



City Center | Richmond, VA



November 29th, 2022

Agenda

10 am Orientation

10:15 am Tours

12:00 pm Presentations and Q&A

- Welcome Remarks
- VA Bio+Tech Park, Activation Capital Presentation
- RFI Overview Presentation

Tour Rules

1. Be aware of your surroundings at all times
2. Must wear thick sole, closed toe boots
3. Bring a flashlight / headlamp
4. Wear weather appropriate clothing
5. Stay with your group
6. Save your questions for the large group Q&A

Tour Groups

Group 1

- Hanbury
- Enterprise Community Development
- Clark Construction
- Richmond BizSense
- Beyer Blinder Belle Architects and Planners
- Capstone Development
- Cooper Cary Architects

Group 2

- Marvel
- Hourigan
- 510 Architects
- Simpson Gumpertz and Heger
- Lynch Mykins Structural Engineering

Group 3

- Baskervill
- Sustainable Design Consulting
- Barton Malow Builders
- VHB
- Stantec
- Callison RTKL

Group 4

- Clancy&Theys
- TD Harris Hauling
- Tyler's Commercial Builders
- Dewberry
- LF Jennings
- Capital Square
- MBT Development

Group 5

- Eller Group
- Elite Management Group
- The M Companies
- Froehling&Robertson
- Dunbar
- Renascent
- Gold Jacket
- Fall Line Architects

Group 6

- WM Jordan Company
- Kahler Slater
- Christopher Consultants
- Hickok Cole
- Lincoln Property Company



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Welcome Remarks

- **Leonard Sledge**, Executive Director, City of Richmond Economic Development Authority
- **Brandon Hinton**, Finance Committee Chair, Greater Richmond Convention Center Authority

Presentation

- **Chandra Briggman**, President and CEO, Activation Capital

Life Sciences Row @ Virginia Bio+Tech Park

Anchored in Richmond's Planned Innovation District



CONCEPTUAL



MISSION-DRIVEN

We are a **public enterprise**, and our **mission** is to grow life sciences and other advanced technology innovation by catalyzing scientific research, commercialization, business formation, and ecosystem development that attracts and creates 21st-century jobs and companies. We fund our mission through our commercial real estate **business**.

VISION:

Cultivate and **sustain a pipeline** of globally impactful tech entrepreneurs.

MISSION:

Grow Virginia's **community of advanced tech entrepreneurs** and empower them to solve the world's toughest problems.

VALUE:

◊ Collaboration ◊ Impact
◊ Agility ◊ Inclusion ◊ Entrepreneurial Thinking ◊ Future-Focus

ORGANIZATIONAL HISTORY

1992

Virginia Act creates the Virginia Biotechnology Research Partnership **Authority** as a political subdivision with the power to plan, develop, construct and equip projects and issue bonds for qualifying projects.

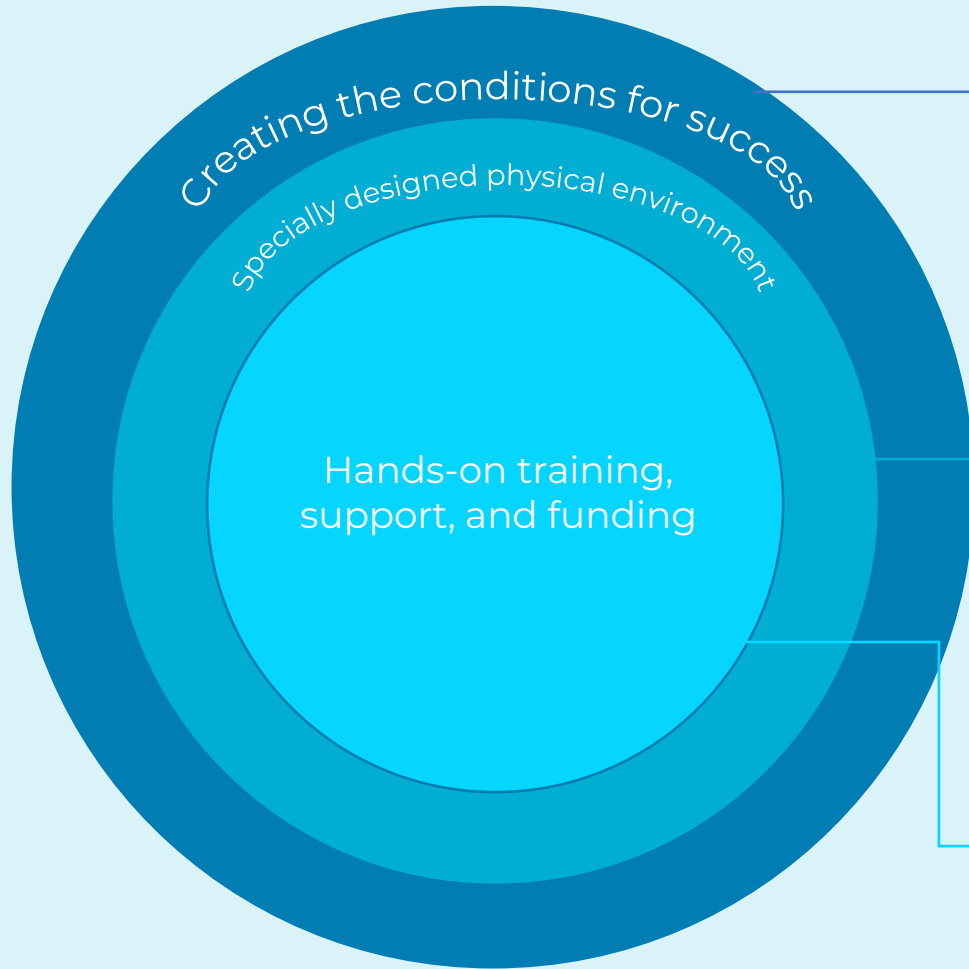
1993

The Corporation, a private Virginia **501c3 non-profit**, was created to complement the purposes of the Authority. The Corporation's activities include administering, managing, and marketing the Research Park and the ecosystem.

1994

The City of Richmond, Commonwealth, and VCU participated in establishing a research park under the name "The Virginia Bio+Tech Research Park - a technology center dedicated to **fostering the development of Virginia's biosciences industry** through technology transfer, new business formation, expansion of existing businesses, and business attraction.

ENTREPRENEURSHIP & INNOVATION CATALYST



ECOSYSTEM

- ✓ Pharma Cluster Accelerator
- Alliance for Building Better Medicine

SPACE MAKING

- ✓ VA Bio+Tech Park Expansion

ENTREPRENEUR DEVELOPMENT

- Pipeline development supporting capacity-building, commercialization, and training

BIO+TECH PARK HISTORY

1995

The **Biotech Center** with labs, offices, conference space, and business resource/support facilities to assist new companies in testing the viability of their ideas.

Biotech 1 - 100K sf. multi-tenant building for private labs & offices for established companies and research institutes

Biotech 2 - 135K sf. specialized lab, office, and training facility built for the Virginia Department of Forensic Science & Office of the Chief Medical Examiner.

Biotech 6 - 191K sf. home to the Virginia Division of Consolidated Laboratory Services (DCLS) and the Virginia Department of Agriculture and Consumer Services.

Biotech 7 – 80K sf. the national HQ for the United Network for Organ Sharing (UNOS).

Biotech 8 - 288K sf. multi-tenant space owned by Ventas.

