



Senate Finance Committee

June 23, 2011

*Robert T. Skunda
President & CEO*

Virginia BioTechnology Research Park

- **Joint initiative of the Commonwealth of Virginia, City of Richmond and Virginia Commonwealth University**
- **Non-Profit Corporation Created in 1992**
- **State created political subdivision in 1993 (VBRP Authority)**
- **Mission to Attract and Grow High-Tech Jobs and Position Virginia as a National Competitor in the Biotechnology Industry**

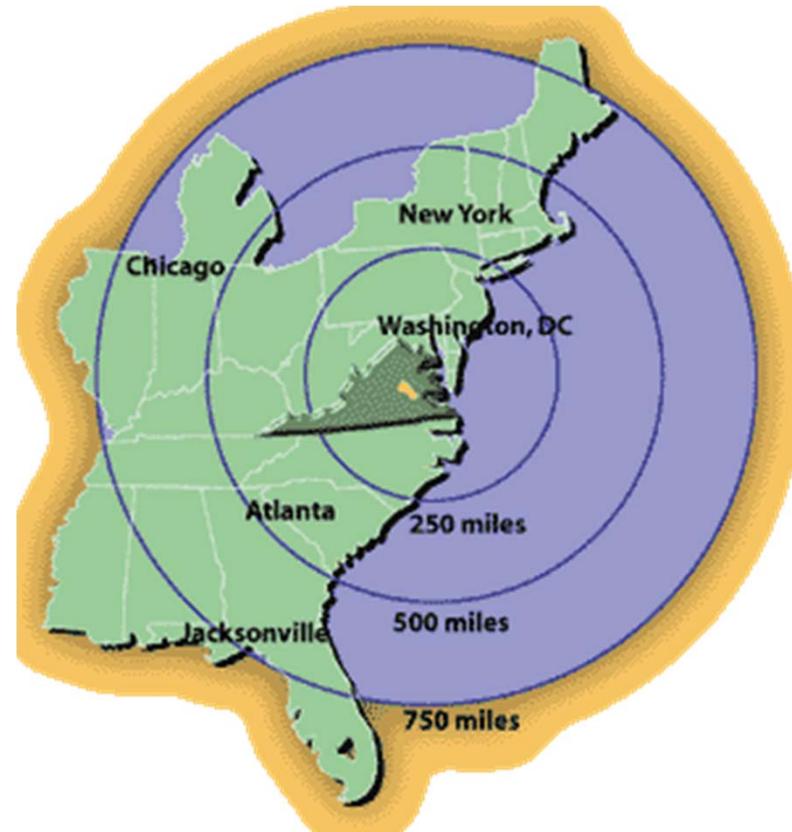






Factors for Creating Successful Biosciences Base

- **Research “magnet”**
- **Venture capital**
- **Funding (federal/state) for R&D**
- **Specialized facilities and equipment**
- **Workforce and talent pool**
- **Entrepreneurial culture**
- **Create “critical mass”**



