



DISCOVERY PARKS

Presented by Mark Betteridge
Executive Director & CEO
Discovery Parks Trust

September 26, 2003

What is Discovery Parks?

- ❖ A foundation, a private trust and a holding company
- ❖ Devoted to the advancement of technology for the benefit of British Columbia (Provincially given mandate)

Discovery Parks Mandate

- ✦ Utilize real estate and assets for the benefit of:
 - ✦ The people of British Columbia
 - ✦ Our post-secondary institutions
- ✦ Mandate fulfilled through:
 - ✦ Making financial donations to named post secondary institutions from profits
 - ✦ Building and owning tech transfer buildings in the right space, in the right place, at the right time

Discovery Parks Contribution to BC's Institutions



Institutions that have benefited from Discovery Parks

 UBC

 SFU

 BCIT

 UVic

 Innovation and Science Council of BC

Discovery Parks Cash Contributions to Date

- ✦ \$14 million cash equity invested in campus buildings (plus mortgages)
- ✦ \$7 million donated to five benefiting institutions for research purposes

Corporate Structure

- ✦ Discovery Parks Trust
 - ✦ Trustee, Discovery Parks Holdings Ltd.
- ✦ Discovery Parks Incorporated holds title to land (freehold and leasehold)
- ✦ Discovery Foundation administers an endowment for the Innovation and Science Council

Discovery Parks as Developer



Experienced in very cost effective development & construction management of research and development facilities



Intimate understanding of university, hospital and academic world views

Discovery Parks as Developer

- ❖ Recognized across North America as a leading provider of technology transfer space
- ❖ No government funding since 1990

Our Funding

- ❖ Equity generated from building/land sales in Discovery Place Research Park
- ❖ Financing through commercial mortgages

Financial Connections

- ❖ CDP Capital
- ❖ VanCity
- ❖ Canadian Western Bank
- ❖ Fortis
- ❖ Insurance Corporation of BC
- ❖ RBC Financial

Discovery Parks' Size – Current Inventory

- ✦ 39 companies currently on-campus
- ✦ 386,000 sq-ft on-campus
- ✦ Nine companies currently off-campus
- ✦ 175,000 sq-ft off-campus

Discovery Parks' Size – Since Inception

- ❖ 2 million sq-ft developed in all six research parks
- ❖ More than 5,000 estimated total jobs created in Discovery Parks buildings

Buildings Developed and Owned



Buildings Developed and Sold



Awards and Recognition



2002 Recipient of Outstanding Research Park/Science Park Achievement Award from AURP



First time award given outside U.S.



Urban Development Institute 2002 Award for Excellence in Industrial/Office Park Development