Biotech 9 - 450K sf. Single-tenant building and home to Altria Center for Research & Technology

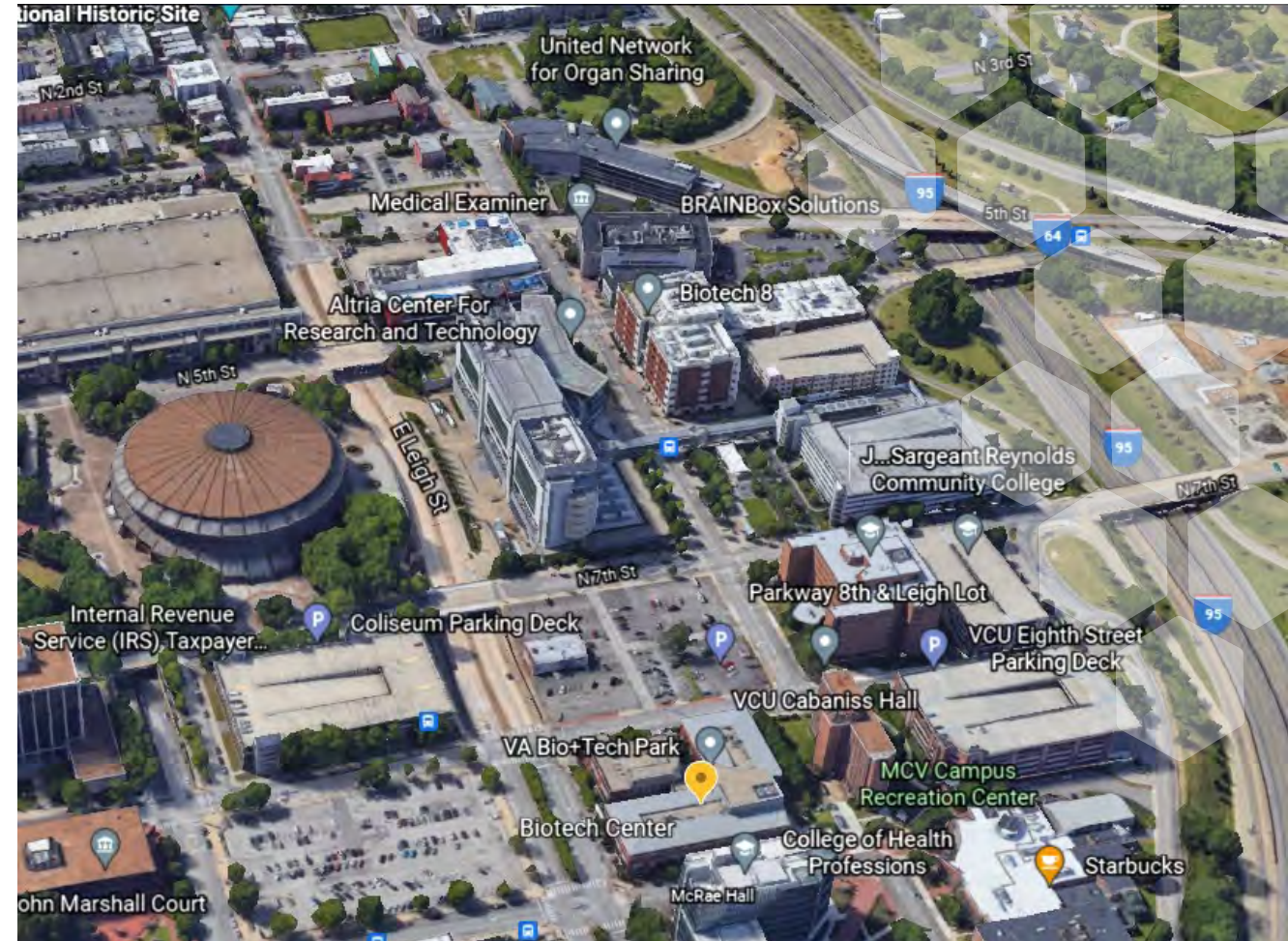
2023

Innovation Center - coming soon

LEGACY IN CATALYZING AN INNOVATION HUB

The Bio+Tech Park is Highly Recognized, Vibrant Life Science Hub in the Commonwealth at an Inflection Point.

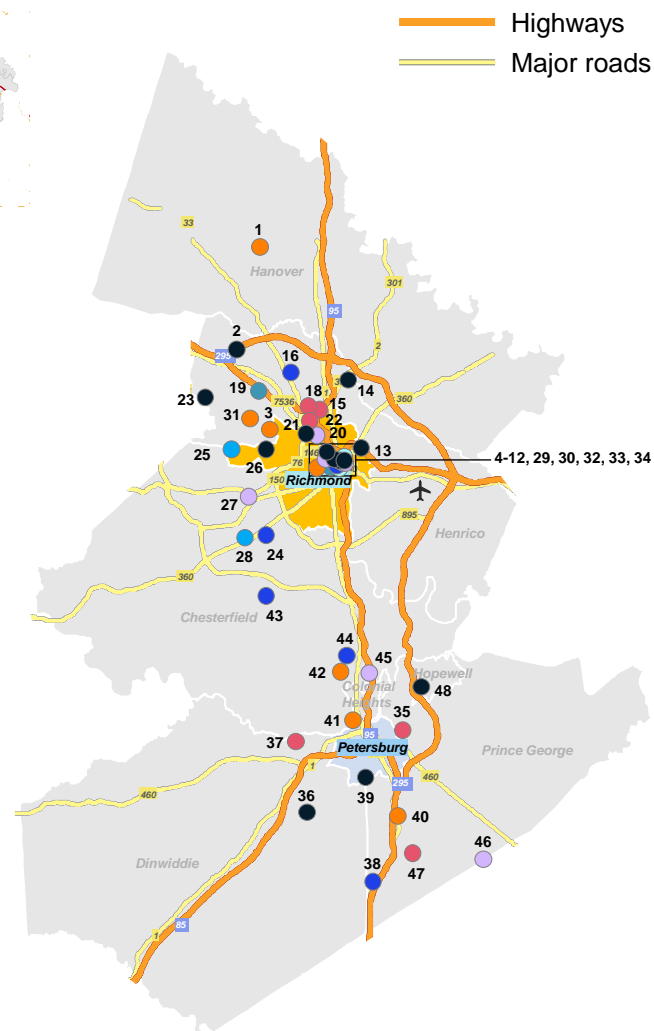
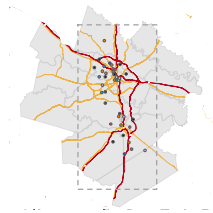
- 29 years of sustained vision, investment and collaboration between Park, state, city, and VCU.
- 34 acres, 1.2M sf of office and lab space.
- Home to more than 2,000 employees, 70+ companies & labs – the nexus of life science R&D, industry, innovation and entrepreneurship.



GROWTH DRIVERS

DIVERSE ASSETS IN RESILIENT LIFE SCIENCES+ SECTOR

These jobs pay 87% higher than US median; 15% more than median earnings in the Region.



— Highways
— Major roads

● Educational Institutions

1. Randolph Macon College
3. University of Richmond
12. VCU: Engineering, Medicine, Pharmacy Colleges
12. Virginia Union University
31. J. Sargeant Reynolds Community College
40. Richard Bland College of William & Mary
41. Virginia State University: Engineering (HBCU)
42. John Tyler Community College

● Research

8. Virginia Bio+Technology Research Park
8. VA Division of Consolidated Lab Services
11. VCU Institute for Engineering and Medicine
21. PPD Laboratories (CRO)
27. Commonwealth Biotechnologies (R&D)
33. Bioanalytical Laboratory, VCU Pharmacy
33. Medicines for All Institute (M4ALL)
33. VCU Pharma. Engineering & Sciences Ctr
45. Commonwealth Center for Advanced Logistics Systems (CCALS)
46. Commonwealth Center for Advanced Manufacturing (CCAM)

● Applied Research/Commercialization

5. GO Virginia
7. VA Bioscience Health Research Corporation
10. Virginia Innovation Partnership Authority (VIPA)
- Center for Innovative Technologies (CIT)
10. Riverflow Growth Fund (Health)
30. Center for Rational Catalyst Synthesis
34. Health Innovation Consortium (Health)
34. VCU Research / Innovation Gateway

● Industry / Entrepreneurial

2. Virginia Hospital and Healthcare Association
4. OWIT Central Virginia
7. Activation Capital's BioTech Center
7. Phlow Corporation
7. Strategic Active Pharmaceutical Ingredient Reserve (SAPIR)
7. US Pharmacopeia
7. Owens Minor
7. Children's Hospital Coalition: by Phlow
7. Hourigan Construction
7. Virginia Bio / Women in Bio/ Bio Connect
7. VA Bioscience Health Research Consortium
7. Institute for Supply Management
7. Richmond Chamber of Commerce
13. Richmond Technology Council
14. Virginia Manufacturers Association
20. Gilbane Construction
23. McKesson
26. Healthcare Compliance Packaging Council
29. Commonwealth Center for Cloud Computing
36. Civica Rx
39. AMPAC Fine Chemicals
48. Hopewell Manufacturers Association
48. Hopewell Prince George Chamber

