

## STARTING OR RELOCATING, COLORADO'S BIOSCIENCE RESOURCES ARE LONG, STRONG AND DEEP

By Jere Paulmeno



*Photo courtesy of NREL.*

**W**ith nearly 40 years of bioscience industry experience, Colorado has a robust infrastructure to support biomedical, pharmaceutical and medical device companies. Relocating and startup companies alike will find a full array of specialized business resources to help them navigate a complex, worldwide health care market.

Perhaps the first consideration is physical space. Colorado offers abundant, affordable land for facility sites. Technology parks such as Westmoor, Commerce Center Longmont, the Denver Bioscience Campus at Stapleton, and Fitzsimons Bioscience Park — adjacent to the University of Colorado Health Sciences Center, provide master-planned campuses with plenty of room to grow in proximity to established metropolitan areas.

Site-seeking companies can also call on Colorado real estate specialists, such as Staubach, and Westfield Development Company/Frederick Ross, that are experienced in the requirements of the bioscience industry.

**Entrepreneurs with an idea and a health care related mission can find startup incubators all along Colorado's Front Range.** These provide comprehensive physical and service environments aimed at nurturing new ventures. Several to note are the Colorado Springs Technology Incubator, Fitzsimons Bioscience Park, Fort Collins Business Technology Incubator, and Rose Biomedical Development Corporation, the Boulder Innovation Center, and various CTEK locations.

Bioscience businesses needing design and construction of specialized laboratory and production facilities have numerous local experts to call on. Specialized architectural firms include The Abo Group, LS Planning, RNL Design, Christopher Carvell Architects, and Maynard/David Partnership. Clean room and laboratory design services are available from firms such as bioBubble and ISEC Laboratory Services.

Among bioscience construction engineers, managers and contractors are Cator, Ruma and Associates, Haselden Construction, Lauth Property Group, LS Planning, M.A. Mortenson, Martin/Martin, VECO USA, and InterTech Planning and Design.

Venture capital is a crucial resource for the state's maturing bioscience industry. Local venture capital firms that invest in the life sciences include Aweida Capital Management, Boulder Ventures, Morgenthaler Ventures, Sequel Venture Partners, Tango, and Quest Capital Partners.

Developing bioscience businesses will also find specialized assistance from state government and educational institutions. For example, the State of Colorado provides state tax and business financing assistance. Business development, technology transfer and proof of concept programs are offered by the University of Colorado, Colorado State University, and National Jewish Medical and Research Center.





*Photo courtesy of the University of Colorado at Denver and Health Sciences Center.*

Once the facilities are in place, successful bioscience companies require support from a wide range of highly-skilled people. Over the years Colorado has attracted and grown an established network of businesses and industries that specialize in serving the bioscience sector.

Experienced legal counsel is well-represented in Colorado, from venture financing to securities law, intellectual property, food and drug, and medical device law. Firms with substantial international practices, such as Hogan & Hartson, have Denver and Boulder area offices. Other firms with specialized expertise include Cooley Godward, Dorsey & Whitney, Faegre & Benson, Fairfield and Woods, Holland & Hart, Holme Roberts & Owens, Merchant & Gould, Patton Boggs, Sheridan Ross, Snell & Wilmer, Swanson & Bratschun, and Townsend and Townsend and Crew.

Bioscience companies in Colorado can outsource critical services to a multitude of highly specialized service providers. Hardware and software R&D, prototyping, contract manufacturing, components manufacturing, clean rooms, drug discovery, computation, laboratory testing and certification, and environmental health and safety are all locally available.

Colorado bioscience companies have easy access to highly specialized regulatory consultants. For assistance on regulatory compliance and quality assurance, the list to consult includes Reglera, CBR International, Cericon, Medical Device Consultants, and M.W. Wenzel.

For accounting, financial and IT assistance, companies can turn to Pricewaterhouse Coopers, Ernst & Young, Tatum Partners and others. Colorado is also home to bioscience-experienced public relations, investor relations and marketing

communications specialists such as Absolutely Public Relations, Burns Marketing Communications, ISIS Public Relations, Sage Public Relations Group, and Griff/SMC Marketing Communications.

**Looking for good talent? With a youthful population and one of the nation's most highly educated workforces, only two other states have more scientists and engineers than Colorado.**

Augmenting the continual influx of educated young people is Colorado's university and community college system. The University of Colorado, Colorado State University, and the University of Denver offer a wide variety of important life science research programs. Community and private technical colleges provide trained workers in a number of relevant disciplines.

Notable among the state's research hospitals and institutes are the University of Colorado Hospital, the Eleanor Roosevelt Institute, National Jewish Medical and Research Center, The Children's Hospital and VA Medical Center. High-profile federal laboratories include the National Renewable Energy Laboratory, National Institute of Standards and Technology, National Oceanic and Atmospheric Administration and the Vector-Borne Disease Lab, of the Centers for Disease Control and Prevention.

Several specialist firms help bioscience companies mine Colorado's fertile human resources for scientists, engineers, managers and other technical staff. These include Kelly Scientific, Kforce Scientific, Volt Scientific Services, and On Assignment. Contract technical training and human resource administration services are provided by Biopharma Training Institute, Employer Services Group, Knowledge Forge, and others.

Bioscience thrives when partnerships provide services to fill critical needs. Colorado, long an attractive place to do business, is broad and deep in the unique resources bioscience and health care companies need to succeed in a fiercely competitive market. ♦



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