



OPENING COMMENTS
TO THE DEMOCRATIC GOVERNORS ASSOCIATION
REGIONAL LIFE SCIENCES PUBLIC POLICY CONFERENCE

Made By:

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Governor Nixon and your fellow Governors, Ladies and Gentlemen. Good morning. Thank you for allowing me to speak for a few minutes about the exciting opportunities that each of you face in developing a dynamic economy that provides to the citizens of your state the opportunity to move into knowledge based jobs in a vibrant life science industry.

At Polsinelli Shughart, we work with the life science public policy leaders in a number of states throughout the nation, including many of those represented here today. We work with a wide variety of life science companies across the country, from small and emerging growth companies to large established firms, including many of those represented here today.

Based on this broad experience, I suggest that the challenge for each of the states in the region to be able to compete effectively in the global life science marketplace is to develop, implement, and support a comprehensive and integrated plan to provide a public framework of support for growth of the life science industry in your states. Such a plan could include many elements, including possibly the following:

1. A comprehensive package of legislative and economic development incentive programs to catalyze public/private partnerships.
 - Fund development of common infrastructure (such as shared laboratory facilities and equipment, conference and teaching facilities, etc.) in focused clusters that many life science companies need but cannot afford.
 - Research and development funding and tax incentives.
 - Programmatic Industry development funding based on a portion of the incremental future growth of state income and other taxes in companies in the life-science industry in the state.

2. Programs to leverage federal and private funding to attract and support the development of “world class” science to the area.
 - Coordinate and assist in preparing federal and obtaining NIH and other federal research grants.
 - Provide both “bridge” loans to fund preparation of grant applications and “matching fund” programs to leverage the impact of both federal grants received and private funds invested in cutting-edge technology in the state.
 - Fund “imminent scholars” programs to retain existing expertise and attract new expertise to your research universities.
 - Facilitate and enhance collaboration among the research universities and institutions in the state.

3. Programs to support and accelerate commercialization of and a “return on investment” on the funds invested by your state in core basic scientific research.
 - Adopt “best practices” at the technology transfer offices of state research university and research institutions to facilitate the transition of promising basic science into applied technology that can be readily commercialized.
 - Establish programs to supply and support the attraction of seed, proof-of-concept, and venture capital funding that will invest in entities in your state, including angel tax credits, SBIR/STTR matching grants, and public/private investment funds.
 - Develop a comprehensive and coordinated system of incubators that provide the hospitable and supportive environment necessary to gestate technologies into viable businesses.
 - Focus development of “knowledge-based” businesses in innovation parks and campuses that offer scientific and business synergies by clustering “like-minded” people with shared vision and expertise.

4. Develop educational and training programs to train your citizen for the high quality workforce that will be required to attract and retain life sciences businesses.
 - Establish modern and practical science and math education programs at the K – 12 level.
 - Develop partnerships with the Life Science industry to support and become an integral part of these educational and workforce training efforts.
 - Work with community colleges to develop programs to train the scientific, laboratory, medical, and veterinary technicians that will be critical components to the cost-effective growth of this industry.

- Integrate various departments from your State's leading research universities with these "ground-up" training efforts to build a pipeline of qualified and enthusiastic undergraduate, postgraduate, and postdoctoral candidates to study at those universities.

Unlike in the past, the economy of the future in your states will be based, at least in significant part, on the growth of high-paying, high-quality jobs in industries that are based on knowledge and technology. The Life Science industry offers much of this future promise. A comprehensive plan such as that outlined above would position your state to successfully compete for these jobs while at the same time enhance the quality of life of mankind for the future. I would be happy to discuss more of the details about such a development plan with any of you. Thank you for participating in today's Conference.