



December 15, 2014

Mr. C.H. Huckelberry  
County Administrator  
130 W. Congress St, 10<sup>th</sup> Floor  
Tucson, Arizona 85701-1317

Re: Business Accelerator in Oro Valley's Innovation Park Life Sciences Center

Dear Mr. Huckelberry:

As founding President of the Arizona Center for Education and Research on Therapeutics (AZCERT), I am very pleased to write in support of the proposal for an Oro Valley Business Accelerator located in Innovation Park that will facilitate scientific collaborations between scientists at Sanofi, Ventana Medical Systems, university scientists and others working in biomedical research and development. We believe these collaborations will result in economic growth for the region and create employment opportunities that will attract and retain scientists working in the area of health and wellness.

AZCERT is a non-profit organization that forms partnerships with innovative biotech companies in order to successfully execute our mission, i.e. to improve the safe use of medications. I have no doubt that this facility will catalyze collaborations between AZCERT and Sanofi, Ventana and new startups that will result in biomedical innovation.

AZCERT is fully supportive of the efforts of the Town of Oro Valley and BIOSA, the regional biotechnology trade organization, to create this truly innovative business development center. We believe that the planned location for this facility, immediately adjacent to Sanofi and Ventana, is ideal and will maximize the opportunity for interactions between scientists and stimulate the exchange of innovative ideas that create economic opportunities.

We thank you and the Pima County Bond Advisory Committee for your consideration of this proposal. I have no doubt that the Oro Valley Business Accelerator will generate high paying jobs and be a good investment for the citizens of Pima County. We encourage your support and pledge to work with BIOSA and the Town of Oro Valley to make the Business Accelerator a success.

Yours sincerely,

A handwritten signature in black ink that reads "Raymond L. Woosley".

Raymond L. Woosley, MD, PhD  
President, AZCERT, Inc.



December 15, 2014

C.H. Huckelberry  
County Administrator  
Pima County Governmental Center  
130 W. Congress Street, Floor 10  
Tucson AZ 85701-1317

Re: November 2015 bond package for Innovation Park Life Sciences Center

Dear Mr. Huckelberry

I am writing to support a bond package for the proposed Oro Valley life sciences center on behalf of Biosa, the Bioindustry Organization of Southern Arizona. Biosa is a non-profit trade group with the mission of supporting and growing the life sciences industry in Southern Arizona. The center is proposed to be located adjacent to our two largest life science employers, Sanofi and Ventana Medical Systems (a Roche company). Indeed, these two companies are among the largest life sciences companies in the world and significant employers in our region.

The proposed center will engage collaborators to work with these companies. The new reality of life science companies (new and established) is the ability to leverage strengths through collaboration to seed new products and improve existing products. Tucson has notably lacked dedicated, neutral space to foster growth of new and established companies in the life science sector. Known life science hotbed communities, such as Boston and San Francisco have numerous working spaces to nurture growth. Even Phoenix has established a number of sites such as SkySong, Peoria (medical devices) and Chandler (DNA technology with UA). This proposed effort will help consolidate and encourage translation of innovation to economic benefit.

While much attention is focused on start-up companies, our community needs to also support our established companies. Sanofi and Ventana, being part of large multi-national corporations could exist in many communities. Keeping them here in Southern Arizona requires that they are able to remain productive and relevant to their central

Bioindustry Organization of Southern Arizona  
PO Box 35278  
Tucson, AZ 85740



management. A center, such as the one proposed, will help them and Southern Arizona in the following ways:

- develop new technologies through collaborations
- allow them to start new companies that will be in close proximity (Sanofi is in the midst of this currently with new technology from the UA and ASU)
- establishing more new companies will provide new employment opportunities in
- a diversity of new companies will help the larger companies attract talent by providing employment opportunities for trailing spouses. Having a 'critical mass' of employers & employees is critical to establishing the life science industry sector.

To further advance this proposal, BIOSA will establish an affiliated non-profit (non-membership organization for economic development purposes) to hold the lease of the building. BIOSA proposes that at least the committee that has been working on this proposal for the past two years will serve as the Board of Directors with other key community members. BIOSA will also help in establishing programs to encourage collaborations and start-up company activity through its network of bioscience professionals.

Thank you for the opportunity to speak on behalf of this important initiative.

