

UNITED STATES PATENT AND TRADEMARK OFFICE

SERIAL NO: 75/982917

- 5 2003

APPLICANT: Alexandria Real Estate Equities, Inc.

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MARK: LABSPACE

CORRESPONDENT'S REFERENCE/DOCKET NO: N/A

CORRESPONDENT EMAIL ADDRESS:

- Please provide in all correspondence:
1. Filing date, serial number, mark and applicant's name.
 2. Date of this Office Action.
 3. Examining Attorney's name and Law Office number.
 4. Your telephone number and e-mail address.

OFFICE ACTION

RE: Serial Number 75/982917

This application has been remanded to the examining attorney for reconsideration of the final refusal to register on the Principal Register under Section 2(e)(1). This application ("child") contains the following three classes:

Class 35: "*Business consulting services; business incubator services, namely business management and business development services in the form of start-up support for businesses of others; rental and leasing of office machinery and equipment*"; and

Class 36: "*Investment brokerage, consultation, and management; financial portfolio management; financial services, namely financial consultation, financial analysis, financial planning, financial management, financial portfolio management, financing services, and providing debt and equity capital; incubator financing services*"; and

Class 42: "*Rental and leasing of computers*".

The applicant's request for reconsideration is denied and the final refusal to register the mark is **MAINTAINED.**

The applicant argued that consumers would have to use their imaginations to make the leap from the allegedly understood meaning of LAB SPACE to know what services the applicant offers under its proposed mark, and that it is not immediately clear that LABSPACE refers to providing business consulting, incubator, and financial services. The applicant argued that LABSPACE does

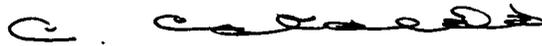
not describe these services with any degree of particularity, but rather, it is suggestive. The applicant also argued that the evidence of record does not demonstrate that the LABSPACE mark is descriptive because the Nexis and Internet articles of record refer only to “lab space” and “laboratory space” in connection with physical locations and buildings, not for business consulting and financial services.

It is not necessary that a term describe all of the purposes, functions, characteristics or features of the services to be merely descriptive. It is enough if the term describes one attribute of the services. *In re H.U.D.D.L.E.*, 216 USPQ 358 (TTAB 1982); *In re MBAssociates*, 180 USPQ 338 (TTAB 1973). TMEP §1209.01(b). The examining attorney must consider whether a mark is merely descriptive in relation to the identified services, not in the abstract. *In re Omaha National Corp.*, 819 F.2d 1117, 2 USPQ2d 1859 (Fed. Cir. 1987); *In re Abcor Development Corp.*, 588 F.2d 811, 200 USPQ 215 (C.C.P.A. 1978); *In re Venture Lending Associates*, 226 USPQ 285 (TTAB 1985); *In re American Greetings Corp.*, 226 USPQ 365 (TTAB 1985). TMEP §1209.01(b). In this case, it is not necessary that the term LABSPACE describe every aspect of the applicant’s financial and business services. Rather, when the proposed mark is considered in connection with business consulting services, it clearly relates to the subject matter of the business consulting – specifically, that the applicant provides business consulting regarding the acquisition and utilization of laboratory space for existing or newly emerging businesses. The applicant also provides business incubator services, which are likely for businesses that need or currently use laboratory space. Furthermore, the applicant also likely rents and leases office machinery and equipment to businesses that utilize laboratory space in connection with business operations.

The same reasoning applies to the applicant’s financial services. The applicant’s brokerage, incubator financing, consultation, management and portfolio management services all likely concern start-up businesses and/or established businesses that need laboratory space. It is likely that the applicant provides financial planning and debt and equity capital for businesses that utilize or wish to acquire additional laboratory space. Finally, the applicant likely rents and leases computers to businesses that have laboratories, or businesses that use them for to establish laboratory-based business.

The examining attorney encloses excerpts of articles obtained from the Nexis database which show the use of “laboratory space” in connection with financing, business development and incubator services. (See enclosed).

For the above reasons, the final refusal to register the mark under Section 2(e)(1) of the Trademark Act is **MAINTAINED**, and the file will be returned to the Trademark Trial and Appeal Board for resumption of the appeal in due course.



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How to respond to this Office Action:

To respond formally using the Office's Trademark Electronic Application System (TEAS), visit <http://www.uspto.gov/teas/index.html> and follow the instructions.

To respond formally via E-mail, visit <http://www.uspto.gov/web/trademarks/tmelecresp.htm> and follow the instructions.

To respond formally via regular mail, your response should be sent to the mailing Return Address listed above and include the serial number, law office and examining attorney's name on the upper right corner of each page of your response.

To check the status of your application at any time, visit the Office's Trademark Applications and Registrations Retrieval (TARR) system at <http://tarr.uspto.gov/>

For general and other useful information about trademarks, you are encouraged to visit the Office's web site at <http://www.uspto.gov/main/trademarks.htm>

FOR INQUIRIES OR QUESTIONS ABOUT THIS OFFICE ACTION, PLEASE CONTACT THE ASSIGNED EXAMINING ATTORNEY.

MAIL-IT REQUESTED: DECEMBER 19, 2002

10083K

CLIENT: CP
LIBRARY: NEWS
FILE: ALLNWS

YOUR SEARCH REQUEST AT THE TIME THIS MAIL-IT WAS REQUESTED:
(FINANCING OR "PORTFOLIO MANGEMENT" OR "FINANCIAL PLANNING'" OR "INVESTMENT
BROKERAGE" OR "FINANCIAL BROKERAGE") AND ("LAB! SPACE")

NUMBER OF STORIES FOUND WITH YOUR REQUEST THROUGH:
LEVEL 1... 1051

LEVEL 1 PRINTED

THE SELECTED STORY NUMBERS:
1-2,5,8,11,13,15,27-29,33,35,37,39,41-45,47,52,55,64,66,69,77,80-82,85-89

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Private Equity Week

December 2, 2002

LENGTH: 1817 words

HEADLINE: VC Rewind

BYLINE: Editorial Staff

BODY:

... After obtaining a patent on FastClose, its product that encloses surgical needles in a casing to prevent needle sticks during suturing, SutureTek was looking to raise between \$7 million and \$10 million in a Series B **financing** round. The company planned to use the funds to expand its staff as it began to market its technology to hospitals. Tyco Ventures, the lone investor in SutureTek's Series A round in August 2001, was considering the larger Series B offering but ...

... comes to designing a new business process, our product basically helps close the gap between strategy and execution," Theilken says. "Our cash position is good, and we intend to manage it conservatively, so we have no plans right now for additional **financing** or for an IPO," he says.

Laszlo Systems

Business: Develops a software platform to enable next generation Web applications. The main focus of the platform is to make their clients' Web applications faster and more user- friendly by reducing development ...

... revenue or profit estimates. With Laszlo looking to grow its staff of eight people, Temkin was almost certain that another venture round was in the making.

Status: In September 2002, Laszlo secured \$9 million in a Series A venture **financing** round led by the same venture firms who invested in the \$1 million seed round a year earlier. The money will be used to continue the company's growth, as the company tries to bring an enhanced phase of its software application to the ...

... Founded: 2000

VC raised to date: \$2 million

Capital raised a year ago: \$1.5 million

Investor: Northwest Venture Associates

Plans one year ago: Front Porch Classics planned to use the funds from its Series A **financing** to expand its product line and gain customer traction. The company signed on Barnes & Noble, Amazon.com and the Discovery Store as retail distributors. Its goal was to achieve \$5 million in sales revenue in 2002.

Status: Front Porch added a \$500,000 Series B round of **financing** in May 2002. At about the same time, the company hired Jaime Colbourne as its new CEO. Under his guidance, Front Porch has added Macys, Nordstrom's, Lord & Taylor, Toys R Us.com, Starbucks.com and Back to Basics ...

... ago: Flarion expected to begin customer trials in November 2001. The company hoped to post its first revenue by the end of 2002 and had no plans to raise additional private equity.

Status: "We will seek another round of private equity financing and expect to make a decision on that in the first half of 2003," says Ted Bogdansky, Flarion's director of finance. "Right now, the product is still in development and we are in the process of completing a U.S. trial."

Flarion expects to release its ...

... planned to use the capital from its last round to pursue management hires, conduct research and clinical studies, build a direct sales channel and streamline lab operations. The company also planned to move into a new office, with 9,000 square feet of dedicated lab space.

Status: PTI has begun to raise its Series C round, which it hopes will bring in \$15 million to \$20 million within the next couple of months. The company plans to pull in some new investors, in addition its to earlier ...

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Business Dateline

Copyright 2002 American City Business Journals
Puget Sound Business Journal

November 29, 2002

SECTION: Vol. 23, No. 30; Pg. 15; ISSN: 87507757

B&H-ACC-NO: 248155591

DOC-REF-NO: PSBJ-2405-13

LENGTH: 701 words

HEADLINE: Inologic takes a new approach to cystic fibrosis

AUTHOR-NAME: Ozretich, Joel

BODY:

... current bridge round open to other investors for up to \$2.5 million. The company hopes to use the bridge money to help fund continued research until it raises another \$15 million in its first round of venture capital financing.

... Inologic was founded in 1998 and has licensed from the University of California at San Diego patents developed by Alexis Traynor-Kaplan, the company's founder and chief scientific officer. The company now has 10 employees and about 9,000 square feet of office and lab space.

Other biotech companies have taken slightly different approaches to cystic fibrosis. Seattle-based Targeted Genetics Corp. is focusing on replacing the defective gene through gene therapy, while Chiron Corp. of Emeryville, Calif. (formerly PathoGenesis) and Seattle- ...

Copyright 2002 The Dallas Morning News
The Dallas Morning News

November 21, 2002, Thursday SECOND EDITION

SECTION: BUSINESS;

Pg. 1D

LENGTH: 717 words

HEADLINE: Dallas moves to become biotech center;
UT Southwestern, city designate land for incubator facility

SOURCE: Staff Writer

BYLINE: ANGELA SHAH

BODY:

... alluring, though. The biotech research-and-development lode is now worth \$30 billion - and is expected to multiply significantly, especially as an aging population boosts the demand for health services.

As currently planned, the incubator near UT Southwestern would provide office and lab space to newly formed biotech companies. Companies to emerge from UT Southwestern-based research could receive free rent in exchange for an equity stake in those operations.

Mr. Huff wants to keep his company, which is developing treatments for cancer and neurodegenerative diseases, in Dallas. But with scant financial backing for biotech here, he said, his offers for venture financing are from out of state - and he'd have to move Reata to California.

"If the incubator comes together quickly, it may be in time for us," he said.

Mr. Huff's experience illustrates the challenges facing local scientists. Although UT Southwestern can claim ...

November 14, 2002, Thursday All Editions

SECTION: Business; Pg. E-01

LENGTH: 979 words

HEADLINE: INNOVATORS - Rhode Island's biotech facility sat vacant in Lincoln for years, but now it lures new companies - - Biotech's comeback

BYLINE: ANDREA L. STAPE Journal Staff Writer

DATELINE: LINCOLN

BODY:

... open house Tuesday evening to celebrate its new 14,000-square-foot laboratory and headquarters in the building. The move from its former cramped space in Warwick was unveiled this summer -- the same day Spherics announced \$10 million in venture capital financing.

"Spherics is a Rhode Island company ... hopefully [we'll] play a major role in creating a real biotechnology presence in Rhode Island," David Enscoe, the company's interim chief executive officer and vice president of research and ...

... Rhode Island Economic Development Corporation] attracted here or that the Slater Fund has grown," said Bergstrom. "It enabled us to accommodate these rapidly growing companies we might have otherwise lost ... to Massachusetts."

Office space may be easy to find, but properly outfitted laboratory space for conducting medical experiments and developing drugs is another thing all together.

Biomedical companies, with their unproven drugs and years without profit, are risky propositions for landlords, said Bergstrom. Many are unwilling to shoulder the high costs of building laboratory space, since there is no guarantee the company will survive.

And that makes this type of space tough to come by. In New England, the need for biotechnology/medical space increased 11 percent between the first two quarters of the year, according to a ...

... private developers and the city of Providence, build a multi-tenant biotechnology facility in the state capital.

"We've pretty much used up the legacy space," said Bergstrom. "We are now at a point where we need to build new biotech lab space."

* * *

LAB WORK: Spherics Inc.'s Heather Daniel washes some flasks as Scott Kadelski weighs samples in the analytical lab, located at the former CytoTherapeutics building.

* * *

MIRROR FACILITY: David Enscoe, interim CEO of Spherics Inc., is ...

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The Journal News (Westchester County, NY)

November 5, 2002 Tuesday

SECTION: BUSINESS; Pg. 1D

LENGTH: 613 words

HEADLINE: Penwest to sell unit for \$41.8M

BYLINE: Abigail Klingbeil, Staff

BODY:

... research and development budget from \$7.4 million in 1999 to \$17 million in 2001. The exciting deal will provide it with more cash to research, develop and market drugs based on time-release technology.

"We now have in place the financing to support the business plan of Penwest going forward," said Jennifer L. Good, Penwest's senior vice president of finance and chief financial officer. Last year Penwest sold stock at a fixed price to a hand-picked ...

... Good said about 30 employees, part of Penwest's drug delivery business, will continue to work in Patterson in space Penwest will lease from Josef Rettenmaier.

"Eventually we intend to move all of Penwest to new facilities with new lab spaces and new corporate offices," Good said.

Josef Rettenmaier, founded in 1877, is a leading manufacturer of excipients as well as a varied line of products. Best known for its fiber business, Josef Rettenmaier has five manufacturing facilities that export ...

