

# BioTech Oklahoma



Biotechnology  
Development Plan



# BioTech Oklahoma

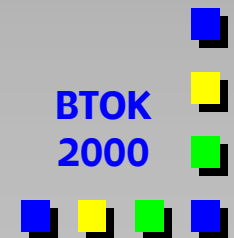
**The Problem**  
**Oklahoma Assets**  
**A State Model**  
**Strategies**

Biotechnology  
Development Plan



# Why Bio Technology?

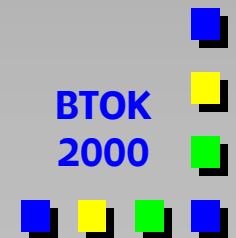
- Economic development
- Academic enrichment
- Leverage existing resources



**\$1 Billion**

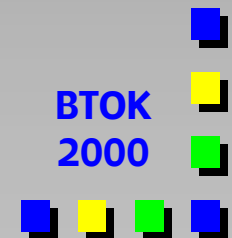
# The Goals

- **Double biomedical research by 2007** **\$300M**
- **Create a “destination” hospital system** **\$300M**
- **Create a science education infrastructure** **\$400M**



# The Benefits

- **Non-metro Oklahoma** number
- **State/municipal revenues** number
- **Employment creation** number
- **Revenue retention** number
  
- **Academic enrichment** priceless



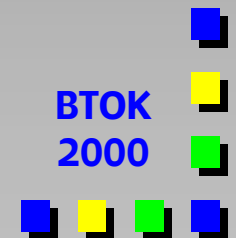
# The Problem

Competitiveness for National Institutes of Health Grants

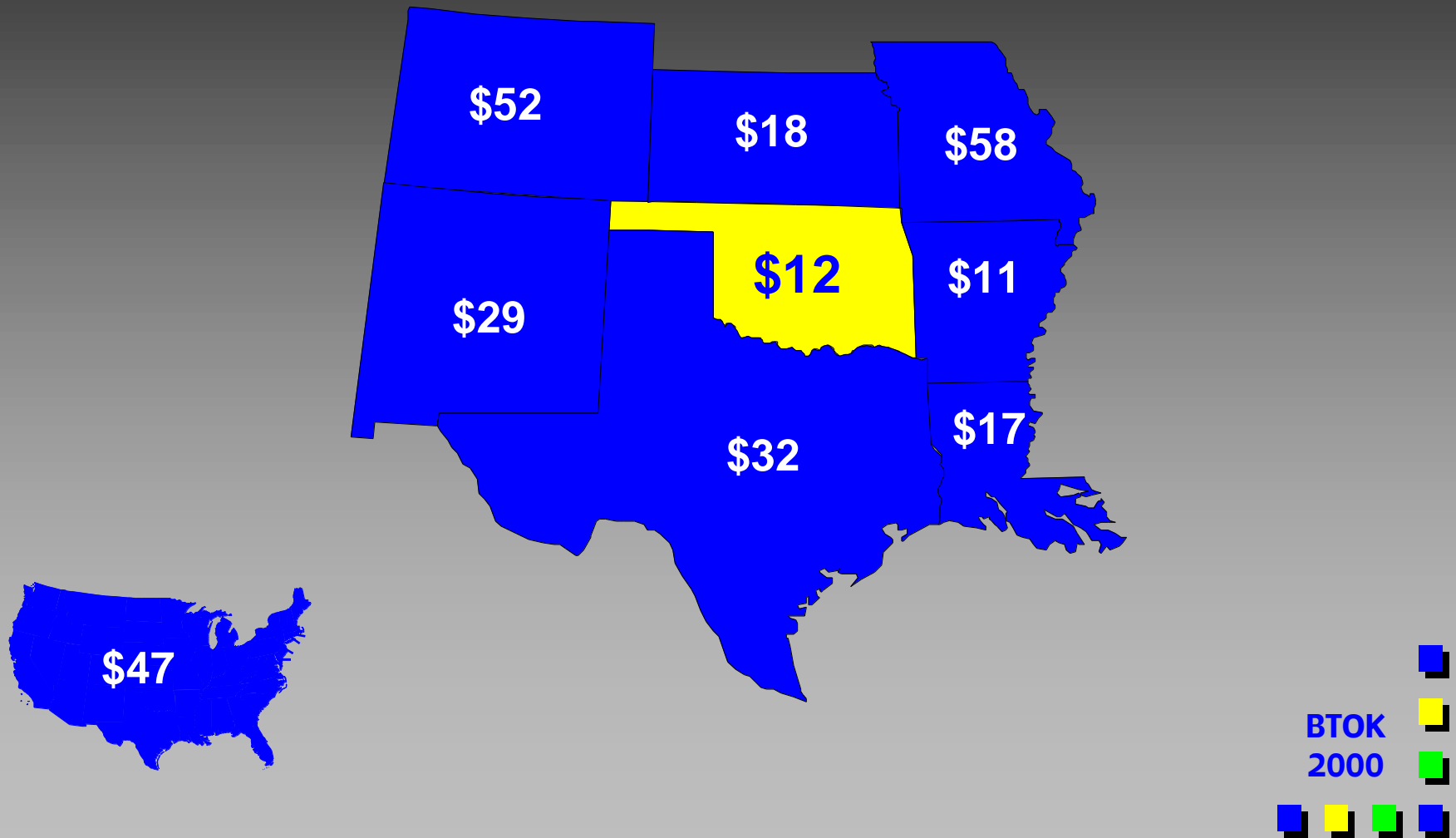
BTOK   
2000   
  
   