● Workforce Training

15. The Manufacturing Skills Institute
18. Community College Workforce Alliance
22. WorkforceCoalitionRVA
35. Fort Lee -Veteran's Transition Assistance
37. Crater Regional Workforce Development
47. Advanced Mfg Apprentice Academy Center

● State/Local Government

5. Office of the Governor
5. Virginia House of Delegates
5. Virginia State Senate
5. City of Richmond
44. City of Petersburg
44. Greater Petersburg Localities
5. Greater Richmond Localities

● Civic / Military

5. GO Virginia (Region 4)
5. Greater Richmond Partnership (GRP)
5. Office of Community Wealth Building
5. Virginia Economic Development Partnership
16. Henrico County EDO
24. Richmond Planning District Commission
35. Fort Lee: Logistics, Transportation,
38. Crater Planning District Commission
43. Chesterfield County EDO
44. Virginia's Gateway Region (VGR)

● Specialized Business Services

9. Hunton Andrews Kurth (Life Sciences)
9. McGuireWoods (Life Sciences)
9. Vinson & Elkins (Life Sciences)
9. Williams Mullens (Life Sciences)
19. Nixon Gwilt Law (Life Sciences)

● Equity

6. Asian American Chamber of Commerce
7. The Center for Rural Virginia
6. Carolinas-Virginia Minority Supplier Development Council
6. Metropolitan Business League
6. Minority Business Development Office
25. Hispanic Chamber of Commerce
28. Healthcare Supplier Diversity Alliance

REGIONAL CORRIDOR FOR PHARMA INNOVATION

Activation Capital Helping Drive Development of “Innovation Hub” for Cluster

Research & Innovation Hub

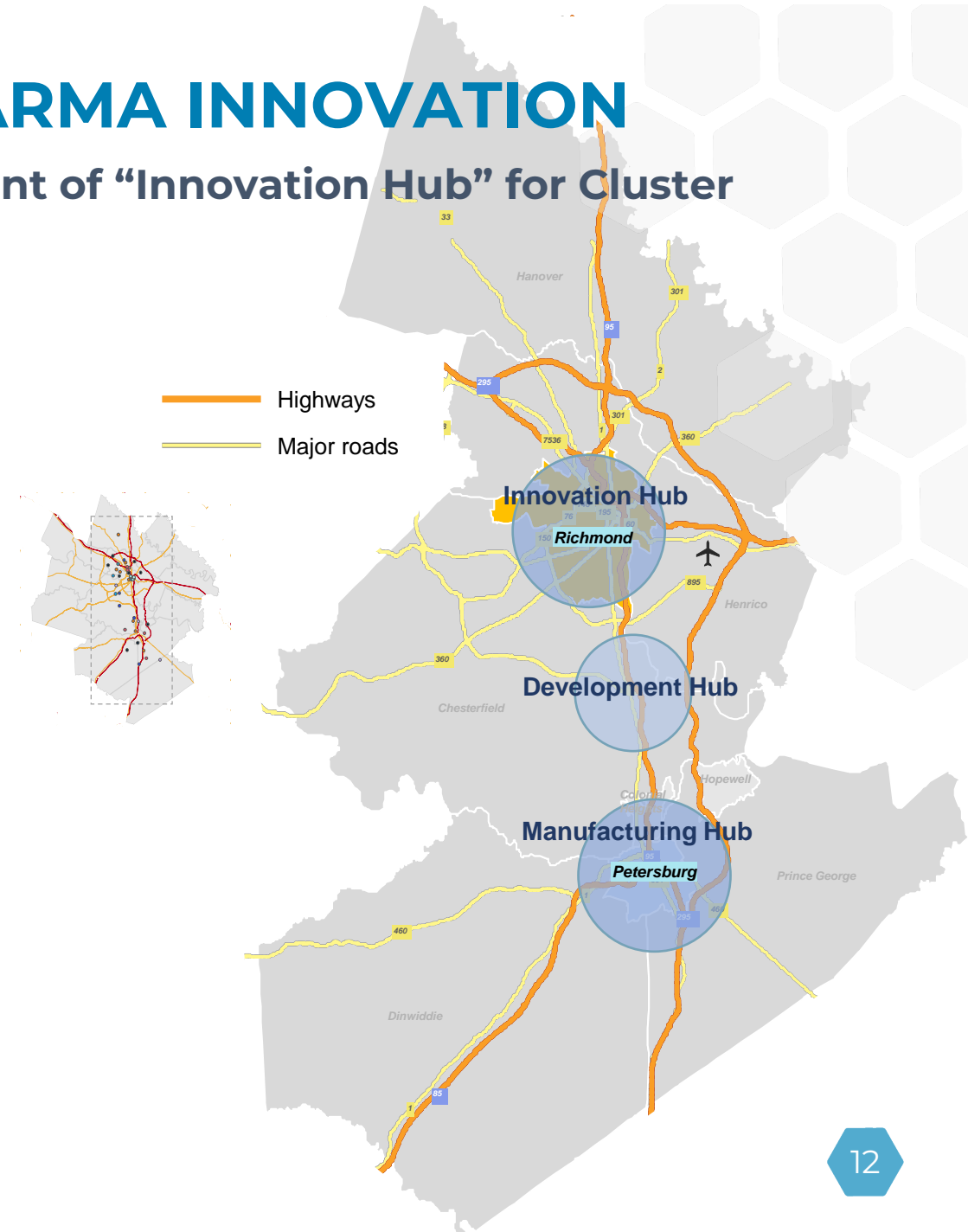
Expanded 34-acre life sciences & health community linking industry, VCU Research, VCU Health, key university disciplines, etc. in amenities rich development fueling multiple innovation streams & attracting talent.

Development Hub

Planned campus with first-of-its-kind development center for piloting/scaling lab discoveries to accelerate commercialization. Designed to spur collaboration, invention, and investment in advanced pharmaceutical manufacturing.

Manufacturing Hub

Planned advanced manufacturing campus set on 200 acres to create a U.S. pipeline for medicines and pharmaceutical ingredients.



GROWING VCU PIPELINE OF SPONSORED RESEARCH

Totaling \$400M with 70% life sciences inventions – solid base to build a resilient ecosystem.

- **VCU ranks 58th in R&D expenditures among public institutions**
- **Over the last 10 years:**
 - 1200 inventions disclosed
 - 1500 patents filed + 160 patents issued
 - \$24 million in licensing revenue
 - 45 products brought to market
 - 55 startups formed to commercialize inventions
 - \$64 million in funding to VCU startups
- **Most active departments at VCU:**
 - Medicinal Chemistry (14)
 - Chemistry (12)
 - Electrical and Computer Engineering (12)
 - Computer Science (12)
 - Chemical and Life Science Engineering (12)
 - Mechanical and Nuclear Engineering (10)
 - Internal Medicine (9)
 - Surgery (8)
 - Microbiology and Immunology (7)
 - Human and Molecular Genetics (7)
 - Biomedical Engineering (6)
 - Biochemistry (5) & Physiology (5)

Research-related Institutes and Centers (RICs)

- Wright Center for Clinical and Translational Research (CCTR)
- Center for Rehabilitation Sciences and Engineering (CERSE)
- Center for the Study of Biological Complexity
- Center on Society and Health
- Institute for Engineering and Medicine (IEM)
- Institute for Structural Biology, Drug Discovery and Development (ISBDDD)
- Institute for Women's Health (IWH)
- Institute of Molecular Medicine (VIMM)
- Johnson Center for Critical Care and Pulmonary Research
- Parkinson's and Movement Disorders Center
- Pauley Heart Center's
- Philips Institute for Oral Health Research
- VCU Center on Health Disparities
- VCU Massey Cancer Center
- Virginia Institute for Psychiatric and Behavioral Genetics
- Weil Institute of Emergency & Critical Care Research
- Harold F. Young Neurosurgical Center
- Center for Biobehavioral Clinical Research
- Center for Biomarker Research and Precision Medicine
- Center for Molecular Imaging
- College Behavioral and Emotional Health Institute

AC RESTRUCTURED TO ADDRESS “DEEP TECH” GAP

MISSION

Entrepreneur Development
Space - Incubation- Funding

Ecosystem Development
Education - Asset Building - Cluster Building

ENTREPRISE

Space Making

BIO+TECH PARK LIMITED LAB & COLLAB SPACE

Master Planned Life Sciences & Health Innovation Row



- 34-acre, 1.2M sq. ft Bio+Tech Park to be expanded by 318K sq. ft of new life sciences space.
- Master planned as epicenter of research, and life sciences & health innovation – where VCU life sciences meet, host and work with industry.
- Corridor anchored by a “Life Sciences Innovation Center”.
- Situated in the City of Richmond’s Innovation District - designed as an attractive live, learn, work & play community.