Sincerely,

Nina Ossanna, PhD  
Chair, Bioindustry Organization of Southern Arizona  
[nina@biosaz.org](mailto:nina@biosaz.org)  
520 248-8260



631 North Fifth Avenue • Tucson, Arizona 85705-8421

December 15, 2014

Mr. C.H. Huckelberry  
County Administrator  
Pima County Governmental Center  
130 W. Congress Street, Floor 10  
Tucson AZ 85701-1317

Dear Mr. Huckelberry:

Desert Angels is pleased to express its strong support for the proposed Oro Valley Business Accelerator located in Innovation Park adjacent to Sanofi Group and Ventana Medical Systems, Inc. As one of the largest and most prolific angel groups in the country investing in the life science industry, we recognize the need for such a facility. Approximately 40% of our portfolio companies are in this industry and we have invested approximately \$15 million directly into these companies since our inception in 2000. Notable investments include: Calimune (cell-based therapies for HIV); Cancer Prevention Pharmaceuticals, Inc. (a biopharmaceutical company developing cancer prevention therapies); CellzDirect (provides high-quality in vitro ADME cell products); HTG Molecular Diagnostics (a universal molecular biology-based platform to improve the pharmaceutical drug discovery process); Medipacs (first non-mechanical infusion pump based on expandable polymer); MSDx, Inc. (provides novel biomarker tools for studying disease processes); Salutaris Medical Devices (deliver improved outcomes for Wet AMD); and SynCardia Systems, Inc. (Total Artificial Heart is the only FDA, Health Canada and CE approved in the world).

This facility would provide a platform to perpetuate new ventures in Southern Arizona by nurturing innovation and providing the infrastructure for the establishment of startups in this space. Sanofi Group develops products in therapeutics, medical devices, vaccines, animal health and the consumer market. The Tucson location is critical in identifying early stage opportunities. Ventana Medical Systems, Inc. is a member of the Roche Group and a world leader and innovator of tissue-based diagnostic solutions for patients worldwide. In addition, this location will allow for direct collaboration with some of the leading research universities thus allowing access to world class translational and faculty scientists, and post-doctoral students. As far as we are aware, there is no such facility in the country that is anchored between one of the top pharma and diagnostics companies.

We believe this project is a very important investment for the Pima County Bond Advisory Committee to consider. Such a facility and collaboration with some of the leading bio medical companies in the world will allow the region, if not the state, to become a leader in the field. This facility will perpetuate and aid economic development at the high end of the wage spectrum, which is critical to the long-term success of Southern Arizona.

Thank you in advance for your consideration.

Sincerely,

A blue ink signature of Curtis Gunn, consisting of a stylized, cursive script.

Curtis Gunn  
Chairman  
Desert Angels  
curtis@desertangels.org

A blue ink signature of Base Horner, consisting of a stylized, cursive script.

Base Horner  
Chairman – Screening Panel  
Desert Angels  
base@desertangels.org



December 12, 2014

Mr. C.H. Huckelberry  
County Administrator  
Pima County Governmental Center  
130 W. Congress Street, 10th floor  
Tucson, AZ 85701

Dear Mr. Huckelberry:

Arizona State University is pleased to express its strong support for the proposal for an Oro Valley Business Accelerator in the Innovation Park in proximity to Sanofi and Ventana Medical Systems. For ASU a partnership with Pima County, the Town of Oro Valley, the Innovation Park and the companies, would provide an opportunity for direct collaboration between faculty scientists, students, and post-doctoral fellows affiliated with our Biodesign Institute and researchers in the pharmaceutical industry with common interests in translational research.

We have followed up the preliminary discussions with representatives from Sanofi, Ventana, Innovation Park, Oro Valley, and TREO with a site visit to ASU's Biodesign Institute, and we are all excited about the possibilities of building a valuable partnership that involves ASU scientists based in the Oro Valley Business Accelerator, scientists from the existing companies that would be involved, the start-ups that would find a base for launching, and the powerful scientific strengths of the larger Biodesign Institute.

We believe this is a very appropriate investment for the Pima County Bond Advisory Committee to consider. It will not only be of tremendous value to the larger efforts to build the biomedical industry in Pima County, but will demonstrate the strength that come from close industry and university collaboration and partnership. These kinds of partnerships can provide the impetus for start-up companies that serve as the gateway to a vibrant and diverse economy.

We encourage your support for this project and with the bond program support we can work to make this concept a strong contributor to Pima Counties success.

Sincerely,

A handwritten signature in blue ink, appearing to read "Richard Stanley".

