



# Life Science Investment Opportunities



[www.cityofvacaville.com/biotech](http://www.cityofvacaville.com/biotech)





## The City of Vacaville is ready to grow our economy, and we've got a plan to help us do just that

We're already an established player in the biotech community, home to the largest biomanufacturing facility in the world, and that didn't happen by accident. A lot of hard work by our staff, along with help from our partners and a willingness to do what was needed, made it happen.

And while many know about Genentech, we're also home to other biomanufacturing facilities such as Novici Biotech, Polaris Pharmaceuticals, and RxDNova Pharmaceuticals. These established biotech companies are getting highly-trained employees from the nationally-recognized biotech program at Solano College, right here in Vacaville, and from our education partner U.C Davis.

We've done our research; talked to our partners; and created a strategy. Working with our biotech partners to learn what the industry needs, we've developed a strategy that will bring more biotech companies to Vacaville. As one of the most affordable communities in the Bay Area, your employees can afford to live and work in the same city. Housing in Vacaville is some of the most affordable in the Bay Area.

To ensure our success we've strengthened and expanded our Economic Development Department; brought on recognized experts in the field; established a Biotech Zone to accommodate biotech uses in specific areas; and created the Biotech Fast Track Program with a guarantee of a rapid review and approval process specifically for biotech companies.

We are taking major steps toward realizing our goal of creating a Biomanufacturing Center of Excellence. We are making all the right moves. The next move is up to you. Join us as we make the Bay Area the hub of Biomanufacturing in the United States.

Find out more by calling Don Burrus, Director of Economic Development Services: [don.burrus@cityofvacaville.com](mailto:don.burrus@cityofvacaville.com) or 408-375-5119.

Sincerely,

John Carli  
Mayor, City of Vacaville  
*Small City. Big Opportunities.*



# The California Biomanufacturing Center



The City of Vacaville has embarked on the next generation of development of its world class biomanufacturing cluster with the expansion of approximately 1,000 acres adjacent to existing biomanufacturing facilities.

To support this effort the City sponsored the development of the [California Biomanufacturing Center, Inc.](#), a 501(c)(3) non-profit organization supporting industry development and workforce and training. The CBC was seeded by the City of Vacaville in 2020, to usher in the next era of growth and success for one the largest clusters of biomanufacturing companies in the world. The CBC will help to accelerate the growth of the industry in Vacaville by working with industry and academic partners to ensure Vacaville remains a place for biomanufacturing to flourish and to ensure that the industry and community thrive together. With U.C. Davis and Solano College as academic partners the industry has direct access to an unprecedented biomanufacturing workforce pipeline.

The California Biomanufacturing Center is a reflection of the city's deep and ongoing commitment to the sector and will help guide the continuing growth of the industry in Vacaville.

**Join as we make the Bay Area the National Hub of Biomanufacturing in the United States.**



Vacaville is home to Lonza, one of the largest CDMO facilities in the world.

## Resources

### **MATT GARDNER**

Chairman, California  
Biomanufacturing Center  
Tel: (650) 722-1805  
[mgardner@biomanufacturing.us](mailto:mgardner@biomanufacturing.us)

### **MISSY FOX**

Executive Director, California  
Biomanufacturing Center  
Tel: (916) 295-8429  
[mfox@biomanufacturing.us](mailto:mfox@biomanufacturing.us)  
<https://biomanufacturing.us/>

### **CAREY KOPAY**

Senior Analyst  
California Biomanufacturing Center  
email: [ckopay@biomanufacturing.us](mailto:ckopay@biomanufacturing.us)  
phone: 916.343.0138

## Producing the Industry's Workforce



We know that the availability of skilled employees is critical for any location decision in life sciences. Both existing employers and educational institutions provide a critical mass of skilled life science professionals. In Northern California we fortunate to have institutions producing the talent at every level needed in the industry. Research scientist to biomanufacturing technicians.

### World Class Educational Institutions

Vacaville has access to several world-class research universities; UC Davis is 15 miles to the northeast, and UC Berkeley is just over 60 miles to the southwest. In addition, the medical schools of UC Davis, Touro University (Vallejo) and UC San Francisco are all within 60 miles. These include two of the fourteen NCI-Designated Comprehensive Cancer Centers in the Western U.S. (UCD and UCSF).