- **Phase 1** - 102K sq. ft Innovation Center offering lab and office space, and housing an ecosystem of companies (from start-ups to university innovation to larger enterprises).
- **Phase 2** – 122K sq. ft of additional life sciences-ready office and lab space for mid-size and larger enterprises.



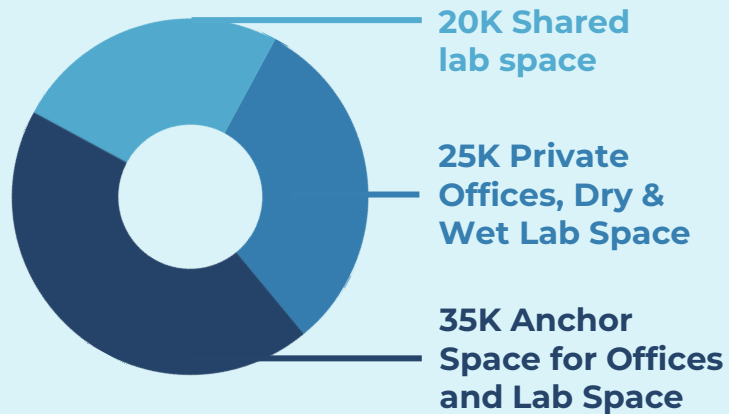
- **Phase 3** – 96K sq. ft office and lab space

FIRST PLANNED PROJECT

Innovation Center Will Host
an Ecosystem of Innovation in
One Building.

102K
Gross area

Potential Tenant Mix



Innovation Center is one of potentially three buildings planned for reinvigorating the Park with 318K sq. ft of new space.

Amenity Rich Environment Networking Community “Upskilling” Opportunities

INNOVATION
CENTER

CONCEPTUAL

PRINCIPLES AT PLAY IN REGIONAL ECONOMIC GROWTH

Industry clusters ... Regional economies grow and decline based on their ability to **specialize in high-value industries** - clustering of companies helps industries form, grow and strengthen regional economies.

Collaboration ... scaling clusters and meeting multi-dimensional challenges (e.g., talent pipeline, business expansion, transportation, housing, etc.) requires **multi-jurisdictional partnerships**.

Ecosystem development ... **home-growing business creation** - is just as important as economic development's attraction strategies.

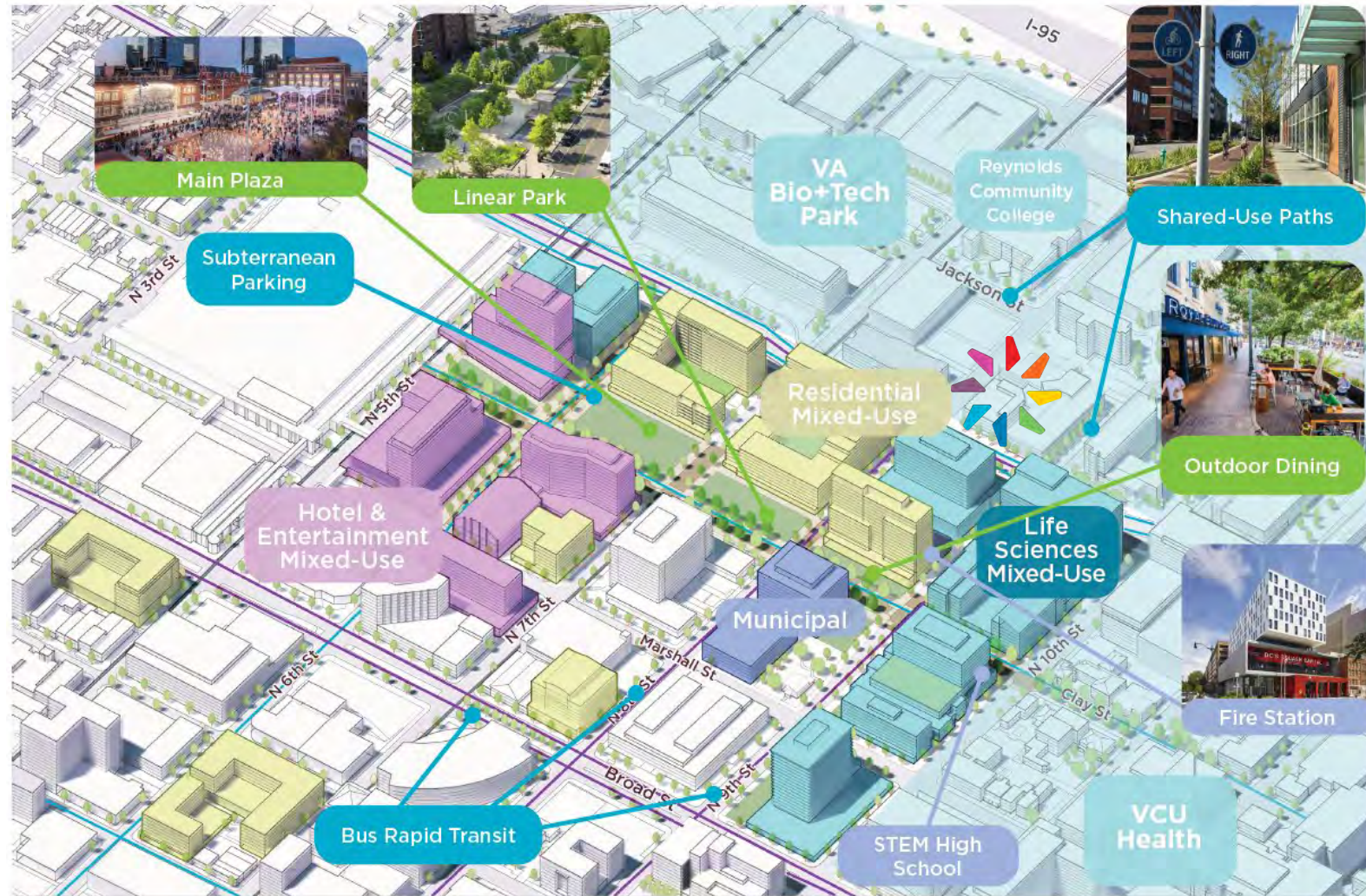
Proximity proximity proximity – the rate of innovation and business formation increases with the proximity of university research, startups, and companies at the city level with lifestyle amenities – magnet for companies and talent.

RICHMOND INNOVATION DISTRICT

The city of Richmond is in advanced planning for an Innovation District with “live, learn, work, and play”.

AC has a role to play in **demand generation** (entrepreneurship initiatives) and **supply-side development** (Park expansion).

A partnership between City, Commerce & Trade, and VCU helped create the Park. New opportunity to partner to realize the vision for the Innovation District.