# Terms

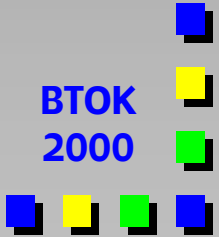
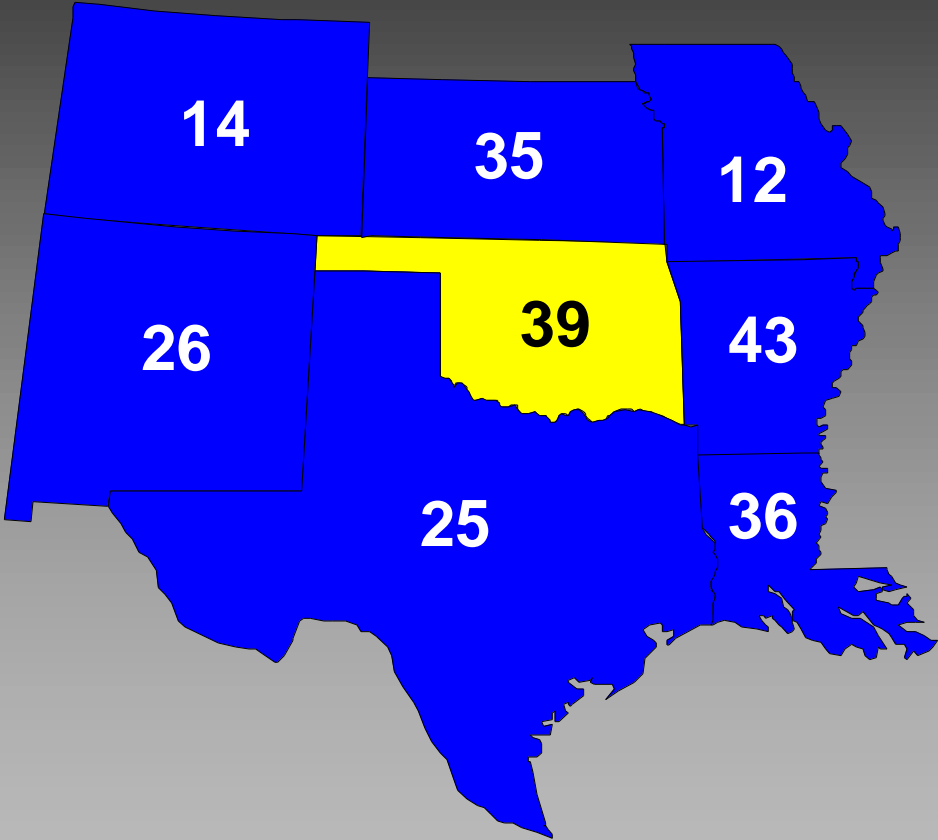
- **IDeA States (NIH)**  
Institutional Development Awards
- **EPSCoR States (NSF)**  
Experimental Program to Stimulate Competitive Research