Copyright 2002 The Seattle Times Company
The Seattle Times

November 2, 2002, Saturday Fourth Edition

SECTION: ROP ZONE; Business;

Pg. C1

LENGTH: 949 words

HEADLINE: Vulcan, Children's Hospital near deal

BYLINE: J. Martin McOmber; Seattle Times business reporter

BODY:

... Center's Providence campus and turn it into laboratory and research space.

Despite the flurry of activity, real-estate brokers and some developers figure that the boom is heading for the doldrums as the industry struggles through a cash crunch.

The economic downturn has made **financing** increasingly harder to find, and many companies are focusing on saving their cash for research instead of spending it on real estate, said Steve Koon, a broker with Colliers International.

"I don't think anyone anticipated that it would ...

... in 2004 when it moves into Touchstone's 9th & Stewart Building. Amgen will be leaving 11 buildings in downtown Seattle in 2004 for the new Helix project on Elliott Bay. At least 250,000 square feet of **lab space** will be coming on the market then, Johnson said.

On the Eastside, **lab space** is available. Icos spokeswoman Lacy Fitzpatrick said 100,000 square feet of **lab space** is available in Bothell's Canyon Park. Even Icos, which raised \$300 million a year ago, isn't spending cash on space. In Seattle, Washington Holdings' five-story building at 1616 Eastlake is available for biotech companies.

Some see opportunity in the amount of **lab space** coming on the market. In cash-tight times, many companies can't afford the \$200 to \$250 a square foot it costs to complete a modern research center, which requires high ceilings for beefed-up heating and air-conditioning systems and heavy floors to reduce vibration.

That makes existing **lab space** more attractive, said Craig Kinzer of Kinzer Real Estate.

"Supply and demand for previously built **lab space** will be somewhat balanced," he said.

Sometimes too much space can be a good thing for an industry, said John Teutsch, a Seattle developer who has built biotech projects. Affordable laboratory and research space makes it ...

Copyright 2002 Knight Ridder/Tribune Business News

Copyright 2002 Providence Journal
Providence Journal

November 1, 2002, Friday

KR-ACC-NO: PJ-MED-RESEARCH

LENGTH: 549 words

HEADLINE: Four Rhode Island Hospitals Receive Medical Research Grants

BYLINE: By Felice J. Freyer

BODY:

... will finance the renovating and equipping of new research space, support research into the role of proteins in cancer, and establish a tissue bank for use in research.

The AIDS grant, which is shared with Brown Medical School and Tufts University, renews **financing** for the Center for AIDS Research at Miriam Hospital, one of 18 such centers in the country. Miriam's doctors are working to find a cure and vaccine for AIDS and HIV, as well as providing care to more than 1,350 people living with ...

... in research funds in 2002, up from \$30 million in 1998. The dramatic increase, said spokesman Jeremy Milner, results from "the snowball effect" of Lifespan's efforts to establish itself as a medical research center by building and equipping **laboratory space** and attracting top researchers. "Research creates more research," Milner said.

The women's health grant was awarded jointly to Women & Infants Hospital and the Brown Medical school as part of a national effort to increase the number of researchers working in women's ...

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Business Dateline

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Atlanta Business Chronicle

October 4, 2002

SECTION: Vol. 25, No. 17; Pg. A3; ISSN: 01648071

B&H-ACC-NO: 208736431

DOC-REF-NO: ABC-2279-6

LENGTH: 1158 words

HEADLINE: Fighting AIDS in S. Africa

AUTHOR-NAME: Bryant, Julie

BODY:

... goes far in South Africa, Liotta said. Other investors have expressed an interest as well, he said. A facility in a suburb of Cape Town has been identified as headquarters for the company and a local university has offered temporary **lab space** in exchange for jobs, he said.

Right now, the alliance is only involved peripherally in the company, but once IThemba is up and rolling, it is expected that it may come back and wish to forge co-licensing and intellectual property agreements, Liotta said.

A meeting with the company's founders has been scheduled in London for later this month and **financing** details will be finalized then, Liotta said. The company's founders include two representatives of South Africa, three from the United Kingdom and two from the United States, including Liotta.

In addition to biosciences research, the alliance also is working in other areas, including ...

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Business Dateline

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Knight Ridder Tribune Business News

October 2, 2002

SECTION: Pg. 1

B&H-ACC-NO: 201845351

DOC-REF-NO: KRTB-285-178

LENGTH: 1109 words

HEADLINE: Winston-Salem, N.C.-Area High-Tech Business Park to Continue with Its Plans

AUTHOR-NAME: Swartz, Kristi E

BODY:

... out the potential," said Gayle Anderson, the president of the Greater Winston-Salem Chamber of Commerce.

"It's a risky business when you can't address all those factors - - it really becomes impossible for people who aren't familiar with the situation."

Anasazi had been operating with financing from grants from the National Institutes of Health, the Small Business Innovation Research group and Small Business Technology Transfer Program grants.

"We had just enough money to develop the technology and had some positive feedback from a lot of the angel investment groups, but they all said that we needed a lead investor, and without the chief executive, it's going to be hard," said Spencer Lemons, the director of Wake Forest's office of technology-asset management.

Anasazi's wet-laboratory space in the research park is being rented to Kucera Pharmaceutical Co., another biotechnology startup. The company had operated quietly in the park, garnering attention only when Wake Forest announced it was forming the company in 2000.

Amplistar, on the other hand, was led by a vocal executive who touted the company's work on screening tests for breast, colon and other cancers. The company had as many as 30 employees last year and was chasing \$20 million in venture-capital financing at one point.

But the company quietly began laying off employees earlier this year, and its chief executive, Eric Button, left the company in February to start a technology-consulting business just as it was about to start a ...

... pivotal" for the company's future.

Eno River Capital, a venture-capital company based in Durham that has been a major investor in Amplistar, said that it has continued to give the company small amounts of money in loans and "bridge" financing.

However, one of the fund's co-founders said, Amplistar now needs an investor with deeper pockets or it may have to consider a sale to a larger biotechnology company.

"We need some group or company that has substantial financial resources to take over the ...

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Business Dateline

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Pacific Business News

October 11, 2002

SECTION: Vol. 40, No. 31; Pg. 24; ISSN: 00308552

B&H-ACC-NO: 234944871

DOC-REF-NO: PBN-2417-17

LENGTH: 385 words

HEADLINE: Local defense contractor expanding

AUTHOR-NAME: Sing, Terrence

BODY:

... leased an additional floor at 1100 Alakea St., doubling the number of floors it occupies, and is drafting job descriptions for 15 new employees, said Vice President Rick Holasek.

"We have been getting more business and need more laboratory space and are hiring more staff," he said "We now have approximately 12,000 square feet of office space and 53 employees and are ready to hire more." The company is looking for people with skills in financing, administration and program management, as well as mechanical, electrical and optical engineers.

Copyright 2002 Chicago Sun-Times, Inc.
Chicago Sun-Times

October 7, 2002 Monday

SECTION: FINANCIAL; i-STREET; Pg. 57

LENGTH: 717 words

HEADLINE: Gubernatorial foes display tech savvy

BYLINE: Darcy Evon

BODY:

... said that he understands "the high-cost of research and delivery of our promising drugs." He will support a dedicated early stage biotech fund, and "I would also redraft the Illinois Income Tax Code to support biotech development companies in the construction of private supported lab space."

Blagojevich notes that in addition to affordable incubator space for biotech firms, the state should focus on the next level in a company's development. "Tech firms 'graduating' from university labs and incubator space need financing. With state support, we can develop 'graduate' space near universities and incubator facilities such as the Illinois Medical District."

How will you defend your pro-growth ideas against critics?

Ryan says he "will set a tone that encourages business ...

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Omaha World-Herald

October 5, 2002, Saturday SUNRISE EDITION

SECTION: NEWS;

Pg. 1a;

LENGTH: 813 words

HEADLINE: Med centers aim to climb federal funding list Funded by NIH Top cities for NIH funding

BYLINE: By Jeremy Olson

SOURCE: WORLD-HERALD STAFF WRITER

BODY:

... 2 million construction grant. The NU Medical Center received \$15.7 million in 1997, and more than \$33 million in fiscal year 2002, which ended Sept. 30.

Research growth at the medical centers has absorbed all of the remaining lab space, and both have responded by financing new research facilities.

NU's 10-story research center is rising on the west edge of campus and will be complete next fall. Creighton is squeezing a six-story science center between buildings. It also is renovating existing space into ...

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US-Regional Newsline

Copyright 2002 Winston-Salem Journal
Winston-Salem Journal

October 2, 2002 Online Edition

LENGTH: 1056 words

HEADLINE: Research park bets on positive growth plan

BYLINE: Swartz, Kristi E.

BODY:

... said Gayle Anderson, the president of the Greater Winston-Salem Chamber of Commerce.

"It's a risky business when you can't address all those factors - it really becomes impossible for people who aren't familiar with the situation." Anderson said.

Anasazi had been operating with **financing** from grants from the National Institutes of Health, the Small Business Innovation Research group and Small Business Technology Transfer Program grants.

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... pivotal" for the company's future.

Eno River Capital, a venture-capital company based in Durham that has been a major investor in Amplistar, said that it has continued to give the company small amounts of money in loans and "bridge" **financing**. However, Amplistar now needs an investor with deeper pockets, one of the fund's co-founders said.

"We need some group or company that has substantial financial resources to take over the project - we just can't afford to do it ourselves," said Daniel Egger, ...

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Canadian Business and Current Affairs

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October, 2002

SECTION: v.16(5) O'02; ISSN: 1202-5925

CBCA-ACC-NO: 5478460

LENGTH: 974 words

HEADLINE: UNBC laboratory tower and agora extension

BYLINE: Potter, Greg

BODY:

... south of the border by the prospect of better funded academic and scientific communities. Rather than vent about it, the administration at the University of Northern British Columbia decided to do something about it. Administrators worked ceaselessly over several years to secure financing for a new \$16-million, four-storey, 5,900-square-metre laboratory tower and adjoining one-storey, 1,200-square-metre agora.

Located in Prince George, UNBC opened its doors in September 1994. Of the 4,000 ...

"UNBC is a new university and has been very successful, expanding rapidly," says Jago. "By the 1998 to '99 semester, it became clear that we were desperately short of laboratory space. In addition, we're very active as a research university. We simply did not have enough lab space to meet both the teaching and research demands."

In fact, UNBC had already lost a handful of scientists because of space (not equipment) constraints. "The loss of these scientists, has a huge impact on both the university and the province," says Jago. "Though the problem of ...

September 25, 2002, Wednesday, Late Edition - Final

SECTION: Section C; Page 8; Column 3; Business/Financial Desk

LENGTH: 784 words

HEADLINE: COMMERCIAL REAL ESTATE: REGIONAL MARKET-- Brooklyn;
Medical Center Project To Nurture Biotechnology

BYLINE: By RACHELLE GARBARINE

BODY:

... industrial site on Parkside Avenue, near the university's 11-acre Clarkson Avenue campus. The developer, the Health Science Center at Brooklyn Foundation, a university-related nonprofit, bought the site for \$1.2 million and is using public financing for the initial phase, which is expected to be completed by March.

Mr. Gershon said his company did not move sooner because of the scarcity and expense of lab space in New York City, which he and others view as a deterrent to the growth of biotechnology in the city. "If we didn't find this," he said, "we would have moved outside of the city."

Stemming the flow out of the city of companies like Mr. Gershon's is one aim of the incubator, which is intended to ...

... Brooklyn campus into 500,000 square feet of research, lab and office space. The state university owns or leases six properties on those blocks, including a parking lot, that would be converted or razed to make way for the park, the future of which hinges on financing.

The university already has leased space in one of its warehouses, 710 Parkside Avenue, to a new division of ImClone Systems, which is building 12,000 square feet of lab space despite its parent company's continuing legal and financial troubles.

The Brooklyn incubator "is a small step, but a step forward," said Karin A. Duncker, executive director of the New York Biotechnology Association, a statewide trade group. Her ...

... leasing the sites to the developers.

Planning for the Brooklyn incubator began two years ago. Designed by Karlsberger Architecture of Columbus, Ohio, with offices in Manhattan, the incubator will offer wet and dry labs, offices and clinical space. Most of the financing for the first phase, \$4 million, came from the city's capital budget; the rest came from state and federal sources.

Having construction under way will help the development because "it shows the incubator is happening and that will feed on itself," said Eva Cramer, vice president for biotechnology and scientific affairs at SUNY Downstate. She said that most of the \$2.6 million had been raised for the second phase, of 6,200 square feet.

Building the incubator in phases as the financing is secured, means each phase will also be debt free, enabling the university to charge modest rents of \$25 a square foot, Dr. Cramer added.

September 22, 2002 Sunday, CHICAGOLAND FINAL EDITION

SECTION: Real Estate; Pg. 3A; ZONE: C; CITY REPORT.

LENGTH: 633 words

HEADLINE: L'Oreal to rehab Near South building for R&D

BYLINE: By Jeanette Almada. Special to the Tribune.

BODY:

... employed.

"L'Oreal's history in Chicago is fairly recent," said Victoria Holloway, director of L'Oreal's Institute for Ethnic Hair and Skin Research. Holloway spoke before the Community Development Commission last month, seeking approval of tax increment financing for the project. The commission approved \$2 million in TIF assistance for the new project last month. It still must be approved by the City Council.

"We acquired Soft Sheen Products in 1998 and then it was the second largest ...

... facility on the Far South Side," Amstadter said.

Holloway said she expects the project's research labs, test facilities, office and salon space on the building's first, second, fifth and sixth floors to be completed by January. Additional office and laboratory space to be built on the building's third and fourth floors is expected to be completed by February 2004.