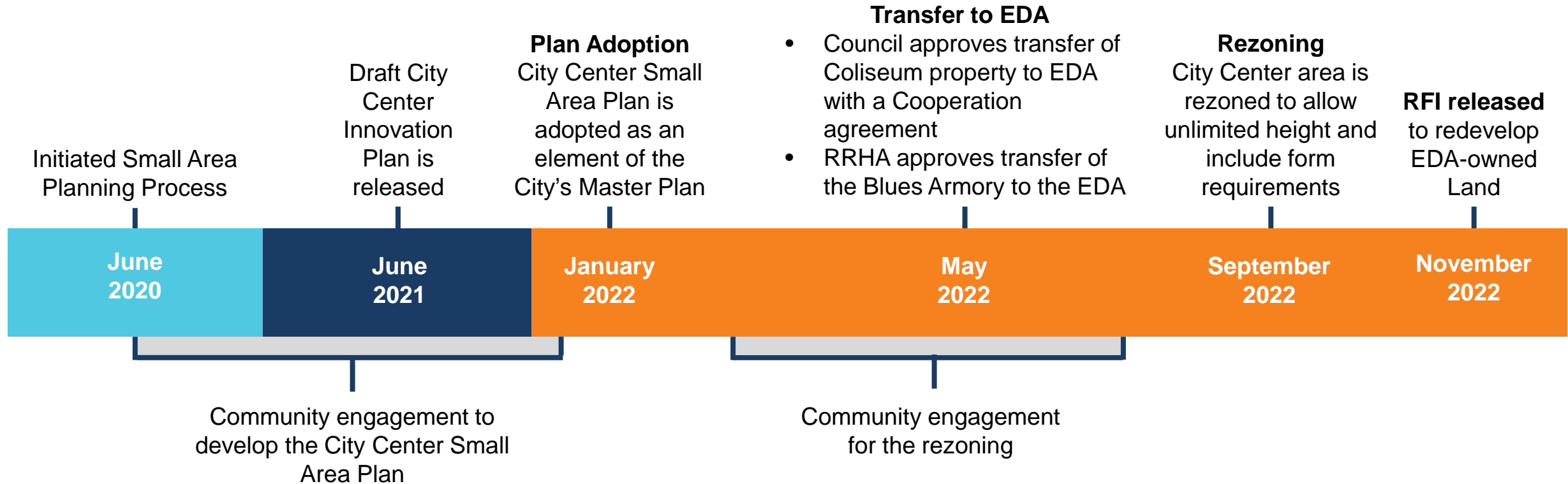


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Milestones



Small Area Plan

The vision for City Center is to redevelop the area to become a mixed-use, mixed-income **urban innovation district** destination anchored by a headquarter hotel supporting the Greater Richmond Convention Center along with commercial, educational, and residential development to create a dynamic downtown.

Guiding principles:

- Making City Center a High-Quality Place
- Connecting with Safe & Equitable Transportation
- Diversifying City Center's Economy
- Creating Inclusive Housing Options
- Stimulating a Thriving Environment

City Center Innovation District

SMALL AREA PLAN



Richmond, VA | November 2021



All the pieces are in place

Right Place

- VCU, VA Bio+Tech Park, Reynolds Community College
- Adjacent to several strong and growing neighborhoods
- \$3.6 billion in investment in 75+ projects
- Expanding multi-modal options - Fall Line Trail, BRT

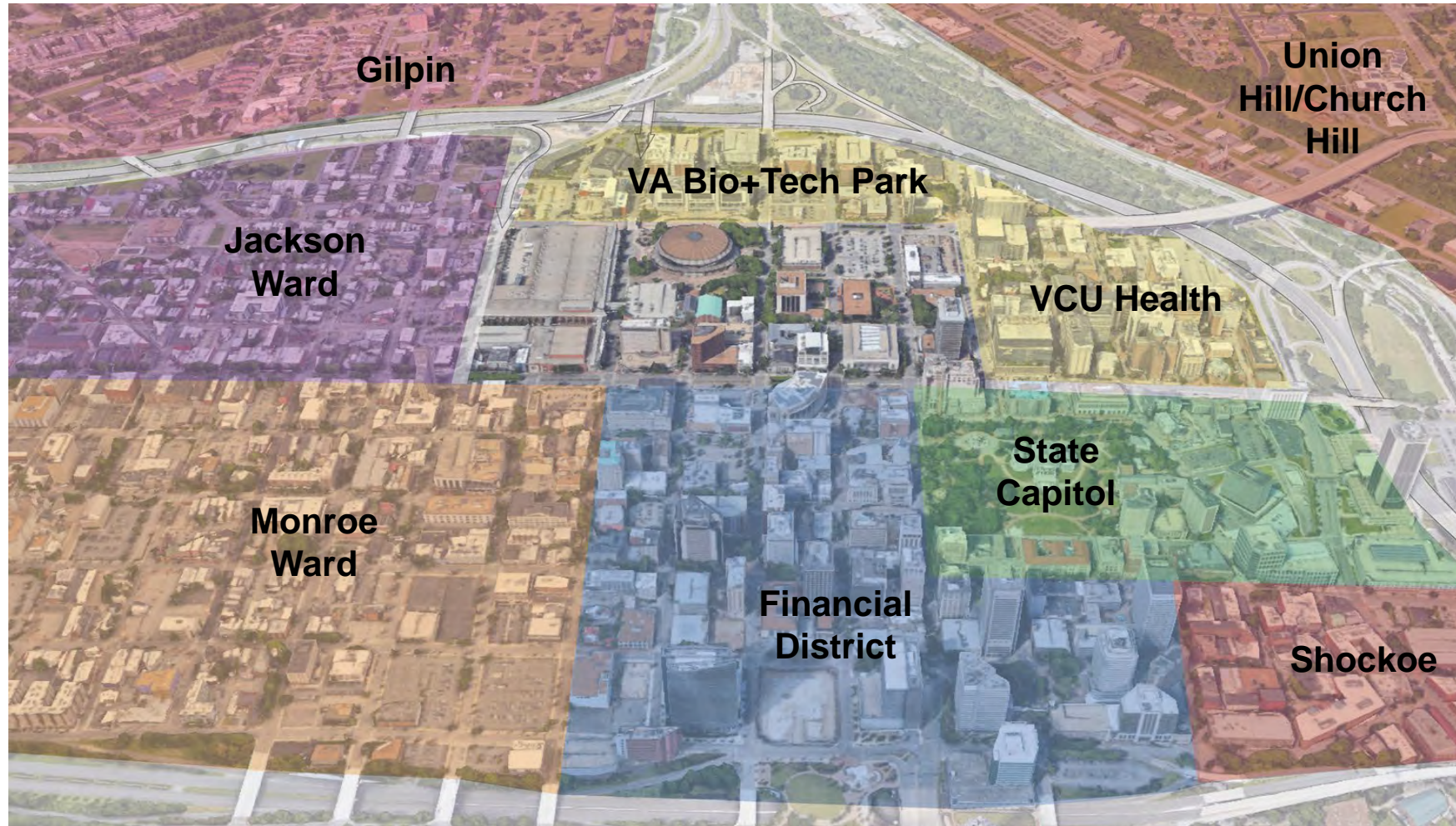


Right Time

- Over 175 years in the making
- Nearly 26 acres of publicly owned land
- Land transferred to the Richmond EDA
- U.S. EDA grant recipient




Adjoining Neighborhoods



Request for Interest (RFI)

Issued: Thursday, November 3, 2022

Submission due:
Tuesday, December 20, 2022
between 10 A.M. and 2:00 P.M. ET






CITY CENTER
Richmond, VA

This is a prime redevelopment opportunity in the heart of Richmond's life sciences innovation and tourism district.

Issuance date: Thursday, November 3, 2022
City Center site visit date: Tuesday, November 29, 2022, at 10:00 A.M. ET
Submission due: Tuesday, December 20, 2022, between 10:00 A.M. ET and 2:00 P.M. ET

Neither Chapter 21 of the Code of the City of Richmond nor the Virginia Public Procurement Act apply to this RFI.

Contact
Maritza Mercado Pechin
City Center Project Manager
maritza.pechin@rva.gov
804-646-6348
rva.gov/citycenter



Selection Process



Request for Interest (RFI)

Respondents provide qualifications and vision for the project

Issued: Nov 3
Due: Dec 20

Short List

Evaluation Panel reviews RFI responses and short lists respondents who are issued the RFO

Announcement:
Winter 2023*

Request for Offers (RFO)

Respondents provide details on their proposed project and an offer

Issue: Winter 2023*

Preferred Team

EDA and GRCCA select preferred development team and begin required approvals

Announcement:
Spring 2023*

*The EDA and GRCCA reserves the right, at their joint sole discretion to change or deviate from the dates identified.