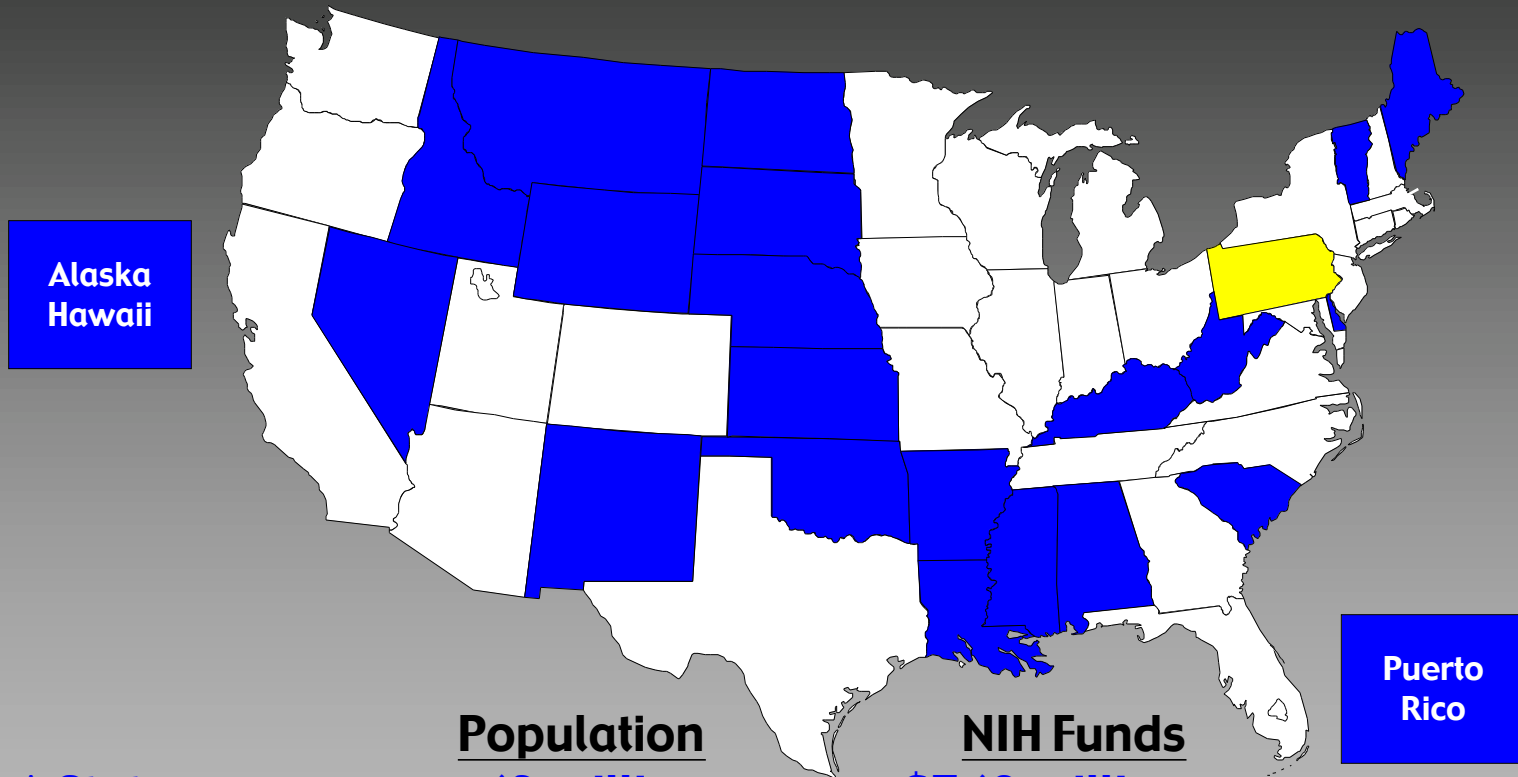
# NIH Funding Per Capita



# National Ranking



# IDeA States ... Pennsylvania



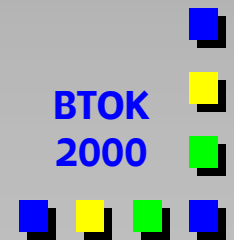
Alaska  
Hawaii

Puerto  
Rico

**IDeA States**  
**Pennsylvania**

Population  
**43 million**  
**12 million**

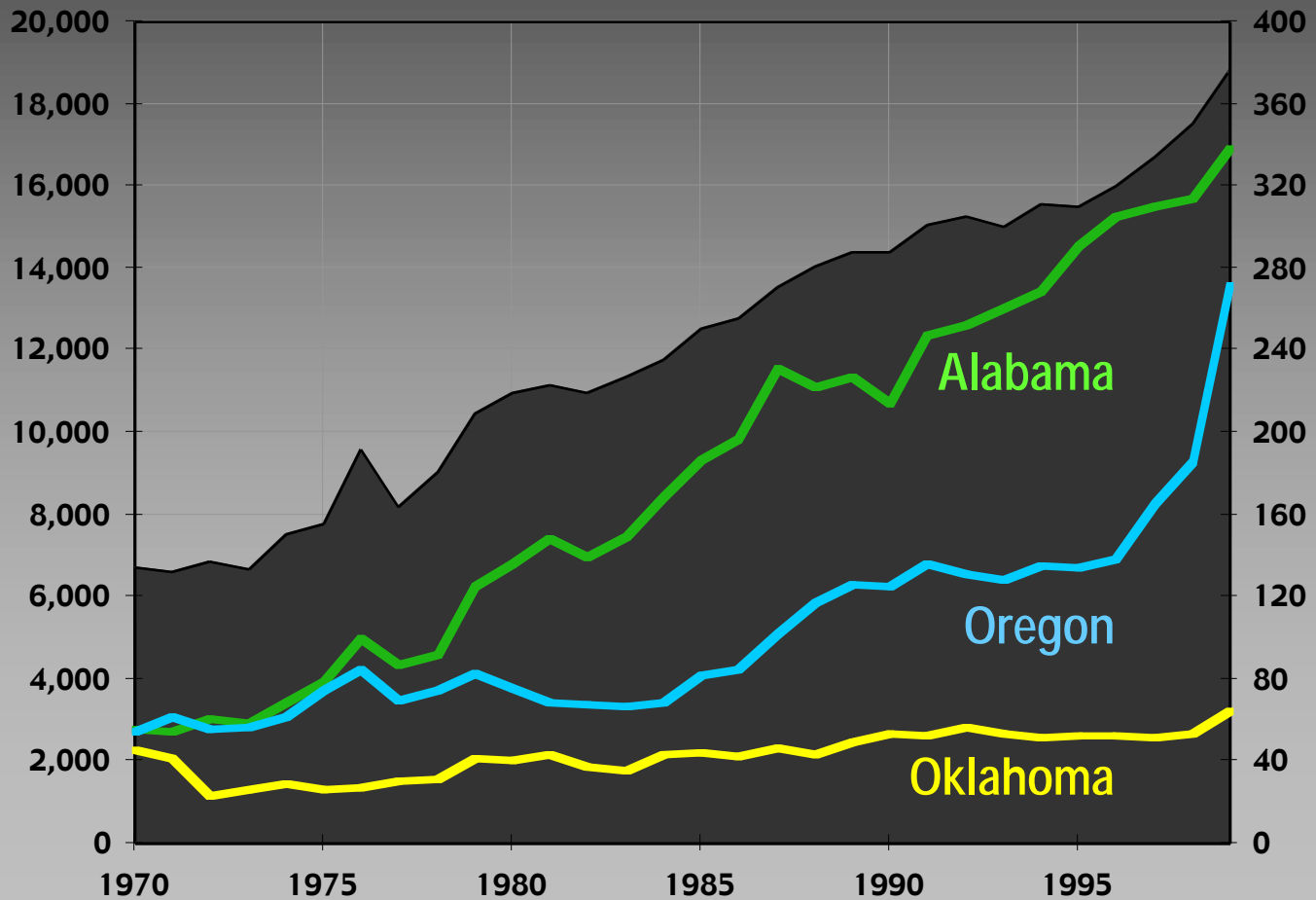
NIH Funds  
**\$740 million**  
**\$854 million**



