

IV. BUSINESS RESOURCES

INTRODUCTION

Historically, the states that have been the most successful in developing and attracting biotechnology companies have combined aggressive university technology transfer and entrepreneurial development efforts with government support for facilities, financing and general business development. In this section, the business development resources in the North Central United States will be reviewed. Please refer to Appendix E for a listing.

BIOSCIENCE FACILITIES

A typical biotechnology company, faced with meager cash resources and an immediate or near-term expansion, is (or soon will be) looking for "walk-in" wet-laboratory facilities with potential for future expansion. States have addressed this need by the creation of Biotech Incubators and Research Parks. The backbone of these facilities is a managerial staff that understands the specialized facility needs of the biotechnology industry, from federal and state laboratory code requirements to cGMP manufacturing requirements. Additionally, these facilities serve as a network for purchasing, waste disposal, and equipment. Bioentrepreneurs wishing to reduce their facility financing burdens are benefited by pre-built facilities, building-related financing, low lease costs, build-out options and favorable state/local incentives. In the North Central U.S., Colorado and Iowa have business incubators dedicated to biotechnology.

The Colorado *Bio/Medical* Venture Center, Inc. (CBVC) is a non-profit, private corporation which manages a 20,000 sq. ft. incubator with 3,500 sq. ft. of wet laboratory space in Lakewood (suburb of Denver). The incubator was built in collaboration with Cadus Pharmaceutical and the AMC Cancer Research Center. It houses six biomedical and biotechnology companies and has graduated two companies into larger facilities. It offers a range of client services (regulatory, accounting, information, clerical, etc) and can provide company development grants. CBVC staff have helped organize the Colorado Medical Device Association and are assisting the formation of the Colorado Biotechnology Association.

In Iowa, both Iowa State University and University of Iowa have research parks dedicated to providing wet laboratory facilities to biotechnology and pharmaceutical companies. The Oakdale Research Park in Iowa City is home to the Biocatalysis and Bioprocessing Center of the University of Iowa and provides access to the only university-owned and FDA-approved pharmaceutical manufacturing facility. The Iowa State University Research Park in Ames is surrounded by the world's greatest concentration of animal research centers and scientists. It has housed several companies which have graduated to larger facilities.

RESEARCH FACILITIES

An indirect source of financing that assists biotechnology companies is the availability of research facilities. These core facilities provide state-of-the art equipment and well-trained personnel. Most of the major universities in the North Central region have core research facilities available for contract sponsored research with industrial clients (Please refer to Appendices A - D).