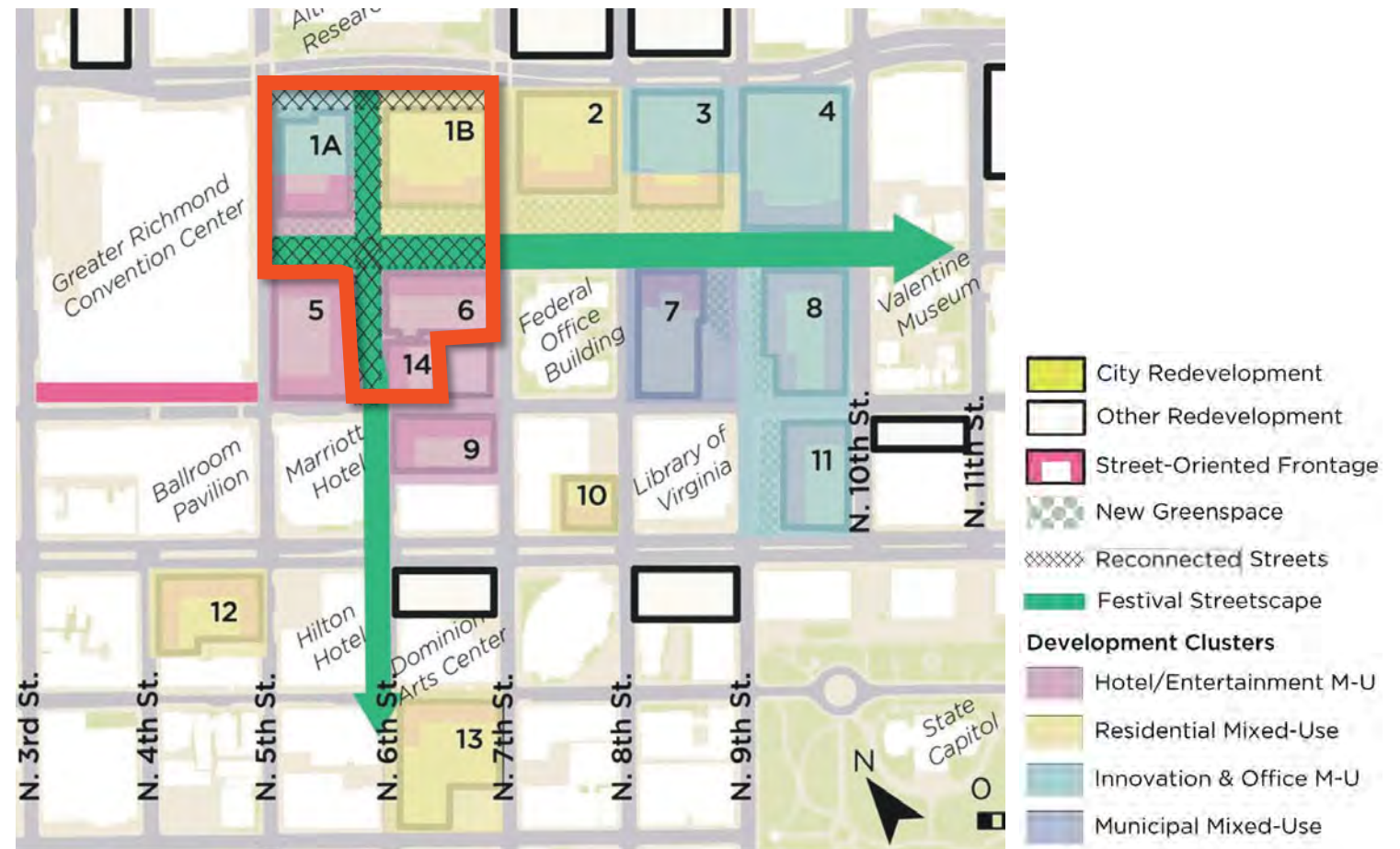
Development Goals

1. **Demolition:** Demolish the Richmond Coliseum
2. **Blues Armory:** Adaptive reuse of historic Blues Armory building



Development Goals

- 3. Infrastructure:** Upgrade water, sewer, road, and other infrastructure. Reconnect N. 6th St. and E. Clay St., and create a new street parallel to E. Leigh St.

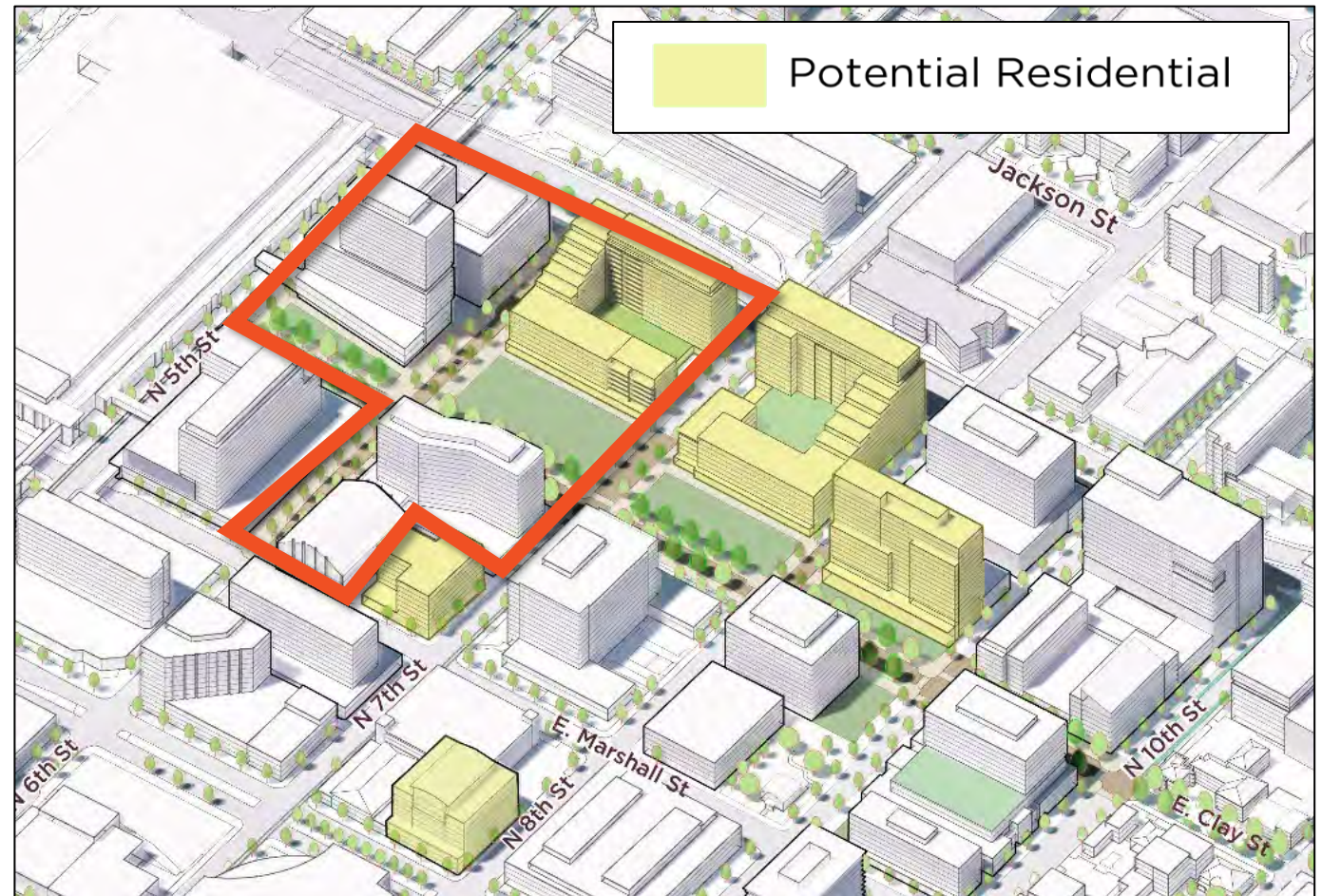


Note: This image illustrates the potential shape and scale of buildings and open space; however, as these areas develop, the exact design and scale of the buildings and spaces may be different from what is depicted in this conceptual illustration. The exact location of specific uses may also adjust overtime.