Stages of Park's Development

First Phase



1993-2000

Transforming from “paper plan” to reality

Second Phase



2000-2005

Building critical mass and identity

Third Phase



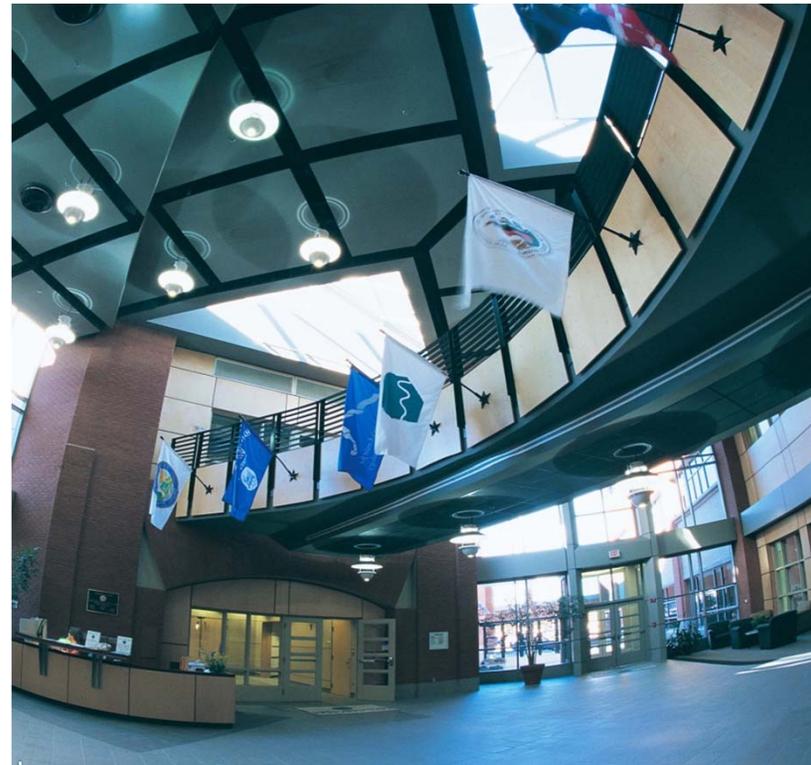
2010 and beyond

- Building Scientific Community
- Supporting Economic Development
- Sparking Science Education

Overview of Science Park

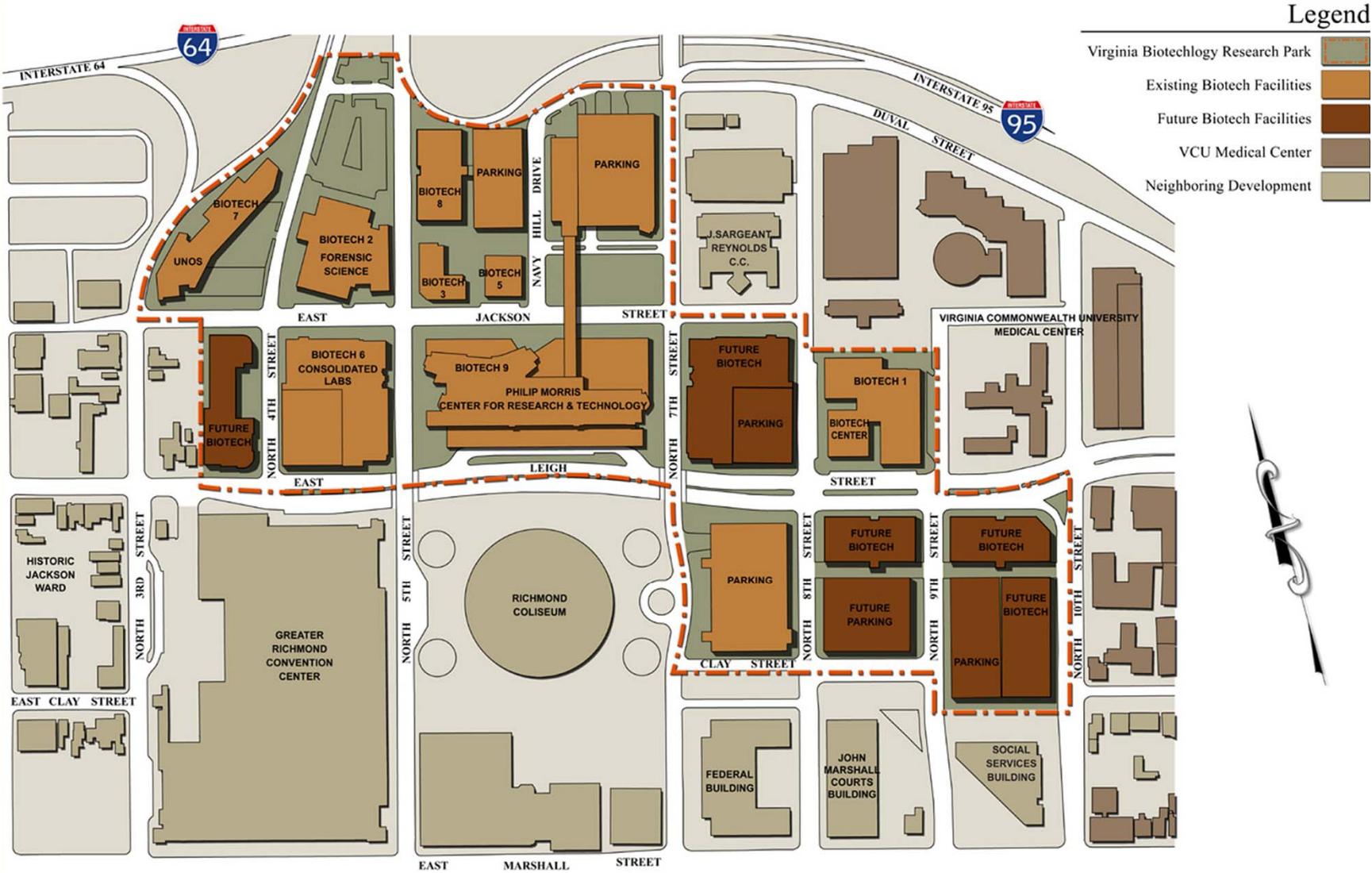
- **Opened in 1995**
- **9 buildings/1.1 million s.f. space**
- **55 private companies**
- **2 VCU research institutes**
- **4 state laboratories**
- **5 non-profits**
- **\$525 million capital investment**
- **2,000 scientists, engineers and technicians**