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Business Dateline

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Atlanta Business Chronicle

September 20, 2002

SECTION: Vol. 25, No. 15; Pg. C6; ISSN: 01648071

B&H-ACC-NO: 195668541

DOC-REF-NO: ABC-2277-25

LENGTH: 267 words

HEADLINE: 25 names to know in Atlanta biotechnology: David A. Dodd

AUTHOR-NAME: Anonymous

BODY:

... serves on the board of the Georgia Biomedical Partnership (where he is chairman-elect).

Year company founded: 1971

Number of employees: 750

How long have you been involved in biotechnology? 20 years

What does Atlanta need to do to become a leading biotechnology center? The infrastructure of financing, local leadership, knowledgeable media, staffing resources and support services needs to continue to develop. Currently, Atlanta has more than \$200 million in biotech sales generated annually - that's more than other better-known states, but the local media is unfocused and poorly educated regarding this area. In addition, there is more than \$2 billion in pharmaceutical sales produced annually by Atlanta-based companies, but this is unknown and unrecognized locally.

For the startup companies, adequate and available wet lab space is a necessity. All companies, regardless of size, struggle with finding available talent that can enable them to grow. The support services (legal, tax, media) are very important to develop.

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Business Dateline

Copyright 2002 American City Business Journals
Nashville Business Journal

September 20, 2002

SECTION: Vol. 18, No. 38; Pg. A17; ISSN: 08892873

B&H-ACC-NO: 190967151

DOC-REF-NO: NASH-2303-25

LENGTH: 683 words

HEADLINE: HEALTH CARE 100: A.J. Kazimi, Cumberland's Kazimi brings plan, patience to drug game

AUTHOR-NAME: Raiford, Dave

BODY:

... Inc. and helped the company grow from a small start-up to a public company He had overseen operations in three countries, closed more than \$30 million in product agreements and helped bring in more than \$100 million in financing.

... incubator. Kazimi teamed up with Vanderbilt University and the Tennessee Technology Development Corp. to form Cumberland Emerging Technologies. CET is set to lease up to 20,000 square feet of space near the Gulch area in downtown Nashville and will provide laboratory space, equipment, management and technical assistance services to future tenants.

The incubator is the next step in a methodical approach to take homegrown biotechnology and turn it into viable ventures, Kazimi says.

As with a scientific experiment, nothing in Cumberland's development has been ...

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Business Dateline

Copyright 2002 American City Business Journals
Puget Sound Business Journal

September 20, 2002

SECTION: Vol. 23, No. 20; Pg. 37; ISSN: 87507757

B&H-ACC-NO: 190973261

DOC-REF-NO: PSBJ-2394-20

LENGTH: 1083 words

HEADLINE: Market has room for two biotech capitals

AUTHOR-NAME: Freeman, Paul

BODY:

... actually gets built. But given the anemic state of the biotech industry, can Allen and the others fill all this space? And do it without sucking away users from other biotech buildings around Seattle? The answer to both questions is probably yes.

Laboratory space for biotech firms differs from typical office space in three respects: greater floor strength, higher ceilings for mechanical systems and more electrical capacity. In recent years, concentrations of such space have sprung up in different ...

... Westlake Research Center, a five-story, 112,000-square-foot building being jointly developed by Vulcan Inc., Allen's real estate development arm, and Harbor Properties. Currently under construction, the building, which will include office, retail and laboratory space, is scheduled for occupancy next summer. One lease has been signed, with Seattle Biomedical Research Institute, for half the space.

The second Vulcan project, being developed in partnership with Schnitzer Northwest LLC, is a four-building, 500,000-squarefoot ...

... biotech because with the IPO market essentially shut down there's no way for them to get their investment out.

Compounding the problem are biotech space economics. Tenant improvements for regular office space may cost \$50 a square foot, with the landlord financing half or more of that. The cost to build biotech space may exceed \$200 a square foot, with tenants expected to finance most of this expense. That's hard to do in cashstarved times. "Unless you're an institution, you can't afford the building you want," says Ric Anderson, senior vice president at Lowe Enterprises.

Consequently, although developers and biotech companies and developers each have something the other wants, a sort of chicken-or-egg standoff exists, says Anderson. "Biotech companies need lab space and biotech developers need tenants. But which comes first?"

Despite a weak biotech market, commercial brokers and developers profess optimism.

"Historically, there's never been enough lab space to satisfy the need for it," says

Mooney. Any glut of biotech space in the Lake Union area, he and others contend, will be transitory

Assuming that's the case and tenants start signing leases for Lake Union's planned biotech space, where ...

September 15, 2002, Sunday, Late Edition - Final

SECTION: Section 14NJ; Page 1; Column 3; New Jersey Weekly Desk

LENGTH: 2863 words

HEADLINE: In New Jersey, The Newest Pot of Gold

BYLINE: By SUSAN WARNER

DATELINE: PISCATAWAY

BODY:

... Science and Technology. Of that, more than half flows into medical research spending, mostly from giant American and European drug manufacturers with operations in New Jersey.

Despite its vast private research infrastructure, New Jersey lags behind many states in **financing** from the National Institutes of Health, the largest pot of public money. The Clinton administration set out to double the institutes' budget from 1998 to 2003, and it has grown since 1998 at a rate of 15 percent a year to \$27.24 billion this year. Of that, cancer research received the largest chunk, \$5.5 billion in the budget for 2003

New Jersey ranks 24th among the states in **financing** from N.I.H. -- just behind Oregon and one rung above Iowa -- with 588 awards totaling \$182 million. California comes in first with nearly \$2.5 billion followed by Massachusetts with \$1.7 billion.

Michael Breton, associate vice president ...

... cancer research labs. It is also tripling the size of its cancer facility in New Brunswick with a \$71 million, 150,000-square foot building. In addition, the university's Cancer Institute of New Jersey will receive \$20 million in **financing** from the state's tobacco settlement fund.

The buildings are to be financed through \$95 million in state bonding authorized by the Whitman administration and an additional \$280 million in bonds underwritten by the university alone. Dr. Stephenson said the university would ...

... bond offering and Rutgers's own capital campaign, are to open in 2004.

Dr. Tischfield said the new buildings were essential to lure top graduate students who might also be considering schools like the University of California at San Diego, where new **lab space** was continually cropping up.

"Rutgers has a long way to go, but it has come a long way in a short amount of time," said Dr. Tischfield, who was recruited to Rutgers from Indiana University in 1999.

A ...

... base," he said. "We need programs or these biotech companies can just as easily go to Pennsylvania, or San Diego or Boston."

For his part, Mr. Tesoriero said his program filled a need that went unmet by the state's large drug industries, **financing** research in the early stages with the promise of commercialization -- a niche that has been harder to fill as private venture capital has dried up.

"We're not funding the very far-out kind of basic research," he said. "Our applicants have to demonstrate the business potential or importance of all of the ...

... free-market science. Dr. Breton, of Rutgers, said that until the State Legislature changed conflict-of-interest rules for state employees in 1991, scientists could not have an interest in a company that did business with the university, like leasing lab space or licensing technology. The change has made it much easier for university scientists to branch out with commercial programs.

But he said the university still preferred that scientists took a leave, or did not serve as an officer of outside companies in which they had ...

GRAPHIC:

... works on DNA projects; above, human cell samples are stored in liquid nitrogen at Rutgers University; left, Dr. Jay Tischfield, head of the genetics department at Rutgers and director of its cell and DNA repository, said of new financing for medical research: "I've been at this for 30 years, and I've seen some very lean times. This is by far the best it has ever been."; Suseela Kanamathareddy at Polymerix, a biotechnology company in Piscataway that is developing a plasticlike form of ...

Copyright 2002 Crain Communications, Inc.
Crain's Detroit Business

August 19, 2002, Monday

SECTION: Pg. 12

LENGTH: 825 words

HEADLINE: HandyLab 'lab on chip' gets a booster shot from anthrax worry

BYLINE: Laura Bailey

... potential for this rapid, low-cost, portable genotyping as an exceptional advance in the biotechnology field, dominated by expensive, lab-based technology," SBV General Partner Jacques Vallee said in a news release announcing the financing.

The chip's suitability for diagnostics at the point of care and its ability to weed out adverse drug reactions before they occur could prove invaluable to health care, said Marlene Bourne, senior analyst with Arizona-based In-Stat/MDR, a ...

... in your home."

HandyLab is starting preclinical trials on 250 patients. It hopes for clinical trials by the end of the year and FDA approval by the end of next year.

Additionally, the University of Buffalo gave the company \$200,000, lab space and access to all its biochemistry in hopes that HandyLab develops technology that would generate royalties for the university.

Analyst Bourne knows of about eight companies, including HandyLab, that are trying to develop similar technology. But they occupy different niches by testing ...

August 10, 2002 Saturday Final Edition

SECTION: BUSINESS; Pg. 1C

LENGTH: 3783 words

HEADLINE: BIOTECH STARS READY TO SHINE;
10 COLORADO COMPANIES THRIVE IN COMPETITIVE INDUSTRY

BYLINE: Michael Perrault, ROCKY MOUNTAIN NEWS

BODY:

... worth of its drug in the past two years.

NaPro is among 10 of the most promising biotech and pharmaceutical businesses in Colorado, according to industry analysts, venture capitalists and other industry leaders.

These 10 companies have landed increasingly difficult-to-find financing, shepherded their drugs through costly clinical trials and survived - despite historically low odds of success.

Ralph "Chris" Christoffersen understands the difficulty biotechs often have simply finding the financing to operate. As CEO of Ribozyme Pharmaceuticals, he spent years in the difficult quest to find financing for drug research based on Nobel Prize-winning technology, eventually turning the tables last year to become a venture capitalist with Morgenthaler Ventures, where he now doles out the dollars.

Christoffersen may be understanding of the challenges facing biotech CEOs, but he's no pushover. Not long ago he told a gathering of Colorado biotech leaders that only one of the 125 proposals he recently looked at persuaded him to provide financing.

"It's not for the faint of heart," Christoffersen said of the struggle to keep biotechs afloat until products reach the market.

"It requires a product cycle that is measured in five to 10 years, so you can't get anything done ...

... own and realize a higher percentage of profits.

A recent \$30 million funding infusion will help Array double its work force to 450 by 2005, and it will spend \$16 million in 2003 to add more lab space.

A joint venture with Bothell, Wash.-based Icos Corp. resulted in a Phase I clinical trial of the potential oral drug called IC485, which would be used to treat patients with chronic obstructive pulmonary disease and rheumatoid arthritis.

Array ...

... already are so convinced of FeRx's approach that they approved a Phase II study for the first time despite no approval yet from the U.S., European or Japanese governments, analysts said.

In June, FeRx received \$15 million in financing from Johnson & Johnson Development Corp. and GE Capital's Capital Funding.

Myogen Inc.

Chronic heart failure is a debilitating condition: The heart simply becomes progressively less able to pump an adequate supply of blood.

Dr. Michael Bristow, ...

... annually to treat chronic heart failure and 550,000 new cases reported every year. Half of chronic heart failure patients die within five years of diagnosis.

Investors apparently believe in Myogen because they gave \$66 million in financing last year to help develop its drugs oral enoximone and ambrisentan.

"These are not niche drugs," said Dan Mitchell, partner in the Boulder venture capital firm Sequel Venture Partners, who is also a Myogen board member.

Myogen's drugs ...

... Roche officials said the injectable drug, to be sold under the brand name Fuzean, won't be priced until it's approved by the FDA.

INFOBOX

Colorado's top drug companies and the drugs they make

These 10 companies have landed increasingly difficult-to-find financing, shepherded their drugs through costly clinical trials and have survived - despite historically low odds of success.

Allos Therapeutics

RSR-13

Treats brain tumors and lung cancer.

Status: Phase III

Array Biopharma

IC485 and other small-molecule ...

... Michael Browning's firm at Fitzsimons is creating special antibodies to help enable researchers to focus on certain proteins for drug discovery.

Replidyne: Dr. Charles McHenry founded the Louisville company and recently received \$13 million in financing. The company is developing anti-bacterial drugs that inhibit bacterial DNA replication.

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Business Dateline

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East Bay Business Times

July 26, 2002

SECTION: Vol. 4, No. 46; Pg. 19

B&H-ACC-NO: 143991101

DOC-REF-NO: CCTV-152-22

LENGTH: 764 words

HEADLINE: Incubators try to stay warm amid chill

AUTHOR-NAME: Cole, Jim

BODY:

... startups in its offices a couple blocks from UC-Berkeley for about a year before the fledgling firms secured venture capital funds to continue on their own. But, Hess said, the near lockdown on venture capital financing ripped a hole in that model.

These days, venture capitalists are trying to reduce their risks and are not funding early-stage companies. Hess and his partners began seeing more mature companies, and, Hess said, those companies do not need an incubator's ...

... universities, and they lack corporate experience, much less experience leading a company. So the business insights offered by the staff of an incubator can prove particularly useful, Hess said. Also, perhaps more importantly, biotech startups need laboratory space. That's an expensive commodity for a company that may be a few years away from generating a marketable product. And, Hess said, inexpensive laboratory space without a long-term lease is invaluable to almost any biotech startup.

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Business Dateline

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The Boston Business Journal

July 12, 2002

SECTION: Vol. 22, No. 23; Pg. S8; ISSN: 07464975

B&H-ACC-NO: 140655641

DOC-REF-NO: BBJ-2288-23

LENGTH: 872 words

HEADLINE: Biotechnology projects keep builders hammering

AUTHOR-NAME: Regan, Keith

BODY:

For construction companies and engineering firms that rode the telecommunications building boom in the late 1990s, the current rush to add biotechnology laboratory space in and immediately around Cambridge came just in time.

