



OraSure Technologies, Inc.



ORIGINATE
VENTURES

Over the past 25 years, I have had the good fortune to live, work, and raise my family in Bethlehem, Pennsylvania.

I moved to Pennsylvania in 1987 to join three other entrepreneurs start a business at the Ben Franklin Incubator at Lehigh University.

From our humble beginnings in 1987, our journey took us on a wild entrepreneurial ride. Founded with the idea of selling a sunscreen product on a towelette delivery system, the Company eventually transformed itself into OraSure Technologies (NASDAQ:OSUR). Today, OraSure is best known for developing, manufacturing and selling the first and only rapid oral fluid HIV test in the world.

In 2012, OraSure sales exceeded \$87 million and the Company employed more than 330 people. The Company's headquarters are located on a former Bethlehem Steel site on the south side of Bethlehem, Pennsylvania.

I retired from OraSure in 2004 at the age of 46. Now financially independent with plenty of options to move anywhere in the world, I decided to stay in Bethlehem to start my next business venture.

In 2006, I purchased and completely renovated a blighted former Bethlehem Steel Fire House located in a Keystone Innovation Zone (KIZ). At that time, I was not certain what I would do next, but I knew that I wanted to be an active participant in the economic development in our community.

In 2007, I co-founded Originate Ventures, an early stage venture capital fund. We eventually raised \$46 million from angel investors, pension funds and the State of Pennsylvania. Our target market was focused on investing in high tech startups in Pennsylvania and the surrounding area.

Since 2008, Originate has invested more than \$32 million in 17 early stage technology companies. Entrepreneurs have driven up to 500 miles to visit Bethlehem to pitch us to invest in their entrepreneurial ventures.

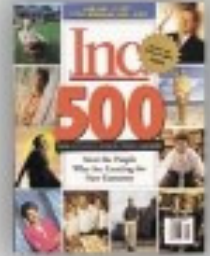
I have always characterized my relationship with the Pennsylvania economic development agencies as an awesome "Public-Private" partnership. At every stage of our growth, Pennsylvania has been there to help us build our business and create sustainable high paying jobs in Pennsylvania.

Our "local story" is one that can be characterized by a series of major "economic milestone events" that helped shape our economic success in Pennsylvania. See the timeline attached for a glimpse of our journey.

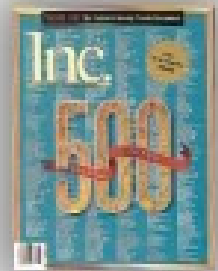
To those involved in Innovate PA – invest as aggressively and creatively as you can. It works.

Sincerely,

Mike Gausling



1994 Fastest Growing
Private Companies



1995 Fastest Growing
Private Companies



December 1, 2003
Opened the
NASDAQ Market

MILESTONE EVENTS:

1985 Idea for “sunscreen on a towelette” developed as a classroom project at Carnegie-Mellon University.



1987



December 11, SolarCare starts its business at the Ben Franklin Technology Center at Lehigh University; 3 full-time employees; 1 part-time chemist.

1989

SolarCare written up in the *Wall Street Journal*.



1990

SolarCare raises \$450,000 from angel investors.



1991

SolarCare signs exclusive license agreement with Coppertone to market SunSense® worldwide.

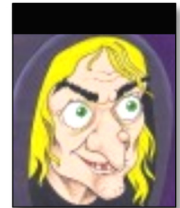
1992



SolarCare buys and renovates blighted, abandoned building in Bethlehem, PA. Primary funding for construction from State of Pennsylvania.

1993

SolarCare completes clinical trials, receives regulatory clearances, and begins to sell Histofreezer®, a Portable Cryosurgical System for freezing warts.



1994

SolarCare named to *Inc. 500 List of Fastest Growing Private Companies in the United States*.

1995



Name changes to STC Technologies, Inc. STC completes an asset purchase of Enzymatics and begins to sell Q.E.D.® Saliva Alcohol Test.

STC named for the 2nd time to *Inc. 500 Fastest Growing Private Companies in the U.S.*

1996

STC raises \$4.6 million from angel investors.

1998

Established office in The Netherlands, sales grow 34% to \$10.6 million. Acquired exclusive distribution rights for Epitepe's OraSure® Oral Specimen Collection Device for use in drugs of abuse testing.

1999

STC raises \$9.2 million from venture capital investors and from its current angel investors.

2000



Leased 24,000 ft² in the John M. Cook Tech Center II, formerly an abandoned Bethlehem Steel site. This building was funded by Ben Franklin, the City of Bethlehem, and the State of PA.

Merged with Epitepe, formed OraSure Technologies (NASDAQ:OSUR). Headquarters moved from Beaverton, Oregon to Bethlehem. Company sold for \$260 million in an all stock transaction, netting investors up to 70x ROI.

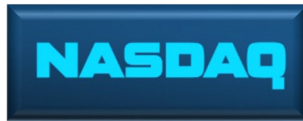
2002

OraQuick[®] becomes first rapid HIV-1 test approved in the U.S. by the FDA.



OraSure completes construction of Tech III, a world class manufacturing facility on the southside of Bethlehem at a cost of \$6.5 million.

2003



OraSure opens NASDAQ Market for World AIDS Day.

2004

Mike retires from OraSure at age 46. At that time, OraSure's annual sales exceeded \$50 million and the Company's Market Cap exceeded \$500 million.



2006



Mike buys and renovates former Bethlehem Steel Fire House.

2007

Co-founded an early stage Venture Fund in Bethlehem. Raised \$46 million from local angels, institutional investors, and the State of Pennsylvania.



ORIGINATE VENTURES

2008-2014

Originate invests more than \$32 million in 17 early stage technology companies, including 8 in Pennsylvania.