



UKSPA Conference 2010

WELCOME FROM BIOCITY NOTTINGHAM

Glenn Crocker, CEO BioCity Nottingham

BioCity Nottingham Ltd

- Develop and manage bioincubators- BioCity Nottingham
- Advise on development of bioincubators
- Provide business support
- Invest in early stage businesses

BioCity Nottingham

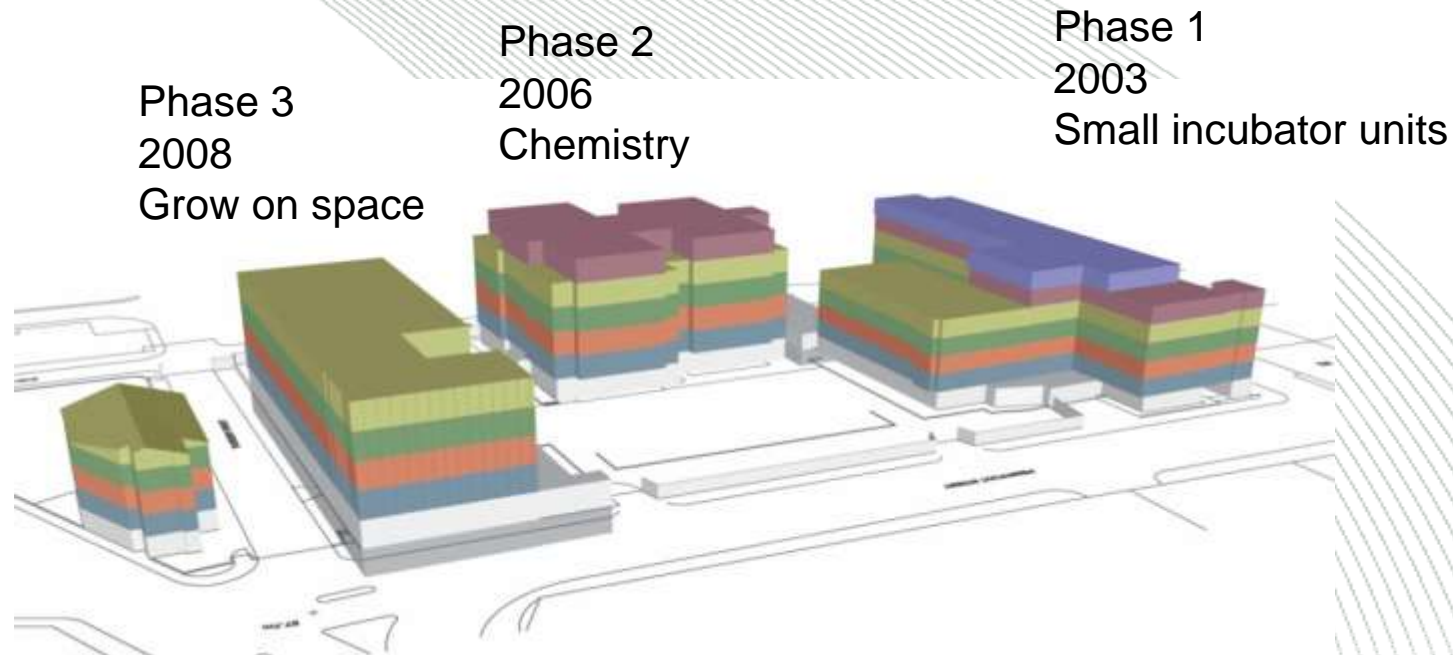
One of Europe's largest bioscience incubators

- Refurbishment of facilities
- Development of a successful incubator environment
- Learning lessons along the way