Atrium of Biotech Center and Biotech One



Current Development

Current Layout of the VA Biotech Park



Biotech Buildings 1 & 2

Biotech 1

- **100,000 s.f. multi-tenant building**
- **\$15 Million VBRPA Bonds**
- **Master Lease with VCU**
- **VCU Research Institutes**
- **Vice President for Research**



Biotech 2

- **131,000 s.f., \$30 million project**
- **20 Year Financing Lease**
- **Virginia Division of Forensic Science**
- **Office of the Chief Medical Examiner**
- **Central Lab for Forensic Science**

Biotech Buildings 5 & 6

Biotech 5

- **Infilco Degremont North American R&D Center**
- **13,000 s.f., \$4 million project**
- **VBRPA Bonds**
- **Environmental biotechnology**



Biotech 6

- **Virginia Division of Consolidated Laboratory Services**
- **Department of Agriculture & Consumer Services**
- **194,000 s.f., \$63 million project**
- **Extension of Federal Laboratory Network (CDC, USDA)**

Biotech Buildings 7 & 8

Biotech 7

- **National headquarters for the United Network for Organ Sharing**
- **80,000 s.f., \$17.5 million project**
- **VBRPA Conduit Issuer**
- **Administers U.S. Organ Procurement & Transplant Network, established in 1984**
- **325 Employees**



Biotech 8

- **76,000 s.f. with 300 Car Deck**
- **100% Leased with 310 Total Employees**
- **\$22 Million Project, Privately Financed**
- **State, VCU and Private-Sector Tenants**

Health Diagnostic Laboratory, Inc.

- **CLIA – certified lab**
- **Focus on disease-state management**
 - **Cardiovascular Disease**
 - **Heart Failure**
 - **Stroke**
 - **Diabetes**
 - **Metabolic Syndrome**
 - **Fatty-Liver Disease**
- **Locally Founded in June 2009**
- **Over 250 Employees**
- **Multiple Awards and Recognition**