And while some aspects of biotechnology construction - or even retrofitting existing buildings for lab use - are specialties, the biotech boom has been good to many of Boston's largest contractors.

"You see all of the ...

Indeed, building lab space is not much different from constructing the large, utility-laden telecom buildings that began to spring up around Boston in the late 1990s - some too late to take advantage of the now-deflated dot-com bubble.

John Moriarty and Associates is now ...

... touches on the Boston Tech Center building, which is being developed by Boston's Cabot, Cabot & Forbes of New England Inc. along the Massachusetts Turnpike, on the outskirts of Cambridge. Initially envisioned as a telecom building, it is being marketed as lab space after slight modification.

The firm recently worked on the 3Com Corp. project in Marlborough and on two laboratory buildings for Millennium Pharmaceuticals Inc. in Cambridge.

Demand steady, but crowded

Experts say the biotech building ...

... choice in this particular area," Johnson said.

In fact, Janice Bourque, president of the Massachusetts Biotechnology Council, said almost a quarter of the state's 250 biotech firms have some presence in Cambridge. When it comes to building new lab space, Bourque said biotech companies have no shortage of qualified contractors at their disposal, since most construction companies have seen a dip in their project workload in recent years.

Conversion projects rule day

The desire to be located in Cambridge has helped fuel a move to convert existing buildings, many with increasing vacancy rates, into **lab space**.

Necco building at 254 Massachusetts Ave., as well as 770 and 790 Memorial Drive, where a conversion project is being overseen by Alexandria Real Estate Equities Inc. Buildings in Charlestown, Somerville and Watertown are also being converted for ...

... telecom sector.

"You can't just throw up one of these buildings," said Geoff Howell, another Hill & Barlow attorney who specializes in biotech leases and agreements.

"It's not 'one size fits all,' especially in the current **financing** climate. You have to have a tenant in hand, so that should prevent us having a lot of empty biotech buildings for the foreseeable future."

July 8, 2002, Monday

SECTION: Pg. 12

LENGTH: 492 words

HEADLINE: Accountant expands interest to CEO post at Rush-Copley

BYLINE: LEE MURPHY

BODY:

... work on a \$10-million addition to its women's health center, with expanded neonatal care, that is expected to be complete late next year. After that, it expects to spend \$15 million on an emergency department expansion, with more beds and laboratory space.

"This is a booming area," says Sherman Jenkins, executive director of the Aurora Economic Development Commission. "The hospital has to stay on top of the growth."

As CFO, Mr. Finn helped put Rush-Copley's finances on a strong footing. The hospital has \$40 million in cash, with which it intends to finance most of its new construction.

"With interest rates so low, bonds may also be an option for financing, but our plans have called for using our cash," Mr. Finn says.

While other hospitals are bemoaning cuts in fees from Medicare and Medicaid programs as well as managed care providers, Rush-Copley has learned to live with cost-containment pressures.

" ...

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The Plain Dealer

June 14, 2002 Friday, Final / All

SECTION: BUSINESS; Pg. C1

LENGTH: 580 words

HEADLINE: Nest for high-tech fledglings under way

BYLINE: Corwin A. Thomas, Plain Dealer Reporter

BODY:

Ferchill said the \$20 million project should begin this fall. Plans call for the building, which occupies a 2.2-acre site, to be converted into more than 72,000 square feet of office and lab space and a 140-space indoor parking garage.

No tenant has committed to leasing space, but the developers say the building will be large enough for as many as 20 companies and 100 workers and will rent for \$14 to \$15 a square foot.

Ferchill, whose Cleveland projects include North Pointe Tower, the downtown YMCA and the Pointe at Gateway, said he still must arrange financing and will apply for tax credits for the 90-year-old building.

Tim Mueller, Cleveland's chief development officer, said the project may qualify for a \$5 million federal Housing and Urban Development loan and a \$...

June 3, 2002, Monday

SECTION: Pg. 1

LENGTH: 1111 words

HEADLINE: Athersys HQ: Big for biotech; Plan would create anchor for Chagrin Highlands technology park

BYLINE: JEFF STACKLIN

... milestone payments as drug candidates advance through clinical development, and it receives royalties upon approval and commercialization of products.

Although specifications for the headquarters building have not been completed, Dr. Van Bokkelen said the structure will include office and laboratory space for the growing company, which now has 125 employees. In its current office, Athersys has roughly 22,000 square feet of lab space.

"Basically, we see this as a staged development," Dr. Van Bokkelen said last week in an interview with Crain's. The first phase will include at least 150,000 square feet and possibly more, depending on the company's growth. ...

... said. "This is a sign of growth at one of our marquee biotech companies. That they would sign (the option) means wonderful things for our whole region."

Three weeks ago, Dr. Van Bokkelen announced that Athersys had completed a \$16.2 million round of financing. Among the investors in the round was Richard Jacobs, chairman and CEO of The Richard E. Jacobs Group, which is developing the Chagrin Highlands property with Tyco International Inc. The amount of Mr. Jacobs' investment was not disclosed.

In a prepared statement, Mr. ...

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Memphis Business Journal

May 31, 2002

SECTION: Vol. 24, No. 5; Pg. 1; ISSN: 0747167X

B&H-ACC-NO: 122307581

DOC-REF-NO: MBJ-2284-3

LENGTH: 636 words

HEADLINE: UT to anchor Biotech Research Park as first tenant

AUTHOR-NAME: Shepard, Scott

BODY:

... biotech research park a reality: a letter of intent by UT-Memphis to lease 50,000 square feet of research space in the first building, once it's built.

Signed leases, from creditworthy tenants, open the door to the construction **financing** needed by the Memphis Biotech Foundation.

"This is like a mall getting its anchor tenants first; the creditworthiness of UT is like having Dillard's sign on," says Bares, president of Memphis Biotech Foundation. "Smaller users aren't creditworthy from the bank's point of ...

... private, taxable companies.

"We're still in the process of trying to get that figured out," says Jim Rainer, senior vice president of Commercial Tennessee, Inc. "We believe that with some of the UT and University of Memphis leases we can do tax-exempt bond **financing**, where the rate is very inexpensive. The difference depends on the rates at the time of the bond issue, but it could be 3%-5% - a substantial amount."

That could translate to a 15% difference in lease rates, Bares says. One simple solution to tax ...

... least 50,000 square feet, which may be a conservative amount. The school could decide to seek more as plans evolve, says Odell Horton, vice chancellor for university relations. UT is already looking for ways to free up existing **lab space**, especially at the Coleman Building, which is now used for offices. Once UT knows its inventory of available **lab space** it can better estimate future needs.

And while UT is struggling under ever-lower state money, Horton says the university is not depending on Nashville to pay the rent.

"We're hoping that it comes through indirect costs that are part of ...

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Business and Industry

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Washington Techway

May 27, 2002

SECTION: Pg. S20(3)

RDS-ACC-NO: 03406317

LENGTH: 1576 words

HEADLINE: The biotech bind: finding the right space. (Bio Real Estate)

... In short, currently there's a tangle of competing interests circling the development of biotech commercial real estate and none is solving the problem. Start-ups can't afford to invest in improvements and developers don't want to. Banks may be willing to provide financing -- assuming the start-up has a solid enough financial standing -- but will want security for their loans. Owners, on the other hand, don't want a bank lien on the property. Venture capitalists, for their part, are also averse to having their ...

... out Alexandria Real Estate Equities (ARE), a real estate investment trust (REIT) in Alexandria, VA, for being willing to play the role of banker in helping biotech companies fund their real estate needs. Basically, ARE provides financing for a substantial amount of the cost per foot. "ARE has become the go-to landlord for tenants," Hill-Byrne says.

However, he notes that tenants need to consider all aspects of financing through ARE. For one thing, ARE isn't lending the money at bank rates. For another, ARE has been known to request warrants for some companies, which means that company still has an encumbrance on its future profitability. "Venture capitalists aren't pleased to have to ...

... aren't underwriting you from a capital point of view. Nevertheless, ARE has stepped into the gap and answered a great need in the market," Hill-Byrne concludes.

"Synthetic leases" are another solution that Hill-Byrne sees emerging. Synthetic leases are a creative financing tool whereby the funding is structured so that it can be classified as a lease for accounting purposes but a loan for tax purposes. This has obvious advantages for start-ups, but Hill-Byrne also notes that such terms are based on ...

... partnership with Hopkins in Building II, the Academic Research Building.

Building III is scheduled to open in Fall 2004. In addition to increased space for the university's ongoing programs, campus expansion will allow for the leasing of office and lab space to potential tenants whose operations complement the Hopkins mission. The Hopkins mission is to create a campus on which teaching, research, and business activities are integrated through the co-location of academic programs, research institutes, biotech and other technology companies, government research ...

May 22, 2002 Wednesday SUNRISE EDITION

SECTION: LOCAL STORIES;

Pg. A01

LENGTH: 1078 words

HEADLINE: MEASURE 13: VOTERS DEEP-SIX PLAN FOR AN EDUCATION RAINY DAY FUND

SOURCE: JAMES MAYER - The Oregonian

BODY:

... steady -- the fund could reach \$600 million in about 10 years.

Supporters argued that it would create a much-needed rainy day fund for schools and would buy time to work on a more permanent solution to the school financing problem. Opponents said it was little more than a short-term fix that would make matters worse in the next two-year state budget by using one-time money to pay for ongoing operations.

Opponents also argued that ...

... measure had failed, the university would have used more expensive revenue bonds.

The bonds are the public part of a \$500 million public-private project to make OHSU a world center in biomedical research. The plan is to build 200,000 square feet of laboratory space and hire 300 new scientists. The university says it is about halfway to reaching its goal of raising \$300 million from private sources for the project.

Opponents said they didn't object to the biomedical research project, but they argued that the university might use ...

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The Times (Shreveport, LA)

May 19, 2002 Sunday

SECTION: EDITORIAL; John hill; Pg. 9I

LENGTH: 668 words

HEADLINE: Look for alternative ways to fund state projects

BYLINE: John Hill, Staff

BODY:

... LSU's medical schools and research facilities in Shreveport, New Orleans and Baton Rouge, targeted at specific items. In Shreveport, it's diabetes, heart programs and high blood pressure, diseases that often hit minorities and the young. And the increased **lab space** that will help grow a biotechnology research park around the medical school and the attached Biomedical Research Foundation.

Every now and then, Louisiana needs to do one thing really well instead of a lot of things really poorly. We have enough underfunded programs - such as our schools - that ...

... a private, nonprofit corporation would be formed. Cooperative agreements would be signed between the corporations and the recipient research institutions. The corporation could go to the Louisiana Public Facilities Corp., a private, nonprofit company formed 30 years ago by the Legislature to provide **financing** for commercial and other projects helpful to the public, such as university buildings, low-cost housing units and economic development facilities.

The proposed \$150 million bond sale by the Louisiana Public Facilities Authority would have to be approved by the State Bond Commission, the ...

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Business Dateline

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The Business Journal;

Serving the Triangle's Business Communities

May 17, 2002

SECTION: Vol. 17, No. 37; Pg. 26

B&H-ACC-NO: 120660936

DOC-REF-NO: TRI-2379-20

LENGTH: 466 words

HEADLINE: SPECIAL REPORT: BIOTECH, Law Firms

AUTHOR-NAME: Gyles, Barbara

BODY:

... Robbins says, citing a couple of examples: (1) grants from scientific foundations or small business innovation research, and (2) the venture capital route.

As companies move up the ladder, they need legal expertise to help expand their operations and add more lab space. Doing that also requires money of course, but funds at this point may come from the more traditional bank equipment leasing and financing world instead of venture funding.

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Business Dateline

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Minneapolis St. Paul Business Journal

May 17, 2002

SECTION: Vol. 19, No. 51; Pg. 4

B&H-ACC-NO: 121289132

DOC-REF-NO: MNCB-2289-8

LENGTH: 534 words

HEADLINE: Nonprofit plans lab facility for biotech startups near U

AUTHOR-NAME: Smith, Scott D

BODY:

A newly formed nonprofit, University Enterprise Laboratories, plans a \$10-million, 50,000-square-foot building that would provide lab space to start-up biotechnology companies.

The leaders of the nonprofit, formed in March, are confident they can get the financing to start construction this summer, said Jon Freeland, a consultant with M&A Group, Minneapolis, who is managing the project.

If the building is built, backers say, it would help Minnesota's economy reap the benefits of University of Minnesota research. The biotech market is ...

The group is seeking a site near the University of Minnesota Transitway, he said.

Start-up biotechnology companies are facing a shortage of lab space, known as "wet lab space." Such labs can include sinks, special glass cleaning equipment, ventilation systems that circulate fresh air, natural gas outlets and purified water.

Freeland studied whether an incubator building was feasible and found that at least 10 companies in the state need laboratory space. He also identified more than 60 technologies at the university that could result in commercial uses.

"There is already a whole stable of companies out there that need to have space to succeed," Freeland said. "And if we don't build space, they will either not succeed or be forced to relocate."

...

... economic activity in the Twin Cities that the University of Wisconsin has in Madison. Wisconsin's incubator program is seen as a successful model that has generated more than 80 companies that employ more than 2,500 people.

Creating the nonprofit was a necessary step to get the lab space built, Elde said. Developing such a building with private capital is difficult because the space is expensive to build and hard to finance, since startups don't have proven credit. They tend to need small amounts of space - about 500 square feet for short- ...