### Solano College Biotechnology Center

Vacaville is proud of the newly established Solano Community College Biotechnology Center, one of the only community colleges in the U.S. awarding Baccalaureate Degrees in Biomanufacturing. The campus is located across the boulevard from the Genentech manufacturing campus. It contains multiple laboratories modeled after the Genentech facility, and provides a complete and up to date biomanufacturing experience for students. Faculty and staff bring tremendous academic credentials as well as professional experience in biomanufacturing. <http://www.solano.edu/biotech/>

#### **Jim DeKloe, Solano College**

Professor of Biological Sciences and Biotechnology, Director of the Industrial Biomanufacturing Program (707) 864-7000 • [James.DeKloe@solano.edu](mailto:James.DeKloe@solano.edu)

### University of California Davis Biotechnology Center

The Biotechnology Program at UC Davis was founded on the principle that a diversity of perspectives and expertise is needed to solve complex global problems and that the next generation of scientific leaders need training in both technical and professional skills to facilitate the movement of biotech innovations from the bench to the marketplace. <https://biotech.ucdavis.edu/>

#### **Dr. Denneal Jamison-McClung, Director, UC Davis Biotechnology Program**

[dsjamison@ucdavis.edu](mailto:dsjamison@ucdavis.edu) • 530-752-5090

### Regional Workforce

The City's central location allows the ability to attract employees living in both the Sacramento and Bay Area regions, all within a relatively short commute. A labor force of 2.4 million people exists within a 50-mile radius.

#### **Heather Henry**

**Executive Director, Workforce Development Board of Solano County**

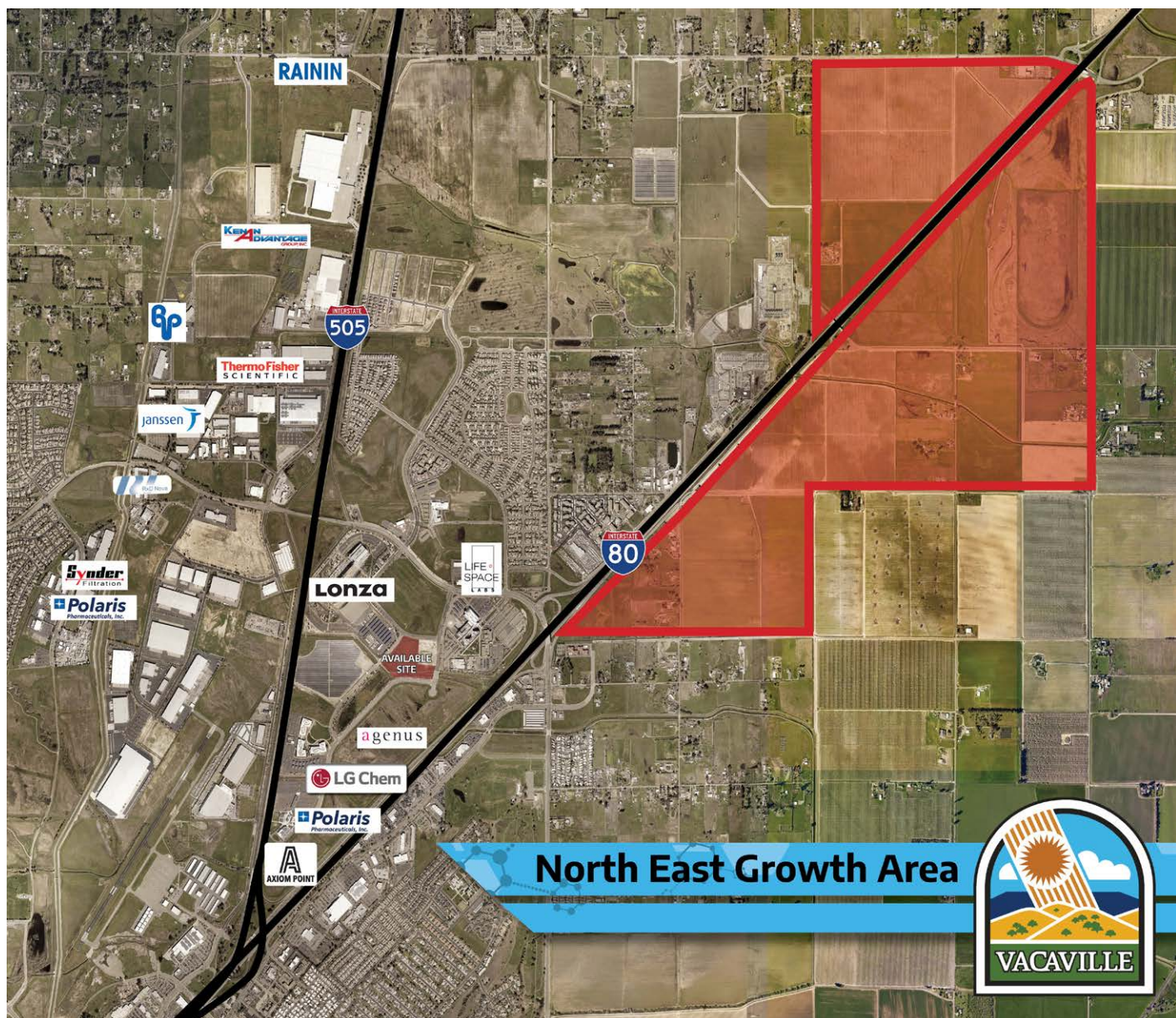
[hhenry@solanowdb.org](mailto:hhenry@solanowdb.org) • 707-863-3501 • <http://solanoemployment.org>