# NIH Grants – Keeping Up?

National  
(area)

States  
(lines)



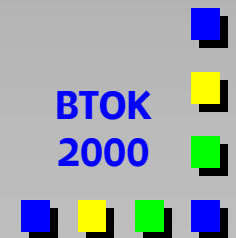
# Our Assets

Oklahoma Health Center/Universities/Foundations

BTOK   
2000   
  
   

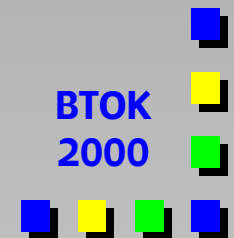
# Oklahoma Health Center

- 13,000+ employees
- \$75 million biomedical research
- Startup development sponsor



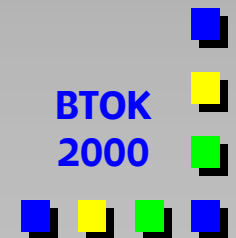
# Oklahoma Health Center

- Less out-of-state revenue
- Generate only \$2,500 of NIH income per employee
- Lagging on per capita NIH revenue



# Research Universities

- **University of Tulsa**
- **University of Oklahoma**
- **Oklahoma State University**

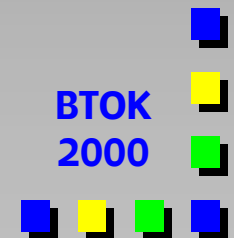


# Foundations

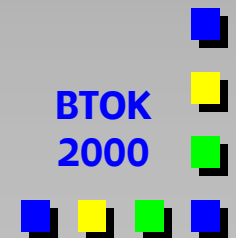
- Sam R. Noble Foundation
- W. K. Warren Foundation
- Presbyterian Health Foundation
- Oklahoma Medical Research Foundation

# 1999 Biomedical Summit

- Improved IDeA funding
- OHRP competition insured
- Increased media coverage
- Secured interest of elected officials
- Energized biomedical debate and discussion
- Stimulated cooperative university proposals



# 2000 Biomedical Summit



# A Model

State of Alabama

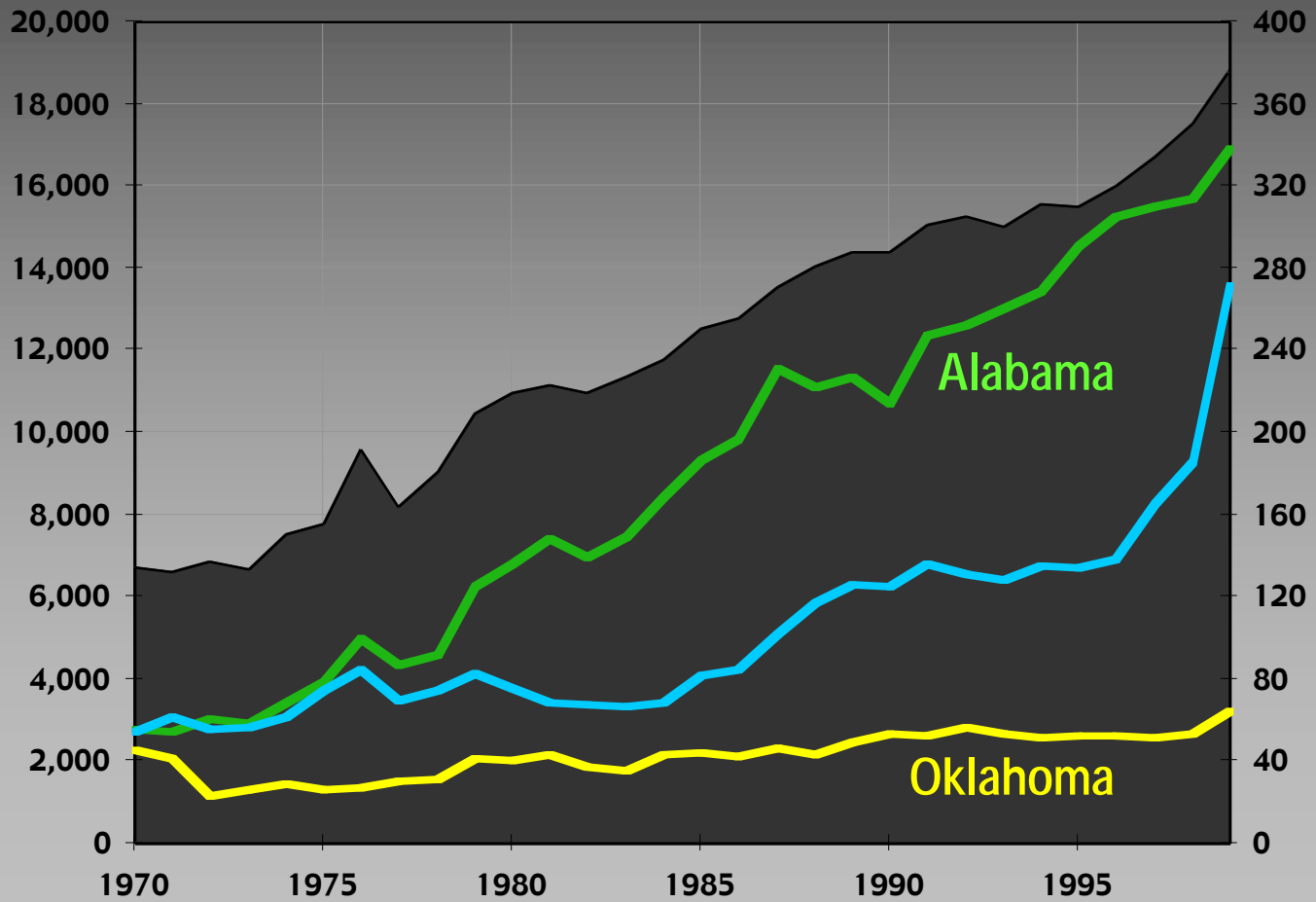
University of Alabama at Birmingham

BTOK   
2000   
  
   

