



**BIOSCIENCE & TECHNOLOGY
BUSINESS CENTER** | AT THE
UNIVERSITY
OF KANSAS
Transforming Ideas into Commerce



BTBC: A Unique Model

- Purpose: create high-paying jobs that grow the tax base and create prosperity in NE Kansas.
- Stakeholders: an innovative mix of government, academia and the business community.
 - Pool resources; work together.
- What makes BTBC different: access to a spectrum of resources.
 - Highly specialized space.
 - Business support and services.
 - Exposure to a broad professional network.
 - Gigabit fiber connection.
 - Access to capital / incentives
 - Entrepreneurs in residence
- Leverage KU, its resources, and assets for local economic development.



BTBC Progress: 20010-2018

Main Facility-Lawrence



Expansion Facility-Lawrence



KUMed Facility-Kansas City



Economic Development Impact

Metric	BTBC Companies	BTBC Graduates	BTBC System Total
Companies	34	11	45
Jobs – Direct	190	71	261
Jobs – Indirect/Induced*	114	44	158
Jobs – Total	304	115	419
Annual Payroll	\$18,311,217	\$6,926,941	\$25,238,158

**Figures extrapolated using averages of existing tenants EMSI Market Analytics for Economic Development*

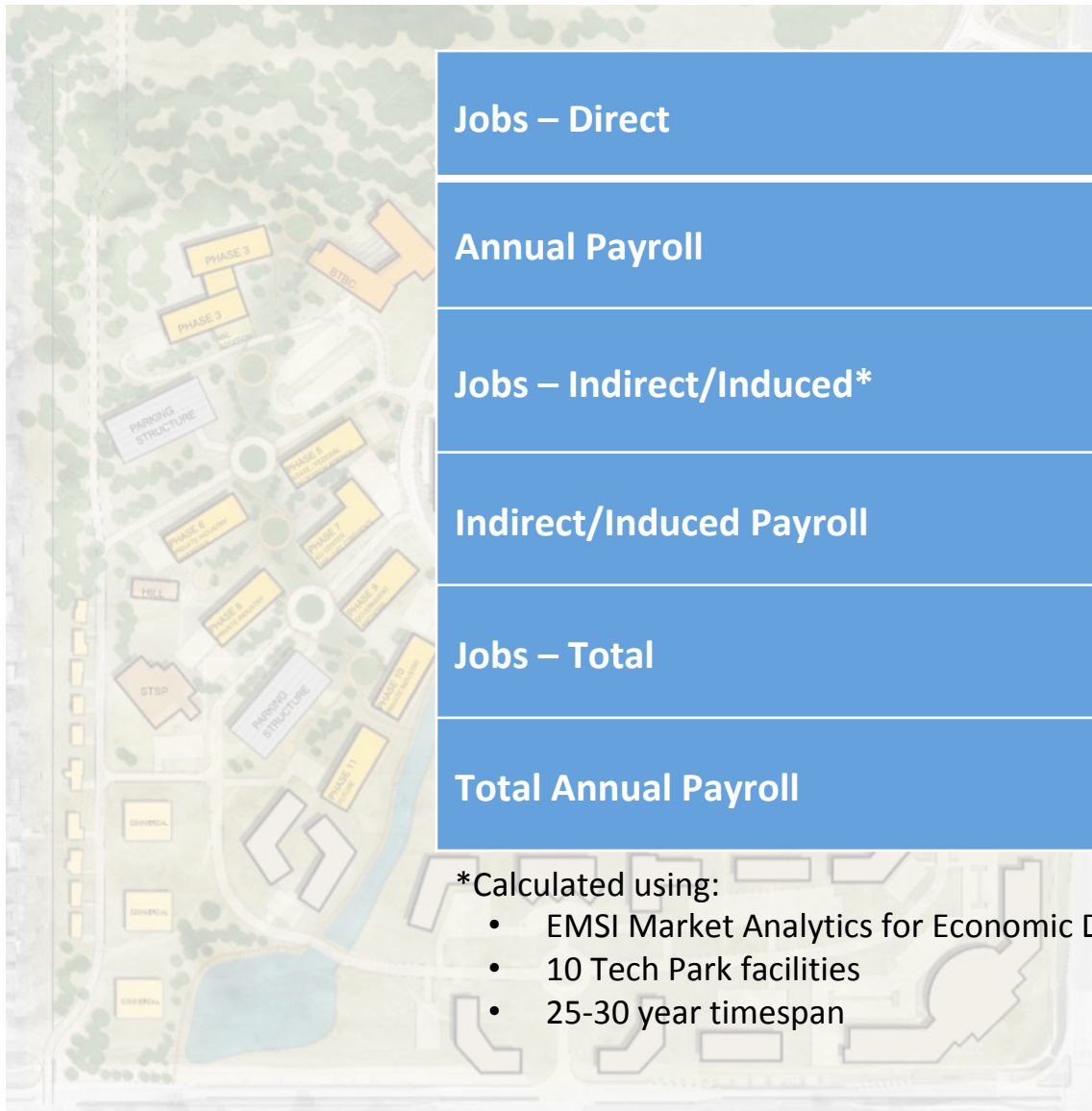
- Roughly 90,000 square feet across the system.
- One of the largest systems of this kind in the Midwest.

