Development Concept Information Request
**Project Summary: Seeking Developer Partnership Interest**

The University of South Florida (USF) in Tampa is seeking developer interest in effecting the next incarnation of the USF Research Park (USFRP): Gateway to Tampa’s Innovation District. This Development Concept Information Request is intended to outline the goals of USFRP and allow maximum flexibility for developers in presenting options for the future elements that pique their interest.

The new USFRP draws you into the USF campus. Our goal is to create an “urbanized science district,” with the high density, mixed use, and concentration of activities that spur innovation, encourage entrepreneurism and spark interaction. USFRP will grab you from the moment you enter with a lively environment crackling with creativity that promotes the discovery and development of new technologies that can change the world. The fast-paced, eclectic, urban science, mixed-use neighborhood will act as a magnet for millennials, students, inventors, scientists, entrepreneurs, and the next generation of high tech leaders.

To paraphrase Bruce Katz and Julie Wagner of the Metropolitan Policy Program at The Brookings Institution, we intend to blow up barriers and create a mixed-use neighborhood and energizing urban cluster, with new public spaces, pedestrian-friendly corridors and tree-lined walkways that inspire and draw together the people who are inventing the future.
As a critical piece in the elaborate mosaic of high-tech economic development for the Tampa Bay region, USFRP is a key mechanism that systematically links USF researchers to businesses in need of research partners and was named “Emerging Research Park of the Year” by the Association of University Research Parks in December 2008 in recognition of excellence in bringing technology from the laboratory to economic viability. USF has a strong emphasis on biotechnology and life sciences research and entrepreneurship and its increasing success is the result of the unprecedented vision and focus that USF System President Judy Genshaft has brought to the university’s role in stimulating regional economic development.

Located in the heart of the Tampa Innovation Alliance district on the flagship campus of the University of South Florida, USFRP is in a metropolitan setting, just minutes from three interstate highways (I-75, I-275 and I-4) and 15 minutes from one of the best airports in the world. Most importantly, USF is within steps of world-class researchers, inventors and entrepreneurs eager to collaborate and a highly trained, high tech workforce. With more than 112 acres on the north and south sides of Fowler Avenue, the USFRP is directly adjacent to and a part of the USF community.

As one of the largest public research universities in the nation, USF has a focus on connecting university research with corporate and entrepreneurial partners. The USF System has an annual budget of $1.5 billion, an annual economic impact of $4.4 billion, and serves more than 48,000 students in Tampa, St. Petersburg, and Sarasota-Manatee. The university is one of the top employers in the Tampa Bay region, with nearly 18,000 employees, including more than 2,000 distinguished scholars, researchers and expert teachers.

With strong research programs in medicine, engineering and the basic sciences, USF partners with the H. Lee Moffitt Cancer Center & Research Institute (Moffitt), Tampa General Hospital, All Children’s Hospital, the James A. Haley Veterans’ Hospital, and other vital organizations.

Regional Assets

The Tampa Innovation Alliance (TIA) is a 24 square mile area set between I-75 and I-275 to the east and west, and Bearss Avenue and Busch Boulevard to the north and south. Its mission is to build an engaged community of member-investors committed to branding and developing the USF area as an innovation destination. Working with community partners and drawing upon the assets of
internationally acclaimed leaders in research and education, bioscience and healthcare, and entertainment, TIA is mobilizing support for quality economic development in targeted innovation sectors along with efforts to revitalize gateway corridors and supporting infrastructure. The founding investors of TIA include USF, Moffitt, Florida Hospital, and Busch Gardens, all of which are located within the area and committed to advancing the TIA’s mission.

Less than two miles from USFRP is Florida Hospital Tampa, a 431-bed facility that is home to five Centers of Excellence, focusing resources on major disease areas including cancer treatment, women’s health, pediatrics, diabetes management, and orthopedics. The Pepin Heart Institute provides cardiovascular care while the accredited Neuroscience Institute provides patients with the highest standards in stroke care.