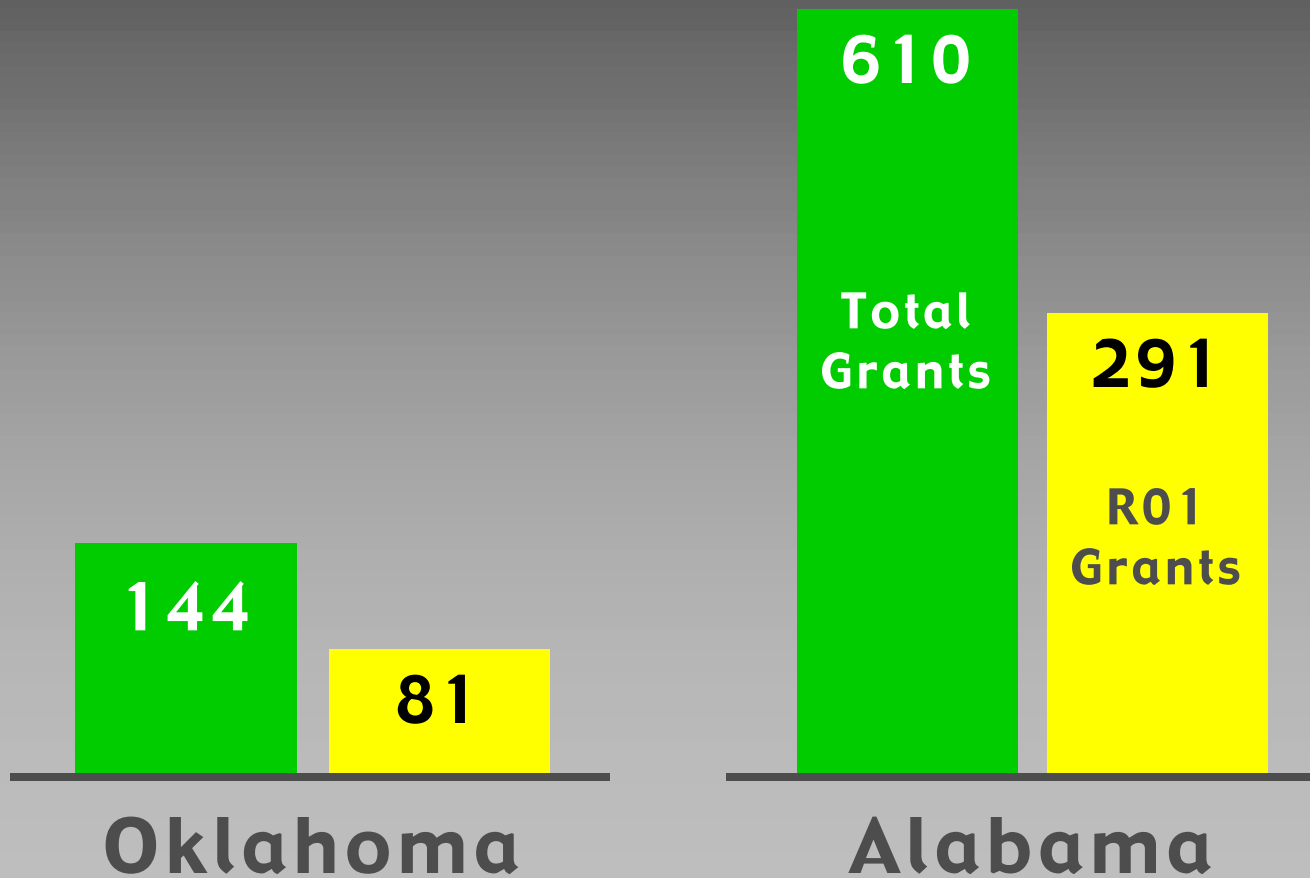
# Alabama

National  
(area)

