



Meeting Summary from
Oakland Biotech Meeting

**Children's Hospital Oakland
Research Institute**

Friday, June 22, 2007
Oakland, CA

Agenda

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| 12:00 am | Welcome
Dr. Bertram Lubin, Director, CHORI
Dr. Vipul Mankad, Senior VP and Chief Medical Officer, Children's Hospital and Research Center Oakland |
| 12:05 pm | Introduction of the Oakland Partnership
Karen Engel, Director of Economic Development, Oakland Metropolitan Chamber of Commerce
Dan Lindheim, Economic Advisor, Office of Mayor Ron Dellums |
| 12:10 pm | Self-Introductions around the room |
| 12:20 am | Taking Stock of Oakland's Economy: Over view of report by McKinsey & Company |
| 12:30 pm | Discussion –
What are the constraints and opportunities for developing the biotechnology and life sciences industry in Oakland and the region? |
| 1:10 pm | Strategic Directions
What are some strategic steps that can be taken in the short, medium, and long term to develop the biotechnology and life sciences industry in Oakland? |
| 1:50 pm | Next Steps |
| 2:00 pm | Closure |

Opportunities for developing Biotech in Oakland

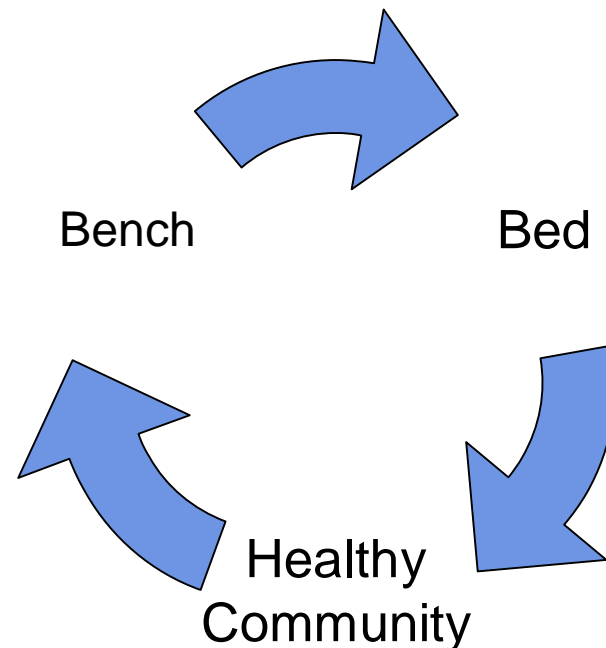
- UC Berkeley, LBNL, EBI, JBEI, etc. Enhance collaboration with and between science institutions)
- Pursue a “bench to bedside” public health strategy as a way to communicate the importance of this sector.
- Population based research (CHORI, Kaiser) focused on the health issues faced by inner city youth, especially in Oakland (diabetes, obesity, asthma, etc.)
- Wealth of local talent and expertise (stimulating intellectual environment)
- Opportunity sites like West Mandela & Grand/the Mandela Corridor generally, Broadway, Airport Business Park, etc.
- CHORI – need to support and grow it (a la UCSF)
- Real estate is still cheaper here than elsewhere in the inner Bay Area
- Incubators
- Cross fertilization of industries (mechanical engineering, nanotech, biomedical devices, etc). Pursue NIH funding
- Build a health center a la Texas Medical Center in Houston, Cleveland
- Need for a medical school in the East Bay

Constraints to Biotech Development in Oakland

- Lack of political will. Need leadership. But there needs to be real, personal support from the Mayor and other leaders. A willingness to assist (expedited building permits, parking, other incentives, public promotion).
- Streamlining the city's entitlement process is important. There needs to be help and flexibility.
- The media coverage is all bad. Need to fix that. The image and reality of crime and public safety are not consistent (look at Johns Hopkins as an example).
- LACK OF SPACE (REAL ESTATE). It is expensive to build lab space. There are not many sites that can meet the needs of the industry.
- There is a vicious cycle: Biotech companies, investors, and real estate developers need political will and certainty; the public leaders are reluctant to give it due to the tension around the types of jobs create; the public will not know what types of companies/jobs there are that could be created without a sense of the types of companies that could come to Oakland. How do we break the cycle?

How do we break the Vicious Cycle?

- Start by designating a biotech/life sciences zone for parts of the City. In this zone, businesses are pre-approved, with a stream-lined approval process. Can start small. Army Base zoning is already ready for this (Business Mix) as is West Oakland sub are 15. Do this within 6 months.
- Relate all biotech development efforts to the growth and development of the city's healthcare industry.
- Leverage all we do in terms of the bench-bed-community cycle. CHORI is a great example as its research directly benefits the community.



Possible Next Steps

- Assist CHORI with expansion
- Assist Children's Hospital with location and expansion plans
- Establish a "red team" that will help make the case for locating the DOE Joint Bioenergy Institute (JBEI) in Oakland
- Understand better market demand: who are the companies looking for space? Coming out of UCB? LBNL? Etc. Amyris Biotech is a great example.
- Continue networking (bringing people together to matchmake, etc – eg nano, biotech, bioengineering, mechanical engineering, alternative energy)
- Work on two tracks: possible incubator (2500 sf) and a bigger site/devt.
- Convince Mayor Dellums and others to make a long-term commitment
- More outreach (Novartis, Bayer, other existing players)
- Work with start-ups coming out of incubator on Bancroft. Help them with real estate and other networking needs. Partner with Haas to identify folks
- Work with UC tech transfer office
- Be more clear about whether or not we want to attract an alternative fuel cluster?
- Get city to designate a life sciences zone
- Market the development of biotech alongside development of city's healthcare cluster