

Appendix B

Subsection (14) (f)

An assessment of factors affecting the progress toward achieving the projected biotech industry cluster associated with the grantee's operations, as projected by economists on behalf of the Executive Office of the Governor

This subsection was completed with information provided by:

The Business Development Board of Palm Beach County, Inc. (“BDB”) is a public-private partnership established in 1982 to be the official economic development organization for Palm Beach County. It is a not for profit organization that is funded in part by the Palm Beach County Board of County Commissioners and in part by private corporate members. BDB is the official partner of Enterprise Florida, Inc. in Palm Beach County.

Workforce Alliance, Inc. is a nonprofit corporation chartered by the State of Florida. The organization operates a workforce development system in Palm Beach County that is responsive to the needs of both business customers and job seekers. Together with leaders from business, government, education and community agencies, Workforce Alliance links businesses in need of qualified employees with individuals seeking employment opportunities. Workforce Alliance operates three Career Centers (South, Central and West) and two Professional Placement Network locations in Palm Beach County. The organization administers an annual budget of approximately \$20 million.

Enterprise Florida, Inc. (“EFI”) is the public-private partnership responsible for leading Florida's statewide economic development efforts. The organization's mission is to diversify Florida's economy and create better paying jobs for its citizens by supporting, attracting and helping to create businesses in innovative, high-growth industries. EFI focuses on high-value sectors such as: life sciences, information technology, aviation/aerospace, homeland security/defense and financial/ professional services. EFI works with a statewide network of regional and local economic development organizations to continually improve Florida's business climate and ensure its global competitiveness.

Palm Beach Community College (“PBCC”) is Florida's first public community college. Established in 1933, PBCC has been recognized as a premier two-year institution, lauded for achievement at the local, state and national level. PBCC has over 48,000 students enrolled in over 100 programs of study including associate in arts and associate in science degrees and short-term certificates. PBCC has four campuses in Palm Beach County: Belle Glade, Boca Raton, Lake Worth and Palm Beach Gardens.

Indian River State College (“IRSC”) is two-year public post-secondary institution dedicated to serving the educational, career training, and cultural needs of its surrounding area. Authorized by the Florida Legislature in 1959, IRSC has grown to link Indian River, Martin, Okeechobee, and St. Lucie Counties with eight campuses. IRSC offers a range of degree and certificate

programs, including Associate in Arts and Associate in Science degrees, as well as shorter-term certificate programs.

Town of Jupiter (“TOJ”) is located in northern Palm Beach County and is the home of Scripps Florida’s permanent facility. In 2006, the town established a \$3 million economic development fund in support of an interlocal agreement with Palm Beach County. TOJ also established an advisory board, which provides recommendations regarding the distribution of the funds. The Board oversees funding for the Northern Palm Beaches including Mangonia Park, Riviera Beach, Jupiter, North Palm Beach, Palm Beach Gardens and Lake Park.

Economic Council of Martin County (“ECMC”) was formed in 1985 by a small group of business leaders. Today, the Council works to resolve problems facing Martin County’s economy and quality of life. The Council is a non-profit, non-partisan organization funded solely by member dues, and views itself as a catalyst between the private and public sectors, fostering dialogue, planning and action.

Following is a summary of contributions submitted by organizations responsible for developing the biotech cluster in South Florida in 2007-2008.

Business Development Board of Palm Beach County, Inc.

- The Business Development Board worked with a confidential biotech company, codenamed Project Reilly with the aim of relocating the company’s corporate HQ to Palm Beach County. The company is publicly traded on the AIM exchange in London, and would create 123 new jobs in Palm Beach County that pay over 200% of the county’s average salary. Currently the BDB is still working with the company to address its needs and concerns during the adverse financial market conditions.
- The Business Development Board successfully led the recruitment team that secured the expansion of the Max Planck Society into Florida.
- Business Development Board was interviewed by all of the local news stations regarding the recruitment of the Max Planck Society on September 11, 2007.
- The Business Development Board began working with a biotech company from the Republic of South Africa that is interested in relocating to Palm Beach County. This project is being coordinated with Enterprise Florida.
- Biotest Pharmaceuticals is working with the Business Development Board and Enterprise Florida to evaluate the possibility of it expanding at its Boca Raton facility.
- The renowned researcher Dr. Claes Wahlestedt spun off a new company from Scripps Florida. The new company is called cuRNA and it is currently based in Palm Beach Gardens.