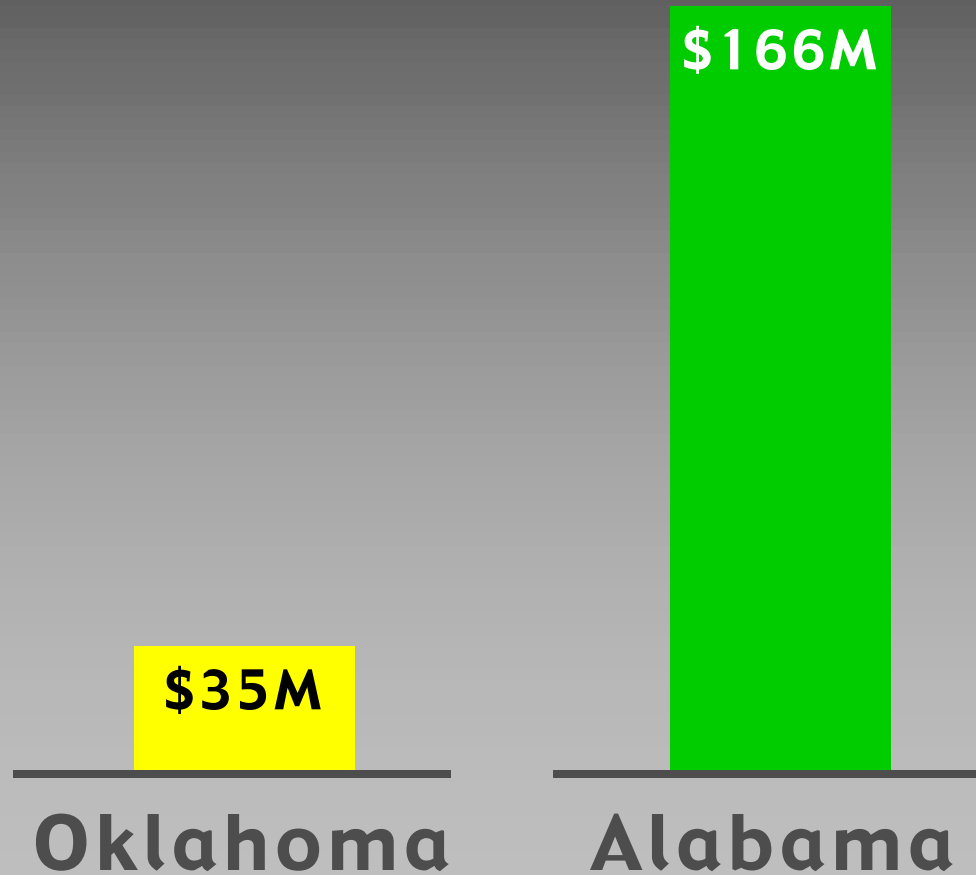
States  
(lines)



# 1998 NIH Grants



# 1998 NIH Funding



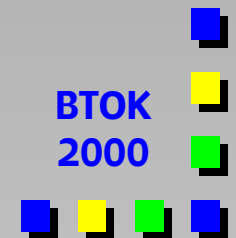
# Birmingham

- No state interference
- Leadership continuity
- Royalties re-invested
- Research space provided
- Practice income for recruitment

