

A Life Sciences Community





The Park's History

The Park was incorporated in May 1992 as a joint initiative of Virginia Commonwealth University (VCU), the City of Richmond and the Commonwealth of Virginia. The Virginia Biotechnology Research Partnership Authority was also created as an independent authority of the state with the ability to issue tax-exempt and taxable bonds as a mechanism for financing development and construction of laboratory, office, research and manufacturing facilities.

The Park officially opened in December 1995 with the completion of the Virginia Biotechnology Center, the state's first incubator dedicated exclusively to the life sciences. The Park has continued to expand and is now home to a unique mix of more than 55 bioscience organizations, including a number of international bioscience companies from France, Germany, Scandinavia and Israel.

With more than 1.1 million square feet of space in nine buildings, the companies in the Park now employ more than 2,000 scientists, researchers, engineers and technicians, representing a capital investment of over \$525 million. Ultimately, the Park will contain more than 1.5 million square feet of space and will be an employment center for over 3,000 life science professionals.

The Park also has two bioscience business centers designed to support life science companies at various stages of their development. The Virginia Biosciences Development Center works with start-up and early-stage companies and has worked with more than 63 biotechnology start-ups since inception. The Virginia Biosciences Commercialization Center can assist companies with market entry of their products and services.

Virginia Biotechnology Research Park (foreground) with City of Richmond Central Business District and State Capitol in background. Above right photo: Dr. Eugene P. Trani, Chairman (left) and Robert T. Skunda, President and CEO. Cover photo: "Healing Hands" sculpture in National Donor Memorial Garden, UNOS (BioTech Seven).





BioTech Two (left), BioTech Nine (center) and BioTech Six (right). Photo taken from BioTech Seven (UNOS) entrance plaza and National Donor Memorial Garden.

About the Park

A Strategic Location for Bioscience Companies

The Virginia Biotechnology Research Park is a dynamic scientific community strategically located in Richmond, Va., in the center of the nation's East Coast pharmaceutical and biotechnology corridor, and just 100 miles south of Washington, D.C. and its federal regulatory agencies.

A Dynamic Scientific Community

The Park is home to over 55 life science organizations, including research institutes of VCU, state and federal laboratories, multi-national companies, and over a dozen early and mid-stage ventures. The Park offers educational programs, scientific speaker series, social events and community outreach initiatives to bring companies together, promote innovation and create an exciting and collaborative work environment.

One of the Largest Clusters of Scientific Activity in the Country

With over 1.1 million square feet of dedicated research and office space in nine buildings, the Park is conveniently located next to the VCU Medical Center, the fourth-largest university-affiliated teaching hospital and a "Top 100" life sciences research center. When combined with the more than 10,000 researchers, educators and patient care specialists and 6 million

square feet of facilities at the VCU Medical Center, the area in and around the Park is one of the largest, most comprehensive and vibrant life science clusters on the East Coast.

Nationally Renowned Success With Companies at All Stages

The Park assists start-up companies through the Virginia Biosciences Development Center and later-stage companies with the Virginia Biosciences Commercialization Center. With an on-site executive staff, access to seasoned entrepreneurs, an active clinical research community and pro-active market access to Fortune 500 healthcare product and distribution companies, the Park has developed an environment that supports companies from formation through commercialization to ongoing success.

A Place to Live, Work and Play... and Research

Located just 90 minutes from the beach, mountains and the nation's capital, Richmond is acclaimed not only as a great location for business, but for its quality of life. Richmond hosts numerous outdoor festivals and concerts each year, has dozens of art galleries and museums, an impressive theater and performing arts selection, and expansive sports and recreation opportunities, for both participating and spectating.



Park Facilities

BioTech Center

27,000 square-foot facility with state-of-the-art laboratories, offices and conference areas for start-up and early-stage companies, plus common equipment and meeting spaces. Standard laboratory modules are approximately 670 square feet and are equipped with casework, benches, hoods, storage space, full data/telecommunication connections and private office. Additional office and “dry lab” spaces are also available.