- The Business Development Board hosted its 2nd Annual Familiarization Tour for international site consultants. Twelve premier site consultants visited Palm Beach County in February 2008 in order to become better versed in the assets of this innovative marketplace. The tour included a visit to Scripps Florida and the opportunity to become familiar with Palm Beach County’s life science educational assets (Palm Beach Community College and Florida Atlantic University).
- The Business Development Board’s (BDB) Life Science Strategic Steering Group continues to provide insight and advice to the BDB with respect to growing and sustaining the life science cluster. The Group is currently updating its 2007 report to reflect the accomplishments of 2007 – primarily the successful recruitment of the Max Planck Society. The Group is made up of industry leaders, researchers, government, and academic representatives.
- Planned, coordinated and executed *the BioScience Stakeholders’ Meeting* held at the West Palm Beach Marriott on October 11th, 2007.
 - ☑ Recruited all of the panelists
 - ☑ Developed the agenda of the day
 - ☑ Recruited the moderator – Don Upton of Fairfield Index
 - ☑ Developed invitation for South Florida as a region to attend
 - ☑ Coordinated the hotel arrangements to hold the conference
 - ☑ Developed sponsorship packages for local businesses
 - **This event was financed 100% by private contributions**
 - ☑ Successfully executed the day’s events and hosted **250 regional business, industry, government and scientific leaders.**
- Created an updated life science collateral promotional document to illustrate Palm Beach County’s life science assets. Titled *Life.Science*.
- Coordination with Enterprise Florida and other South Florida counties to promote the state at BIO2008 in San Diego, CA. The Business Development Board represented Palm Beach County through meetings with companies and hosting a top level sponsorship spot in the Florida Pavilion. Three of the five “Innovation Speakers” at the conference were Palm Beach County assets: Scripps Florida, Max Planck Society and Biotest Pharmaceuticals.
- Led the Palm Beach County delegation to San Diego, CA for the BIO2008 tradeshow. Over 21,000 people attended the show and many of those visited the Florida pavilion. Palm Beach County (BDB) was a major sponsor of the pavilion and had a prominent display touting the assets of the county. Other Palm Beach County companies and organizations that formed part of the delegation with BDB were: Florida Atlantic University, Palm Beach Community College, BioTools, TransDermal Technologies, and Biotest Pharmaceuticals.

- Palm Beach County was featured alongside Miami-Dade and Broward counties on the occasion of the trade mission to Canada promoting South Florida, in the trade journal *Bio Business*.
- The Business Development Board was awarded the Florida Economic Development Council's "Deal of the Year" award for the recruitment of the Max Planck Society.
- Palm Beach County was highlighted as a key location for life sciences in the May 2008 edition of *The Scientist*.
- Forbes.com ranked Palm Beach County as its #3 hotbed of tomorrow's technology in part because of the successful development of a foundation for research and development.
- Palm Beach County promoted its life science assets to a global audience through GenomeWeb.com and Biospace.com, attracting a 900% increase in visitors to its life science website on bdb.org.
- Hosted inbound trade missions in 2008 that visited Palm Beach County with an interest in learning more about the life science community which included:
 - Spain
 - United Kingdom
 - Germany
 - Israel
 - Canada

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Workforce Alliance, Inc.

During the period October 1, 2007 to September 30, 2008, Workforce Alliance continued its work engaging and promoting the biotechnology industry in Palm Beach County and the greater Southeast Florida region. We accomplished this by targeting the industry as part of our mission to drive economic growth.

During this period of time, we:

1. Serving as member of the BioFlorida Southeast Chapter Leadership Team. This team planned and carried out a successful breakfast and networking event in September 23, 2008.
2. Serving as member of the Banner Center for Biotechnology's Advisory Council. The Banner Center is an initiative of the Agency for Workforce Innovation and is located at the University of Florida in Gainesville, FL.
3. Coordinated and moderated two sessions at the 2007 BioFlorida Conference: *What's In Your Petri Dish?* and *Don't Leave College Without It*.
4. Spoke at the October 2007 BDB Bioscience Stakeholders Meeting on the role Workforce Alliance has taken to boost the talent pool and promote a skilled workforce.
5. Chaired the South Florida Bioscience Consortium's Workforce Development Committee, successfully wrapping up the goals set in early 2007.
6. In December 2007, we successfully wrapped up the USDOL Biotechnology Training Grant, a regional partnership covering 5 counties, Indian River State College and Florida Atlantic University. Workforce Alliance won the USDOL Employment and Training Administration's Recognition of Excellence Award for its work (<http://www.pbcalliance.com/latestnews.html>).
7. Provided skills testing to Scripps Florida's administrative applicants.
8. Continued working with local bioscience companies by providing talent for open positions.
9. In talks with a Matrix Technology Management, a Florida west coast company, to discuss ways to develop a pipeline of skilled entry-level talent for that region while colleges there develop the programs needed to train people.

