

Appendix 2

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:

BioFlorida is Florida's bioscience industry association, operating as a 501(c)(6) not-for-profit organization and representing the biotechnology, pharmaceutical and medical device industries. The association serves to advance innovations in healthcare, agriculture and energy with more than 200+ members. Members of the association include research and development companies and institutions, drug delivery and diagnostic companies, clinics and hospitals, academia and service providers such as law firms, economic development organizations and financial corporations. BioFlorida is the state affiliate of the Biotechnology Industry Organization (BIO) and partners with numerous state and international organizations.

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.

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 non-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.

Institute for Commercialization of Public Research ("Institute") was formed through legislation passed in 2007 (House Bill 83) to support the creation of new companies based on publicly funded research generated within Florida's public university system. Florida's university research base is in excess of \$1.6 billion annually, and the state has invested nearly \$1 billion into private research institutions. The Institute represents a \$1.6 million investment focused on commercializing that research by creating new companies and high-wage, high-skill jobs in industries that are driving the global economy.

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. Palm Beach Community College (PBCC) is presently offering its first Bachelor Degree in Applied Science and will be changing its name to Palm Beach State College effective January 2010.

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.

Business Development Board of Martin County (“BDBMC”) is a public-private partnership working to promote balanced and orderly economic growth in Martin County. As the official economic development organization for Martin County, the BDBMC is charged with the responsibility to support existing companies in their expansion and growth needs, as well as to attract new companies to the community. BDBMC is the official partner of Enterprise Florida, Inc. (EFI), the state's official economic development organization.

Following is a summary of contributions submitted by organizations responsible for developing the biotech cluster in South Florida in 2008-2009.

BioFlorida

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2009 Accomplishments/ Milestones

BioFlorida upholds Florida's vibrant bioscience community by providing advocacy, business development and networking forums. The association's six regional chapters spanning the state are led by chairs serving in eight cities. BioFlorida's policy efforts are well established in Tallahassee and DC with a comprehensive set of legislative priorities, a well-attended BioFlorida Day held in the state capital, district tours for policymakers and fly-ins for advocacy at the federal level. Continued support from the State Legislature is led by the Biotechnology Caucus co-chaired by Senator Thad Altman and Representative Bill Galvano. BioFlorida participated in the Task Force for the Study of Biotech Competitiveness and endorses the recommendations set forth in its report to the Governor.

BioFlorida was honored to host the Florida Pavilion at the BIO International Convention held May 2009 in Atlanta, GA. More than 30 Florida-based companies and organizations were represented in the Florida Pavilion and the conference boasted more than 14,000 attendees and 1,800 exhibitors from 58 countries and 48 states. BioFlorida is in the planning stages of BIO 2010 to be held in Chicago. BioFlorida's marketing and outreach efforts are supported by state and regional economic development and related industry associations.

The regional chapters hold quarterly networking events with scientific presentations showcasing Florida research and developments. These events facilitate business and financial partnering opportunities, research collaborations and industry advancements.

Key events included:

- **Southeast Chapter Events** featuring Max Planck Institute, Akron Biotech, BioTools, Drug Study Institute, EcoArray, Goodwin Biotechnology, Morphogenesis, Regulatory & Toxicology Solutions, Vaccine & Gene Therapy Institute (VGTI), Accu-Break Pharmaceuticals, Cvergenx/Moffitt Cancer Center, Florida Biologix, Midwest Research Institute, TransDermal Technologies, University of Miami
- **Broward Life Science Exchange** featuring Senator Jeremy Ring, Altor BioScience Corporation, Bioheart, Dyadic International, Nova Southeastern University, OrbusNeich and ReceptoPharm
- **Southwest Life Science Forum** featuring Scripps, Arthex, NeoGenomics Laboratories and Tigris Pharmaceuticals
- **Western Chapter Event** featuring Claro Scientific, M2Gen and the University of South Florida
- **The Celebration of Biotechnology** in Alachua Progress Corporate Park which attracted over 300 attendees and showcased more than 75 exhibitors

2010 Foundation Initiative

The association is working to establish the Bioscience Resource & Education Center as a 501(c)(3) foundation to build on the state's existing infrastructure and services to the bioscience

industry. The launch of the foundation will connect Florida's life science assets through a shared resource center. This center will offer science workshops in conjunction with local school districts, continuing education programs, teacher and student internships, CEO roundtables, an industry library and resource center, and business planning workshops.

