



## 2016 Mid-Year Funding Report

The following is the mid-year report for the Bioscience and Technology Business Center in response to the 2016 City of Lawrence funding agreement.

### 1. Phase II Growth at the Main Lawrence Facility

One of the top priorities of the BTBC in 2016 was to continue to fill the additional space. Through July 1, the BTBC has added three new tenant companies to the BTBC Main facility and graduated one.

As of June 30, 2016, the BTBC's blended occupancy of the building is about 87% or more than eighteen months ahead of projections. BTBC is projecting to end the year at over 90% occupancy which would constitute full occupancy, over 2.5 years ahead of projections.

The following companies have been added to the BTBC system during the first half of 2016:

**Kansas Department of Transportation (KSOT)** moved 18 employees from their Bureau of Road Design into the building on January 1<sup>st</sup> with intent to hire University of Kansas (KU) interns to help develop innovative solutions to common transportation problems. They have since hired four interns and have expressed an interest in possible expansion in the future.

**HD Sciences** converted from a "virtual tenant" to an official wet lab tenant. The company is a medicinal chemistry contract research organization and consultancy dedicated to helping early-stage biotechnology companies and academic institutions efficiently conduct drug discovery research.

**Mighty Green Solutions** innovates products that help everyday people solve everyday problems. Its first product to market is the Mighty Handle, an ergonomic device that helps consumers to safely and efficiently carry and transport groceries. The company graduated in 2016.

**Stason /IMT** is a partnership between Stason Pharmaceuticals and IMT Labs and became a tenant in the BTBC Main Facility in April, 2016, for the purpose of drug research and development.

Metric	6/30/2016
BTBC Tenant Companies and Graduates	40
BTBC Tenant Company Jobs	217
BTBC Tenant Company Annual Payroll	Over \$11,500,000

## **2. Expand KU's Economic Development Impact**

BTBC continues to make expanding KU's economic development impact its central focus and 2016 is no different. The focus so far has been to coordinate company startup and recruitment efforts with Kansas University Innovation and Collaboration (KUIC), leverage KU private industry relationships to drive new commercialization opportunities to Lawrence, test the concept for development of an "Innovation Corridor" stretching from KU-Lawrence to KUMC, and work with KUMC and RI to develop a partnership consortium similar to that of the main facility. The following are steps the BTBC has taken in the first part of this year to accomplish these goals:

- Assisted KU with recruitment of renowned researcher Dr. Steven Soper to Lawrence. The BTBC worked with Soper to design a private laboratory where his company BioFluidica can relocate its research operations.
- Worked with KUIC to advise KU researchers and staff to review startup business plans and provide counsel to aspiring KU entrepreneurs.
- Collaborated with KUIC on an application to become a member of the National Science Foundation Innovation Corps (I-Corps), a public-private partnership program that teaches grantees to identify valuable product opportunities that can emerge from academic research, and offers entrepreneurship training to student participants.
- Tech Tuesday – Quarterly presentations by KUIC at BTBC to interested parties throughout the community about the intellectual property of KU and licensing opportunities.
- Cosponsored Startup Weekend, a competition whereby aspiring entrepreneurs work together to develop business plans based on novel technologies.

## **3. Refine BTBC business model**

BTBC continues to refine its business model in order to optimize tenant mix for the purpose of maximizing the Main Facility's revenue. It is currently working with its top prospect to develop a floor plan, budget, and financing plan to accommodate moving specialized operations to Lawrence. Part of this plan involves completing space for current BTBC prospects, as well as relocating building functions to provide room for additional tenants.

BTBC continues to refine its staff capabilities for business creation and recruitment, especially with regard to delivery of business services. For this reason, BTBC has revised and bolstered its Business Analyst program. BTBC recently hired two top students into this role, who are intimately involved in projects of high strategic importance to the BTBC.

BTBC also continues to identify and pursue grant funding opportunities. It recently applied for the 2016 SBA Growth Accelerator Fund Competition. This year's \$50,000 prize will help achieve the goal of providing assistance to entrepreneurs in submitting grant proposals (NIH, NSF, DoED). The BTBC is also considering applying for a Local Technical Assistance grant through the Economic Development

Administration. An award would support BTBC planning for the creation of a tech park on KU's West Campus.