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Life Science Marketing Initiatives Oct 1, 2007 – Sept 30, 2008

- **Marketing Materials**
 - Developed the **Life Sciences Market Brief**, a 12-page overview which provides a more detailed look at the cluster in Florida, including size and location of the biotechnology, pharmaceutical, medical device, and health care industries in the state. It also includes information on Florida's research and innovation infrastructure, as well as life science company success stories.
 - Created **Biotech/Pharmaceutical and Medical Devices cluster snapshots** (easy to read one-page fact sheets). The snapshots are used to educate and create interest, and are pushed out in a variety of marketing programs.
- **Web-based Innovation Center – Florida Voices of Innovation**
 - Developed the new Innovation Center, an interactive feature on eflorida.com, which showcases innovative Florida companies and technologies, including innovations in the life sciences cluster. Demonstrating Florida as a hub for innovation, the Center brings to life the state's innovation stories through multi-media formats such as podcasts, videos, an interactive map and RSS feeds. Business leaders can learn about Florida companies from first hand interviews and stay up-to-date on new trends.
www.eflorida.com/innovationcenter
 - Florida Biotechnology and Pharmaceutical industries are being promoted on search engines through Google AdWords. When the ad link is clicked, it goes directly to a web page that promotes the Bio/Pharma cluster snapshot.
- **Trade Shows, Events and Conferences**
 - Led a business development mission to **BIO 2008**, the world's largest gathering of biotechnology leaders, in San Diego on June 17-20. The state's pavilion showcased 29 organizations including Max Planck Florida Institute, Scripps Florida and Torrey Pines Institute for Molecular Studies. An invitation-only wine blending and dinner event was also held. More than 200 leads were generated as a result of our efforts. The show attracted over 20,000 industry leaders from 70 countries and 48 states. A 2 page advertorial on Florida's Life Sciences Cluster and a full page print ad appeared in the BioFlorida Resource Guide. This guide was distributed to BioFlorida's members and at BIO 2008.

- EFI organized a Florida presence at Medica **2007** in Germany. This is one of the largest medical trade fairs in Europe. An exhibition catalog of Florida exhibitors was created and distributed at the Florida Pavilion.
- **Marketing Campaigns**
 - Proactive marketing public relations innovation campaign: five life sciences stories featuring information about Florida appeared in national media and a quote was secured from BIO's President and CEO promoting Florida's success in building a life sciences cluster. Additionally, 110 national reporters and freelance journalists covering the life sciences industry received a pitch on Florida's life sciences cluster. We also responded to four editorial requests relating to life sciences to writers from *Forbes*, *Genetic Engineering News*, *Technology Review* and *Tech Journal South* publications.
 - To brand Florida as a hub for life sciences, a total of seven eCommunication Series email campaigns were launched. Three were implemented to over 50,000 execs in biotechnology & pharmaceuticals in the U.S, which promoted Florida's life sciences cluster, as well as the Florida Pavilion at BIO. TFMA participating partners included Southwest Florida and Beacon Council. The four remaining promoted Florida's medical devices industry as well as the Florida Pavilion at MD&M East and were sent to just under 35,000 medical device executives across the U.S. The TFMA participating partner was Southwest Florida.
 - A quarterly Innovations Quarterly, which includes recent developments in life sciences in Florida, reached a targeted national and international audience of over 18,000.
 - Florida life science innovations were promoted through web banner ads and eNewsletter sponsorships with biotech daily industry monitor and new thought leadership partner, Fierce Biotech.
- **Enterprise Florida Life Sciences Council**
 - A new Florida Life Sciences Council was established as a private sector CEO forum in this industry. First meeting was held on November 14, 2007 in Cape Canaveral and was attended by 15 participants. Meeting topics covered strategic planning, marketing, incentives and project management to better leverage business networks for Florida's life sciences growth strategy.

Palm Beach Community College

Palm Beach Community College (PBCC) has created a Biotechnology Program to train research technicians for the area's emerging bioscience industry. Now in its third year with over 118 biotechnology majors, the program works closely with industry and institutional partners to deliver an innovative work-force specific curriculum.