BioTech One

100,000 square-foot, multi-tenant facility offering custom-fitted laboratory, research and office space. Tenants include graduates of the Park’s incubator, divisions of national and international biosciences companies, VCU research

institutes and the University’s Offices of Technology Transfer and Sponsored Research.

BioTech Two

133,000 square-foot, \$31 million, state-of-the-art facility for the Virginia Department of Forensic Science and the state Office of the Chief Medical Examiner.

BioTech Three

31,000 square-foot office facility occupied by ancillary and support operations of the VCU Health Systems.

BioTech Five

13,500 square-foot office and research facility leased to Infilco Degremont, Inc., the U.S. affiliate of the world’s leading water and wastewater treatment engineering company.

BioTech Six – Virginia Division of Consolidated Laboratory Services (left); Atrium connecting BioTech Center and BioTech One.





"Third Thursdays" luncheon at Innovation Park with BioTech Nine in background (left); Landscaped garden at BioTech Eight.

BioTech Six

191,000 square-foot, \$63 million office and laboratory facility for the Virginia Division of Consolidated Laboratory Services (DCLS). One of the most advanced in the nation for public health and safety, the lab annually conducts over four million tests ranging from disease screening of every newborn child in Virginia to testing for public health hazards, environmental and consumer protection issues.

BioTech Seven

80,000 square-foot, \$17.5 million headquarters for the United Network for Organ Sharing (UNOS), which maintains the national organ transplant waiting list and coordinates the matching and distribution of donated organs to waiting patients. UNOS is also the national repository for organ transplant history and data on all procedures performed in the United States.

BioTech Eight

BioTech Eight is the Park's third multi-tenant facility. The 76,000 square-foot, \$22 million facility contains custom-fitted laboratory, research and office space as well as various common facilities. BioTech Eight is home to laboratories of the state and VCU Medical Center, graduates of the Park's incubator and larger life science organizations. Leases in BioTech Eight can be structured as full-service leases or other alternatives to accommodate a company's unique requirements.

BioTech Nine

BioTech Nine is a \$350 million complex encompassing the 450,000 square-foot home of the Philip Morris USA Center for Research and Technology. Employing approximately 600 scientists, engineers and support staff, the Center for Research and Technology is dedicated to enhancing scientific research and new product development for the company.

The Bioscience Centers

Creating, building and growing a successful life sciences company is a challenge to inventors, entrepreneurs and investors alike. From the protection of intellectual property (IP), business strategies, competition and raising capital, to regulatory approval, reimbursement, channel partnerships and business valuation, each step requires a strong and experienced team of advisors.

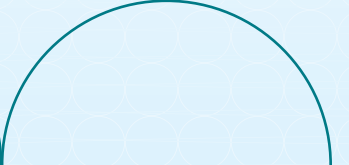
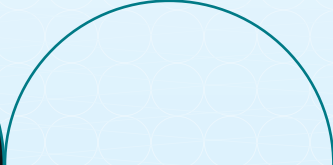
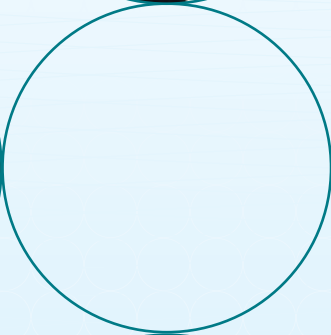
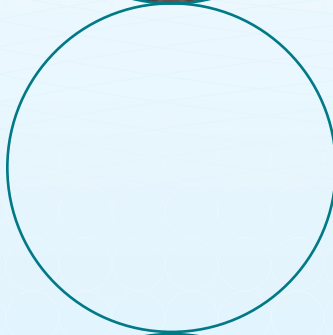
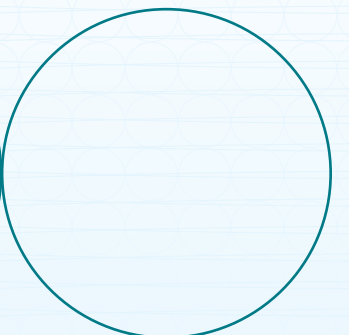
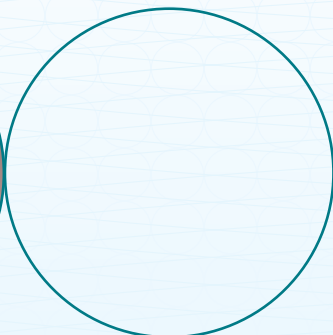
The Virginia Biotechnology Research Park has formed two bioscience centers for the specific purpose of helping companies navigate these business