# Preparing For the Future

## Northeast Growth Area

### Zoned For Biotechnology, Biomanufacturing, Medical Device, Technology and Accessory Uses

With 1,400 acres of some of the most affordable industrial land in the Bay Area, the City of Vacaville is preparing to support development opportunities in the biotech, advanced manufacturing, and technology industries.

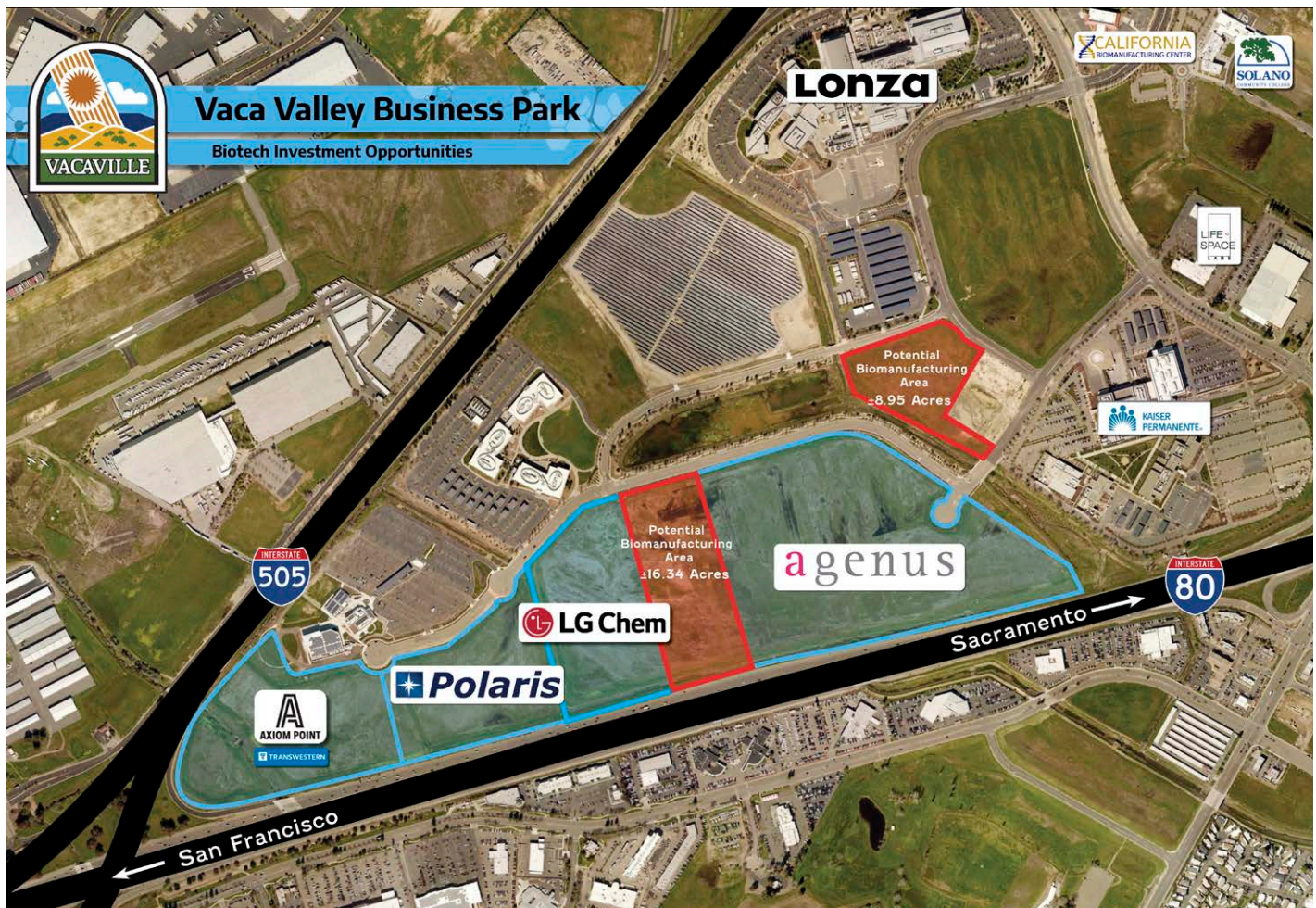


# Site Selection Opportunities

## Northern California's premier biomanufacturing business park

### Opportunity Sites

Vacaville remains a place for biomanufacturing to flourish and a place where industry and community thrive together. The City's Vaca Valley Life Science has prepped for more biotech investment. Our efforts have yielded some success! Agenus Bio and Polaris Pharmaceuticals have both acquired land here and will build new production facilities, creating hundreds of new jobs. With U.C. Davis and Solano College in our backyard, these companies will have access to an extensive biomanufacturing workforce.



Over 60 acres available for immediate biotech development next to major players in the biomanufacturing industry.

# The Ideal Workplace for Your Business

## **AXIOM POINT — A BIOMANUFACTURING CENTER**

Axiom Point is a 390,000 SF 23-acre biomanufacturing campus. DESIGNED TO EVOLVE The life sciences are fluid. So is Axiom Point. Though they range in size and configuration, each space in Axiom Point is modern and equipped with industry amenities designed to meet diverse occupier needs, including: biomanufacturing, research and development, medical device, food science, medical office/health care.

### **Transwestern**

Ken Meyersieck, Managing Director  
kenneth.meyersieck@transwestern.com  
510-918-5477

### **Laboratory + Life Sciences**

Peter Conte, National Director  
415 713-1114



*Axiom Point will be developed in two phases: Phase 1 two buildings totaling 251,531 SF – delivering Summer 2024 and Phase 2 one building totaling 138,500 SF – delivery TBD*