The college has completed a 92,000-square-foot BioScience Technology Complex with state-of-the-art classrooms and laboratories for core sciences. The Biotechnology Program suite has

three large teaching laboratories equipped with basic to advanced biotechnology equipment and instrumentation. The laboratories have been designed specifically to mimic the bioscience workplace and maximize hands-on laboratory instruction. This year the program has launched several on-line courses and expanded its laboratory curriculum to impart critical bioscience laboratory skill sets. In 2009, the program will launch three new advanced courses that are based on industry partner needs. Our faculty is comprised of experience scientists involved in academic research or local bioscience ventures.

PBCC continues its paid internship program where students complete a research project in a research or industrial laboratory. Students are required to complete 320 hours of training in a workplace setting and present their findings in a formal research seminar format to faculty and students. The program currently offers over 30 different internship opportunities for its graduates and has successful placed graduates in full-time employment. Scripps Florida is presently hosting its third student intern this term.

The Biotechnology Program has also initiated its first economic development project with the Town of Jupiter. The Jupiter Town Council voted unanimously on August 20th to approve the first appropriation from its \$3 million Economic Development Fund to the Biotechnology Program at Palm Beach Community College's Palm Beach Gardens campus.

The vote supported a recommendation by the town's Economic Advisory Board to provide up to \$73,000 to the program for training and education of the local workforce, growing local entrepreneurial efforts and increasing the existing and growing local life sciences industry. Dr. Libby Handel, Director of Biotechnology Programs at PBCC, proposed that the funding would support two specific areas: workforce education and training, and entrepreneurial development and assistance.

Specifically, a curriculum specialist will identify and create programs based on needs identified by local bioscience companies, focusing on industry-specific skills. Internships will place students in real-world workplace settings at local companies to hone particular skills and create employment opportunities.

In addition, the funding will enable the launch a technology incubator project through its own new Entrepreneurial Assistance Program. The primary objective of this project is to foster growth of the area's emerging bioscience industry. The College will make available lab space and equipment to scientists and early-stage companies in proof-of-concept experiments in order to attract funding. The scientists will in turn create and deliver work-force specific curriculum, train student interns and teach entrepreneurial skills.

Palm Beach Community College
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Palm Beach Gardens, FL 33410
www.pbcc.edu

Indian River State College

- Indian River State College received a National Science Foundation grant in July 2008 that focuses on the development and implementation of curriculum for biotechnology students and educational training for secondary science teachers. This grant supports the efforts of Indian River State College to build the educational foundation for the life science industry on the Research Coast, composed of St. Lucie, Indian River, Martin and Okeechobee counties. Highlights include summer workshops for teachers and students, mentoring and tutoring for underserved student populations in the life sciences, and Biotech Friday's which will bring students from various schools to the IRSC Main Campus in Ft. Pierce for science experiments and interactive discussions, all focusing on biotechnology.
- To meet the need for skilled biotechnology employees for life science firms, Indian River State College launched a new Associate in Arts degree program in biotechnology in August 2008. Supporting this program are two new state-of-the-art biotechnology and bioinformatics laboratories housed in the new IRSC Vernon and Brenda Smith Center for Medical Education. These facilities provide an industry-standard hands-on learning environment for students pursuing a biotechnology career. Students earn the math and science credits necessary to transfer to a state university for continued education to the graduate level, while gaining the skills necessary to work in the biotechnology field as a lab technician and/or manager. Enrollment has exceeded expectations and the program is expected to grow with the regional emphasis on biotechnology and the life science industry. Indian River State College is prepared to meet those challenges with exceptional facilities, outstanding faculty, and regional partnerships with industry and university leaders.

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Dated: Nov. 3, 2008

Town of Jupiter's Economic Development Fund

The Town of Jupiter's \$3 million *Economic Development Fund* was established to encourage the development and growth of the life science and biotechnology cluster in northern Palm Beach County and the Glades region. While the location of The Scripps Research Institute will provide the engine for the State's biotechnology industry, the Town of Jupiter and Palm Beach County recognized the need to effectively jump-start its development in the absence of needed seed-financing. As a result, the two governments entered into an interlocal agreement in February 2006 which detailed how local funding provided by the Town of Jupiter would fill this funding gap.

While the Jupiter Town Council authorizes the distribution of the Economic Development Funds, the *Economic Development Advisory Board*, which met for the first time in January 2008, makes recommendations to the Jupiter Town Council regarding the appropriate investment of financial resources from the Fund.