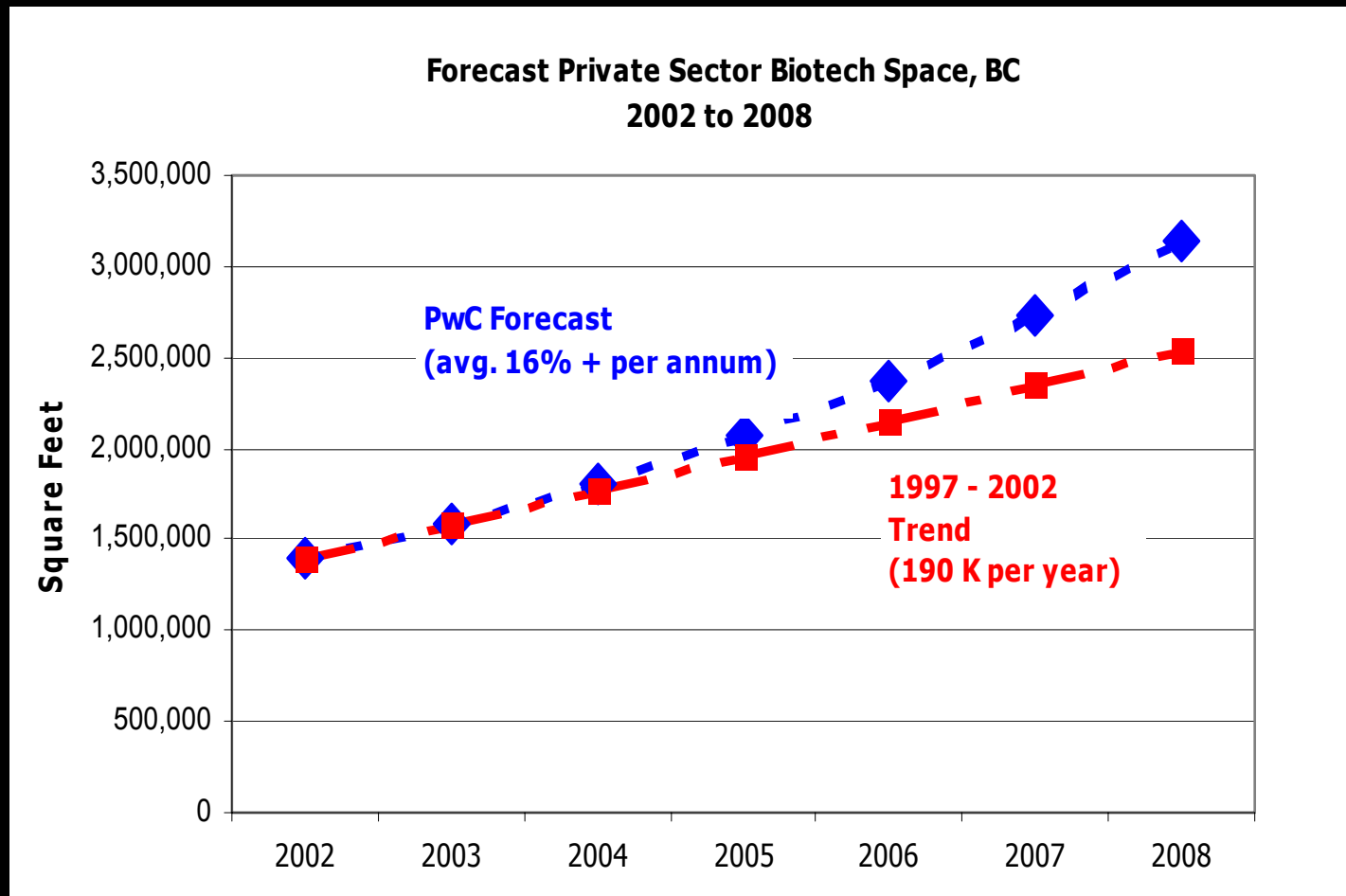
Profile – Chromos Molecular

- ✦ Formed at UBC in 1995
- ✦ Occupied 4,000 square feet of The Research Station at UBC from 1997 to 1998
- ✦ Moved to 16,500 square feet in Burnaby in 1998

Profile – Angiotech International

- ✦ Formed at UBC in 1992
- ✦ Occupied 22,000 square feet of The Research Station at UBC from 1997 to 2002
- ✦ Moved to 53,000 square feet in Vancouver in 2002 in a building owned by Discovery Parks

The Increasing Need for Space



Future of Commercialization



Commercialization and clusters will likely dominate the agenda of a new Federal government

- ❖ Confronting the gaps between the lab and the marketplace
- ❖ Developing local sources of venture capital

Better Returns on Commercialization

- ❖ A recent survey prepared by Dr. Bruce Clayman, VP Research SFU, examined research expenditures at Canadian universities
- ❖ Compared to Ontario universities, our institutions rank very high in terms of income received per \$1 million of expenditures
 - ❖ U of Toronto spends more on research than any other university in Canada
 - ❖ Income received per \$1 million spending by BC universities range to more than seven times that of U of Toronto

Other Projects

- ❏ Last year, Discovery initiated a study comparing the strengths of Vancouver as a biotechnology centre relative to major U.S. cities
 - ❏ In collaboration with Vancouver Economic Development Commission and BC Biotech
- ❏ Discovery is compiling a complete inventory of biotech space in the Vancouver area— both public and private and making growth projections

Other Projects

- ❏ Discovery is leading a visioning process for the False Creek Flats area of Vancouver
 - ❏ In collaboration with the City of Vancouver and Davidson Yuen Simpson Architects
- ❏ Discovery is considering development of a ten storey medical technology wet lab facility on the Vancouver General Hospital site next to new BC Cancer Research building
 - ❏ Occupancy for Summer 2005
 - ❏ CFI projects?

Additional Services

- ❖ Project/development management of technology-related buildings and land
- ❖ P3 structuring including introductions to financiers and equity partners
- ❖ Municipal negotiations
- ❖ Networking – public and private
- ❖ We are a risk transfer mechanism to your benefit

New Ideas



More services offered to tenants such as:

- ❏ Attractive meeting spaces
- ❏ Food services
- ❏ Controlled parking
- ❏ Internet based shopping for goods and services
- ❏ Concierge services
- ❏ And others...



Consideration of animal facilities and other common equipment

Opportunities to Move Forward

- ❖ Off campus land and building projects (Airports, GNW, False Creek, other regions)
- ❖ Meditech One at VGH?
- ❖ Project management services
- ❖ Capital sourcing
- ❖ Government partnerships (BC And Federal)
- ❖ P3 partnering?
- ❖ Use of Discovery Parks as a risk transfer mechanism

The Relationship Between You and Discovery Parks

- ❖ We assume the risks
- ❖ We lease the land
- ❖ We secure the financing
- ❖ We build the building
- ❖ We find the tenants
- ❖ We operate the building – all to your program
- ❖ YOU enjoy the benefits
 - ❖ Research space for your faculty
 - ❖ Financial returns from the building
 - ❖ A faster rate of technology transfer

Our Question to You



What are your priorities?



We listened to your presentations at AURP -- Thank you!



How can we help you meet your needs and achieve your goals, based on our Provincially given mandate?