

**Task One: Identifying Options and Approaches for Sarasota County  
Advancing Approaches and Options for Sarasota County in Developing Its Relationships with The Jackson Labs, University of South Florida and Sarasota Memorial Hospital.**

1. Of immediate importance is supporting Sarasota County in the development of the relationship with The Jackson Laboratory. This support includes providing a range of options, drawn from Battelle's extensive experience from states and regions it has worked with over the last five years and benchmarking of how other jurisdictions have approached similar situations to inform Sarasota County's approaches to specific terms and conditions. Under the direction and specific assignment of Sarasota County Government, Battelle will:
  - i. Meet with officials from The Jackson Laboratory, University of South Florida and Sarasota Memorial Hospital to better understand the specific activities and developments to be undertaken.
  - ii. Identify a number of specific benchmark developments around the nation and seek to learn more about the specifics of the approaches to local jurisdiction assistance and the lessons learned.
  - iii. Prepare a written overview of key issues and options for addressing those issues in order to maximize the potential of Sarasota County's opportunity to create the envisioned high functioning research and development collaboration across JAX, USF and Sarasota Memorial Hospital. This written overview will include a discussion of **associated pros and cons**, drawing from and including best practice research in bioscience cluster development such as case study experience and lessons learned from practical application.
  - iv. Provide technical assistance to Sarasota County, drawing on its expertise in biomedical development, in assessing specific terms and conditions involved with JAX relative to its potential economic impact to the County, such as uses of County funds, milestones and performance metrics, clawback conditions, explicit affiliation terms with USF and Sarasota Memorial and specific implications of JAX business plans for commercial research services.

**Principal Staff:** Horowitz, Clarke

**Deliverable:** The deliverable for this task has two components: a written report that delineates issues and associated range of options to inform Sarasota County in the development of the relationship with JAX using information gathered from benchmarking, and technical assistance on alternatives and approaches related to the specific terms Sarasota County is pursuing or reacting to.

**Timeframe:** April to July, 2011

**Task Two: Economic Impact Analysis Document**

**Preparing likely development scenarios and estimating the economic impacts in terms of jobs, economic output and local revenues for Sarasota County.**

Battelle TPP brings a strong expertise in economic impact analysis for biomedical development. Battelle undertook a model for Hillsborough County of its likely biomedical developments, and more recently has completed economic impact analysis for Mayo Clinic (including its Jacksonville, Florida operations) and the University of Arkansas Medical Center.

Our efforts for Sarasota County will be to **model the impact of the JAX Initiative in advancing a growing biomedical cluster** in the county. We will be using the IMPLAN model. This will consider the impacts from the key wealth-generating components of biomedical development for a local jurisdiction, such as:

- The research activities undertaken by JAX, USF and Sarasota Memorial Hospital.
- Increased clinical activities at Sarasota Memorial Hospital in treating residents from outside of the county.
- Development of new commercial research services and other commercial spin-off of new bioscience firms from research activities undertaken by JAX.
- Potential for growth of more general biomedical industry activities with the existence of an academic research and development effort.

Battelle will consult with Sarasota County Government on the formatting and level of analysis presented in the final report.

**Principal Staff:** Horowitz, Grueber, Tripp

**Deliverable:** Final Economic Impact Analysis report.

**Timeframe:** May to July, 2011