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The Baltimore Sun

May 16, 2002 Thursday ARUNDEL Edition

SECTION: LOCAL,

Pg. 1B

LENGTH: 656 words

HEADLINE: Construction to begin on mall campus

BYLINE: Rona Kobell

SOURCE: SUN STAFF

BODY:

... showed that its penetration into western Anne Arundel was not as high as in Glen Burnie, where the college has a satellite campus, or Arnold, site of its main campus.

And though the college offers night classes at Meade High School, that building lacks enough lab space to allow the program to grow, and it was off-limits during the daytime.

For about a year, the college sought a facility to serve the growing western portion of the county. Turcott said the college was in discussions with Fort Meade about building ...

... for both a public community college and a corporation, the Anne Arundel Community College Foundation Inc., a private nonprofit organization, is leasing the land for its new facility from The Mills Corp. The foundation will oversee the building's construction and financing and lease it to the college. Anne Arundel County has issued tax-exempt bonds to help the foundation finance construction.

"As far as we can determine, no other Maryland public college or university has used this kind of funding for constructing buildings, other than ...

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The Cincinnati Enquirer

December 4, 2002 Wednesday Late Edition

SECTION: TEMPO; Pg. 1F

LENGTH: 1612 words

HEADLINE: His job's driving a gene machine

BYLINE: Peggy O'Farrell, STAFF

BODY:

... several purposes. It will give the university a chance to team with corporate players like P&G for the development of drugs and other therapies. It will give the university and Cincinnati Children's Hospital Medical Center much-needed **lab space**. And it will give **start-up** biotech companies access to technology and data - shared by the university and its corporate partners - that they otherwise couldn't afford.

The partnership approach is crucial in the era of high-tech - and high-dollar - research. Sharing expensive lab equipment and data access can ...

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The Register Guard

December 3, 2002, Tuesday

KR-ACC-NO: EU-RESEARCH-FUNDING

LENGTH: 923 words

HEADLINE: University of Oregon's Research Funding Mounts

BYLINE: By Greg Bolt

BODY:

... years is up 93 percent from the previous two years.

The UO in recent years has boosted its efforts to turn university research into marketable projects with the aim of increasing revenue from patents, copyrights and other intellectual property. University research produced five start-up companies from 1995 to 2000, putting the UO 25th among the 117 top American universities in new spin-offs per research dollar, Gerhart said.

Nationally, universities average about one spin-off company for every \$...

... at least going to hold steady."

The new research and technology transfer records are good news, but Linton said success also creates some challenges. More research funding means more research is taking place, which is putting pressure on lab space in campus buildings.

Because most funding for construction and renovation must come from state appropriations or private donations, getting money for expansion has always been difficult.

And with the state economy depressed, Linton said it will just get more ...

December 2, 2002, Monday

SECTION: Pg. 3

LENGTH: 620 words

HEADLINE: Oakland splits up tech zones; Auburn Hills, Rochester Hills, Troy likely to join Southfield

BYLINE: Andrew Dietderich

... Technological University, Oakland University, the state of Michigan and the communities that house the zones.

Oakland County's SmartZone is different from the others because it will be spread over several communities. For example, Southfield already has three sections that are part of the SmartZone.

Dan Casey, business-development assistant for the city of Southfield, said the business accelerator for the SmartZone would be in Troy. The business accelerator is a team of full-time employees responsible for coordinating collaboration between the public- and private-sector members of the SmartZone.

For example, he said, Lear Corp. could have an idea for a new product, and Lawrence Tech could have experts and lab space that the two could share, saving money for both.

Casey said the accelerator program would have at least four full-time staff, including a director and a grant writer who are expected to be hired in the next two to three years. ...

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Business Dateline

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Memphis Business Journal

November 22, 2002

SECTION: Vol. 24, No. 30; Pg. 10; ISSN: 0747167X

B&H-ACC-NO: 245860221

DOC-REF-NO: MBJ-2309-11

LENGTH: 879 words

HEADLINE: UT foundation will streamline commercialization of discoveries

AUTHOR-NAME: Shepard, Scott

BODY:

... in and I'm working as UTRC. I'm asking how to license the technology to make for the university," says Palmer, who is also president and CEO of TriStar. "But I'm also looking at it as to whether it's a platform technology that can be the basis of a **start-up** company."

A new drug may be best licensed to a drug company that has the finances and time to bring a drug to market. But a unique cancer diagnostic test could be a small business that eventually employs a dozen and launches other new products licensed from UT.

"I also need someone, hopefully the inventor, who is rabidly enthused about starting a company," Palmer says. "Then they can come to TriStar and say they need **lab space, business development** and most important of all, help in finding some seed capital."

There's no conflict, he says, because both organization have related goals. Merging them into a new entity, the UT Research Foundation, will create a seamless process. The first, best choice is to find a way to **start up** a new business in Memphis, Palmer says.

The foundation should be in full operation by July. It will be structured so that it can also receive contracts and grants.

TriStar leases the Van Vleet building from UT and has 8,000 square feet of **lab space** sublet to GTx, Inc., a biotech firm headed by urologist Mitch Steiner, which has licensed nine patents from UT. Most of those developed by Steiner himself, in his capacity as chairman of the Department of Urology.

Another 6,000 square feet of wet **lab space** is under construction, and should be finished by May. The next tenant will be Genome Explorations, which performs gene profiling for other scientists. Palmer is negotiating with at least three other users.

"It's more evidence that they're getting focused," says ...

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St. Louis Post-Dispatch

November 21, 2002 Thursday Five Star Lift Edition

SECTION: BUSINESS ; Pg. B1

LENGTH: 947 words

HEADLINE: ADVISER HOPES TO HELP MISSOURI SCIENTISTS GET BIGGER SLICE OF PIE

BYLINE: Rachel Melcer Of The Post-Dispatch

BODY:

... federal grant dollars each year. Wayne Harvey hopes to change that.

His job: teaching scientists about two programs that provide nearly \$1 .5 billion a year in grants. He was hired last summer by the Missouri Small **Business Development** Centers, an arm of the U.S. Small Business Administration.

He's visiting St. Louis universities, private labs and **business incubators**, doing all he can to get more entrepreneurs to apply for Small Business Innovative Research and Small Business Technology Transfer grants.

"This is a huge pot of money that Missouri . . . has not taken advantage of," Harvey said.

For years, California and ...

... Louis-area leaders have vowed to challenge.

"Historically, they started way before us in terms of (promoting) life sciences and technology companies. We're really just getting started," said Marcia Mellitz, president of the Center for Emerging Technologies, a **business incubator**.

Local business leaders are working to secure more venture capital, **lab space**, researchers and infrastructure to build the region into a national hub for biotech and life sciences.

Getting federal grants is an increasingly important piece of the puzzle as the economy stutters. Government agencies, working on homeland security and preparing for possible ...

GRAPHIC: GRAPHIC, PHOTO; (1) Color PHOTO by ANDREW CUTRARO / POST-DISPATCH - Anil Chauhan (right), who started a company called Progen Biologics, talks about funding with Wayne Harvey, director of the Missouri Small **Business Development** Center, in Chauhan's lab at St. Louis University Medical School. GRAPHIC (2) Graphic / Chart - Comparing the grants Missouri lags behind as California consistently wins more federal Small Business Innovative Research and Small Business ...

ORGANIZATION: ST LOUIS UNIVERSITY (82%); SMALL BUSINESS ADMINISTRATION (82%); SMALL **BUSINESS DEVELOPMENT** CENTERS (55%);

COMPANY: ST LOUIS UNIVERSITY (82%); SMALL BUSINESS ADMINISTRATION (82%); SMALL **BUSINESS DEVELOPMENT** CENTERS (55%);

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Copyright 2002 The Arizona Daily Star
The Arizona Daily Star

November 16, 2002, Saturday

KR-ACC-NO: AZ-UNIVERSITY

LENGTH: 540 words

HEADLINE: Executive Takes Marketing Post at University of Arizona Technology Park

BYLINE: By Jeannine Relly

BODY:

... leave an organization that I've been with so long," Grabo said of his nearly nine years with the council. "It's a new and exciting challenge for me to build something from the ground up."

The plans are to attract emerging high-tech firms to the expanded offices and laboratory space. Wright said the hope is to build a hotel and conference center and open the park to private development.

Grabo will work to recruit high-tech firms that are looking to expand or relocate. The park already has as tenants thousands of scientists, engineers and other professionals ...

... company inquiries, he said.

"Now that we're bringing new facilities on line, we've got to get out there and actively market the park," Wright said.

Grabo, a graduate of the University of Arizona, has more than a decade of experience in marketing and business development. He will leave his post with the Greater Tucson Economic Council Dec. 6.

With his departure, the council has lost two top lieutenants this year. Last summer, Luci Ponticelli left her position as vice president of corporate services for a job with the Pascua ...

Copyright 2002 Crain Communications, Inc.
Crain's Detroit Business

November 11, 2002, Monday

SECTION: Pg. 1

LENGTH: 1091 words

HEADLINE: New UM president pushes biotech; Coleman brings researcher's passion

BYLINE: Laura Bailey

... top five in research spending, at around \$600 million.

Coleman sat on the Iowa Business Council and on board of directors of the Iowa Department of Economic Development, Rennekamp said.

Coleman also is credited for expanding the University of Iowa's **business incubator**, the Technology Innovation Center, said Roman Terrill, vice president of legal and regulatory affairs for IDT, a 1987 University of Iowa spin-off.

Coleman said she'd be willing to examine whether it makes sense for UM to get involved with a **business incubator**. Rennekamp said about 50 businesses have spun out of Iowa's incubator since it began.

One of the main complaints about doing business as a life-sciences startup company in Ann Arbor is lack of affordable **lab space** and how tough it is to get access to UM facilities and equipment.

Coleman supports the Core Technology Alliance, an MEDC-funded program to develop a network of advanced research facilities, and wants to ensure that startups can afford to use them, Kerppola ...

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Knight Ridder/Tribune News Service
San Jose Mercury News

November 8, 2002, Friday

SECTION: BUSINESS AND FINANCIAL NEWS

KR-ACC-NO: K2018

LENGTH: 1172 words

HEADLINE: Cisco hones the spin-in

BYLINE: By Jennifer Files

BODY:

... Jose campus looks much like the others, from the signs out front to the computer lab buzzing with engineers wearing Cisco ID badges.

Technically, though, most of them aren't working for Cisco. Building Six is also home of Andiamo Systems, a start-up conceived, housed and even partly staffed by the networking industry powerhouse. Compared to most of Cisco's 36,000 workers, whose stock options are undercut by the company's sagging share price, Andiamo's 313 employees have a much better shot at ...

... ins.

Cisco pioneered spin-ins, a concept so unusual that Stanford University teaches a case study about it. Andiamo is unique among the spin-ins because 37 of its employees are also Cisco staffers, on leave to work for the start-up. It is also the only acquisition to be announced two years before it will become final, and the only Cisco spin-in to pay out only if the product sells.

Ideally, Cisco says, spin-ins combine the integrated product development that can happen inside a company with a start-up's intense focus and speed. The Andiamo setup, spawned in early 2001, seemed especially right for the time, balancing the need to attract engineers in what was then an extremely tight job market against caution as Cisco considered entering an ...

... think about the environment in 1999, 2000 and 2001," said Ammar Hanafi, Cisco's vice president and general manager for new business ventures. "Talent was very scarce. We were trying to create a structure that allowed you to capture the benefits of an entrepreneurial start-up while still taking advantage of the collaboration and the business relationship with Cisco," he said.

Some observers say the deal is not sufficiently independent _ that Cisco employees could gain financial rewards at the expense of Cisco shareholders.

Silicon Valley venture capitalists would have eagerly ...

... equally high-performance piece of equipment. In today's environment you could probably negotiate a pretty good price for it."

Andiamo's acquisition price was set under a more conservative formula than previous spin-ins: Not counting start-up and interim funding of about \$180 million, Cisco could acquire it at no additional cost if Andiamo products don't sell. But the price could go up to \$2.5 billion if sales take off. Cisco says the price won't be finalized ...

... closes in 2004. Cisco will begin selling Andiamo gear this year under Cisco's brand name _ and with business partnerships that less-connected start-ups would envy.

Andiamo _ which means "let's go" in Italian _ uses Cisco office and lab space just like any division of the giant company. Cisco employees who joined Andiamo switched their regular green Cisco badges for red ones that contractors wear, but they didn't have to change their phone extensions.

Executives say close ties don't compromise Andiamo's independence. "I pay Cisco thousands of dollars a month for this floor, for resources, for telecom, for use of the network, lab space _ just like any company would," says Andiamo Chief Executive Buck Gee.

Gee is also a former Cisco employee, though he hadn't worked there for several years. He joined Cisco through its first acquisition, of Crescendo Communications, in 1993. ...

... oversee the Andiamo project for Cisco. At Andiamo, Gee says, "my first job was really to negotiate the deal with Cisco."

Ramesh Sivakolundu, another early Andiamo employee, was managing a Cisco chip-design team when he was approached about moving to the start-up. The challenge _ developing an ambitious project for an untapped niche _ appealed to him, as did the potential financial reward. Like the other 36 Andiamo workers "seconded" from Cisco, Ramesh's Cisco stock options stop vesting while he's at Andiamo.

It's ...

... working on a project that couldn't be interrupted," Ramesh said, but "people who were not given the opportunity were upset."

Executives with both companies emphasize that Andiamo could fail, potentially leaving employees without jobs. "It would be just like any start-up that fails," Gee said.

Critics _ including competitors, analysts and some Cisco employees _ say Cisco formed the spin-in largely to keep employees who were no longer satisfied with Cisco's compensation, as stock prices sank. Cisco denies that, saying the ...