Development Goals

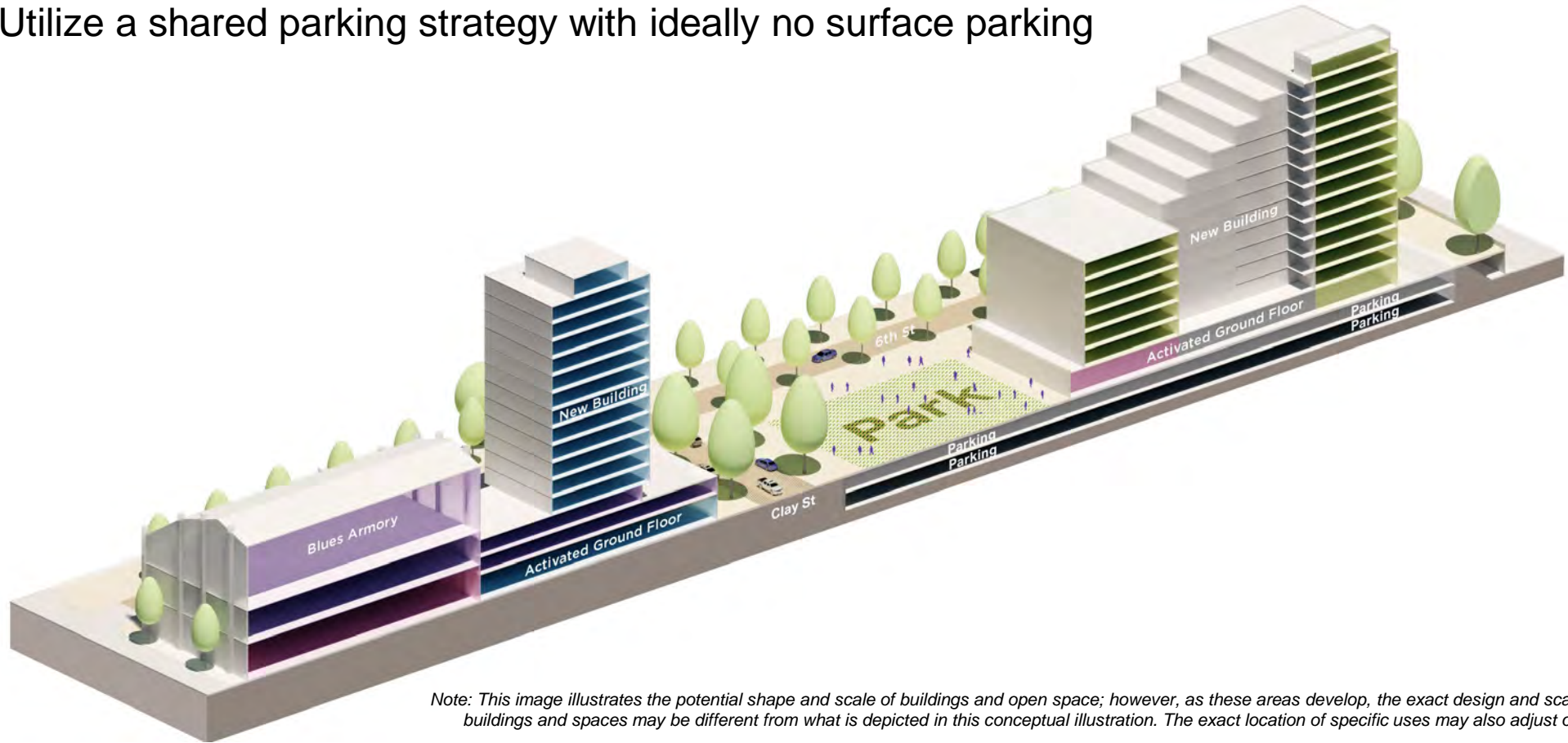
6. **Residential:** Create a significant number of new housing units. Include rental units affordable to households with incomes as low as *30% of AMI* and for-sale units affordable to households with incomes as low as *70% of AMI*
7. **Retail:** Integrate retail uses at ground level

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Development Goals

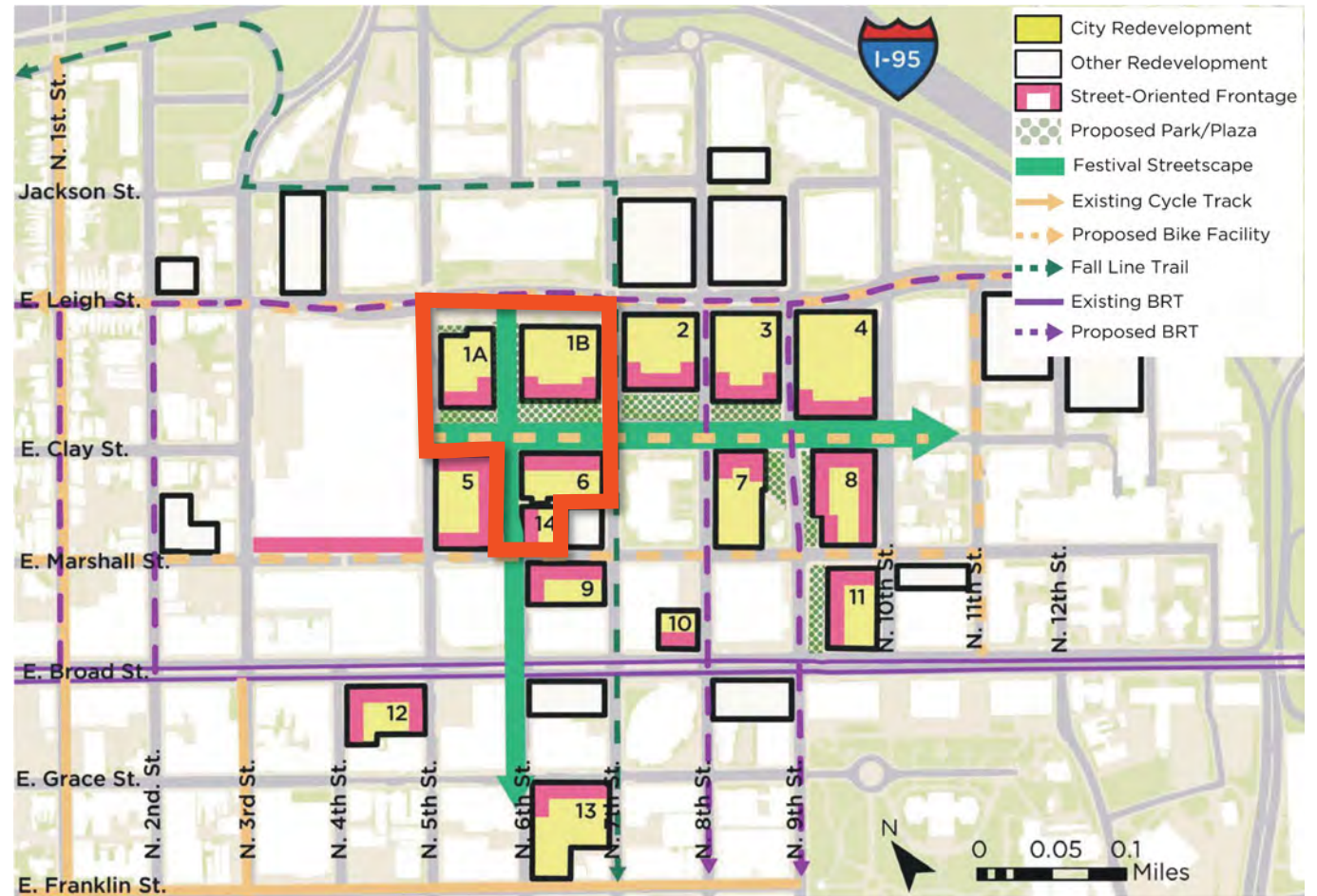
8. **Parking:** Utilize a shared parking strategy with ideally no surface parking