The foundation will be chartered by BioFlorida's Board of Directors, and funding for the foundation will come from state and federal grants, corporate and private philanthropy, national, state and community foundations, and BioFlorida individual/company donations.

Workforce Alliance, Inc.

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www.pbcalliance.com

During the period October 1, 2008 to September 30, 2009, 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. Served as a 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.
2. Served on the FAU's Advisory Council for the Master's in Business Biotechnology Degree, a terminal degree being planned for those majoring in the biological sciences who prefer to pursue the business side of the life sciences.
3. Served as a member of the BioFlorida Southeast Chapter Leadership Team. This team plans events to unite and promote the life sciences industry in Palm Beach County and the Treasure Coast.
4. Served on the Conference Committee for BioFlorida's 2009 Annual Conference held in Orlando, FL.
5. Posted job openings from life sciences companies and institutions, including Scripps Florida, Sancilio and Company and Biotest Pharmaceuticals.
6. Continued providing talent for open positions at local bioscience companies.
7. Provided skills testing to Scripps Florida's administrative applicants.

Business Development Board of Palm Beach County

310 Evernia Street

West Palm Beach, FL 33401

561-835-1008

www.bdb.org

The Business Development Board of Palm Beach County (“BDB PBC”) remains active in the development of the life science industry in South Florida and is an active partner of BioFlorida. The BDB continues to market the life science industry, among others, to a wide audience.

- In 2008-2009, the BDB PBC entered into a regional grant initiative through Enterprise Florida with the Greater Fort Lauderdale Broward Alliance and the Miami-Dade Beacon Council to market the South Florida region to a European business audience. The three economic development organizations updated the marketing brochure which was produced in 2007-2008 to market the region to Canada; the newer version reflects the growth of the life science industry in Palm Beach County, highlighted by the recruitment of the Max Planck Florida Institute. That brochure is now being printed in German, Italian, Spanish, French and English for distribution through Enterprise Florida channels, at international trade shows and to be sent directly to European companies interested in expanding into the South Florida marketplace.
- The BDB PBC staff traveled to Atlanta, Georgia for the annual BIO trade show and conference, partnering with BioFlorida to market the life sciences to an international audience. The BDB also hosted its annual familiarization (FAM) tour for site selection consultants from around the US and Canada. In February 2009, twelve consultants were hosted in Palm Beach County for a two day orientation of the community that highlighted the life science assets of Palm Beach County and educated the consultants on the business community in Palm Beach County. The goal is to have site selection consultants who are knowledgeable about our community so when they meet clients with needs for relocation or expansion, Palm Beach County is top of mind and they can help expose Palm Beach County to high-wage, high-skill job opportunities.
- During the 2009 fiscal year, the BDB PBC worked with several life science companies to recruit them to Palm Beach County. The BDB held meetings with companies from South Africa, the UK, Spain, Canada and Latin America, as well as multiple locations around the United States. Leinco Technologies of St. Louis, Missouri announced in April 2009 it would relocate to Palm Beach Gardens. Leinco worked with the BDB to approach the Town of Jupiter for access to its incentive fund and was awarded a \$350,000 loan from Jupiter to locate in the northern Palm Beach County area. Furthermore, a local company, Sancilio & Company (SCI) worked with the BDB to expand its presence in Palm Beach County. This pharmaceutical development company employs approximately 15 people at its Riviera Beach facility and expanded its quality assurance and testing facilities to Palm Beach Gardens. The company worked with the BDB to access a loan from the Town of Jupiter and a loan from the city of Palm Beach Gardens, both in the amount of \$350,000 to create additional high paying jobs.
- During the fiscal year the BDB PBC worked with its Life Science Strategic Steering Group to monitor the growth of the industry and evaluate the existing infrastructure in the county for this industry. The Group's updated its report in February 2009 and is available upon request.