challenges, from the earliest stages of formation through JVs, mergers and acquisition or even IPO. Recognized for their capabilities and innovative approach, the VBDC and VBCC complement the Park's facilities and strong scientific community, making the Virginia Biotechnology Research Park an ideal location for bioscience companies.

Virginia Biosciences Development Center (VBDC)

The successful launch of a life sciences company requires specialized expertise, suitable facilities and large amounts of capital. But even when those requirements are met, bioscience start-ups still face significant market, regulatory and capitalization challenges. The Park's business incubation program, the VBDC, was designed to assist start-up and early-stage companies located in its 27,000 square foot incubator facility. Since late 1995 when it opened, 63 companies have started at the Park, including three publicly traded graduates: Allos Therapeutics, Commonwealth Biotechnologies and Insmed Pharmaceuticals.

Functioning as a business accelerator within the Park's incubator, the VBDC offers bioscience start-ups discounted professional services, tailored business mentoring boards, and entrepreneurial education programs. One-on-one consulting services, networking opportunities, support services and access to Executive MBA teams from Virginia Commonwealth University (VCU) and area business schools are also available and designed to significantly reduce risks for new companies.





Monthly entrepreneurship luncheons are held in the Ball Auditorium in the BioTech Center.



Virginia Biosciences Commercialization Center (VBCC)

Incubation is a crucial step in growing a successful bioscience company; however, after incubation companies still require assistance to continue reaching critical milestones. The VBCC, created to satisfy this need, provides considerable commercialization expertise in bringing later-stage companies through commercialization to joint venture, M&A or IPO exits.

The VBCC staff can develop a tailored business and commercialization strategy including reimbursements,

market validation through national clinical leadership, clinical product launch, and strategic partnerships with industry leaders. Bioscience companies working with the Commercialization Center benefit from the local scientific and clinical community and pro-active Fortune 500 business partners who have significant market access and penetration in U.S. and global healthcare products and services.

The following list of benefits and discounted professional services are available to all VBDC and VBCC member companies:

- Legal and business counsel
- Intellectual property protection
- Accounting/audit and tax services
- Advertising and promotion
- Human resources consulting
- Banking and financial services
- Product design and evaluation
- Website development
- Event planning
- Business plan development
- Strategic business consultation
- Access to capital and funding sources
- Market research
- Licensing, JV and partnership agreements
- Scientific advisory boards
- FDA approvals and clinical trials
- Reimbursement services
- Business advisory boards

Locating in the Park

The Virginia Biotechnology Research Park's executive and administrative staff offer tenant companies a wide range of services, support facilities and benefits tailored to their specific needs. These include access to common meeting and conference facilities; notice of scientific, social and community programs; communications and networking; and access to Virginia Commonwealth University facilities and resources.

Employees of tenant companies can sign up for the "VCU card" which entitles them to use of VCU libraries, recreational/fitness centers, dining facilities, inter/intra-campus transportation and other benefits at no or reduced charge. Park companies are also linked through the Park's website, providing opportunity to post employment openings and information/announcements about their company and successes.

Leasing and Development Options

The Virginia Biotechnology Research Partnership Authority (VBRPA) is an independent authority created by the Commonwealth in 1993 with broad and flexible capabilities to assist life science companies at all stages find an appropriate location in the greater Richmond area. The VBRPA owns and manages the leasing for several of the buildings at the Park including the Virginia Biotechnology Center. The VBRPA can issue tax exempt

and taxable debt, structure development and contracting teams, and enter into a variety of management, leasing, development and/or financing arrangements best suited to a life science company's needs.