... helpful in recruiting outside engineers than in keeping current Cisco employees.

Some outside Cisco say spin-ins have a place among the various ways the company could develop products.

"It's definitely difficult to replicate the culture of a start-up inside their enterprise," says Garth Saloner, a professor at Stanford University's Graduate School of Business. He learned about spin-ins at breakfast with Mike Volpi, a former student and the Cisco executive who conceived the practice a ...

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October 30, 2002 Wednesday Met and metro Editions

SECTION: BUSINESS; Pg. 1F

LENGTH: 585 words

HEADLINE: Business leaders get peek at new research facility;
Downtown building will function as meeting ground between medical center, tech district

BYLINE: HOWINGTON PATRICK, phowington@courier-journal.com

BODY:

... yesterday, as local business leaders got a sneak peek at a new building that will house fledgling companies in downtown Louisville.

The building will feature a cafe with countertop phone and data ports, bamboo flooring, laboratory space and round conference rooms that fill its turret-like corner at Brook and Jefferson streets.

Named after its address - the 201 E. Jefferson Street Building - it will be home to technology businesses that are still stretching their wings, providing facilities and support they ...

... Brook and Jefferson site, including land next to the incubator that's available for future development, is MedCenter Three.

And future development is likely to be needed, Spalding said.

"We're going to need more real estate, and we're going to need it very soon" as start-up businesses outgrow their space, he said.

The Brook and Jefferson tract has room for a second building at least twice as large as this one.

Naming the site after its address gets around the problem of trying to come up with a name that explains its function and partners. It will house programs of the Medical Center Development Corp. and U of L's Information Technology Resource Center.

The two organizations help start-up businesses get off the ground, but in different areas - life sciences and information technology.

From that standpoint, the building has just the right location - squarely between the downtown medical center and the eMain USA tech district.

GRAPHIC: BY ARZA BARNETT, THE COURIER-JOURNAL; The 201 E. Jefferson Street Building, top, will house programs that help start-up businesses in life sciences and information technology. Plans include an Internet cafe, laboratory space and round conference rooms. DRAWING BY MARK BIRD; This drawing shows the proposed Internet cafe in the 201 E. Jefferson Street Building, which will open in December.

October 24, 2002 Thursday SOONER EDITION

SECTION: BUSINESS,

Pg.E-3

THE BUSINESS SCENE

LENGTH: 469 words

HEADLINE: SALES TIPS, INVESTOR RESOURCES TOP LOCAL BUSINESS EVENTS

BODY:

... target five key areas identified in its benchmarking study. They include bringing in more world-class research faculty from other places; creating a corps of experienced executives to advise and manage biotech businesses, developing affordable wet lab space; securing more early stage venture capital; and increasing the industry's voice in the region. Altogether, 16 Greenhouse programs will strategically focus on those five support areas. There are encouraging signs.

For now, at least, the number of early stage start-up opportunities is overwhelming. "We have more of a pipeline in that area than we can deal with," Yablonsky said. "We're being very picky about who we work with and who we don't. For whatever reason, the start-up activity has accelerated from last year and the year before. But the attraction activity - attracting companies in from outside the area -- is very, very slow. We were successful earlier this year in securing a company called Renal Solutions from West Lafayette, Indiana. But the pipeline ...

Copyright 2002 Dolan Media Newswires
The Daily Record (Baltimore, MD)

October 19, 2002 Saturday

SECTION: NEWS

LENGTH: 1535 words

HEADLINE: Despite setbacks, states still compete for tech dollars

BYLINE: Bobby White

BODY:

... for the promise of biotech benefits, but for what technology-based companies can provide overall. He said, during the past decade, the state has spent \$565 million on tech related activities. From funding for the Technology Development Corp. to tech business incubators, Maryland is aggressively pursuing what it deems the new economy.

"Maryland decision makers have indicated that the state needs to take advantage of the great promise in biotechnology. They recognize the industry's enormous growth potential," said Iannucci.

For every upside, there's a ...

... between Detroit and Grand Rapids into a biotech haven.

An example of what the payoff for a burgeoning biotech region could be recently occurred in the Boston area. Swiss drug maker Novartis began leasing 764,000 square feet of costly lab space, a lion share of it for 45 years. The company will invest about \$750 million to develop, equip and staff what will be the Novartis Institute of Biomedical Research. The company is Switzerland's biggest business at \$115 billion, and once the Institute ...

October 14, 2002, Monday

SECTION: Pg. 3

LENGTH: 1408 words

HEADLINE: State's life-science success up to UM; University focuses on moving research to commercial uses

BYLINE: Laura Bailey

... 2000.

Michael Farmer, the CEO of HandyLab, said the universities he has worked with - Harvard University; the Massachusetts Institute of Technology; and the University at Buffalo, a campus of the State University of New York - have more flexible policies and show more willingness to share resources such as lab space than UM does.

For example, Farmer pays \$6,000 to \$9,000 a month to use the microfluidic labs at UM, even though the technology came from UM, he said.

"In other schools, you pay for just consumables," he said. "Especially when ... they get revenue."

The university must be fair to everyone when setting rates for office and lab space because it's entrusted with public resources, said Ken Nisbet, executive director for UM technology transfer.

Compare that to the University at Buffalo, which wooed HandyLab into a research agreement with a package that includes the potential for about \$1.2 million in funding, campus lab space for \$200 a month, and free access to all university libraries and databases.

"I think these (Michigan) universities, especially UM, are still very much at the state of 'we educate the population, and what they do with that education is up to them.' They have to make money off every transaction," Farmer said.

When Asterand's Charlton scouted UM for lab space when trying to find a home for his company, UM told him it had none. Charlton said he understands about space limitations, but at the same time, space for new companies is essential if a university is serious about commercialization.

He ...

... building a research and technology park to house more companies like Asterand, and MSU has a research park and the Michigan Biotechnology Institute at the edge of campus.

UM's position is it will not get involved with building or hosting a business incubator, and it's not known if that will change under the new President Mary Sue Coleman.

UM alumnus Jonathan Morris, now CEO, president and chairman of the board of San Diego-based ProSanos Corp., said UM is still known for ...

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The Arizona Daily Star

October 12, 2002, Saturday

KR-ACC-NO: AZ-TECH-CEO

LENGTH: 531 words

HEADLINE: Chief Executive of Tucson, Ariz.-Based Tech-Funding Firm Steps Down

BYLINE: By Alan D. Fischer

BODY:

... incubator and headed it for almost three years, resigned Tuesday after a meeting with the board's executive committee, said Bo Statham, who was named interim president.

Statham, a consultant to UniSource Energy Corp. on new business development for six years, has been a client adviser at the incubator.

"It's time," Russell said. "I've served as the start-up person, gotten the incubator to where I was comfortable with it, and it's time to move on to something different.

"When things are past the start-up phase, then I start looking for other things to do," he said.

He plans to remain in Tucson and continue working on entrepreneurship and economic growth projects.

The incubator assists start-up and growing high-tech companies by providing inexpensive office and lab space, advice and connections to funding. It opened in January 2000 and has 16 clients.

"We see this as a fairly seamless transition from the standpoint of the clients," said Michael DeConcini, the incubator's chairman. "Bo has been working with them since Day One."

The board plans to find ...

... vice president of client services, who left to be program coordinator for the Berger Entrepreneurship Program at the UA.

"I'm excited for Carl. I'm excited for the incubator. It's time for the incubator to move on from being a start-up company itself," Rockwell said. "It's the next stage of growth for the incubator, and the next stage of growth for all of us."

Russell said the incubator has a strong base and infrastructure in place, and needs to push for technology transfer of ...

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The Journal Record (Oklahoma City, OK)

October 11, 2002 Friday

SECTION: NEWS

LENGTH: 857 words

HEADLINE: OKC Real Estate Briefs Oct. 11, 2002

BYLINE: Matt Maile

BODY:

... N. Lincoln Boulevard as part of what will be an overall 1 million-square-foot research park.

"We might have the building open before the summer or late spring," McGrath said.

The Oklahoma Health Center Research Park houses offices and research laboratory space for start-up medical research companies and the institutions that support them.

The latest construction project is the fourth building on the campus among eight that are planned for the development. A fifth building, estimated at roughly 25,000 to 30,000 square feet, is planned that will provide ...

Copyright 2002 Spokane Spokesman-Review
The Spokesman-Review (Spokane, Wa.)

October 9, 2002 Wednesday Spokane Edition

SECTION: MAIN NEWS; Pg.A8

LENGTH: 511 words

HEADLINE: Economic projects narrowed to four Major plan would turn F.O. Berg building into business incubator

BYLINE: Tom Sowa Staff writer

BODY:

A community group has identified four projects as a start toward creating jobs and boosting Spokane's economic future.

Of the four proposals, the most important is a plan to convert the former F.O. Berg building along Trent Avenue into a business incubator and laboratory for medical research at Washington State University.

The other three projects focus on a new Cheney technology park, expanded facilities at the Spokane Intercollegiate Research and Technology Institute (SIRTI), and a loan fund to ...

... add roads, water and sewer services to 20 undeveloped acres on the west edge of the city of Cheney to eventually create about 200 jobs.

\$732,000 for expansion of biotechnology labs at SIRTI. SIRTI's crowded building doesn't have enough lab space to meet the growing need of area biotech firms, said Turner. The proposal expects the payoff of 32 new jobs over the next three years.

\$500,000 for a small-business revolving loan fund. The idea is to stimulate the economy by ...

Copyright 2002 Chicago Sun-Times, Inc.
Chicago Sun-Times

October 7, 2002 Monday

SECTION: FINANCIAL; i-STREET; Pg. 57

LENGTH: 717 words

HEADLINE: Gubernatorial foes display tech savvy

BYLINE: Darcy Evon

BODY:

... supply low-interest loans to develop lab and tech space in the state, a critical component of technology transfer from our universities.

Ryan will establish Lincoln Entrepreneurial Advancement and Development Centers that will provide pre-seed level funding and business development services to get new companies started. He also will direct funding for endowed university research chairs and "reinvigorate the Illinois Research Park Authority, which can authorize up to \$150 million in bonds to finance the construction of research parks."

How does ...

... said that he understands "the high-cost of research and delivery of our promising drugs." He will support a dedicated early stage biotech fund, and "I would also redraft the Illinois Income Tax Code to support biotech development companies in the construction of private supported lab space."

Blagojevich notes that in addition to affordable incubator space for biotech firms, the state should focus on the next level in a company's development. "Tech firms 'graduating' from university labs and incubator space need financing. With state support, we ...

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Business Dateline

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Memphis Business Journal

September 27, 2002

SECTION: Vol. 24, No. 22; Pg. 1; ISSN: 0747167X

B&H-ACC-NO: 200252491

DOC-REF-NO: MBJ-2301-2

LENGTH: 794 words

HEADLINE: Biotech breeding ground

AUTHOR-NAME: Shepard, Scott

BODY:

In an effort to create a life sciences business incubator, the Memphis Biotech Foundation is negotiating with the Regional Medical Center at Memphis for a long-term lease in the mostly vacant Jesse Turner Tower.

It means the foundation could, within a year, offer scientific entrepreneurs the most precious and rare benefits in the biotech quest: lab space to develop a product and professional guidance to turn it into a business.

"One of the key recommendations in the report to the governor is that incubators are central to this effort," says Steve Bares, president of the Biotech Foundation. "The only life sciences incubator in the state is ...

Tri-Star is operated by UT-Memphis, but is not a full-service incubator on par with what Bares intends to operate. Every city that's competing with Memphis in the biotech arena is struggling to find the lab space crucial to recruit scientists.

Like Memphis, most are planning to build new space, which costs about \$250 a square foot, and takes about two years to open. Finishing the Jesse Turner building will cost about \$210 a ...

... companies.

Michael Dockter, vice chancellor for research at UT-Memphis estimates that, based on research expenditures today in Memphis, at least a dozen new biotech companies could be launched each year if they had a place to start up.

"We'll start with an anchor tenant Bares says. "There's already 10 in town, and dozens more in people's heads. Or you recruit out of town. There are scientists everywhere looking for a home."

The UT-Baptist Research Park is still on track, he says. But the incubator will fill a separate nook in the plan. Along with lab space, it will provide a bioinformatics system, and spectrometry equipment, such as liquid chromatography. These are machines essential to research, but far too expensive for any one small business to own.

Equally valuable will be business services and advice, on things such as ...

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The New York Times

September 15, 2002, Sunday, Late Edition - Final

SECTION: Section 14NJ; Page 1; Column 3; New Jersey Weekly Desk

LENGTH: 2863 words

HEADLINE: In New Jersey, The Newest Pot of Gold

BYLINE: By SUSAN WARNER

DATELINE: PISCATAWAY

BODY:

... tiny chips that can be embedded in the body to deliver time-released medication.

"The analogy to defense is true," said Bill Stephenson, vice president for research at the University of Medicine and Dentistry of New Jersey. "These days a great deal of start-up activity is in the biomedical arena, and I think it is absolutely the case that federal spending for research spurs the growth of new companies."

While most of the new public money is going to academic research, it is also seeping into projects at private ...

... alone. Dr. Stephenson said the university would finance the rest of the construction with gifts to the university and other internal funds.

University revenue could grow by \$30 million to \$40 million a year, said Dr. Stephenson, if one or more of its licensing deals with start-up companies resulted in a major new drug coming to market. By comparison, the university earned a meager \$1 million on royalties this year.

His optimism is based on more than just good feelings. In the past ...

... bond offering and Rutgers's own capital campaign, are to open in 2004.