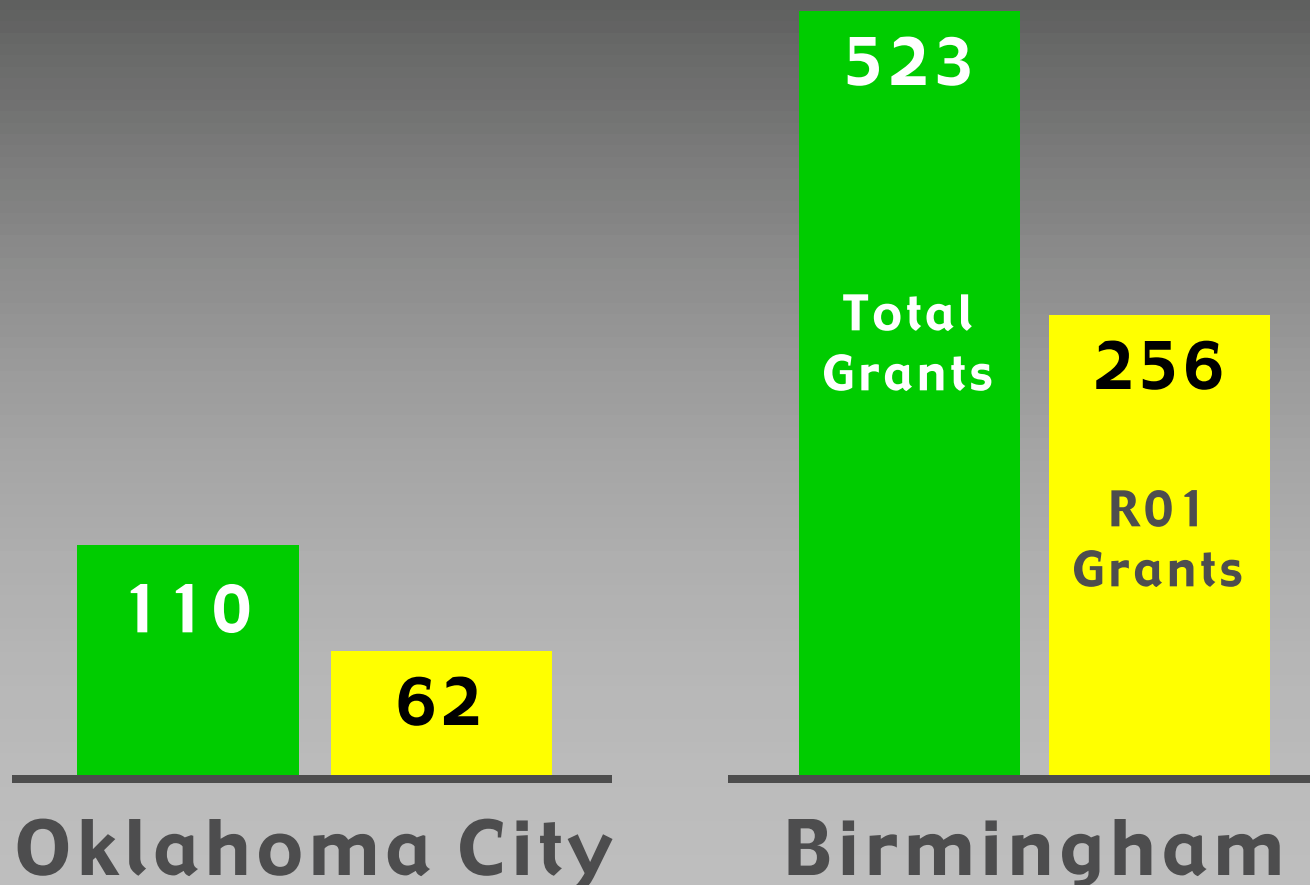


# Birmingham

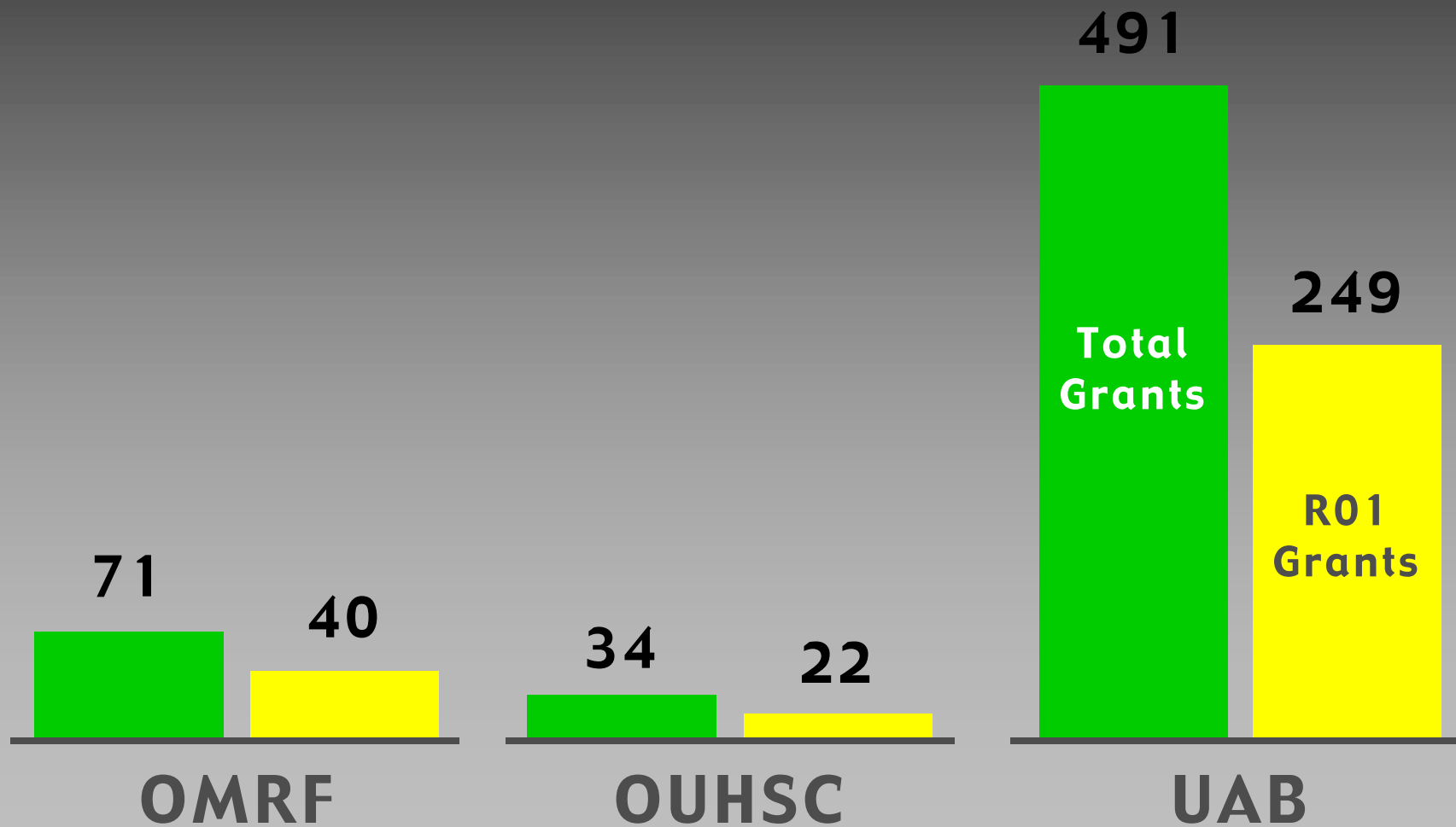
- Centers of Excellence
- Integration
- Focus
- Goals ... A Top Ten State



# 1998 NIH Grants



# 1998 NIH Grants



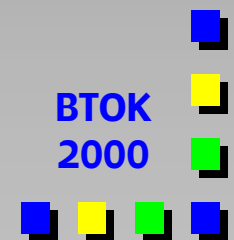
# Strategies

Statewide Cooperation and Collaboration

BTOK   
2000   
  
   

# Seven Strategies

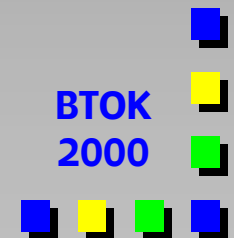
- Public Support
- Statewide Focus
- Leadership
- Infrastructure
- Civic
- Growth
- Financial



Strategy

# Public Support

- KEY resource
- All strategies dependent upon public support
- Need a champion w/clout and public profile
  - Sell research benefits to legislature
  - Marshal fund-raising efforts

