



# BioFacilities

**Date:** March 23, 2010

**Time:** 9:00am-4:30pm

**Fee:** \$500 for BayBio Members \$545 for Non-Members **Discount Code:** BB1023

**Location:** Latham & Watkins 140 Scott St, Menlo Park, CA 94025

Further your understanding of the unique real estate and facility requirements of the dynamic and highly regulated biotech and pharmaceutical industries. Be more strategic in the development and implementation of economic development strategies targeting this growth industry by understanding the language of the industry's build environment needs.

## **Facility Type 9:00-9:45**

- Beyond Alphabet Soup
- Tenant and Landlord Perspectives
- Purpose-Driven Facilities

## **Site Selection Fundamentals 9:45-10:15**

- Infrastructure Requirements
- Workforce Considerations
- Quality of Life/Cost of Living Implications
- Permitting Environment

## **Incentives That Matter 10:30-11:00**

- Grants
- Low Cost Financing
- Permit Fee Waivers
- Property and Sales Taxes
- Industry-Specific Exemptions

## **Facility Development Process**

### **Fundamentals 11:00-12:00**

- Performance Criteria
- Regulatory Requirements
- Design and Engineering Criteria
- Comprehensive Development Budgets
- Schedule Considerations

## **Lunch 12:00-1:00**

### **Leasing Fundamentals 1:00-1:45**

- Tenant Underwriting
- Term Lengths Matched to Development Stage
- Security Deposits
- Tenant Improvement Allowances
- Permitted Uses
- Expansion Rights
- Restoration Clauses

### **Operating and Compliance Issues 1:45-2:30**

- Federal Compliance
- State and Regional Compliance
- Documentation and Record-Keeping

### **Cost Elements 2:30-3:15**

- Typical Costs
- Strategies to Reduce Operating Costs

### **Case Study 3:30-4:15**

### **Q & A 4:15-4:30**

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**Deliverables:** A hard copy of all of the class slides and a glossary of terms. A continental breakfast and lunch will be served.

**Questions?** Contact BioTech Primer at 410-377-4429 or [info@BiotechPrimerInc.com](mailto:info@BiotechPrimerInc.com)

**To register:** [www.BiotechPrimerInc.com](http://www.BiotechPrimerInc.com) and click on "Registration"