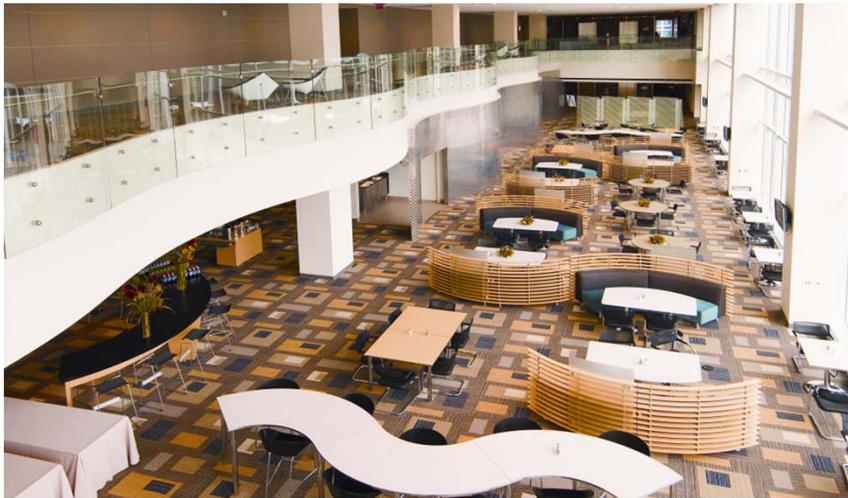
HDL Lab Spaces



Virginia BioTechnology Research Park

Biotech 9

- **Altria Center for Research and Technology**
- **450,000 s.f. Research Center**
- **\$350 Million Investment**
- **New Product Development**



- **Opened in Mid-2007**
- **Over 600 Employees and Contractors**
- **Largest single private sector investment in Richmond History**

Virginia BioTechnology Center

- **27,000 s.f. Incubator Facility**
 - **\$5 Million From 1992 Bond Referendum**
 - **10 Laboratory Suites, 12 Private Offices**
 - **Administrative and Shared-Use Areas, Conference Rooms, Reception**
-



Virginia Biosciences Development Center

- **Formed in 2000**
- **68 companies started in incubator**
 - 19 from VCU
 - 49 attracted by facility/location
- **Average length of stay is ~3 years**
- **41 “graduates” of facilities: includes three publicly traded companies**
- **Over \$400 million in equity, licensing and federal funding raised by tenant companies**



Virginia Bioscience Commercialization Center

- **Formed in late 2007 for later-stage companies seeking to access U.S. healthcare markets**
- **Unique regional appeal and qualifications (Biotech Park, VCU and industry partners)**
- **Currently working with 9 Israeli life sciences companies:**
 - Cancer therapeutics
 - Wound healing
 - Diagnostics
 - Surgical instruments
 - Medical IT



Virginia BioTechnology Research Park

Biotech 10

- **Virginia Biosciences Education & Visitors Center**
- **Multi-Tenant Expansion**
- **Legacy Project for Park:**
 - **Support Science Education with Primary Focus on Middle and High Level Students**
 - **Serve as a Focal Point and Destination for Visitors**
 - **Support Regional and State Economic Development By Showcasing Life Science Assets**



Community Lab

- **Modeled After Biogen Community Lab in Massachusetts**
- **Replicated in San Diego and Singapore**
- **Over 20,000 Students, 600 Biogen Volunteers since 2002**
- **Half-Day and Summer Programs**