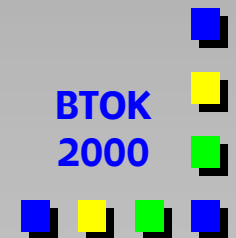


## Strategy

# Statewide Focus

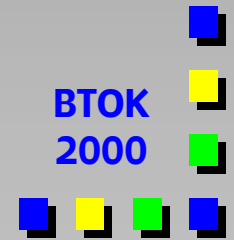
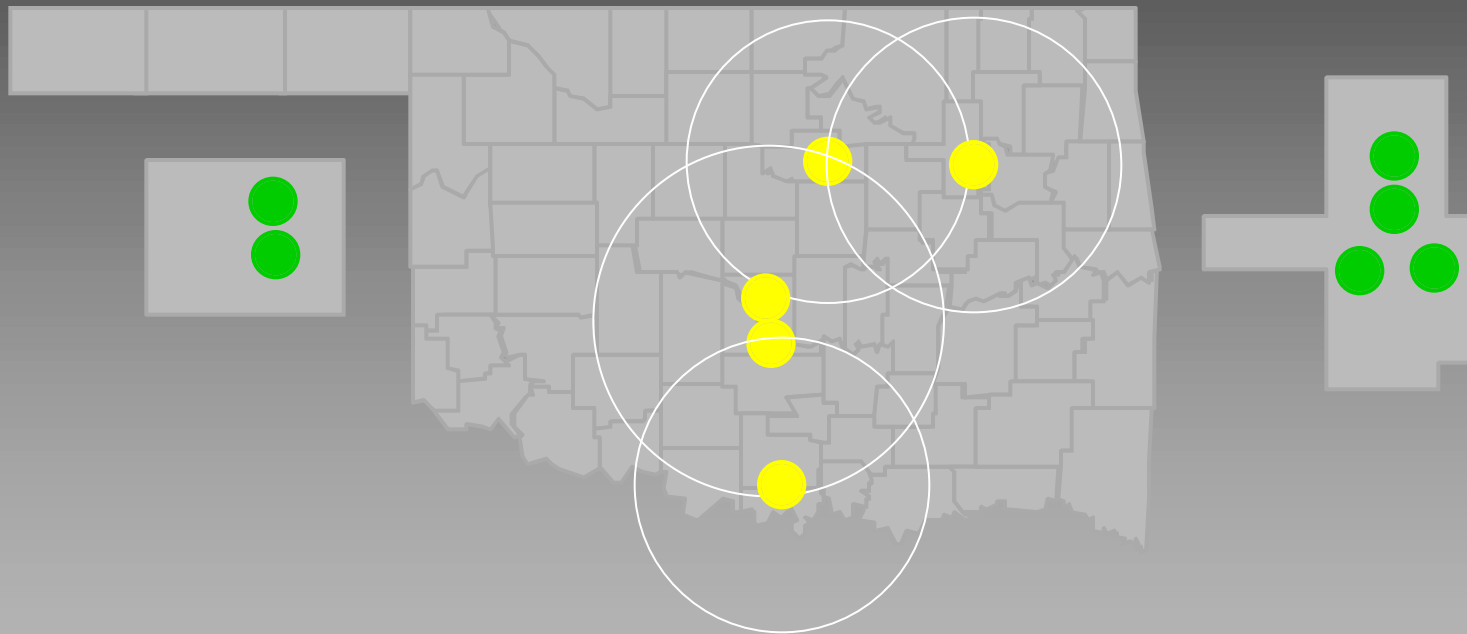
- North East
- North Central
- South & Southwest
- Central

Tulsa  
Stillwater  
Ardmore  
OKC Metro



Strategy

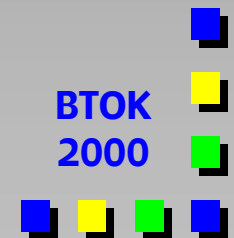
# Statewide Focus



Strategy

# Leadership

- **Overarching vision for the state**
- **Integrate efforts at individual institutions**
- **Necessary .. But not sufficient**

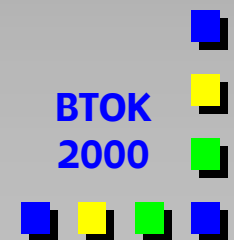


Strategy

# Infrastructure

## Expand “Center” Concept

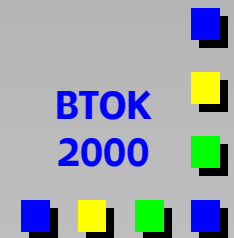
- Cancer Center
- Heart Disease Center
- Others



# Strategy

# Civic

- **New strategic plans**
- **Congressional delegation**
- **Formalize a Biotech Council**
- **Promote Oklahoma Health Center**
- **Enhance C-OK business commitment to OHC**



Strategy

# Growth

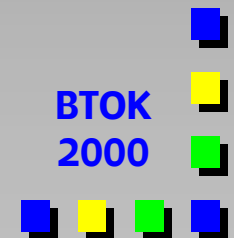
■ Immunology	\$30M
■ Cancer	\$40M
■ Cardiovascular	\$10M
■ Genetics	\$20M



# Strategy

# Civic

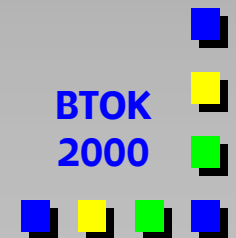
- **New strategic plans**
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## Strategy

# Financial

- Statewide Bond Issue \$
- OMRF Capital Campaign \$
- State Regents for Higher Ed \$
- State Legislature
  - OCAST \$
  - Other \$



# A Possibility ...

- Increase researchers by ... 100%
- Increase research dollars by ... 200%