BTBC: The Future of Innovation in NE Kansas



Rendering of the 25-30 year plan for a Research & Business Park at the University of Kansas

BTBC: The Future of Innovation in NE Kansas



Jobs – Direct	1,600
Annual Payroll	\$95,829,052
Jobs – Indirect/Induced*	960
Indirect/Induced Payroll	\$57,497,433
Jobs – Total	2,560
Total Annual Payroll	\$153,326,485

*Calculated using:

- EMSI Market Analytics for Economic Development
- 10 Tech Park facilities
- 25-30 year timespan

BTBC: Eco Devo Incentive Fund

BTBC Fund Uses

- Rent Subsidies
- Workforce development grants
- Equipment and Furnishings
- Company operations

Multiplier Effect

- State of Kansas incentives
- Private Investors / Groups

Eco Devo Impact

- 5 companies
- 10 jobs
- Accelerator for growth



BTBC: Company Incentive Examples

➤ FCT and *ECAP* background:

- Unique software that is revolutionizing placement of foster children.
- Sophisticated algorithm delivered via SaaS
- Improves outcomes / increases efficiencies / reduces costs
- Created by the private sector, studied by KU, assisted by BTBC
- City/Co incentive x KDoC funding x Private Investment = State contract(s)
- Great product, great for children and families, great story





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BTBC: Company Clusters

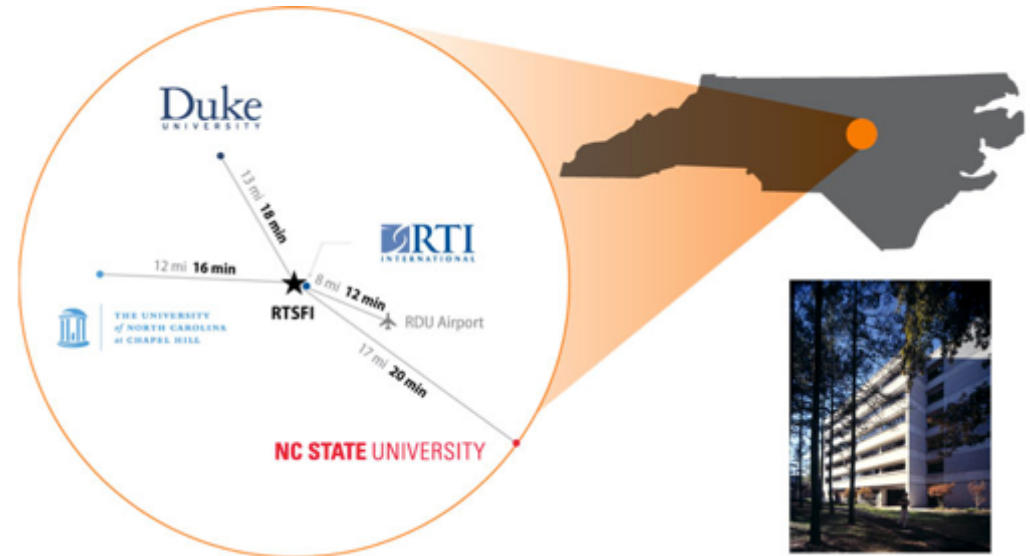
- Human health, animal health, software/IT, food/agriculture, engineering and energy.
- Examples
 - **Human:** Ligand, Hylapharm, KanPro
 - **Animal:** Simcro, Argenta, Hylapharm
 - **Software/IT:** Foster Care Tech, Rubrik, Iris
 - **Food/Ag:** IdentiGEN, Archer Daniels Midland, PrairieChar
 - **Engineering:** Garmin, Aerotenna/Ainstein
 - **Energy:** iCPRS