## **ASCEND INNOVATION CENTER AT LAGOON VALLEY**

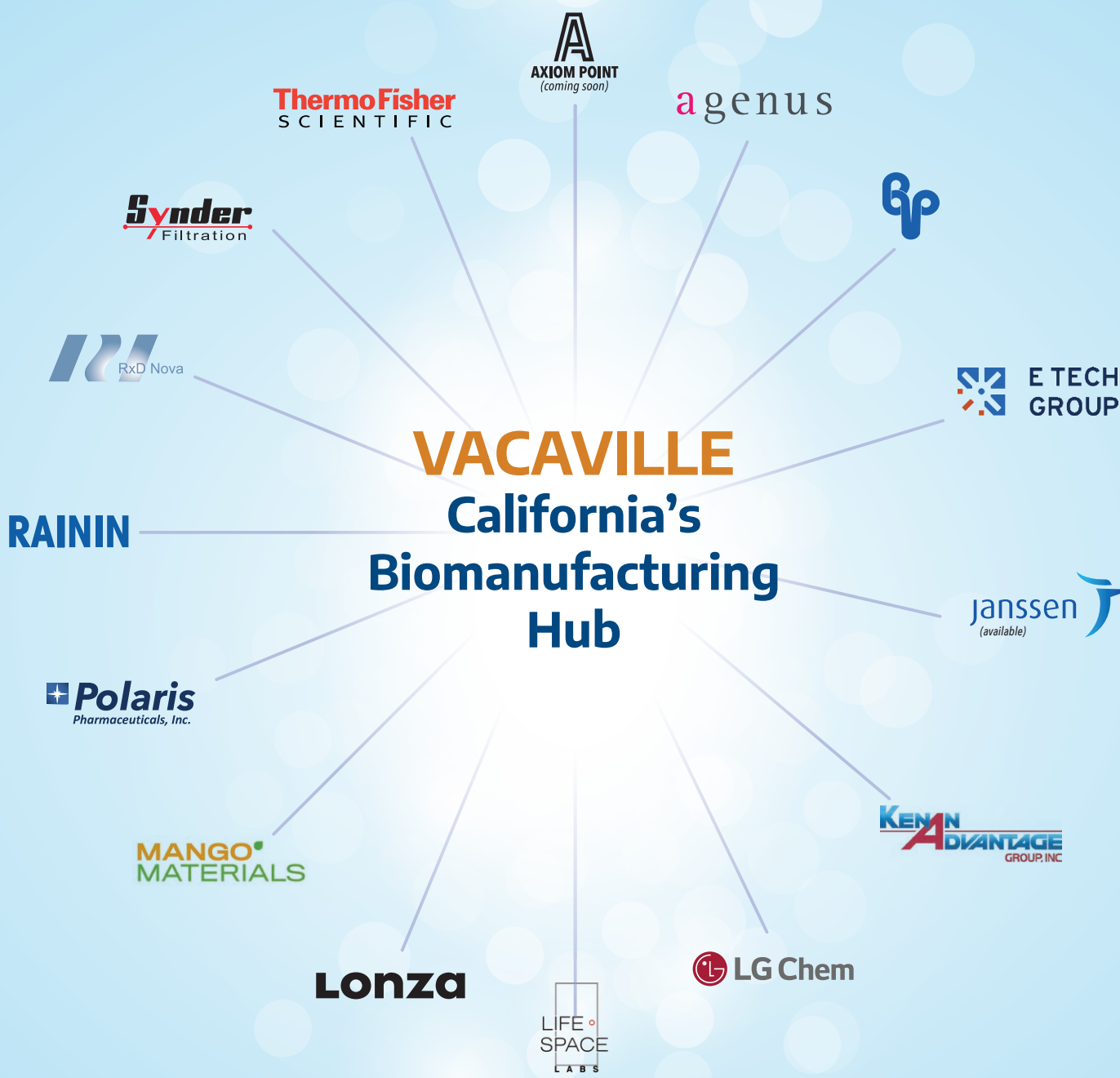
**Ascend is an approved 50-acre commercial development site with 700,000 square feet of entitled Class “A” office, R&D, and bio-manufacturing space in several buildings.**

The site is surrounded by 1,200 acres of permanently protected open space, including the 400-acre Lagoon Valley Park and the 71-acre Wetland Preserve, a mixed use retail village square adjoining the 8-acre Central Park, an Event Center with extensive active and passive recreational pursuits, and a championship golf course – featuring principles of sustainable design and all connected by a community and regional trail system. Ascend provides an amenity-rich outdoor experience alongside your day-to-day work life. Come work where you unwind to be productive and inspired.

### **Timber Rise**

Carson Bowlin,  
Development Manager  
Ascend Innovation Center  
carson@timberrise.com  
<https://lagoon-valley.com>  
206-909-1631







## Public Infrastructure

The City of Vacaville understands the critical importance of having exceptional “backbone” public infrastructure. Our industrial parks have more than adequate access to water, waste water treatment and drainage.



## Logistics and Transportation Network

Vacaville is located in Solano County, one of the nine Counties of the San Francisco Bay Area region. Located along the Interstate 80 corridor, the City is centrally located between San Francisco and Sacramento. Interstate 80 is the major east-west commerce freeway in the United States connecting the east coast and west coast. The city is located within an hour drive of four international airports and one cargo-specific airport. The City is also in excellent proximity to the deep water Port of Oakland which is located just 45 minutes of Vacaville. Many of our companies are able to make to turns to this port in a standard eight hour business day.

### INTERSTATE ACCESS

Interstate 80 .....	.2 miles
Interstate 505 .....	.2 miles
Interstate 5 .....	29 miles

### AIRPORTS

Sacramento International (SMF) .....	31 miles
Sacramento Mather (Cargo) .....	42 miles
Oakland International (OAK).....	61 miles
San Francisco International (SFO).....	65 miles
San Jose International (SJC) .....	87 miles

### DEEP WATER PORTS

Port of Oakland .....	53 miles
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# Why Vacaville?

