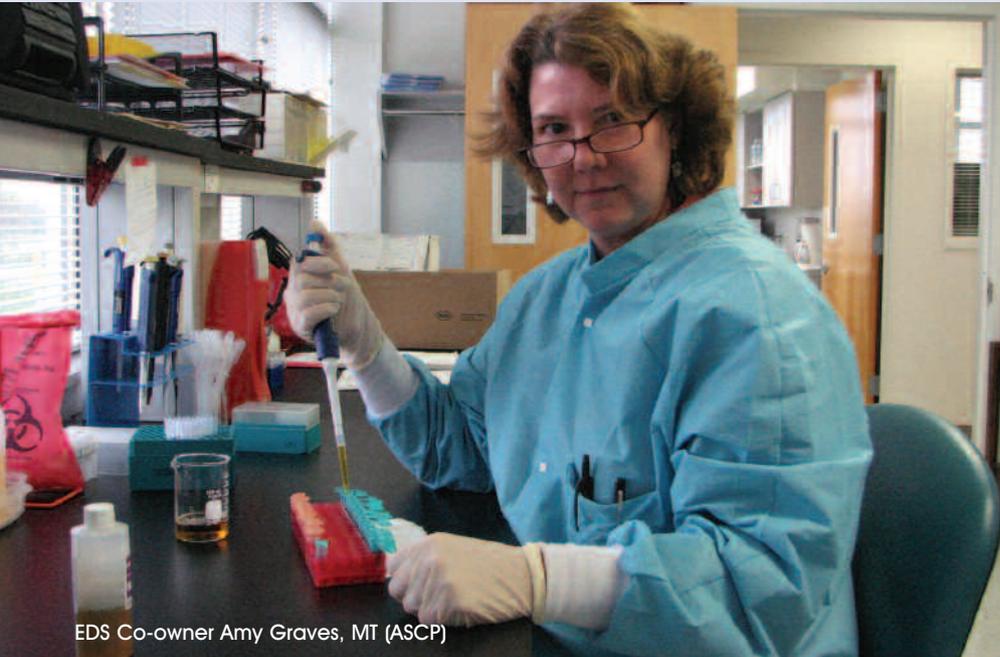


UNIVERSITY OF KENTUCKY



EDS Co-owner Amy Graves, MT (ASCP)

Millinda Fowles, Kentucky Small Business Development Center photo

Consultants with Bluegrass Small Business Development Center worked with Dr. Morrow and Ms. Graves on researching financial statements from other laboratories in the industry and prepared financial projections. The SBDC gathered names of commercial lenders focusing on medicine and orchestrated meetings between Dr. Morrow, Ms. Graves and lenders to pursue financing. They received the necessary funding for equipment, supplies and working capital to start Equine Diagnostic Solutions, LLC (EDS).

With the SBDC's help and assistance from UK's Office of Commercialization and Economic Development, the newly formed EDS opened its doors on the Coldstream Research Campus. Diagnostic testing started on August 7, 2009.

Known for their testing expertise, high throughput and elevated laboratory standards, the EDS staff has previously collaborated in a number of university and industry based equine research projects and plans to participate in future studies with their new laboratory. Additionally, EDS is available as an outlet for universities to commercialize diagnostic tests developed by their researchers in equine veterinary science.

Dr. Morrow and Ms. Graves intend to work with veterinarians to identify opportunities for surveillance and better diagnostics of equine infectious diseases. One practical project is the investigation of alternative sampling methods for such diseases as foal pneumonia, caused by *Rhodococcus equi*. Testing currently requires a tracheal wash, an invasive procedure which can be difficult on young horses.

The mission of EDS is to provide relevant and timely diagnostic testing in a combined effort with veterinarians and researchers to reduce the economic impact of infectious diseases on the equine industry.

Turning the Economic Tide

Kentucky Small Business Development Center accelerates Kentucky's economy

THE Kentucky Small Business Development Center (KSBDC) is a network of 17 service centers located throughout the Commonwealth that help start-up and existing businesses succeed by offering high quality, in-depth and hands-on consultations; comprehensive planning and market research; and, expert-led entrepreneurial workshops. KSBDC clients:

- Increase profits through aggressive business strategies
- Decrease risk due to extensive research and analysis
- Grow sales through vital network development
- Gain access to experts on funding sources

Client Focus:

Equine Diagnostic Solutions, LLC

Jennifer Morrow, Ph.D. and Amy Graves, MT have over 20 years of combined experience in equine diagnostic testing. Jennifer Morrow earned her Ph.D. in Microbiology from the University of Kentucky and went on to direct laboratory services at Equine Bidiagnostics, Inc.

This company commercialized diagnostic testing developed by researchers at UK's Gluck Equine Research Center for the puzzling equine disease named EPM. Two years later, Amy Graves brought her educational expertise in animal and clinical laboratory science and her passion for horses to the company.

Equine Bidiagnostics, Inc. was eventually sold to a private investor who sold it again to a large corporation. In early 2009, the corporation decided to close the equine operations in Lexington to focus on their core business. This eliminated seven jobs. With their experience and passion, Dr. Morrow and Ms. Graves knew they could develop a business model that would be profitable. They began working on plans to open their own reference laboratory.

Generating Positive Economic Returns for Kentucky

	FY 2008	FY 2009	TOTAL
Loan Dollars	\$24.9 million	\$49.4 million	\$74.3 million
Sales Growth	\$53.5 million	\$88.7 million	\$142.2 million
Tax Revenues Generated	\$4.2 million	\$7.2 million	\$11.4 million

\$10.86 was returned for every dollar invested in the KSBDC consulting services.