



active environment

For both start-ups and established biotechnology companies, New York City provides unlimited potential and unparalleled resources.

Collaborative Opportunities

New York City's 25 world-class medical institutions, 60 hospitals, more than 100 colleges and universities, and 115 research centers provide unlimited partnership potential between academia and industry. It is no surprise, then, that the New York metropolitan area has attracted more pharmaceutical company headquarters than any other area in the world.

Important Resources

As a global business center, New York City is home to a concentration of banking, financial, marketing and service firms that can nurture growing biotechnology companies. For example, tremendous legal support comes from the more than 60 firms specifically focused on biotechnology with experts on patents, licensing, trademarks, and international law.

New York City's diverse labor pool is among the best educated and most productive in the nation. It includes more than 100,000 skilled and talented scientists, engineers, mathematicians, medical personnel and technicians in the biotech sector alone.

Innovative Research Centers

With so many assets, New York City sustains a healthy and innovative environment for biotechnology enterprises. Today — more than ever before — cooperation between the public, business, academic and medical communities is uniting academia and industry to position New York City as the leader in the nation and in the world in bioscience technology.

"Being next door to an institution like Columbia University is a major plus, as it gives access to expensive equipment that small start-ups cannot afford."

- Ana Chevlin, Treasurer, Health Sciences Consultant Group, Inc.



Several projects have created excitement in New York City:

The Audubon Biomedical Science and Technology Park will, when completed, consist of five structures, with more than 700,000 square feet of research laboratory space and more than one million feet in total development. Among the completed structures is the Audubon Business and Technology Center, a commercial laboratory facility with dedicated business incubator space for start-up companies.

The New York Structural Biology Center, a collaborative venture formed by 10 area universities and hospitals, is creating a world-class research facility in Upper Manhattan.

The Bernard and Gloria Salick Center for Molecular and Cellular Biology at Queens College will be one of the nation's foremost research institutions on HIV and AIDS. This 40,000-square-foot facility is scheduled to open in 2001.

The New York City Cancer Project, the first major initiative of a consortium of the region's 25 leading medical schools, hospitals, and academic institutions, will involve 300,000 residents. The project, one of the largest population-based studies in the nation, will receive \$12 million from New York City.

Valuable Business Assistance Initiatives

Much of New York City's recent growth has come about as a result of initiatives established by Mayor Rudolph W. Giuliani to help businesses grow. The following are just a few business assistance initiatives that can take your business to the next level:

Access Funding Sources: If you need capital for current operations or expansion, our loan programs may meet your needs. And if you intend to manufacture products, you may be able to access tax-exempt bonds to fund capital purchases.

Reduce Energy Costs: Cut electricity and natural gas costs through various programs available to qualified commercial and industrial businesses.

Seek Venture Capital: The New York City Discovery Fund is a public-private equity investment fund that invests in growing New York City-based businesses engaged in the development, production, commercialization and use of a wide range of advanced technologies.

Reduce Taxes: If you are planning to purchase or rent property and undertake improvements, real estate taxes may be available. Companies intending to purchase facilities may also be able to receive mortgage recording tax and sales tax savings.

NYC resources

created specifically for biotech firms:

New York Biotechnology Association (NYBA) has many programs to help grow existing biotechnology companies and develop entrepreneurial ventures. For example, NYBA's ongoing Biotechnology Tech Transfer Initiative fosters collaboration between academia and industry to develop and apply new research and technology.

Academic Medicine Development Corporation (AMDeC) is a partnership of 24 of New York's preeminent academic medical centers. AMDeC works to develop large clinical research initiatives and research infrastructure, promote the development of the biotechnology industry in New York, and recruit talented researchers to New York's research facilities.

Industrial Technology Assistance Corporation (ITAC) offers business consulting and product development services, access to specialized sources of funding, and assistance in research partnership formation to technology-driven New York City firms.

Biomedical Research Alliance of New York — an alliance of academic medical centers in the New York metropolitan area — is designed to conduct high-quality trials for the pharmaceutical and biotechnology industries in the most rapid, efficient, and cost-effective manner.

(877) NYC-4-BIO is a toll-free number that provides members of the biotech community with access to the resources and potential opportunities available in New York City.

"...The collaborative efforts of world class public, private and non-profit sectors make New York City an ideal place for a vibrant biotechnology industry cluster."

- Herbert Pardes, M.D., Vice President for Health Sciences and Dean of the Faculty of Medicine, Columbia University