## ► KEY INVESTMENT INDICATORS ◀

Talented workforce

Most affordable land in the Bay Area

Affordable housing, employees  
can afford to live here



### COMPETITIVE ADVANTAGE WHERE ARE WE LOCATED?

At the Center of business. Vacaville is centrally located on Interstate 80 near I-505 between San Francisco and Sacramento.



### COMMERCIAL & INVESTMENT OPPORTUNITIES

With over 1,000 acres of land ready for commercial and industrial development, there are multiple sites to choose from.



### THE COMPANIES WE KEEP

Notable biotech companies that have already chosen Vacaville to either operate, or expand their operations include Lonza, Synder Filtration, RxD Nova Pharmaceuticals, Polaris Pharmaceuticals, Thermo Fischer, BioPlas, and Mettler-Toledo RAININ.



### ACCESS TO MAJOR FREEWAYS

Need visibility? We're an excellent choice. The access and visibility provided by I-80 and I-505 supports the economic vitality of the Vacaville business community. Over 92 million people travel through Vacaville each year on the two interstate highways.



### TRANSPORTATION

Need to move goods? Again, Vacaville's at the center of business, located near two major highways, rail lines and deep water ports in Stockton, Oakland, Sacramento and San Francisco. Access to nearby international airports in Sacramento (30 minutes), Oakland (60 minutes) and San Francisco (90 minutes) make it easy to reach any destination in the world in less than 24 hours.

## City of Vacaville Biotechnology Fast-Track Program

The City of Vacaville Biotechnology Fast Track Program is an expedited review program to encourage and support economic development by streamlining the development process, providing process certainty, reducing approval times, and providing a central point of contact. Projects identified as fast track developments receive priority review.

- STAFF
- LOCATION
- ENTITLEMENTS PROCESS
- BUILDING PERMITS
- INSPECTION AND POST APPROVAL SUPPORT



### Staff

In addition to our economic development staff, we will assign specific staff from the Building, Planning, Utilities, and Public Works, Fire, and Police departments to work with your team, to ensure a timely, positive, helpful, and successful working environment.



### Location

Maps, plans, and other market related information have been created and are available to help your team select the best location for your facility.



### Entitlements Process

Our City Planner will work with your team and the City's development review team to manage and process your entitlement approval in 90-100 days, from submission of application to land use approval.



### Building Permits

The City's Chief Building Official with extensive experience in the biotechnology sector, will review all permits, and establish a customized review period for your project. Our Building Official will work directly with your design and construction teams to ensure a speedy permit review.



### Inspection and Post Approval Support

We will assign a specific Building Inspector to perform all inspections and act as the primary contact for inspection related requests. This inspector will also be your dedicated contact for post-approval support.

## Biotechnology Incentives — State

The City of Vacaville welcomes companies that are considering expanding operations in Vacaville. We want to make sure we highlight several available programs that will reduce the cost of building the facility in our area and create the opportunity for you to ramp up operations in the most efficient way possible.

The City of Vacaville, will be an “ambassador”, making sure we find the necessary contacts, service providers, and facilitators that will make your project a reality without any undue difficulties. We understand the importance of meeting your scheduled goals.

To assist in reducing expenses if you choose to establish new operations in Vacaville, we want to make sure you are aware of several programs. The State of California operates several incentives for businesses expanding and locating in California with a focus on technology industries. A summary of information and services can be accessed through the California Business Portal <http://businessportal.ca.gov/>.

The City of Vacaville will assist you in accessing programs. The following programs could offer significant savings. Estimates below based on assumptions provided could create over \$10 million to \$13 million in tax credits, exemptions, discounts, rebates and direct reimbursements. All programs require different eligibility criteria and approvals, and are based on the accuracy of underlying assumptions provided. These programs are described below:

### 1. TAX CREDITS & SALES TAX EXEMPTION



#### California Competes (CalCompetes) Tax Credit

Tax credits against a company’s state income tax liability can be awarded to eligible companies over a 5-year period with a 6-year carry over. Manufacturing and research firms expanding or new

to the State of California are encouraged to apply. The company must apply and compete for the award based on 11 evaluation factors, mainly capital investment and new jobs to California. The application process is competitive and open periods for application submittals are July/ August, fall and spring. Submitting an application should occur prior to a company’s investment and job hiring. As an example, other companies with like investment and payroll numbers requested \$5 to 7 million in tax credits over 5 years.