Dr. Tischfield said the new buildings were essential to lure top graduate students who might also be considering schools like the University of California at San Diego, where new lab space was continually cropping up.

"Rutgers has a long way to go, but it has come a long way in a short amount of time," said Dr. Tischfield, who was recruited to Rutgers from Indiana University in 1999.

A ...

... rent space to work on ideas in the early stages without investing in equipment or committing to a long-term lease. After closing two others, the state now has 10 incubators, many of them occupied by small biotechnology start-up companies.

Still, Mr. Tesoriero said New Jersey's state support for medical research was tiny compared with that in many other states.

"It is the fashion right now to develop every urban center into a center for biotechnology," he ...

... free-market science. Dr. Breton, of Rutgers, said that until the State Legislature changed conflict-of-interest rules for state employees in 1991, scientists could not have an interest in a company that did business with the university, like

leasing lab space or licensing technology. The change has made it much easier for university scientists to branch out with commercial programs.

But he said the university still preferred that scientists took a leave, or did not serve as an officer of outside companies in which they had ...

... Yale, he was offered a job at a pharmaceutical company, but his academic mentor at the time said he would never speak to him again if he took the job.

Now, in addition to his academic research, Dr. Tischfield sits on the boards of several start-up companies and runs his DNA repository like a business. He said private companies had tried to run similar operations but went out of business, leaving researchers in the lurch, whereas from his position in academia, he answered to no shareholders.

Pointing to ...

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Business Dateline

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The Business Journal;

Serving the Greater Triad Area

September 6, 2002

SECTION: Vol. 4, No. 54; Pg. 41; ISSN: 15259218

B&H-ACC-NO: 181642501

DOC-REF-NO: GRТА-159-15

LENGTH: 339 words

HEADLINE: Danville tech effort could have Triad implications

AUTHOR-NAME: Barnes, Marc

BODY:

... Virginia Tech stepped up to the plate."

Scheduled for completion in the fall of 2003, the building will have space set aside for academic classrooms where classes in computing will be offered, a conference center for community meetings and laboratory space.

Danville, like many areas in the nearby Triad, has been dependent on tobacco, textiles and other forms of manufacturing. The new center is intended, in part, to help diversify the economy through the installation of new fiber-optic lines and sophisticated computer equipment.

"We want to help create high-tech, high-paying job opportunities, either through relocation of companies, or from companies that start up and grow from here," Franklin said.

That project may be extended to North Carolina, because a group is working on extending the fiber-optic lines to provide high-speed digital access in Caswell County, as part of a plan to open a business incubator there.

Franklin said the center would also be a hub for research, which would possibly involve partnering with Triad-area universities, such as Wake Forest University, N.C. A&T State University and UNCGreensboro, where there is a good fit.

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The Arizona Republic

August 30, 2002 Friday Final Edition

SECTION: NORTHEAST COMMUNITY; Pg. 15

LENGTH: 432 words

HEADLINE: ADVICE FOR INFANT BIOTECHS; MENTOR PROGRAM TO BE UNVEILED AT EVENT
WEDNESDAY

BYLINE: By Mike Fimea, Arizona Business Gazette

BODY:

Once a pool of mentors is established, emerging firms can tap into knowledge about how to file patents, where to find **laboratory space** and how to make an effective presentation to investors.

"We won't try to link a **start-up** with a venture capitalist. We want to prepare them for their first meeting with the venture capitalist," said Barbara Lehman, co-chairwoman of the bioindustry cluster.

The Phoenix office of Ernst & Young has expressed an interest in providing free advice on taxes, ...

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Business Dateline

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East Bay Business Times

August 30, 2002

SECTION: Vol. 4, No. 51; Pg. 5

B&H-ACC-NO: 160575791

DOC-REF-NO: CCTV-156-2

LENGTH: 755 words

HEADLINE: Incubator hatches own ambitious plans

AUTHOR-NAME: Thomas, Susan L

BODY:

The economic slowdown has shortened the waiting list for lab space at Advancing California's Emerging Technologies, but Sam Doctors bets it won't last. The CEO of the Alameda business incubator, better known as ACET, has hatched some big plans.

This week, ACET landed a \$6.4 million construction grant from the U.S. Department of Commerce Economic Development Administration, with an eye toward building a 35,000- to 40,000square-foot complex at the incubator's site at the former Alameda Naval Air Station. The building will house laboratory space, offices, light manufacturing, videoconferencing rooms and a foreign trade center that could foster 15 to 20 foreign businesses seeking U.S. partners.

"We've been running out of laboratory space since we opened," Doctors said.

The head of the 4-year-old incubator, which supports technology, biotechnology, environmental and energy startups, touts the planned new building as the largest and most sophisticated of its kind west of the Mississippi. The space will accommodate about 40 ...

... said. Rental rates will range from about \$2 a square foot to upwards of \$4 a square foot.

Heather Koshinsky, CEO of Investigen Inc., says ACET was able to provide the startup biotech with difficult-to-locate, small, wet lab space. When the company moved into the site two years ago, she had looked around for other suitable locations. But many of the labs available were far too large.

What's more, she said, being at ACET has let the 10-employee company concentrate on building its ...

SUBJECT: ENTREPRENEURSHIP (90%); ECONOMIC NEWS (90%); CONSTRUCTION INDUSTRY (90%); TELECONFERENCING (51%); VIDEO CONFERENCING (51%); Business incubators; Chief executive officers; Facilities planning; Expansion

August 20, 2002 Tuesday

SECTION: LOCAL;

Pg. B1

LENGTH: 484 words

HEADLINE: British official tours Teague biotech park

BODY:

The idea said Dyar, is to add to the list of potential associates in what he called the 'incubator' at the Teague park. So far, agreements have been signed or proposed with medical and biotechnological research parks in Quebec, Switzerland and Northern Ireland.

As a so-called business incubator, the Teague park will provide lab space for research and development of new products in the biotechnology field, according to Dyar. Once fully operational, facilities in Fairfield will allow research companies to run training programs for people working in various research fields.

'An incubator brings businesses in to do research, be it cancer research or other medical research,' Dyar said of the concept. 'We offer lab space for them to do their research in. They use the lab to test for everything including a cure for cancer.'

Clients also will learn how to set up production and sales and how to run a new business in the global economy, he said.

Jackson Laboratories of Bar Harbor was the first to sign up with the Fairfield park. They began paying rent - \$30,000 per year - on July 1.

Dyar said there is room for office and lab space for six additional research companies. he said he expects space to be filled within 18 months.

These emerging companies will be instructed in Fairfield by professionals from Husson College, the University of Maine system and the Small Business Administration.

Fairfield officials ...

August 19, 2002, Monday

SECTION: Pg. 11

LENGTH: 2021 words

HEADLINE: Letters

... merging Technologies Group

Cleveland

... serves companies well

Editor:

Please consider a more positive view of EDI than your July 22 story presented.

EDI continues to provide a wide range of valuable services for its many start-up tenant companies and assists entrepreneurs in our entire area. Its current strategic planning process is a healthy activity aimed at optimizing its effectiveness in a changing environment. This view is based on my experience as a current tenant and ...

... EDI, as a successful entrepreneur for 40 years and as a sponsor of several new ventures in the past.

If anyone needs more impartial confirmation that EDI is an important asset in our community with an outstanding track record, the National Business Incubator Association in 1999 selected EDI as among the most successful incubators in the country. That's something for us all to be proud of and brag about.

As we commiserate over the loss of TRW and other corporate giants, we should recognize and appreciate the organizations like EDI that are ...

... Inc. in the July 22 issue attracted my attention, as our company, ControlSoft, was associated with the EDI incubation program from December 1991 to March 1995. We want to share our experiences with you.

EDI provided invaluable support to us, particularly at the early stages of our business development. We remember vividly those days when we had very limited resources. Finding an affordable, yet decent, office space was difficult for us, not to mention purchasing furniture and office equipment.

Joining the EDI incubation program solved all these problems. EDI rented ...

... cannot praise too highly EDI's incubation program that provides new entrepreneurs with professional office space and infrastructure that most cannot afford during the startup stage. The program helped us considerably by allowing us to focus our energy and resources on business development.

EDI also provided many other services from which we benefited:

* Networking. EDI introduced us to an experienced retired executive, with whom we still consult frequently. He has helped us immeasurably in matters relating to organization, management, finances and marketing.

* Seminars. We attended and benefited from the ...

... list in four successive years.

We need an environment that promotes, inspires, cultivates and fosters small high-tech businesses (not just bio-related businesses) and entrepreneurship, so that we can attract and retain resources and talents for regional **business development**. It is our opinion that EDI has been very effective in all these areas. We certainly hope that they will be able to continue their mission and to continue their positive impact on the local economy.

Dr. Tien L. Chia

President

ControlSoft Inc.

... and is worth saving

Editor:

I ...

... other Greater Clevelanders know that EDI is one team worth saving!

How, with so many recent corporate departures and lost jobs in our community, can anyone suggest eliminating such a helpful and proactive resource for the struggling and promising **start-up** entrepreneur? My business is not a dot-com nor a bio enterprise and EDI has been there to help me populate my board of advisers, write a compelling business plan and show me how to present it effectively to local angel investors, who I would have never had a chance to meet with otherwise.

If EDI needs new office and **laboratory space**, we should band together and find a vacated corporate headquarters or two to house their staff and the 40-plus startup businesses they incubate. In 1999, EDI was recognized nationally as "the best **business incubator**" program in the United States. Our civic and business leaders should be looking for ways to expand EDI's reach and effectiveness, not phase out this very talented collection of business advisors and services.

On a broader note, it's wonderful that Cleveland saved its ...

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The News-Gazette

August 19, 2002, Monday

KR-ACC-NO: CM-CHEMIST

LENGTH: 925 words

HEADLINE: Tinkering Chemist Launches Research Firm in Urbana, Ill.

BYLINE: By Don Dodson

BODY:

... in the pharmaceutical industry.

Boulanger, who has spent a career as a research chemist, started his own company, Obiter Research, this year. Last week, the company announced it will be among the first tenants at the University of Illinois' new business incubator when it opens early next year.

Boulanger is no stranger to the university. He received a doctorate in organic chemistry from the UI in 1984, then went to work for a succession of companies FMC Corp. in Princeton, N.J., MediChem in Chicago and Albany Molecular Research in Albany, N.Y.

The latter company was a start-up, and Boulanger was one of its early employees. After eight years, the company went public, and his stock options enabled him to retire.

It was at that point he and his wife, Karen, decided to return to Champaign-Urbana.

"This was the only place that she would move," Boulanger said. "Today, she works as a dental assistant for the same dentist she worked for 20 years ago." When Boulanger returned to Champaign-Urbana, he knew he couldn't stop doing chemistry. He figured he would trade teaching time at the UI for lab space. But because of restrictions, university labs weren't the right venue for turning out "kiloscale" chemicals those produced in quantities of 10 pounds, 20 pounds, 30 pounds.

"The easy solution was to start my own company," Boulanger said.

He established ...

Copyright 2002 The Seattle Times Company
The Seattle Times

August 17, 2002, Saturday Fourth Edition

SECTION: ROP ZONE; News;

Pg. A1

LENGTH: 800 words

HEADLINE: UW labs may find home at Allen site
Lease would boost S. Lake Union plans

BYLINE: J. Martin McOmber; Seattle Times business reporter

BODY:

... Rosen Building, a renovated building on Republican Street and Terry Avenue three years ago. Plans to significantly expand its presence would help give Allen the critical mass he needs to move forward with other projects.

"The idea of some sort of business development park or location has been batted around since the time of the Commons," said university spokesman Bob Roseth, referring to two failed plans in the 1990s to redevelop South Lake Union with help from taxpayers.

But the university has not decided where that research park ...

... happen."

But talk of a pending deal has been circulating in the real-estate community. For brokers who specialize in the biotech market, the UW move into the Blue Flame building would come at a good time. Demand for laboratory space, which had held up despite a downturn in other commercial real estate, began falling in recent months as more and more biotech companies struggle financially.

In the short term, the deal would help relieve the university's growing crunch ...

... threatened.

Anderson said UW officials were looking for a building that could serve a variety of laboratory purposes.

Although the Blue Flame building was built in 1964, its high ceilings make it a good candidate for conversion to lab space, said Hans Kemp, a broker with The Staubach Co.

Vulcan is the biggest property owner in the South Lake Union area, with the equivalent of about 25 city blocks.

Earlier this year it disclosed plans for an office-condo- ...

Copyright 2002 Chicago Sun-Times, Inc.
Chicago Sun-Times

August 14, 2002 Wednesday

SECTION: FINANCIAL; i-ZINE SCENE; Pg. 68

LENGTH: 682 words

HEADLINE: IIT embarks on research complex

BYLINE: Sandra Guy

BODY:

The complex, scheduled for completion in 2008, will house biomedical, biological and life sciences research, and include space for existing businesses and start-up companies that emerge from the research.

It sits across the street from Stateway Gardens, which the Chicago Housing Authority intends to replace with a mix of low-rises, town houses and single-family homes between 35th and 39th streets. Construction on the first ...

... project.

For example, school officials say their complex will complement, rather than compete with, the nearby Illinois Medical Center district across the Dan Ryan Expy.

Despite the implosion of the dot-com and telecommunications industries, IIT officials are confident biotech start-up companies are out there looking for lab space.

In fact, the complex is designed to give IIT a greater role in for-profit research, a controversial area. Colleges have been dogged by questions for the past decade about the quality and integrity of research backed by businesses that have

...