Located on the USF Tampa campus, the H. Lee Moffitt Cancer Center & Research Institute is dedicated to the singular mission of prevention and cure of cancer. As a National Cancer Institute Comprehensive Cancer Center, Moffitt is part of an elite group of cancer centers nationwide that focus on the quick translation of research advances to improvements in patient care.

Directly adjacent to USF Tampa is the James A. Haley Veterans’ Hospital. Since 1972 it has been improving the health of the men and women who have so proudly served our nation. This teaching hospital is the busiest polytrauma facility in the nation, with services available to the more than 116,000 veterans living in a four-county area of Florida.

Affiliated with the USF’s Morsani College of Medicine since its inception in the early 1970s, Tampa General Hospital (TGH) is the university’s primary teaching affiliate with over 300 residents assigned for specialty training in areas ranging from general internal medicine to neurosurgery. Located on Davis Islands in downtown Tampa, TGH is the area’s only Level 1 trauma center and one of only four burn centers in Florida. TGH is home to one of the leading organ transplant centers in the country and is a state-certified comprehensive stroke center with the largest neuroscience intensive care unit on the west coast of Florida.

Busch Gardens Tampa is a 335-acre 19th century African-themed animal theme park located less than half-a-mile away from USF. Busch Gardens provides a selection of diverse career opportunities and internships for students in the fields of art, design engineering, environmental science, and business management and administration.

The Museum of Science and Industry (MOSI) is a non-profit, community based educational resource dedicated to advancing public interest, knowledge and understanding of science, industry and technology. The partnership between USF and MOSI is focused on becoming a global model for the way the arts and academia can merge to showcase the vibrancy of the STEMM and STEAMM culture within a community by collaboration and supports the redevelopment of the university area, creating the potential for significant economic development and contribution to the tax base of the community.
USF Assets

Nationally, USF is ranked 27th in total research expenditures for public universities by the National Science Foundation, and 43rd among all universities, public and private.


The Princeton Review and Entrepreneurship Magazine ranked USF’s interdisciplinary graduate entrepreneurship program among the top 25 programs in the nation and, at #11, USF is the only Florida program included in the ranking.

In 2015, USF received national designation as an Innovation & Economic Prosperity University, one of only 18 universities nationally, to receive the Association of Public and Land-grant Universities (APLU) this year in recognition of its strong commitment to economic engagement.

The Times Higher Education World University Rankings addresses a metric of “industrial income”—a university’s ability to help industry with innovations, inventions and consultancy has become a core mission of the contemporary global academy. This category seeks to capture such knowledge-transfer activity by looking at how much research income an institution earns from industry (adjusted for PPP), scaled against the number of academic staff it employs. The category suggests the extent to which businesses are willing to pay for research and a university’s ability to attract funding in the commercial marketplace – useful indicators of institutional quality. USF is 99.8/100 on this measure.

USF is one of the largest universities in the U.S. and has outstanding programs in workforce development designed to prepare the highest quality workers for business.

USF is an economic anchor for the Tampa-bay region and a vital node the Florida High Tech Corridor, a consortium of 23 counties in central and south Florida anchored by the University of Central Florida, University of Florida and USF, where most of the medical device manufacturing, defense, aerospace, informational technology, and life sciences
companies reside. USF and the Corridor, are able to leverage the following workforce programs and populations to attract a well-trained, educated workforce:

- Graduate programs in bioinformatics, entrepreneurship and biotechnology, and cooperative programs that prepare students in emerging health professions and health workforce development.
- In 2014-2015, the USF System was one of the top in Florida for degree production, awarding 13,232 total degrees to bright and talented students entering the workforce or continuing their education. USF is among the top 5 in the state awarding degrees in the areas of strategic emphasis identified by the State University System Board of Governors in consultation with business and industry groups. Fifty-one percent of undergraduate degrees and 69% of graduate degrees awarded in 2015 were in those strategic areas: STEM, Health Professions, Globalization, Security & Emergency Services and Education.
- Approximately 76% of USF’s 299,000 alumni live in Florida. Approximately 120,000 live in the greater Tampa Bay area.