The Authority can work with life science companies under any combination of the following arrangements at the Park or at the satellite locations:

- Build-to-suit lease/sale option
- Turn-key development services
- Facility financing
- Full-building leases
- Multi-tenant leases
- Incubator and step-up space

(Clockwise from upper left) Lunchtime at Innovation Park; BioTech Eight; Business and academic research come together at the BioTech Park; Entrance to the Virginia Biotechnology Center.





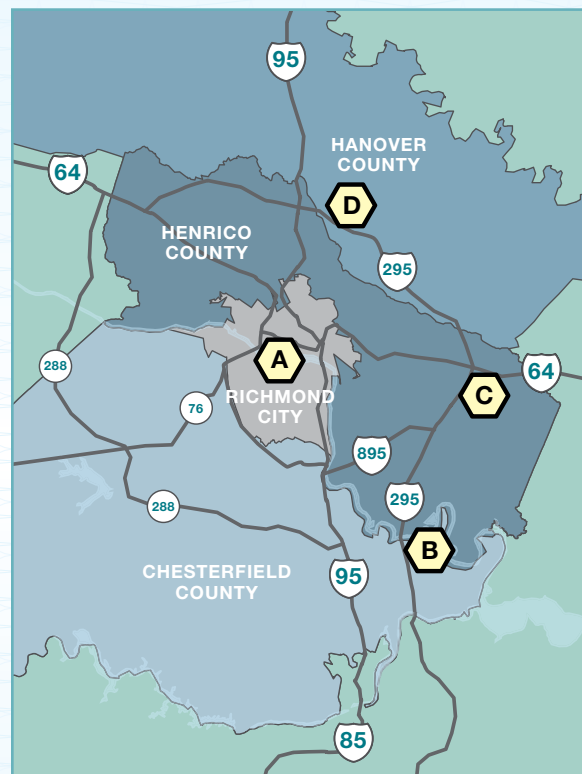
Satellite Parks

To accommodate larger biotechnology, pharmaceutical and life sciences companies that cannot be served adequately on the Biotech Park's downtown Richmond campus, the Virginia Biotechnology Research Park has entered into formal agreements with nearby Chesterfield County and Henrico County for the joint development and marketing of alternative sites to the main campus located next to the VCU Medical Center. The satellite parks give bioscience companies a suburban site option while maintaining affiliations with the Biotech Park and Virginia Commonwealth University.

Meadowville Technology Park (MTP) is a premier business location in the Richmond area's largest community, Chesterfield County. The Meadowville tract includes nearly 1,300 acres near the James River and borders Interstate 295. Chesterfield County has completed all of the zoning, environmental and preliminary infrastructure improvements to facilitate development opportunities in timeframes of generally one year or less.

Henrico County's White Oak Technology Park contains approximately 2,250 acres of land which has been master-planned to attract and support high-technology manufacturers, including those in the microelectronics and bioscience industries. Hewlett-Packard Co. and Qimonda AG are two of the largest technology companies at White Oak. White Oak can accommodate R&D, office uses and corporate headquarters facilities. An urban mixed-use village is planned in close proximity, which will allow for retail, restaurants, apartments, town homes and other services.

In addition, the Virginia Biotechnology Research Park works with the Greater Richmond Partnership and its regional partners, including the city of Richmond and the counties of Chesterfield, Hanover and Henrico, to attract life science companies to the region and promote greater Richmond as "the New East Coast Center for Biosciences."



- A. Virginia Biotechnology Research Park
- B. Virginia Biotechnology Research Park at Meadowville Technology Park
- C. Virginia Biotechnology Research Park at White Oak Technology Park
- D. Virginia Biotechnology Research Park (Future Hanover Location T.B.D.)