The Group began considering the possibility of working towards the creation of a biosimilars/biogeneric production industry in Palm Beach County in order to complement the research work already being done in the community and to provide high paying jobs for residents. This would provide an outlet for the trained workforce emerging from Florida Atlantic University and Palm Beach Community College's sophisticated programs.

Florida Institute for the Commercialization of Public Research

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- Consistent with the state's targeted industry cluster strategy, the Institute matches commercially viable technologies in life sciences, cleantech, information technology, aviation/aerospace, and homeland security, with experienced management (Entrepreneurs in Residence or EIRs) and capital to create new start up companies based on publicly funded research. The Institute has reviewed over 300 technologies assembled from its partner institutions, and 100 technologies and early-stage companies have been identified for preliminary Institute support. The Institute has also assembled an Advisory Board including partners from leading venture capital and angel investment organizations who assist in reviewing these opportunities. There are currently over a dozen active projects underway.
- The Institute has identified over 60 potential EIRs across all industry segments for matching with technology opportunities, and continues to identify and interview EIR candidates to add to its database. It has also identified nearly 150 venture capital and private equity contacts that will be potential sources of funding for Institute-related opportunities, and has facilitated several meetings for investors who have an interest in the Florida market to preview Florida-based opportunities. It has also developed a web site (www.florida-institute.com) to help showcase technology opportunities throughout the state, and continues to build upon its inventory of technologies, executives and investors.
- The Institute provides a critical set of services needed to maximize the state's ongoing investment in the development of an innovation economy and will accomplish this through the formation of new companies, support for their success and growth, matching their management and funding needs to talent and money, and attracting new resources to its efforts.

Palm Beach Community College

Eissey Location
3160 PGA Boulevard
Palm Beach Gardens, FL 33410

www.pbcc.edu

Palm Beach Community College (PBCC) is presently offering its first Bachelor Degree in Applied Science and will be changing its name to Palm Beach State College effective January

2010. PBCC presently offers Biotechnology Programs to train research technicians for the area's emerging bioscience industry. Now in its fourth year with over 85 biotechnology majors, the program continues to work closely with industry and institutional partners to deliver an innovative work-force specific curriculum.

Workforce Training and Education

The Biotechnology Program is offered in a 92,000-square-foot BioScience Technology Complex with state-of-the-art classrooms and laboratories for core sciences. The laboratories have been designed specifically to mimic the bioscience workplace and maximize hands-on laboratory instruction. In 2009, the program launched three new advanced courses that are based on industry partner needs in Bioinformatics, Instrumentation and Tissue Culture. The faculty is comprised of experienced scientists involved in academic research or local bioscience companies. Several Scripps Florida scientists serve as Adjunct Professors in Biotechnology Program and provide valuable input regarding curriculum development.

PBCC continues its paid internship program where students complete a research project in a research or industrial laboratory. The program currently offers over 30 different internship opportunities for its graduates and has successfully placed graduates in full-time employment. Scripps Florida is presently hosting its eighth student intern next term.

Economic Development

The Biotechnology Program has also completed its first economic development project with the Town of Jupiter. PBCC acquired funding from the Town of Jupiter Economic Development Fund to create a technology incubator at PBCC's Palm Beach Gardens campus. Under this pilot program, the College provides laboratory space and equipment for scientists to perform proof-of-concept experiments and conduct business start-up activities. PBCC hosted its first tenant, ACAM Laboratories, a microbiology food testing service provider. Under this agreement, ACAM Laboratories performed required testing and validation for its commercial accreditation. In return, ACAM Laboratories provided instructional programming in microbiology and internship opportunities. In October 2009, ACAM Laboratories moved to its new facility in Jupiter Commerce Park in Jupiter Florida. ACAM is presently a nationally accredited testing laboratory with numerous clients and two full-time employees.