Richard Stanley  
Senior Vice President and University Planner

OFFICE OF THE PRESIDENT

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C.H. Huckelberry  
County Administrator  
Pima County Government Center  
130 W. Congress Street, Floor 10  
Tucson, AZ 85701-1317

15 December 2014

Dear Mr. Huckelberry,

Ventana Medical Systems, Inc. (Ventana) is pleased to express our support for the proposed Oro Valley Business Accelerator/Collaboratorium located adjacent to Ventana within Innovation Park. This building would facilitate collaborations between our scientists, Sanofi, university translational scientists and others working in biomedical research. We are proud of this concept having originated in a "Watering Hole" conference that was sponsored by TREO and hosted by Ventana in 2012. We have watched the vision mature as it garnered support from a broad coalition of Arizona leaders and organizations. Ventana representatives have also participated in the Accelerator/Collaboratorium planning. We are fully supportive of the Town of Oro Valley as well as the regional biotechnology trade organization BIOSA and their efforts to bring this vision to reality.

We anticipate the Accelerator/Collaboratorium will create opportunities for Ventana that will strengthen our business and support the community's economic development activities. The scientific collaborations will spawn ideas for new medical products and technologies that could be of interest not only to Ventana, but also to investors and entrepreneurs more broadly. The Accelerator/Collaboratorium will also support our efforts to establish a biotech 'critical mass' in the Southern Arizona region that is essential for attracting top scientists globally and retaining those who train in our Arizona universities. It will further assist us in recruiting the highest level of scientific expertise as the new startups may provide employment opportunities for family members of Ventana / Sanofi new hires.

We support the Pima County Bond Advisory Committee's consideration of this investment. We believe it will contribute to high-wage employment opportunities for the region and provide a return on investment for the citizens of Pima County. We encourage your support and commitment to help make it both a reality and successful endeavor.

Sincerely,

A handwritten signature in blue ink, appearing to read "DZ", is written over the word "Sincerely,".

Dan Zabrowski  
Head of Roche Tissue Diagnostics and Head of Roche Sequencing Unit

2090 E Innovation Park Drive  
Oro Valley, Arizona 85755

December 15, 2014

Dear Mr. Huckelberry;

I am writing to express my strong enthusiasm for creating a biomedical technology incubator on Innovation Park Drive in Oro Valley, Arizona. Such a facility would catalyze the realization of new ventures in Southern Arizona by nurturing innovative collaborations and providing infrastructure for the establishment of startup entities. To have such a facility in juxtaposition to the Sanofi Innovation Center would be mutually beneficial to nascent enterprises and to Sanofi interests.

Our Sanofi team operates, as do our Ventana Medical System neighbors, within the context of a major global life sciences enterprise. Sanofi Group develops products in therapeutics, medical devices, vaccines, animal health and the consumer market. Our Tucson team serves as the western node of the Group and in this role we seek to identify industry trends and to create new opportunities for Sanofi investment and/or partnership. A recent example is the imminent creation of an animal vaccine company in partnership with scientists from the University of Arizona and the Biodesign Institute at Arizona State University.

The biomedical sector has grown in leaps and bounds in Arizona over the last 10 years. Today, we are on the cusp of the critical mass needed to catalyze a vibrant biotechnology community. However, challenges for startups are more the rule than the exception. Such a facility could alleviate several common hurdles by providing low cost structure, access to expertise, and operational support in a well-networked environment. In addition to the economic stimulus it would yield, the expansion of the community would help us greatly for recruiting top talent. Candidates considering moves from the likes of San Francisco, Boston, or San Diego look for an ecosystem that offers flexibility for career development, typically for both themselves and spouses.

In 2013, as a part of their Blue Print for Economic Development, TREO produced a white paper entitled "Securing the Lead". Therein, the authors identified clinical diagnostics as a growing field of opportunity and explained how Arizona is well positioned to take a leading role in its development. The burgeoning field of personalized health care, driven largely by economic pressure, is about customizing the treatment to an individual patient's needs. As such, diagnostic methods will become increasingly important for the registration and use of therapeutic products, both for patient identification and for assessment of efficacy. One tantalizing possibility is the creation of Sanofi-Ventana joint ventures, embodied as startups, to develop such "companion products".

Over that last year I have been part of a focus group that has been scoping and pressure testing the idea of an Oro Valley biotech incubator. It is through this process that I have become convinced that such a facility would be a catalyst for the growth of our industry in Arizona, yielding jobs and creating opportunity.

Please feel free to contact me:



Kenneth F. Wertman, PhD  
Vice President, Sanofi US