Led by a Corridor Workforce Committee that includes representatives from workforce organizations, universities, community colleges, economic development organizations and corporations from the 23 Corridor counties, the Corridor’s workforce development initiatives strive to equip Corridor-area employees and students with high tech skills through innovative programs.

The Corridor provides a nationally recognized matching grants program with a $1 billion regional impact resulting from $62 million in Corridor investment, matched by more than $180 million in company funds and federal grants. The program serves start-ups to mature companies within the Corridor region, particularly in the high tech sectors targeted for growth. To date, more than 360 companies and institutions have participated in over
1,350 projects to research applied technology and have supported more than 2,500 students.

USF founded and is the home of the National Academy of Inventors, a non-profit member organization honoring academic invention comprising U.S. and international universities, and governmental and non-profit research institutions, with over 3,000 individual inventor members and Fellows spanning from more than 200 institutions and growing rapidly.

Founded by and located at USF, the Florida Inventors Hall of Fame honors and celebrates Florida inventors whose achievements have advanced the quality of life for Floridians, the state, and the nation. Inductees include Thomas Edison and Henry Ford, who did significant inventive work from their Ft. Myers laboratories, air conditioning pioneer John Gorrie and Nobel Laureate Robert Grubbs. The advisory board includes outstanding, eclectic leaders and inventors from public corporations, private businesses, research universities, nonprofit institutes, governmental agencies, and other areas.

Recognized as an Innovation Corps Site or I-Corps Site by the National Science Foundation (NSF), USF is helping inventors from the university and around the region learn how to turn their ideas into potential products. USF is the second site in Florida and one of only three dozen institutions around the country to earn the prestigious NSF designation.

USF will receive nearly $300,000 to build, train, and mentor teams of faculty and students to become successful entrepreneurs and commercialize their ideas over the next three years. The funding will support curriculum and instruction for the selected teams, mentoring from experienced entrepreneurs, assistance with identifying potential markets and customers, and testing of their business model and new products in USF’s business incubator. The goal is to launch multiple successful start-up companies by the end of the three-year grant.

"USF already is a strong leader in bringing the scientific and technology discoveries of our faculty, students, and community out of the lab and into the marketplace," said Dr. Paul R. Sanberg, USF’s senior vice president for research, innovation and economic development. "This grant is important in our joint efforts with our partners from both the Florida Consortium of Metropolitan Research Universities and the Florida High Tech Corridor Council. It places our state at the forefront of academic technology transfer."

**USF Research Park Assets**

USFRP is a master-planned property designed and operated for private-public research and development activities focused on high technology and science-based companies, and is operated under a Development of Regional Impact (DRI) with entitlements for 87 acres of 1,205,000 square feet of research and development usage, plus hotel rooms. To date,
approximately 400,000 gross square feet are constructed and contributing to the economic base of the Tampa Bay region with occupancy at 98%. USFRP expanded in 2005 to 112 acres with the acquisition of 25 acres on the south side of Fowler Avenue – the major thoroughfare for the USF flagship campus. The completed facilities to date, supporting nearly 1,600 jobs, include:

- Embassy Suites Hotel (240 hotel rooms)
- The Florida Department of Health Bureau of Laboratories
- University Diagnostic Institute
- University Technology Building 1
- University Technology Building 2
- USF CONNECT/Business Partnership Building
- USF Research & Innovation Interdisciplinary Research Building

USFRP is home to USF CONNECT which serves as host to several innovative centers for entrepreneurship: the Tampa Bay Technology Incubator (TBTI) with 60+ resident and affiliate companies, the Student Innovation Incubator with 39 student-led companies, and the First WaVE Accelerator in downtown Tampa. TBTI's facilities include state-of-the-art wet labs with more than $1 million in shared equipment, high-tech conference rooms, office spaces and informal meeting areas.