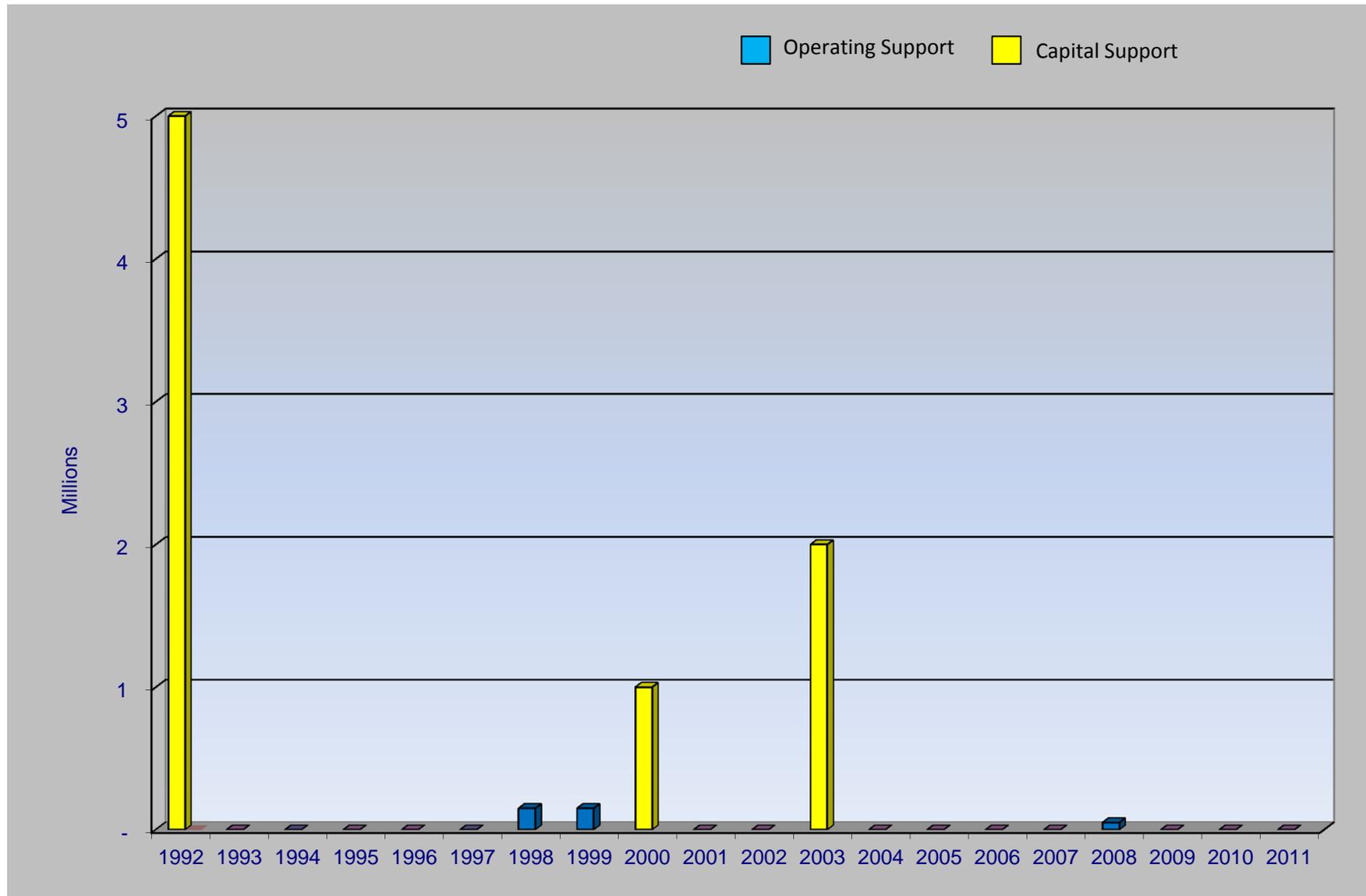


- **Partnership with Local School Districts For Staffing**
- **Equipped for Demonstrations, Hands On Experience and Tours**
- **Enable Interaction With Laboratory Scientists and Entrepreneurs**
- **Serve as Research Laboratory for Science Focused Careers and Majors in Higher Education**