BTBC: Leveraging KU's assets

- Highly specialized labs and equipment
- Talent pipeline
- Top minds in their fields
- Collaborative research
- Fee-for-service
- Private industry relationships

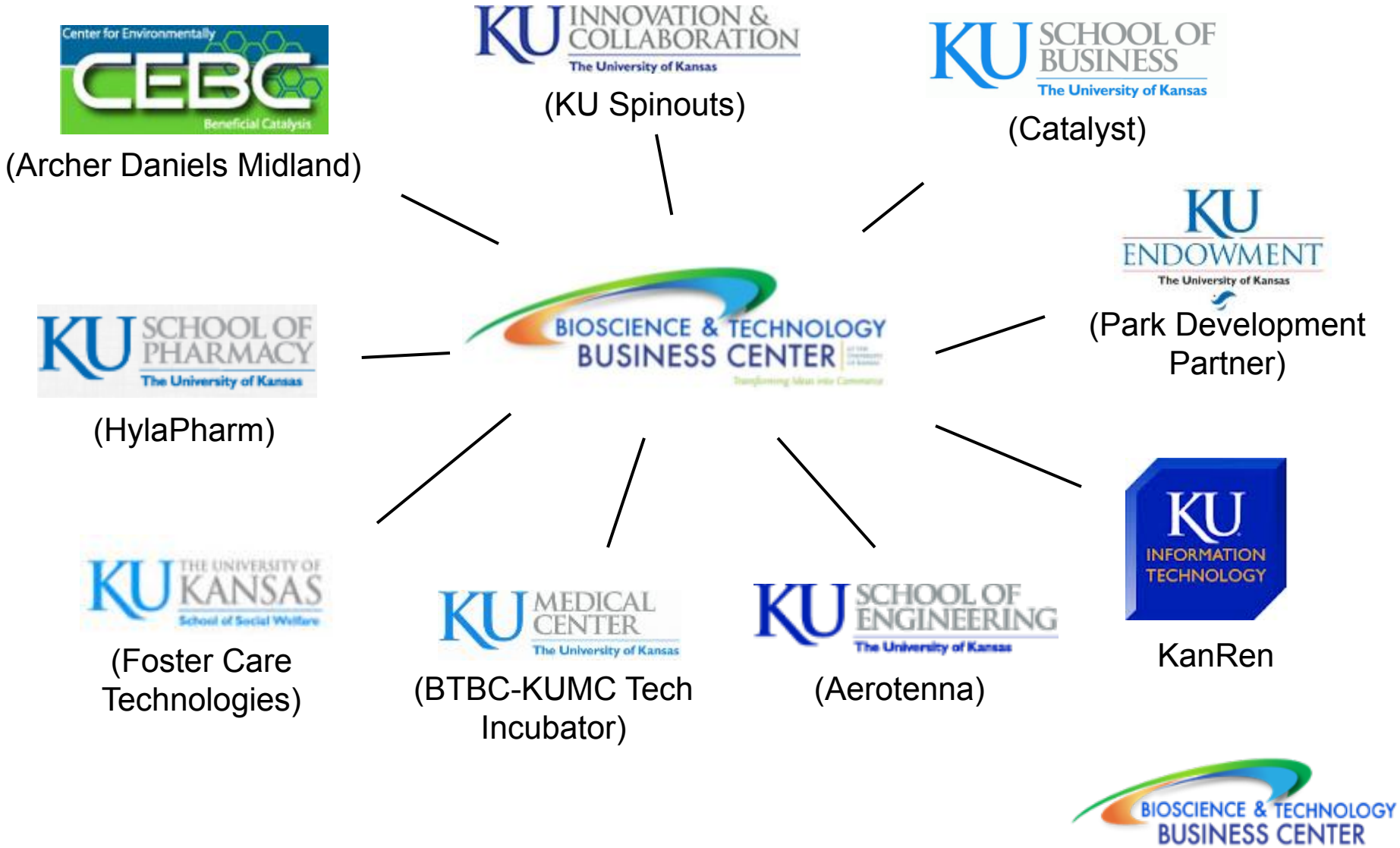


BTBC: Mimicking Other's Success

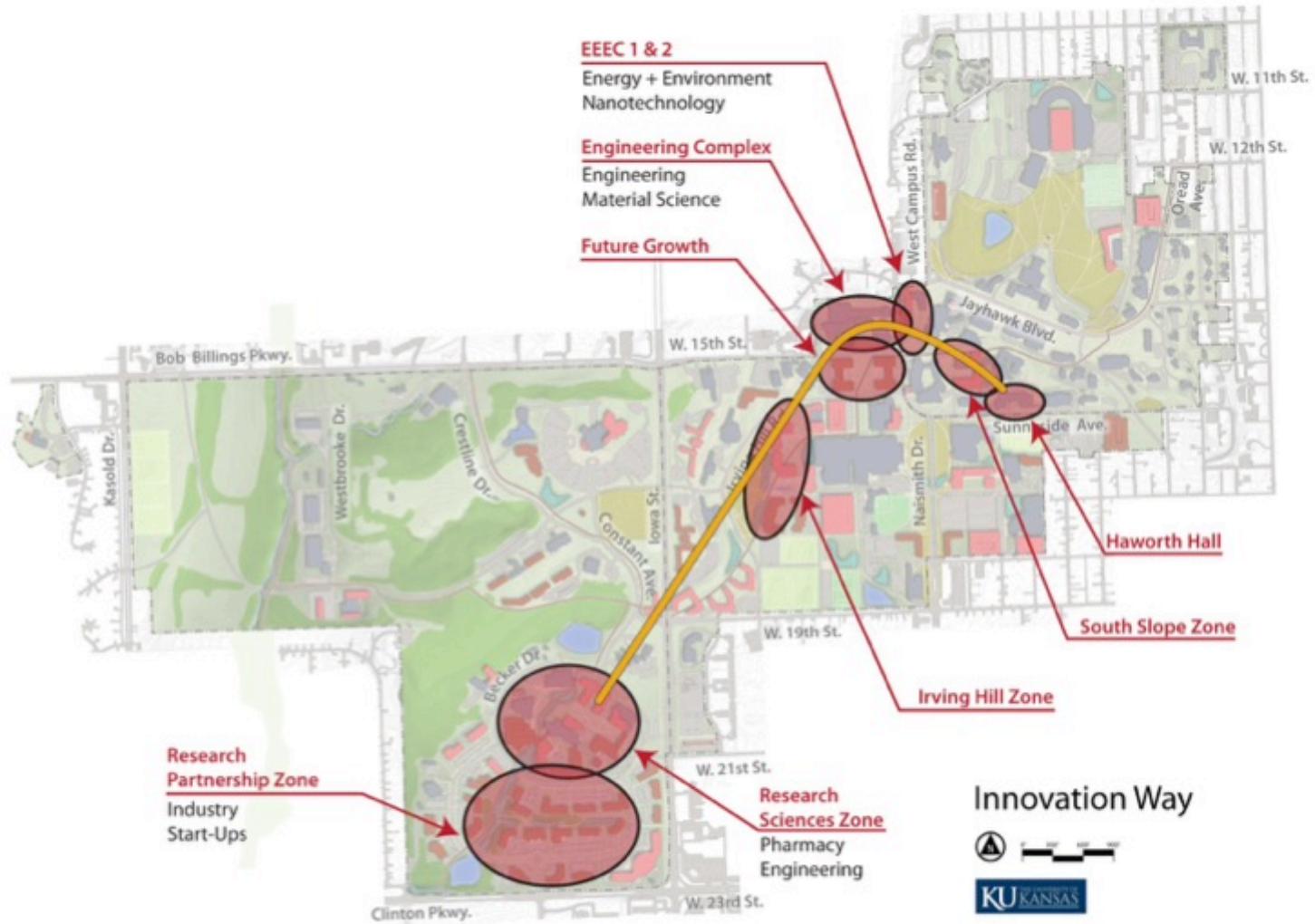


- RTP is a massive economic development engine and hub of innovation.
- Created via partnership among government, academia and private industry.
- 136 R&D facilities that employ more than 37,000 with annual payroll in excess of \$2.7 billion.

BTBC: Expanding Relationships with KU / KUMC



BTBC: KU's Changing Campus - Innovation Way



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