TBTI supports technology research as a catalyst for economic development and facilitates the growth and development of life science and other high tech companies. TBTI provides entrepreneurial support programs, services and physical infrastructure to start-up and advancing technology companies. TBTI companies such as Claro Scientific and Saneron-CCEL Therapeutics have secured multi-million dollar grants from the National Institutes of Health and the Gates Foundation. Companies have also been awarded Small Business Innovative Research (SBIR) and Small Business Technology Transfer (STTR) grants for commercial application of innovative technologies. Among TBTI's startup companies, 60% are USF spinouts and 40% are community-based. Community-based companies come to TBTI with a commitment to work with USF by collaborating on research with faculty, by hiring student interns or working with the university in other ways.
TBBI programs enrich the skills and ability of entrepreneurs through workshops and educational seminars, mentoring and coaching by seasoned entrepreneurs and subject matter experts, and highly skilled and involved licensing managers from the USF Technology Transfer Office. TBBI also increases the capacity of entrepreneurs to successfully start and grow companies by providing SBIR/STTR workshops with nationally recognized trainers, pitch competitions, and meetings with angel investors and venture capitalists. TBBI houses offices of the Small Business Development Center and the Florida Institute for the Commercialization of Public Research and won the Tampa Bay Technology Forum’s Industry Achievement Award for Excellence in Service. The economic impact of TBBI companies includes 230+ current employees with an average salary of $49,000+, current companies have total funding of $63.1 million received to date, and total annual sales revenues of $37.1 million.

The Student Innovation Incubator (SII) was launched in November 2013 in partnership with USF’s Center for Entrepreneurship, with the goal of nurturing nascent businesses even earlier in the process than companies that are eligible to enter TBBI. Sixty-five student-led companies have participated in the incubator since its inception, with 39 current companies in the 3rd cohort. SII provides shared workspace and a collaborative business environment for students from all graduate and undergraduate disciplines to create and grow new businesses, with access to mentors and business guidance to facilitate entrepreneurship.

Housed in USFRP, the Technology Transfer Office (TTO) facilitates the commercialization of USF intellectual property. TTO’s work allows for a sustained focus on transferring cutting-edge research and innovation to the commercial marketplace, generating revenue and
diversifying the economy. TTO promotes and facilitates business development and entrepreneurship by bringing researchers together with experienced entrepreneurs and investors to commercializing USF technologies, create and foster new start-up companies that will create jobs, provide mutually beneficial relationships to advance researchers’ technology and to bring their services into the marketplace for the public good. TTO endeavors to educate and promote innovation, the result of which is products, jobs and technologies utilized in the public interest.

TTO achievements among reporting universities in the US over the past year have included 119 licenses and option agreements (ranked 12th nationally per AUTM), 11 start-up companies (ranked 16th nationally, AUTM), and 96 patents, ranking in the top 15 universities worldwide for U.S. patents for the past five years (IPO).

**Lion Biotechnologies, Inc.**, a biotechnology company developing novel cancer immunotherapies based on tumor infiltrating lymphocytes (TIL) has exclusively licensed intellectual property rights from Moffitt and USF to develop and commercialize new technologies to enhance TIL production from melanoma. Lion has located in the USFRP to facilitate coordination and communication with Moffitt and USF researchers. This is exactly the intent of a research park – fostering collaboration and promoting technology development and commercialization. Lion joins other biotechnology companies such as **BioMedTech Laboratories, Inc.**, producing high quality assay stabilizers, protein blockers, and custom coated microplates for enzyme immunoassays, ELISA tests, etc.

Academic research centers in the USFRP include the **Florida Center of Excellence for Drug Discovery & Innovation**, a comprehensive center that enhances interactions between scientists and engineers to identify molecules of human health significance and develop novel methods for use in diagnosis, prevention and treatment of human disease; the **Global Center for Hearing & Speech Research**, which focuses on multi-disciplinary research and development projects aimed at increasing knowledge and clinical treatments in hearing loss, deafness and speech problems, with emphasis on age-related hearing loss research and discovery; and the **Department of Global Health**, which is using cutting edge molecular genetic techniques to study basic molecular processes in toxoplasma, malaria and the human filarial infections and also has research programs aimed at developing new drugs and understanding the mechanisms of drug resistance in malaria, leishmania and *Naegleria fowleri* (the brain eating amoeba); and the USF Health Informatics Institute.