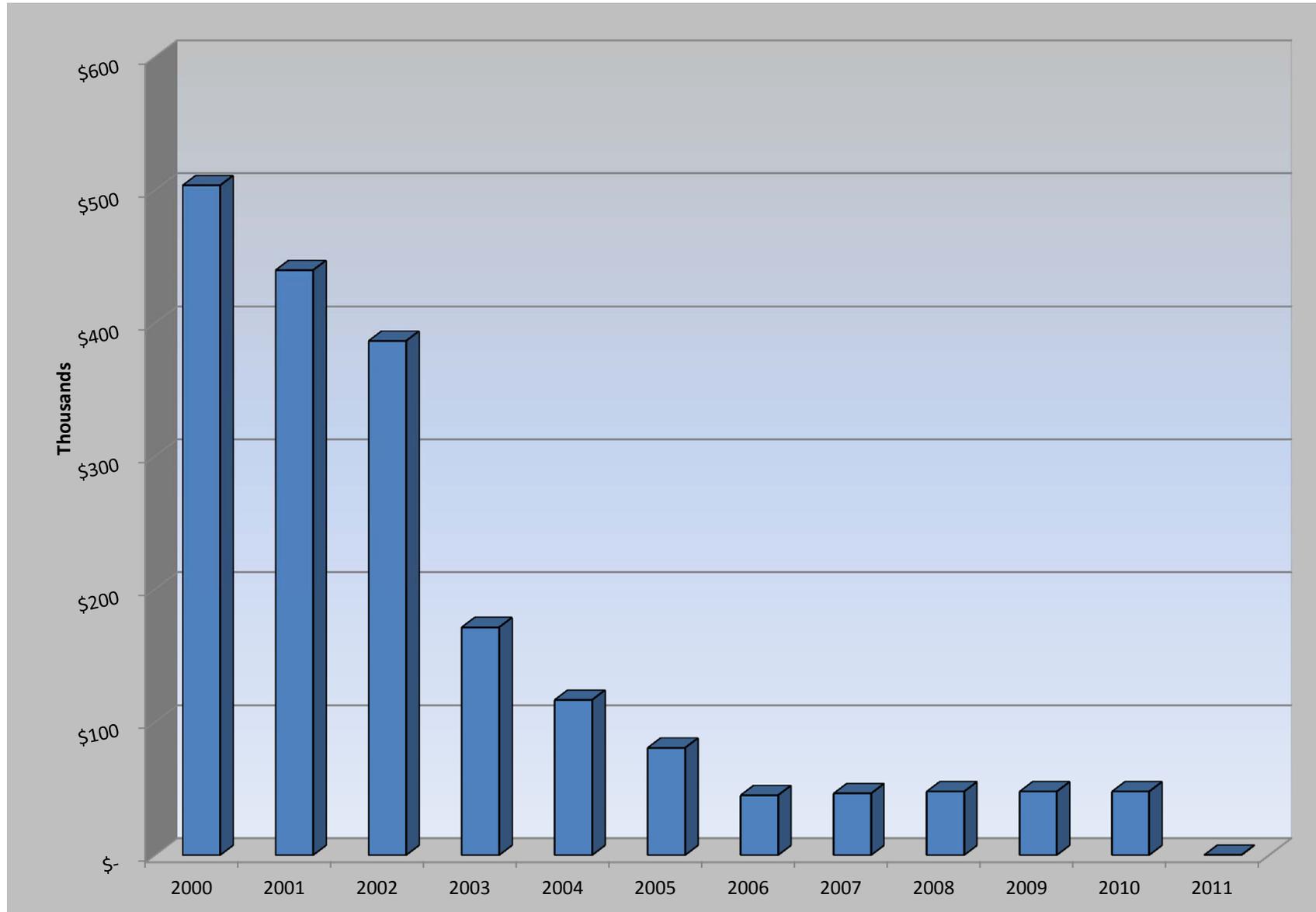
Major Challenges Facing Park

- **Financial Stability and Adequacy of Resources**
- **Running Out of Land for Additional Development**
- **Comparable Initiatives Require Both Capital and Operating Support**
 - **North Carolina Biotech Center \$15 million/ year**
 - **Maryland Biotech Center \$3.7 million/ year**
- **Long-Term Mission and Role for Biotech Authority**
 - **Complete Development of Remaining Land**
 - **Pull Equity Out of Current Assets**
 - **Bioscience Incubation**
 - **Strengthening Scientific Community and Promoting Research**
 - **Future Statewide Role?**