### Capital Investment Incentive Program



Enacted in 1997, the Capital Investment Incentive Program (CIIP) authorized a local government to establish a CIIP. Once the CIIP is codified by the local government by a resolution or a local ordinance, the program authorizes a local government to rebate a ‘capital investment incentive amount’ to a manufacturer proponent that is equal to the property taxes owed on the manufacturing property in excess of the first \$150 million assessment for up to 15 years. The incentive may only be offered after the proponent and the local government agree to a “Community Services Agreement” that requires the recipient to meet certain criteria, such as job creation numbers, wages paid at least to the level of the state average weekly wage, and local fees. In return, the company pays a community service fee equal to 25% of the capital incentive amount but not to exceed \$2 million a year. Depending on approval amounts, the incentive could be approved to rebate a portion of the property tax assessment beyond \$150 million back to Genentech over a 15-year period.

### Sales Tax Exemption



If any manufacturing operations occur at this facility, the company may qualify for a partial exemption of sales and use tax on manufacturing and energy generation equipment purchases and leases. This is an exemption vs. credit. The company needs only to provide a certificate to vendor when ordering equipment to receive exemption from these tax payments. The total California sales tax

# Incentives

is 7.5% and the portion available for the exemption is 4.1875%. The exemption application process involves providing a list of all manufacturing equipment that needs to be purchased for this facility. All applicable equipment will qualify. This incentive is not retroactive, so the application process must be completed and vouchers received before the purchase of equipment takes place.

As an example, with \$100 million in qualified purchases, the total tax exemption would be \$4.2 million.

## 2. PG&E ELECTRIC POWER ECONOMIC DEVELOPMENT DISCOUNT RATE



New commercial and industrial facilities who have considered an out of state location and would not base business operations in California without an Economic Development Rate are eligible for the **ED Rate in Solano County**.

All locations in Solano County are eligible for a 12% discount on electric power for 5 years. The discount is on the power rate only, not additional surcharges and taxes. Similar to CalCompetes, this program/incentive is an application and it is recommended the application be submitted at the same time as CalCompetes application. As an example, a \$500,000 per year electricity expense would yield nearly \$60,000 per year discount for five years totaling \$300,000.

## Research & Development Tax Credit



The California Research & Development (R&D) tax credit program reduces state income tax due to the Franchise Tax Board.

A business may qualify for the credit if it paid for or incurred qualified research expenses while conducting qualified research activity in California. A business may receive 15 percent of the excess of current year research expenditures over a computed base amount (minimum of 50 percent of current year research

expenses) or a 24 percent credit for basic research payments to third party organizations. A business may claim the credit on its tax return for the taxable year it incurred the qualified expenses. Qualified research expenses include wages, supplies, and contract research costs. To qualify, the research must be conducted within California and include basic or applied research of scientific inquiry, original investigation for the advancement of scientific or engineering knowledge or improved function of a business component. California has several exceptions to the federal law that can affect computations for the credit.

## 3. WORKFORCE RECRUITMENT, SCREENING AND TRAINING

### California Employment Training Panel (ETP)



ETP is a unique training reimbursement program. The Employment Training Panel (ETP) provides funding to employers to assist in upgrading the skills of their

workers through training that leads to good paying, long-term jobs. ETP is an application process. Contracts with companies are typically two years in term. There are qualifications on the type of training as well as retention of the employees after training. There are some restrictions including training can not involved mandated health and safety training by the State, and training can not be “casual” on-the-job training. In addition, the company must retain the employee for 90 days after the training takes place.

As an example: Based on an estimate of 200 employees, if training is created totaling 80 hours per employee per year, and the reimbursable wage rate is \$26 per hour (regardless of the actual pay rate of the employee), ETP could reimburse the company \$2.64 million during the two-year contract period. (200 employees x 80 hours x 2 years x \$26 per hour = \$832,000). A representative of ETP is available to assist in the application process in person.

## Local Incentives

### (CITY AND COUNTY INCENTIVES)



In addition to State of California incentives, the City of Vacaville can offer the following local government incentives.

Assistance could include infrastructure assistance, fee deferrals and streamlined permits. The value of these opportunities will be provided by the City of Vacaville.