Refurbishment of facilities

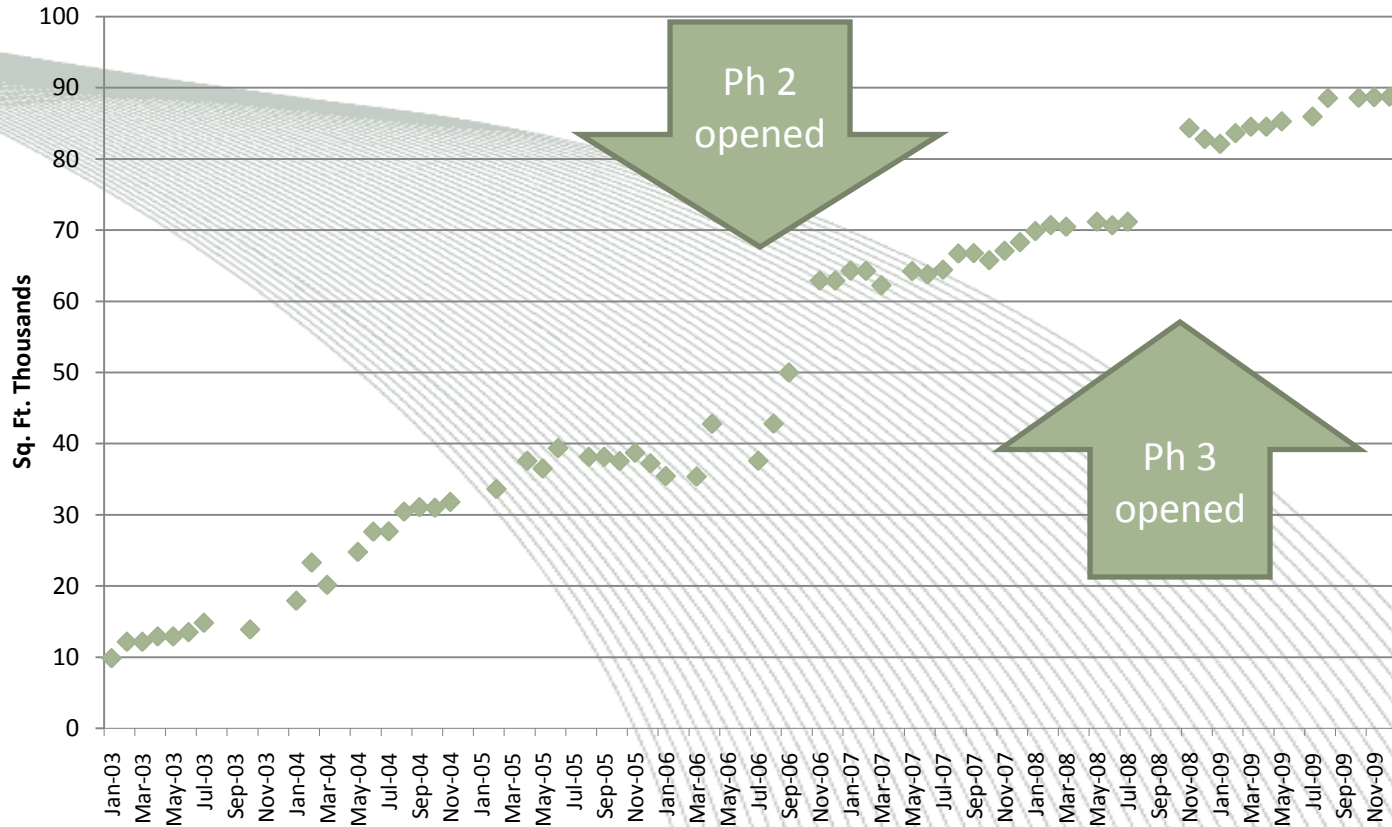
- Boots Pharmaceuticals site > BASF/Knoll
- Approx. 125,000 sq ft net in three main buildings
- Gifted to Nottingham Trent University
- Old and worn out!
- Phased approach



Key features

- Phase 1
 - Generic labs
 - Basic lab services
 - Designed to be hub of all sector activities in local area
 - Meeting rooms and conferencing
 - cafe
- Phase 2- specialist labs- v. high net to gross
- Phase 3- custom fit out - high net to gross

Growth in occupancy 2003-2009



Some lessons

- Doesn't need to be too fancy
- Central stairs are great
- Small units in incubator are good...
- ..but staying ahead of the growth curve important
- Making hub of activities great for marketing
- And lots more...



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