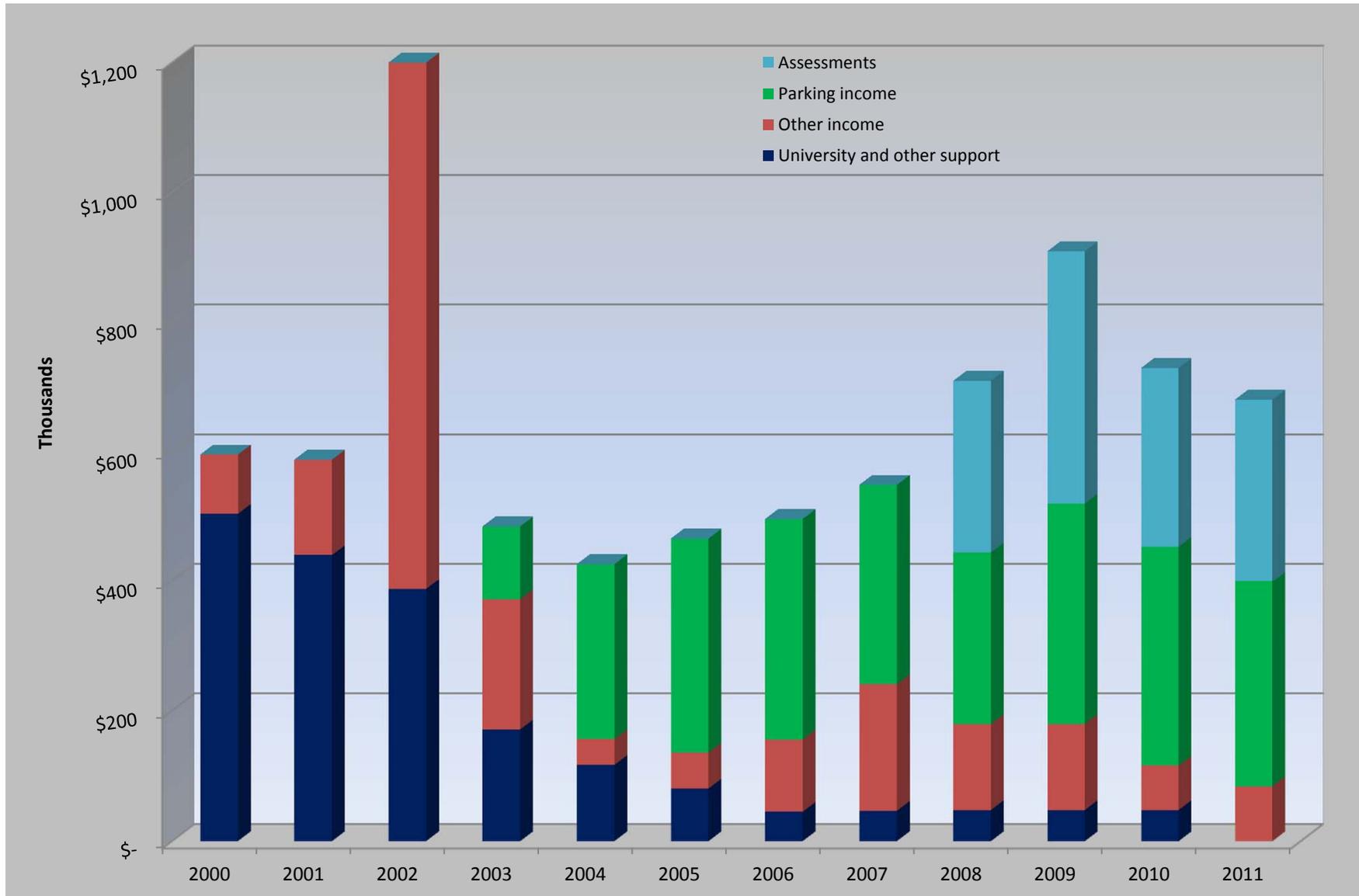
State ROI on Capital Investment Over \$66:1