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Development Goals

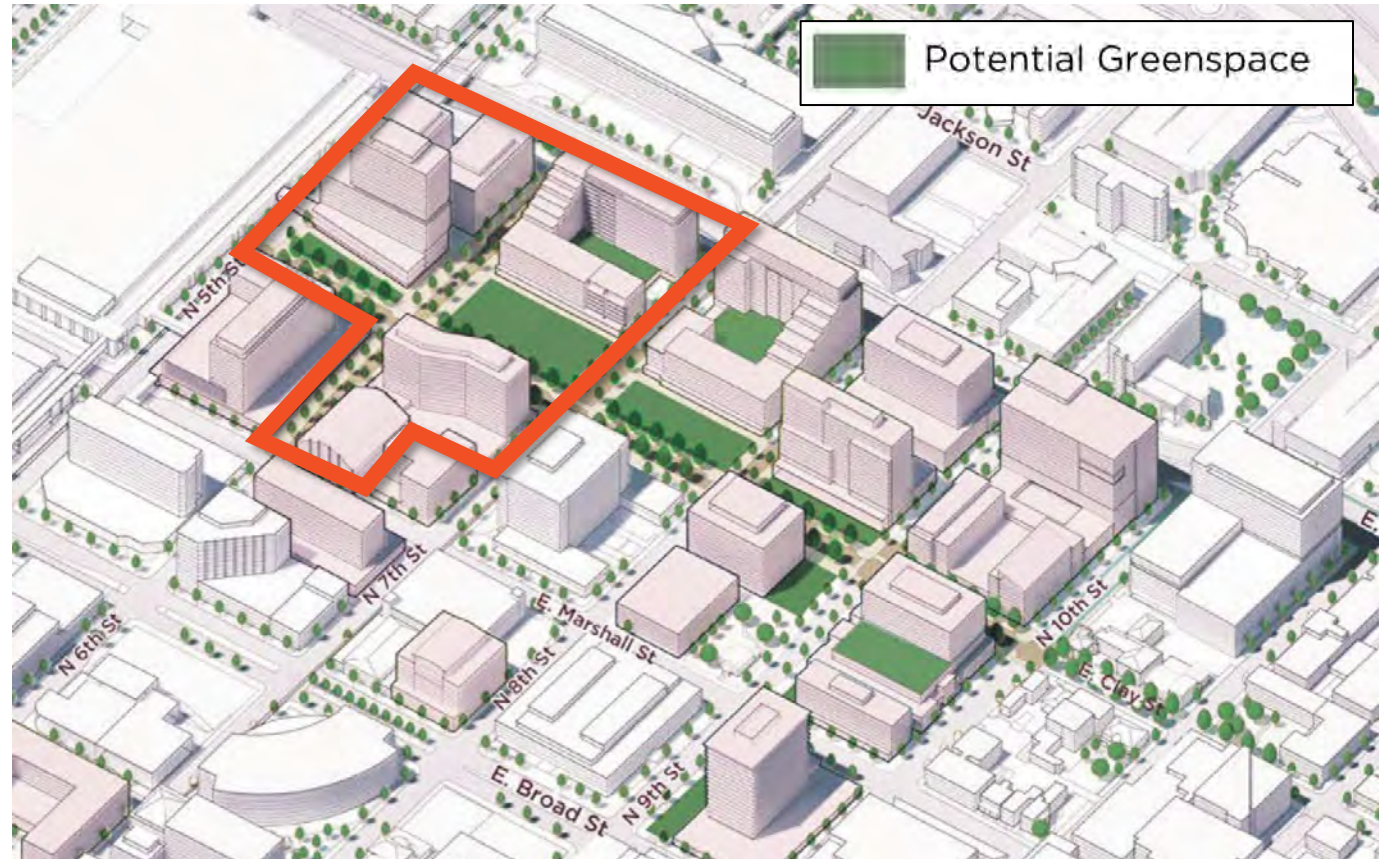
- 9. **Transit:** Design the site to take advantage of existing bus service
- 10. **Bicycle & Pedestrian:** Prioritize walking and biking on all streets



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Development Goals

- 11. Public Open Space:** Develop a grand public open space that can be programmed by the Convention Center
- 12. Quality Design:** Utilize high-quality, distinctive architecture to establish a visible landmark location
- 13. Sustainable Development:**
Incorporate state-of-the-art technology for construction that promotes sustainable building methods



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Community Goals

1. **Families and Children:** Incorporate features, destinations, and amenities that welcome families and children
2. **Connectivity:** Connect the area to the surrounding neighborhoods
3. **Sustainable District:** Utilize a systems approach to create a resilient and sustainable district
4. **Employment:** Create meaningful employment opportunities for local residents
5. **Minority Business Enterprises and Emerging Small Businesses:** Include minority business enterprises and emerging small businesses in the development, design, financing, management, ownership, equity, and construction of project

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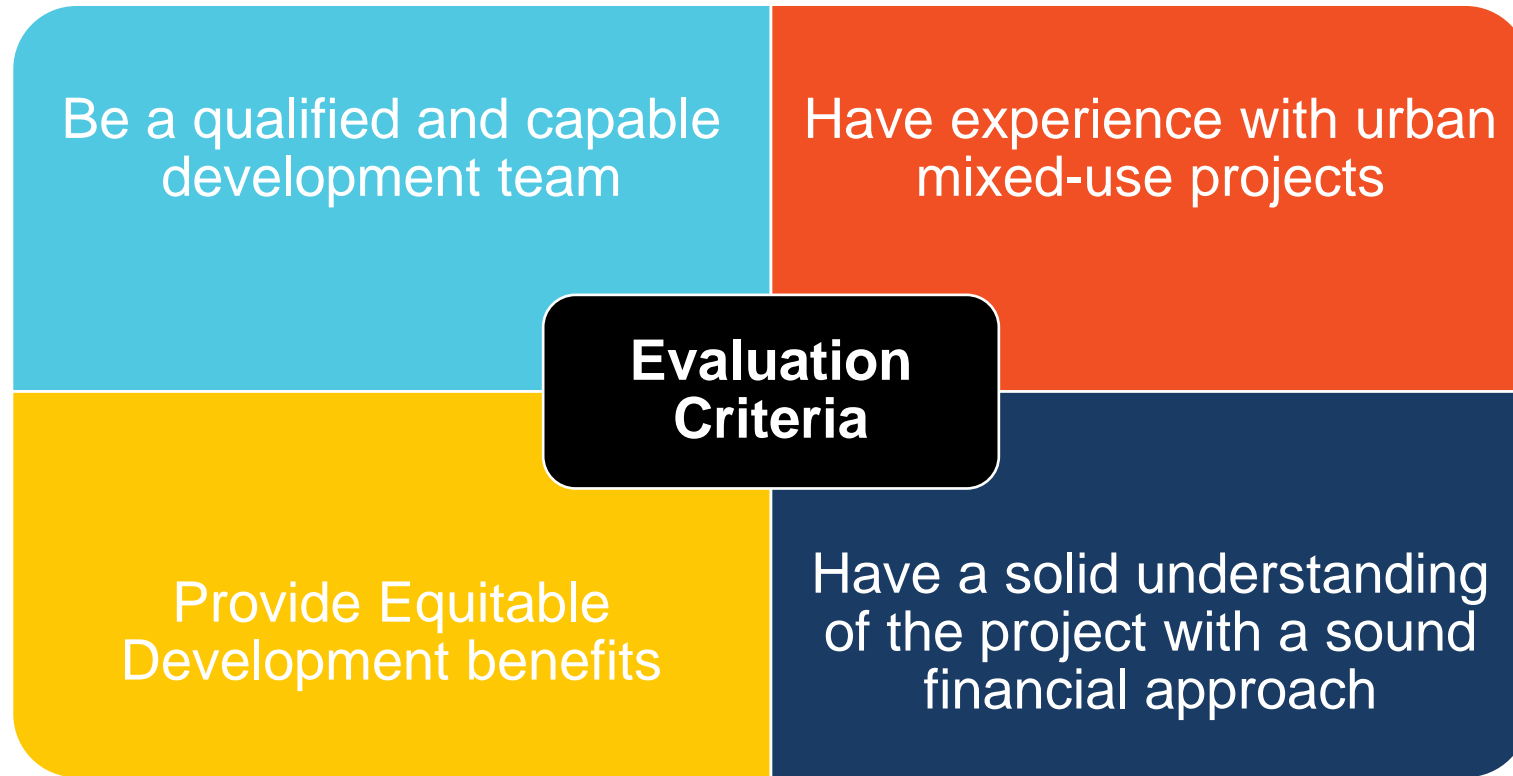
Ice Rink



Fiscal Goals

1. **Revenue:** Generate new revenues for the EDA, GRCCA, and the City
2. **Financing:** Utilize financing approaches that minimize public investment and maximize private investment
3. **Community Fund:** Create a fund to support technical assistance and offset costs for minority business enterprises and emerging small businesses; fund post-secondary scholarships for Richmond Public School students eligible for free or reduced lunch

Evaluation Criteria



Next Steps

- **Questions due:** December 4th via email to Maritza Pechin
- **Responses posted:** December 9th
- **Submissions due:** December 20th between 10 A.M. and 2 P.M. ET at Main Street Station by hand delivery (see RFI submission criteria)


Contact

Maritza Mercado Pechin, AICP

maritza.pechin@rva.gov

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REQUEST FOR INTEREST



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Thank you!



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