Members of the Advisory Board have taken an entrepreneurial approach to the investment of these resources, although this spirit is balanced with the need to protect public funds. The Advisory Board has established the following parameters regarding the types of distribution vehicles that it will use to accomplish its goals:

Greater percentage of resources are dedicated to replenishment of the Economic Development Fund (70 to 90%)

- Small loans
- Equity positions in companies
- Co-funding with companies

Smaller percentage of the funds are dedicated to grants (10 to 30%)

- Matching funds or straight grants
- Coordination with Paragon Foundation
- Support for existing industry

The distribution of these funds have focused on the development of the area's workforce, assisting the development of early stage life science businesses and encouraging the growth and relocation of established businesses in northern Palm Beach County. Example of funding initiatives considered include the following:

- Grant in the amount of \$73,000 to Palm Beach Community College for the development of curriculum designed to instruct students of lab techniques needed by local life science businesses, internship opportunities for students and an Entrepreneurial Assistance Program for early stage businesses. This grant was approved by the Town Council in August 2008.
- A loan guarantee in the amount of \$260,000 to Ocean Ridge Biosciences, a local business that provides gene expression and protein profiling services, with company assets serving

as collateral, in order to fund sales functions and equipment acquisition. It is expected that the Town Council will consider this agreement in November 2008.

- A loan in the amount of \$350,000 to TransDermal Technologies, a drug delivery company, with warrants equal to 2.5% of company equity, for commercialization of products and necessary company staffing. It is expected that the Town Council will consider this agreement in November 2008.

Both local companies are required to establish a Board of Directors, with at least one member of the Advisory Board to be included on the BOD, in order to assist in business development.

In addition to these three applications, the Advisory Board is currently reviewing applications from four local companies and one company that is interested in locating to northern Palm Beach County.

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Jupiter Town Hall
210 Military Trail
Jupiter, FL 33458
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www.jupiter.fl.us/BioTech/index.cfm

ECONOMIC COUNCIL OF MARTIN COUNTY

- ☞ Invited key speakers such as Dr. Richard Houghten of Torrey Pines to address the Economic Council and the Board of County Commissioners on the need to collaborate and to make clear what research companies need to be successful within a community.
- ☞ Established the Life Science Initiatives- a formal collaboration among academia, business, government, workforce and health care partners committed to a shared vision to nurture technology, education, and innovation opportunities for our community.
- ☞ Developed a collaborative logo and branding for the group of 11 key partners.
- ☞ Formalized this commitment with a media event and personal signing of an accord by each of the 11 key partners.
- ☞ Personally addressed each governmental body and celebrated their unanimous passage of the resolution.
- ☞ Mr. H Lee Moffitt, of Moffitt Cancer Center, as well as other distinguished representatives were in attendance to witness the signing and share in the vision of our future. The keynote speaker, Russell Allen, CEO of BIOFLORIDA shared with us the bright innovations within the Sunshine State of Florida.

- ☞ Identified four key site locations within our county and developed a proposed site plan for the top location site.
- ☞ Created an ordinance that would permit research and development as proposed uses in our transit commercial overlays on I-95, currently withdrawn due to legal challenge
- ☞ Sought passage of “Willoughby Research Park” a proposed site plan for our first “permit ready” research park scheduled for development.
- ☞ Creating a DVD identifying the importance of our Life Science Initiatives-to be completed by end of year.
- ☞ Individually met with each elected official to discuss the importance of life science to our region.
- ☞ Celebrated the unveiling of the “Total Cancer Care”, a joint collaboration between Martin Memorial Health Systems and Moffitt Cancer Center.
- ☞ Participate in the Regional efforts of the Research Coast, including the financial consortium coordinated by Treasure Coast Regional Planning.
- ☞ Attending state conferences such as BIOFLORIDA conference held in Amelia Island, Florida in October and regional seminars offered in St. Lucie County.
- ☞ Identified the strengths and weakness, in a white paper, as we saw them within our community and encouraged our leadership to assist in building a better future for our community.
- ☞ Toured the new Scripps facility being built in Jupiter, FL with the Comprehensive Economic Development Strategy committee.
- ☞ Held editorial board visits and offered guest editorials in our local paper and radio interviews to build awareness of opportunities within our community.

ECONOMIC COUNCIL OF MARTIN COUNTY

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Dated: November 5, 2008