#### Capital Incentive Investment Program

Recent state legislation allows for cities and counties in California to offer Capital Investment Incentive Programs (CIIP) to small and mid-size manufacturers and specified production facilities. The CIIP allows counties and cities to offer a capital investment incentive amount for 10 years, beginning 1 2020-21, to the proponent of a proposed “qualified targeted manufacturing facility” that makes an initial investment of over \$5 million in that facility. This is one incentive option that can be made available.

#### Fee Deferral Program

The City of Vacaville offers a fee deferral program for multi-family and non-residential projects for up to six months after a building permit has been issued. Additionally, the Sewer Impact Fee can be divided in to twelve monthly payments instead of one lump sum payment.

#### Expedited Permit Process

Request expedited plan review, and receive plan check comments within days. Concurrent processing of certain development permits can occur prior to the approval of planning entitlements.

#### Fee Reduction Program

The City of Vacaville is developing a fee reduction program that will reduce the fees for life science and advanced manufacturing development projects. California recently signed a law that states the deals must describe the number of permanent or temporary jobs the companies plan to create.

### TAX ABATEMENTS AND REBATES

#### Manufacturing and R&D Partial Sales and Use Tax Exemption

All manufacturers and businesses primarily engaged in R&D related to the physical sciences, engineering, and life sciences industries are eligible for a partial exemption in state sales and use tax (3.9375%). The partial exemption only applies to the state’s portion of the sales tax rate (7.25%) – businesses are still subject to local sales tax. California caps the value of equipment that a business may exempt from state sales tax at \$200 million per year. As this is a statutory benefit there is no need to apply for the exemption. Companies making qualifying purchases or leases must only provide their vendor with a timely partial exemption certificate to obtain the reduced tax rate.

#### CAEATFA Sales and Use Tax Exclusion

The California Alternative Energy and Advanced Transportation Financing Authority (CAEATFA) provides a full exclusion of the state’s 7.25% sales and use tax, as well as any additional local jurisdictional tax, for manufacturers of alternative energy sources, advanced transportation products components or systems, and projects using recycled feedstock. Applicants must submit an application to the CAEATFA documenting equipment purchases and other taxable components for processing and/or facility construction and respond to other questions or requests for documentation to determine conformance with the “advance manufacturing” criteria. Applications may be submitted monthly and are heard by panel two months following applications submittal.

#### Sales Tax Rebate

Local jurisdictions in California are empowered to rebate up to 30% of the local portion of the state Sales and Use Tax (typically one percentage point) for businesses who goods or services are subject to sales tax and where the point of sale is within the local jurisdiction.

## Professional Resources

### MATT GARDNER

Chairman, California  
Biomufacturing Center  
(650) 722-1805  
mgardner@biomanufacturing.us  
<https://biomanufacturing.us/>

### RUDY RAMOS

Business Development Manager, Bay Area  
Biocom  
(415) 316-0622  
rramos@biocom.org  
[www.biocom.org](http://www.biocom.org)

### DIPESH LAD

CEO, LifeSpace Labs  
831.578.4989  
dlad@lifesplabs.com  
<https://www.lifesplabs.com/>

### KEN MEYERSIECK

Managing Director  
Transwestern - Axiom Point  
kenneth.meyersieck@transwestern.com  
510.918.5477  
<https://www.axiompointbio.com/>

### CARSON BOWLIN

Development Manager  
Ascend Innovation Center  
carson@timberrise.com  
206-909-1631  
<https://lagoon-valley.com>

## City of Vacaville

### AARON BUSCH

City Manager  
City of Vacaville  
(707) 449-5199  
aaron.busch@cityofvacaville.com



## Solano College

### JIM DEKLOE

Professor of Biological Sciences  
and Biotechnology  
Director of the Industrial  
Biomufacturing Program  
Solano College  
(707) 864-7000  
James.DeKloe@solano.edu  
<http://www.solano.edu/biotech/>

## University of California Davis

### DR. DENNEAL JAMISON-MCCLUNG

Director, UC Davis Biotechnology Program  
dsjamison@ucdavis.edu  
(530) 752-5090  
<https://biotech.ucdavis.edu/>

### DON BURRUS

Director of Economic Development Services  
City of Vacaville  
(707) 449-5611  
don.burrus@cityofvacaville.com

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**Join us as we make the Bay Area the center  
of Biomanufacturing in the United States.**

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[www.cityofvacaville.com/biotech](http://www.cityofvacaville.com/biotech)