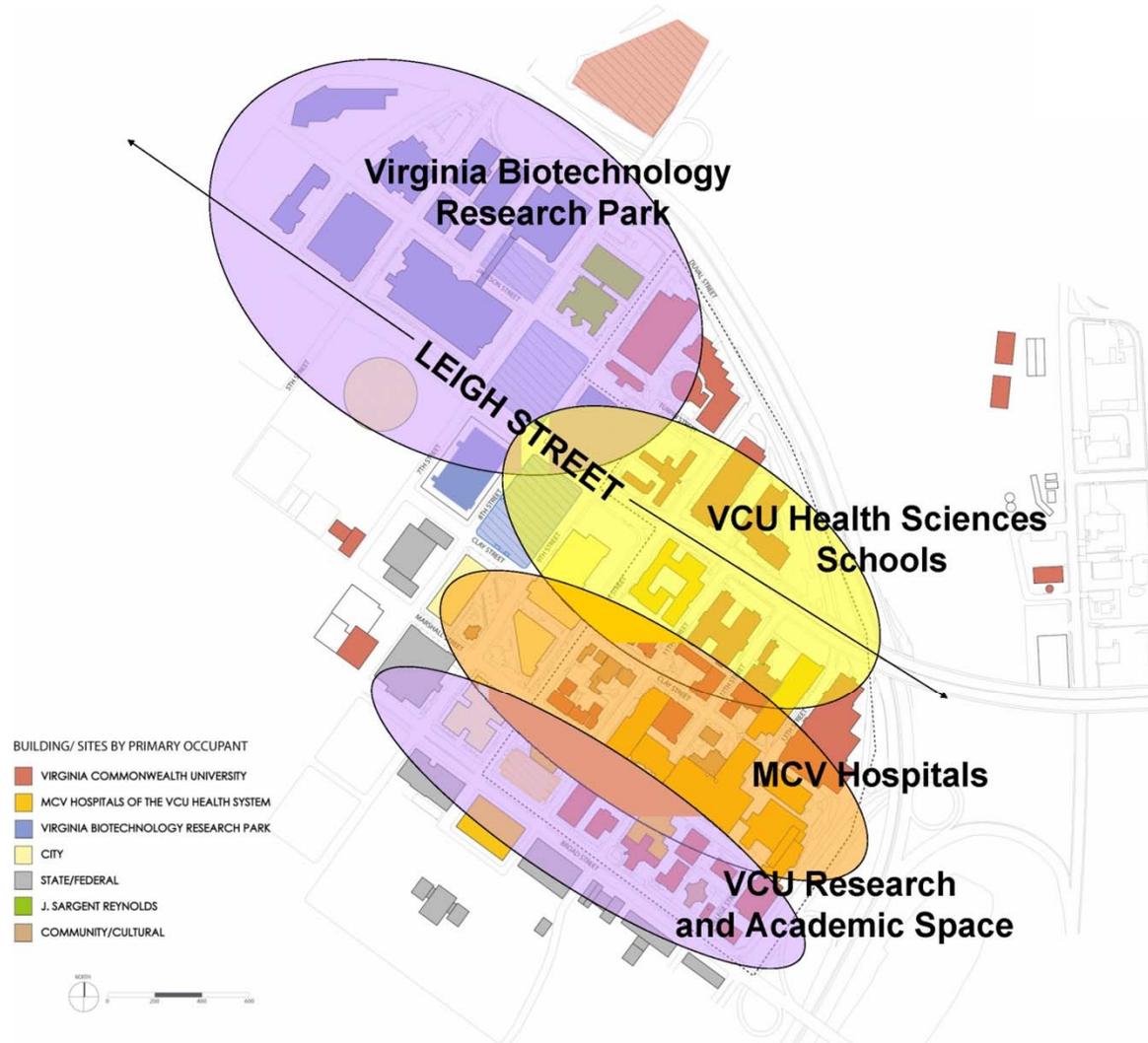
VCU Has Been Principal Supporter of VBRP



VBRRP Has Become Self-Supporting ED Organization



A Center for Biotechnology



Combined Resources

- **VCU Medical Center and Biotech Park**
- **32 square block area**
- **Over 6 million square feet of research, teaching and patient care and commercial facilities**
- **12,000 researchers, educators and support personnel**
- **One of the largest contiguous critical mass life science clusters on East Coast**

Aerial Photo of VCU Medical Center and VBRP



Conclusion

The Virginia BioTechnology Research Park Richmond, Virginia