Partnerships

PBCC's Biotechnology Program is an active partner of the Employ Florida Banner Center for Biotechnology. This is a state-wide collaborative effort of the University of Florida's Center of Excellence for Regenerative Health Biotechnology (CERHB) working with a wide network of partners including UF's Center for Pre-collegiate Education and Training (CPET), Santa Fe College, Florida State College, Indian River State College and others. PBCC's Biotechnology Program has conducted industry focus groups and created workforce-specific curriculum with Banner Center partners. The Banner Center Biotechnology curriculum includes modules in

Chromatography, Tissue Culture, Spectroscopy, Basic Laboratory Techniques and Industrial Biotechnology and will be offered next term at PBCC.

Events

PBCC hosted various bioscience industry events for area leaders, scientists, students and entrepreneurs. In July 2009, Florida Governor Charlie Crist visited PBCC and conducted a roundtable discussion on biotechnology, life sciences and the importance of the future and current role Florida has in science. Biotechnology industry leaders from Torrey Pines Institute, Max Planck Florida Institute and The Scripps Research Institute gathered at the BioScience Technology Complex, PBCC at Palm Beach Gardens. Other participants in the “Commercialization of Technology and Life Sciences” discussion represented the Business Development Board, PBCC Biotechnology Program, BioTools, Inc. - a local instrumentation and pharmaceutical and biotechnology service company – and other industry professionals.

PBCC also hosted the BioFlorida Southeast Life Science Forum in September 2009. Presenters included Vaccine and Gene Therapy Institute, Accu-break Pharmaceuticals, Cvergenx, Florida Biologix, Midwest Research Institute, Morphogenesis and Transdermal Technologies.

Indian River State College

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- Indian River State College has been awarded a \$3.9 million grant by the Economic Development Administration (EDA) to develop a new Center for Innovation and Entrepreneurship (CIE) focused on creating new high-tech jobs and preparing students for cutting-edge careers. Awarded by the U.S. Department of Commerce, the grant is one of the largest ever received by IRSC. The CIE will serve as an economic development engine, assisting entrepreneurs and businesses in emerging fields to develop the knowledge and skills to start successful businesses. The CIE will feature an Energy Institute, Alternative and Nuclear Energy Laboratories, Entrepreneurial Institute fostering business innovation, Green Building Construction Technologies, Virtual Incubator with support services for fledgling high-tech firms, and Nanotechnology and Micro-fabrication laboratory. The \$20 million Center will be constructed at the IRSC Main Campus in Fort Pierce and will open its doors in 2011.
- To meet the need for skilled biotechnology employees for Life Science firms, Indian River State College offers an Associate in Arts degree program with Emphasis in Biotechnology. The program includes three lecture courses and three lab courses in Biotechnology plus an Introduction to Bioinformatics. 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 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.

Business Development Board of Martin County

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During fiscal year 2009, the BDBMC:

- Engaged Stanford Holshouser to complete an economic development competitive assessment, including specific analysis and recommendations to improve our business climate for the life sciences sector;
- Co-funded the Small Business Development Center for Martin County with our partner Indian River State College to service small and start-up companies within all target sectors, including Life Sciences;
- Championed the adoption of an Economic Stimulus Package for Martin County that allowed us to better work with the following companies:
 - SystemsOne, LLC www.systemsonellc.com
 - Reality Medical Devices www.realitymedicalsimulators.com
 - Awareness Technology www.awaretech.com ;
- Continued progress with community leaders on the Life Sciences Initiative and Life Sciences Consortium, encouraging collaboration at all levels to ensure a strong vision to life sciences cultivation within Martin County; and
- Leveraged the resources of Florida’s Research Coast Economic Development Corporation to market to life science companies on a regional level.