

INDUSTRY NEWS

PENN VALLEY, PA.

Zelos Execs Launch Locust Walk Advisory Firm

BY [JONATHAN MATSEY](#)

Two start-up executives have launched advisory firm Locust Walk Partners to provide outsourced business development services to small and mid-sized life science enterprises.

"We are not a consulting firm; we are not an investment bank," Managing Director Geoff Meyerson said. "Companies will pay us a retainer, and for less than the cost of a business development person, we can be their entire business development wing."

Meyerson and his fellow managing director, Jay Mohr, founded Locust Walk at the beginning of December 2008 after leaving Zelos Therapeutics Inc., where Meyerson worked as director of business development and Mohr, chief business officer, was his boss.

"We were a one-product company, so we had a lot of time on our hands," Meyerson said of his work at Zelos, a venture-backed osteoporosis drug developer in West Conshohocken, Pa. He said that by aggregating several companies' business development programs, he would be able to provide a better service than each company individually could.

To date, three companies have retained Locust Walk, based in Penn Valley, Pa. One is Zelos, Meyerson said; the other two are undisclosed.

Meyerson said Locust Walk would work with both venture-backed and other small private companies, as well as smaller public companies across the drug, device and diagnostic sectors. He also said he hopes to work with the giants in the drug and device industries to help them navigate ties with smaller companies.

<http://www.locustwalkpartners.com>