The USF **Health Informatics Institute (HII)** comprises a diverse team with expertise in biostatistics, epidemiology, health informatics, computer science, genetics, nutrition, public health, clinical trials, and health services research. HII provides the services and technology to enable clinical studies to recruit, gather and analyze data, as well as facilitate collaboration between investigators in the U.S. and throughout the world. HII supports research training and career development in biomedical science, clinical investigation, and health services research with the goal of facilitating the efficient integration of research and practice by translating research into improved patient care and health outcomes.
Also located in USFRP is the **Florida Department of Health Bureau of Laboratories**, which provides diagnostic screening, emergency, monitoring, reference and research public health laboratory services with the mission to protect, promote and improve the health of all people in Florida through integrated state, county and community efforts. The bureau also regulates environmental laboratories to protect public health.

**CLUSTERS**

As discussed later in this narrative, based on the competencies found within Hillsborough County’s bioscience industry and research base in 2009, Battelle Technology Partnership Practice (Battelle) identified six focus areas for driving future development:

- Clinical and research enterprise
- Personalized medicine (targeted to cancer)
- Biodefense
- Cell therapies emphasizing tissue regeneration and neuroscience applications
- Drug discovery and development
- Prosthetics

Focusing on these areas allows for the opportunity to link research to innovation and industry development, requires specialized facilities, and facilitates new venture and spin-off company development.
A market study by an independent commercial real estate services firm noted that USF has an outstanding research organization and a history of successful research grant funding. This creates substantial demand for wet and dry laboratory space for spin-outs, startups, partners and collaborators. The bioscience market requires space ready to occupy in a relatively short time frame. Absorption expectations for new facilities with substantial laboratory space are strong.

USFRP is evaluating its strategic development plan and deviation from the parcelization concept is expected, especially in relation to parking. The parcels under consideration at this time include A (A1/A2), B, C (C1/C2), D, E, F and G. The relationship between the south Fowler property and the north is important to the community interaction as is traversing Fowler Avenue safely.

**Seeking Visionary Facility and Name**

Reiterating the intent for an “urbanized science park” – density, mixed use, and a concentration of activities that encourages innovation, entrepreneurism and, most importantly, interaction, it is expected that Parcel A (A1/A2) will be developed as an approximately 75,000sf office and laboratory facility with a central energy plant sized to support a second 75,000sf. A facility of this type embodies the purpose of the Research Park – providing a location in which researchers and companies operate in close proximity to create an environment that fosters collaboration and innovation and promotes the development, transfer and commercialization of technology. Ground floor retail including
dining is anticipated. Additionally, incorporating a “live/work/play” concept with market rate apartments or condos and student innovation residences in the theme of garage apartments is contemplated. The residential aspect has implications for zoning and the DRI.

A facility of this kind supports and aligns with the university's strategic plan. Companies come to USFRP with a desire for and commitment to working with USF by collaborating on research with faculty, by hiring student interns or working with the university in other ways. This facility will promote well-educated and highly skilled global citizens with interdisciplinary hands-on learning opportunities for undergraduate, graduate and professional students.

This facility will expand world-class, high-impact interdisciplinary research by providing research facilities and opportunities for collaboration between private enterprises and USF faculty resulting in job creation and innovation-based economic development in the Tampa Bay region.

The bioscience industry is at the forefront of creativity and innovation, converging with advances in engineering, information technology, and nanosciences, to address major societal issues that have profound and significant impacts on quality of life throughout the world. This facility will expand partnership opportunities by putting effective, sustainable business practices and initiatives for public and private partnerships to work that will enhance the well-being of people in our community, the state of Florida, and the nation.

**Long Term Ground Lease Opportunities**

While the above facility has been envisioned, has community support, and is nearly tangible, parcels are also under consideration for long-term ground lease opportunities with the intent of furthering the interactive mixed-use neighborhood concept with university partnership opportunities for mutual benefit.