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Business Dateline

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The State Journal

August 12, 2002

SECTION: Vol. 18, No. 32; Pg. 8

B&H-ACC-NO: 149518591

DOC-REF-NO: TSJ-2226-10

LENGTH: 707 words

HEADLINE: WVU vying for state funds to help build high-tech research park

AUTHOR-NAME: Forinash, Danny

BODY:

... out by West Virginia Economic Development Grant Committee to begin development of a research park, which is to focus on computer science, information technology, biometrics and the like.

If certified, the \$10 million would be used to construct 250,000 square feet of office and lab space and a 25,000square-foot building to house a business incubator on the school's old poultry farm. Officials expect the project to create 2,600 jobs and attract high-tech businesses to the state.

John Weete, vice president for research and economic development at WVU and president of the WVU Research Corp., ...

"The rapid growth of our research enterprise and technology transfer activities make the WVU research park a very attractive site to attract high technology business and for new start-up companies," Weete said. "In the short term, I fully expect the research park to become a center of a biotechnology industry that does not currently exist in West Virginia."

Weete said about five companies have expressed interest ...

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Business Dateline

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Birmingham Business Journal

August 9, 2002

SECTION: Vol. 19, No. 32; Pg. 1; ISSN: 08892237

B&H-ACC-NO: 149210401

DOC-REF-NO: BIRM-2297-1

LENGTH: 688 words

HEADLINE: Hygia Health outgrows nest at incubator

AUTHOR-NAME: McClurg, Kelly

BODY:

Hygia Health Services, anticipating a 210 percent growth in revenue this year, is leaving UABs high-tech **business incubator** program and moving into a much larger facility in the Oxmoor Industrial Park.

The move will nearly quadruple the company's office and **laboratory space** to 13,500 square feet and accommodate its rapid growth, according to president and CEO Scott Comas. Hygia's 33 employees will move into the new building.

"This is close to our existing location, about two miles away, which keeps us close to our employment base," ...

SUBJECT: ENTREPRENEURSHIP (90%); RELOCATIONS (88%); HEALTH CARE INDUSTRY (86%); Medical equipment; **Business incubators**; Business growth; Relocation of industry

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Business Dateline

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St. Louis Business Journal

August 9, 2002

SECTION: Vol. 22, No. 49; Pg. 1; ISSN: 02716453

B&H-ACC-NO: 152176551

DOC-REF-NO: SLBJ-2275-4

LENGTH: 967 words

HEADLINE: DuPont Protein plans 185,000-square-foot complex

AUTHOR-NAME: Jackson, Margaret

BODY:

DuPont Protein Technologies is creating a buzz in the real estate community as it begins its search for 100,000 square feet of office space and tip to 85,000 square feet of laboratory space.

Two companies have submitted proposals to build a new facility, and a number of brokers are trying to lure the company to vacant space in existing buildings.

ARCO Construction Co. and Gerard Mudd of Sage Properties submitted a proposal to build a 185,000-square-foot facility on about- 10 acres of riverfront south of downtown that Mudd plans to buy from Nooter Corp.

"It's probably the biggest thing that's going on around town," said John Komlos, vice president of business development at ARCO. "It's certainly the biggest thing we're working on."

... 500 N. Broadway building, responded to an inquiry it received about space in the building, said Don Woehle, a vice president of the real estate firm. The building has about 150,000 square feet of space available and could accommodate laboratory space, he said.

There also is about 72,000 square feet of space available in the MCI building at 100 N. Fourth St., said Helena Hartig, a vice president at Grubb & Ellis/Krombach Partners.

"It would make a fantastic ...

July 8, 2002 Monday, ALL EDITIONS

SECTION: METRO,

Pg. B05

LENGTH: 906 words

HEADLINE: UGA WORKS TO KEEP START-UP FIRMS LOCAL

BYLINE: Lee Shearer; Morris News Service

DATELINE: ATHENS, GA.

BODY:

There's been no shortage of start-up companies growing out of University of Georgia research over the past 15 years. The problem has been keeping the most successful ones in the state, according to a UGA economic development official.

According to a university study due to be released in the next six to eight weeks, there have been 71 such UGA-related start-up companies in the past 15 years, and 60 are still in business.

The bad news is that some of the most successful ones moved outside the state, according to Margaret Wagner Dahl, the university's director of research development and technology alliances.

... needs help from the private sector - in particular, from real-estate developers - in pursuing high-paying biotech jobs, Ms. Dahl said.

State universities, including the University of Georgia and Emory University in Atlanta have built "incubator" facilities where start-up companies can lease cheap, taxpayer-subsidized office and lab space. UGA is beginning work on a research park designed in part to house start-up companies.

Athens developer Chuck Galis said that development aimed at Georgia's infant biotech industry carries above-average risk.

"The sites (on which buildings might rise) are out there, but putting up a speculative, multimillion-dollar, very ...

... tremendous, sometimes even up to \$180 a square foot," said Mr. Nichols, who plans a 24-acre development in Oconee County that he hopes can attract biotech business tenants. But he's not planning to build lab space before he knows he has a customer.

Eventually, the biotech industry will grow enough so that builders will be comfortable building high-tech buildings on speculation - but not yet, Mr. Nichols said.

"It's a chicken-and-egg ...

... issues that new companies face, but the legal and scientific realities of biotechnology.

"We're improving our incubator space (in the state)" and other "first-step" issues, said a university biotech researcher Bob Ivarie, who has been involved in several start-up companies, including AviGenics. But in the next step, when companies leave their nest in the incubator, "real-estate issues, management issues come into play," he said.

A key step for the industry will be "building up local (management) ...

July 8, 2002

SECTION: Vol. 23; No. 17; Pg. 10A

LENGTH: 708 words

HEADLINE: Logistics provider takes Plainfield space

BODY:

... loss of USA Group, the city will be compensated by Sallie Mae to the tune of \$2 million, according to an agreement reached in February.

OfficeWorks sells to IU

An Indiana University affiliate is moving forward with plans to open a business incubator in an office building adjacent to the Central Canal.

The Advanced Research and Technology Institute announced July 1 it has purchased the building at 351 W. 10th St., currently the site of furniture dealer OfficeWorks, from Keystone Property Trust. ...

... price was \$3.9 million.

IBJ reported June 10 the group was eyeing the site for an incubator tied to the city's recently launched initiative to turn the area into a life sciences hub.

ARTI, which plans to use the building for office and laboratory space, said several prospective tenants have already expressed interest.

The city and IU are funding the project together, with the city's contribution coming from the \$12 million United Airlines will pay for not achieving investment targets at its maintenance facility.A

...

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Tucson Citizen

July 3, 2002 Wednesday

SECTION: BUSINESS; Pg. 1B

LENGTH: 335 words

HEADLINE: Local tech incubator opens 2nd location

BYLINE: Teya Vitu, Staff, tvitu@tucsoncitizen.com

BODY:

... VITU

The Tucson Technology Incubator this week expanded to a second site.

The new site, in the former Ventana Medical Systems building at 3845 N. Business Center Drive, Suite 111, offers wet and dry labs for start-up companies.

... own within three years.

The second facility, near West Prince Road and Interstate 10, should attract entrepreneurs on the Northwest Side or at the University of Arizona, Russell said.

The former Ventana building offers 550 square feet of wet lab space where experiments with liquids can be performed and 400 square feet of dry lab space, both able to house two start-up companies, Russell said. The incubator's new site also has office space.

The Business Center Drive building could house 10 or 11 companies, but Russell added that TTI could expand there.

Change is also coming at the Incubator's headquarters, at the science and technology park, ...

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Mass High Tech

July 16, 2001

SECTION: Vol. 19, No. 29; Pg. 1; ISSN: 87502100

B&H-ACC-NO: 76651593

DOC-REF-NO: MAHT-2236-3

LENGTH: 528 words

HEADLINE: Connecticut clusters its biotech industry

AUTHOR-NAME: Cimino, Adria

BODY:

... half.

Biotech development is booming in Connecticut which has seen an increase in lab space of more than 2 million square feet during the past five years.

The state government late last month approved additional money for financing lab space.

The legislature decided on a \$20 million bond package for the BioScience Facilities Fund. That brings the fund's total to \$60 million since its inception in 1998.

So far the fund has been responsible for the creation of more than 225,000 square ...

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Business Dateline;
Business Journal-Sacramento

January 1, 1999

SECTION: Vol 15; No 42; pg 3

LENGTH: 828 words

HEADLINE: Davis study not hot on incubator

BYLINE: Lynn Graebner

DATELINE: Sacramento; CA; US; Pacific

BODY:

LYNN GRAEBNER / STAFF WRITER

A study commissioned by Davis is less enthusiastic about the city investing in a biotechnology business incubator than area biotech execs had hoped.

The study recommends against the city helping to finance lab space for fledgling biotech companies. Instead, it suggests a small center that would help companies write business plans and obtain financing.

"The study doesn't adequately address Davis' lack of 'wet lab' space," said Jeanne Jones, general ...

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Sacramento Business Journal

January 1, 1999

SECTION: No. 42, Vol. 15; Pg. 3; ISSN: 8756-5897

IAC-ACC-NO: 53590060

LENGTH: 827 words

HEADLINE: Davis study not hot on incubator; biotechnology business incubator in Davis, California

BYLINE: Graebner, Lynn

BODY:

A study commissioned by Davis is less enthusiastic about the city investing in a biotechnology business incubator than area biotech execs had hoped.

The study recommends against the city helping to finance lab space for fledgling biotech companies. Instead, it suggests a small center that would help companies write business plans and obtain financing.

"The study doesn't adequately address Davis' lack of 'wet lab' space," said Jeanne Jones, general ...

Copyright 1997 Crain Communications, Inc.
Radio Comm. Report

October 27, 1997

SECTION: Business; Pg. 39

LENGTH: 567 words

HEADLINE: ERICSSON BUILDS CYBERLAB EAST TO AID INTERNET, WIRELESS LINKS

BYLINE: Elizabeth V. Mooney

... explosive growth of Silicon Alley, which already is home to 700 enterprises employing over 18,000 New Yorkers," Mayor Rudolph W. Giuliani said.

The New York City Investment Fund will make a low-cost loan to help finance the laboratory space. It also will tap its network of corporate leaders, venture capitalists and media and technology experts to identify and sponsor projects for development in CyberLab.

Projects presented to the fund for assistance are evaluated on the basis of their strategic impact, including the level of ...

Copyright 1993 McGraw-Hill Inc.
Biotechnology Newswatch

November 1, 1993

SECTION: Pg. 9

LENGTH: 800 words

HEADLINE: Bankers more likely give loans based on lab pipettes than R&D pipelines

BYLINE: Herbert Lass

BODY:

... bank considers whether the borrower has access to public or private capital, the company's quality of management and track record, its portfolio of products in various stages of development, and its potential for strategic partnership.

-- Pilot production and commercialization. For the bank the key questions in **financing lab space** are: does the specialized nature of the facility affect its reusability, can another tenant be found, will that tenant have use for the custom-fit equipment, what price will the tenant pay? The bank's maximum loan will be 70% of value. It will require a

...

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Business Dateline;
Warfield's Business Record

May 7, 1993

SECTION: Vol 8; No 19; Sec 1; pg 15

LENGTH: 1046 words

HEADLINE: Incubators offer nurturing environment, but how long should firms be coddled?

BYLINE: Bill McConnell

DATELINE: Baltimore; MD; US; South Atlantic

BODY:

... may be on the way.

Mark Wasserman, Secretary of Economic and Employment Development, and other state officials are currently trying to design programs that would provide state loan guarantees, federal Small Business Administration grants and equity-participation programs that would encourage banks to finance lab space construction.

If the state can convince banks to finance a market it has so far shunned, the pending slew of incubator graduates may find homes after all.

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Warfield's Business Record

May 7, 1993

SECTION: Vol 8; No 19; Sec 1; pg 15

LENGTH: 1046 words

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BYLINE: Bill McConnell

DATELINE: Baltimore; MD; US

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Business Dateline;
Boston Business Journal

March 12, 1993

SECTION: Vol 13; No 4; Sec 1; pg 6

LENGTH: 548 words

HEADLINE: Bioplex project to ease Cambridge lab crunch

BYLINE: Jill Gambon

DATELINE: Cambridge; MA; US; New England

BODY:

"The upside to this may be significant," he said.

Gosman said his firm has enough capital to risk financing lab space build-out for fledgling companies, firms that probably won't have a product on the market for years. His firm will pay up to \$65 per square foot for the lab installation. If the price tag is higher, the tenant will have to ...

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Business Dateline;
Boston Business Journal

March 12, 1993

SECTION: Vol 13; No 4; Sec 1; pg 6

LENGTH: 548 words

HEADLINE: Bioplex project to ease Cambridge lab crunch

BYLINE: Jill Gambon

DATELINE: Cambridge; MA; US

BODY:

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Los Angeles Times

February 14, 1989, Tuesday, San Diego County Edition

SECTION: Business; Part 4; Page 2A; Column 5; Financial Desk

LENGTH: 764 words

HEADLINE: BIOMEDICAL FIRMS TARGETED;
UCSD PLANS TO BUILD CAMPUS BUSINESS PARK

BYLINE: By CHRIS KRAUL, San Diego County Business Editor

BODY:

... limited by the state Legislature to 120 new students a year, UCSD cannot finance new laboratories from its capital funds because the state has also tied campus expansion to enrollment growth, Burrow said.

As a result, UCSD's only options in financing laboratory space are private fund raising or attracting the financial participation of private industry in projects such as the business park, Burrow said.

Unless addressed, the shortage of laboratory space on campus will lead to difficulties in recruiting faculty and researchers to UCSD, Burrow ...