Our Neighborhood and Communities

The Virginia Biotechnology Research Park is situated on 34 acres in the heart of Richmond, Virginia's capital city. Located adjacent to the VCU Medical Center, the Park and VCU together are one of the largest and most vibrant life sciences clusters on the East Coast of the United States. The combined research, business, education and patient-care facilities total more than 7 million square feet of space, once new facilities underway are completed. The population of the scientific and life sciences business community exceeds 12,000 professionals and support personnel. Also within a short walk of the Park are museums, restaurants,

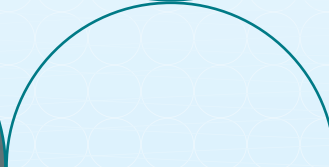
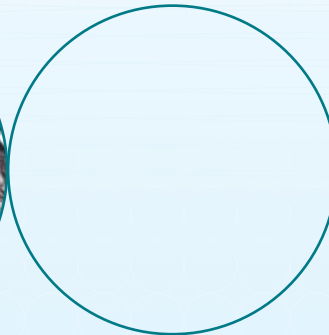
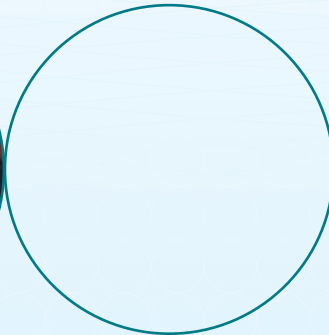
coffee shops, theaters, art galleries, a wide range of business and professional services, a variety of housing styles, plus the James River, which provides opportunities for both active and passive recreation of all types. The Historic Jackson Ward neighborhood borders the Research Park, offering employees the opportunity to live close-by in renovated historic row houses, contemporary urban lofts, new townhomes, condominiums or apartments. Hotels, meeting and conference facilities are also convenient for businesses located in the Park, both on-site and nearby.

Awards & Recognition

The Research Park, the Bioscience Centers, tenant companies and members of the Park team have received numerous awards and recognition since the Park first opened its doors. These awards have come from local, state and national organizations in recognition of the innovation and excellence of the Park. As one of the longer-established examples of an urban life sciences research park in the United States, the Park is frequently visited by groups

and delegations from around the U.S. and foreign countries. Many communities and regions planning bioscience research parks have visited the Virginia Biotechnology Research Park to benchmark their strategies and emulate the "best practices" that have been a basis for the Park's recognition. Multiple awards have come from the following organizations:

- Association of University Research Parks
- National Business Incubation Association
- American Council of Engineering Companies
- American Institute of Architects
- Urban Land Institute
- Greater Richmond Technology Council
- CEOs for Cities
- Virginia Biotechnology Association
- Central Richmond Association
- Richmond Real Estate Group



Park Location

The Virginia Biotechnology Research Park is located on 34 acres adjacent to the VCU Medical Center in Richmond, Va. Major landmarks in the area include the Greater Richmond Convention Center, Richmond Coliseum, J. Sargeant Reynolds Community College; and city, state and federal government buildings. The

Historic Jackson Ward community borders the Park on the west. Directions to the Virginia Biotechnology Research Park can be found below.



DIRECTIONS:

- **From Richmond International Airport (RIC):** Exit Terminal on Airport Drive. Follow signs to I-64 (East). Follow directions "From the East" below. Park is 9.6 miles from airport.
- **From the North:** I-95 South to Exit 75 (3rd Street/Coliseum): Turn left on Leigh Street (second stoplight). Continue on Leigh Street, and the BioTech Center will be on your left between 8th and 9th streets, at 800 Leigh St.
- **From the South:** I-95 South to Exit 74C (West Broad Street): Continue on Broad Street to 9th Street, turn right. The BioTech Center is at the end of 9th Street, at 800 East Leigh St.
- **From the East:** I-64 West to Exit 190 (5th Street): Turn left on Jackson Street (first stoplight). Turn right on 8th Street. The BioTech Center is immediately on the left on the corner of 8th and Leigh Streets, at 800 East Leigh St.
- **From the West:** I-64 East to I-95 South: Continue on Broad Street to 9th Street, turn right. The BioTech Center is at the end of 9th Street, at 800 East Leigh St.
- **Parking:** The Coliseum Parking Deck is located at 8th and Leigh Streets diagonally across from the BioTech Center.

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