**USF Research Park Future**

USFRP is seeking creative, collaborative engagement in its future. That future is expected to include the following, but interest should not be limited by this list:

- Access and Transportation
  - Enhanced physical connectivity within USFRP, Tampa Innovation Alliance, and outward
  - Parking – on street, structured and surface
  - Bus service/public transportation
  - Light rail
  - Roads
- Golf cart and pedestrian safety
- Clarity of signage
- Visibility
- Land Use (Density)
  - Clustering of facilities to enhance connectivity
  - Greenways for walkability
- Landscape Character & Sustainability
  - Energy efficient facilities (LEED, Green Globes, etc.)
  - Outdoor gathering spaces
  - Xeriscaping
  - Rain collection and retention
  - Solar and alternative energy sources
  - Wells
- Infrastructure
  - Utilities
  - High speed internet/fiber
  - Wireless access points
  - Research Park land on the south side of Fowler is devoid of infrastructure
- Amenities
  - Mixed use center for research
  - Residential
    - Market rate apartments/condos
    - Student innovation residence hall (garage apartments)
  - Retail
    - Ground floor of facilities – not stand alone
    - Dry cleaning
    - Drug store
    - USF Federal Credit Union
  - Restaurants
    - Informal cafés in new facilities
    - White tablecloth once community can support
    - Food trucks
  - Research Equipment
    - Shared
    - USF and Moffitt core access
  - USF Library access
    - Already enabled, but electronic access is by public terminal on library site only
  - USF Recreation Center access
    - Already enabled
- Strengthen connectivity and collaboration with the university, Moffitt, Haley VA, and Florida Hospital
• Economic Impact and Job Creation Goals
  o Retain companies and employees
  o Attract a diversity of companies, both in size/maturity and technology base
  o Support start-up companies
    ▪ Tampa Bay Technology Incubator
    ▪ Student Innovation Incubator
    ▪ Seed Capital Accelerator Program
    ▪ Florida High Tech Corridor Matching Grants Program
    ▪ FirstWaVE Venture Center
    ▪ Venture Capital Funding

• Implementation and Phasing
  o Branding
  o Marketing
    ▪ Hillsborough County Economic Development
    ▪ Tampa Hillsborough Economic Development Corporation
    ▪ Enterprise Florida
    ▪ Brokers
    ▪ Professional associations: AURP, BioFlorida, BIO
  o Funding
    ▪ Traditional bond financing
    ▪ Public-private partnerships
    ▪ Ground leases to private entities
    ▪ Government incentives
  o Development partners
  • Development initiatives in concert with local government entities
  • Development initiatives with partners

**Administrative Details**

This Development Concept Information Request is not a formal Request for Proposals. USFRP requests that qualified development teams submit creative development concepts believed to best leverage the success of USF and its USFRP and continue the exciting trajectory. The selection team will evaluate all submittals and select the firms determined to be the most qualified for further consideration and interviews. The selection team will then choose a preferred developer or developers with whom to negotiate a relationship.

USFRP reserves the right to exercise its sole discretion to accept or reject any and all submittals received in response to this information request. The contemplated timeline set forth may be amended from time to time by USFRP in its sole discretion. USFRP will not be obligated to proceed with any submittal or project until and unless a mutually acceptable development agreement and other definitive agreements are approved, executed and delivered by all parties.
Decision factors for the evaluation committee include developer background, qualifications and the development concept proposed. Submissions should include:

- Track record of developing similar scope and scale projects
- Financial capacity
- Workload capacity

The development concept should address:

- Project narrative demonstrating concurrence with the vision for the Research Park’s future
- Descriptions of project elements, phasing, and any contingencies
- Site plan
- Massing diagram, renderings are helpful to tell the story

**Contemplated Timeline**

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<tr>
<td>Release Development Concept Information Request</td>
<td>Tuesday, November 3, 2015</td>
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<tr>
<td>Information and Discussion Session</td>
<td>Monday, November 16, 2015</td>
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<tr>
<td>Submission Deadline</td>
<td>Tuesday, December 15, 2015</td>
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<td>Interview</td>
<td>Tuesday, January 5, 2016</td>
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<td>Selection</td>
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Please forward 6 hard copies and one electronic copy by 3:00pm on Tuesday, December 15, 2015 to:

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The time and talent required to respond to this Information Request is understood and appreciated.