



THE TEXAS
STATE
UNIVERSITY
SYSTEM

REQUEST FOR QUALIFICATIONS

RFQ No: 758-23-00080

FOR

Life Sciences Lab Incubator

ALL RESPONSES MUST BE RECEIVED NO LATER THAN:

Tuesday, April 11, 2023, AT 2:30 PM CENTRAL

Prepared by:

Jenn DeLeon

The Texas State University System

Jennifer.deleon@tsus.edu

Issue Date: 3/17/23

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Section 1 – General Information

1.1 OBJECTIVE

The Texas State University System (**The System**), on behalf of Texas State University and in partnership with the Round Rock Texas Chamber of Commerce, is soliciting responses from qualified firms (**Respondents**) to submit qualifications in response to this Request for Qualifications (**RFQ**) in order to pre-qualify vendors to provide professional development services (the “**Services**”).

The System will determine if a firm is qualified based on the published selection criteria and on its ranking / evaluation of submitted Responses. The only firms that will receive, and be allowed to respond to, the resulting Request for Proposal (**RFP**), if any, will be those firms that are pre-qualified through this RFQ process.

1.2 DESCRIPTION OF THE SYSTEM

The Texas State University System, founded in 1911, is the first higher education system that was established in Texas. Beginning as an administrative means to consolidate the support and management of state teacher colleges, The System has evolved into a network of higher education institutions stretching from the Texas–Louisiana border to the Big Bend region of West Texas and serving approximately 90,000 students annually. Throughout The System, faculty and staff are preparing students to work in and contribute to our global society.

The System includes the system administration office (**TSUS Administration**) and seven (7) component institutions (**Component Institutions**) that offer a broad range of academic and career opportunities:

- TSUS Administration
- Lamar University
- Sam Houston State University
- Sul Ross State University
- Texas State University
- Lamar Institute of Technology
- Lamar State College Orange
- Lamar State College Port Arthur

The Texas State University System is governed by a nine-member Board of Regents appointed by the governor. In addition, a nonvoting student regent is appointed annually to the board. TSUS Administration, which is led by a board-appointed chancellor, is based in Austin, where it provides support to the Component Institutions and state government.

1.3 PROJECT DESCRIPTION

The System is interested in working with a qualified development firm (the **Firm**) to create a Life Sciences Lab-Based Incubator / Startup project (the **Project**) on the Round Rock campus of Texas State University (**TxSt**).

The Project will be a commercially viable research incubator that caters to a wide variety of clients and start-up companies, including those that are focused on the life-sciences or medical fields. The Project should contain a variety of spaces that cater to startup companies including offices, wet-and-dry-labs, collaboration space, and packaging and shipping facilities.

TxSt envisions the Project as a public-private-partnership (**P3**) and is open to various arrangements to include a developer-financed, built, and managed facility on property ground-leased from TxSt. Two potential building sites have been preliminarily identified on the Round Rock campus. One of the sites would support a building of 30,000 to 40,000 square feet while the other site would support 75,000 to 100,000 square feet.

The Project will serve as a catalyst for collaboration supporting TxSt's goal of becoming a prominent national research university and Round Rock's goal of becoming a national hub of the life sciences by growing the regional ecosystem through activities promoting and supporting commercialization, entrepreneurship, and innovation. Companies housed in the completed Project will typically be product-based companies that have potential for intellectual property rights and are seeking a collaborative, supportive, and resource-rich environment to accelerate the growth of their companies. The companies will be expected to establish collaborative research relationships with TxSt and have an interest in partnering with TxSt's students and faculty.

Prospective tenants will have the opportunity to preferentially access select Texas State University resources including shared research equipment, library facilities, student internship programs, faculty consulting, post-doctoral researchers, etc. In addition, based on academic qualifications, tenants will have the opportunity to serve in adjunct/visiting faculty appointments, advisory boards and participate in academic program development with TxSt faculty.

Sample tenant entrance criteria might include having the company meet one of the following requirements. The company has:

- (or is negotiating) a license of technology owned or controlled by The System
- a Sponsored Research Agreement (**SRA**) with The System
- a University Industry Partnership Agreement (**UIPA**) with The System
- has received a Small Business Technology Research (**SBTR**) or Small Business Innovation Research (**SBIR**) contract in partnership with The System
- has an active student internship program with TxSt
- is willing to engage in mutually beneficial collaborations with TxSt beyond leasing space

TxSt would like the incubator ready to house companies within 18 months of RFP award (the **Opening Date**).

1.4 SCHEDULE OF EVENTS

- A. Issue RFQ on or about: March 17, 2023
- B. Last Day for questions: March 27, 2023
- C. Responses due: April 11, 2023, at 2:30 p.m. (Central Time)

1.5 CLASS AND ITEM (NIGP) CODES

The related Class and Item code(s) for the services requested are: 909-30

Section 2 – Notice to Respondents

2.1 PUBLIC INFORMATION

All information, documentation, and other materials submitted in response to this solicitation are considered non-confidential and/or non-proprietary and are subject to public disclosure under the Texas Public Information Act (*Texas Government Code*, Chapter 552.001, et seq.) after the solicitation is completed.

2.2 POINT OF CONTACT

The System designates the following person as its representative and Point of Contact for this RFQ:

Jenn DeLeon
Email: Jennifer.deleon@tsus.edu

The System instructs interested parties to restrict all contact and questions regarding this RFQ to **written** communications with the Point of Contact. Discussions (written or verbal) related to the services in this RFQ with parties other than the Point of Contact are grounds for Respondent disqualification.

2.3 RESPONDENT QUESTIONS

Respondents will have until **Monday, March 27, 2023**, (the “**Question Deadline**”) to submit written questions or requests for clarification to The System’s Point of Contact (ref. **Section 2.2**). Questions submitted and received prior to the deadline will be reviewed, consolidated where possible, and answered in a written addendum. The addendum will be posted on the Texas Electronic State Business Daily (“**ESBD**”) at: <http://www.txsmartbuy.com/sp>. Enter “**758**” in the **Agency Number** field to search ESBD for The Texas State University System solicitations. The System will provide responses as soon as practicable following the Question Deadline however, The System reserves the right to decline to respond to any question. It is the Respondent’s responsibility to continually check the ESBD for Addenda.

2.4 EVALUATION OF RESPONSES

All properly submitted Responses will be reviewed, evaluated, and ranked by The System according to the Qualification Criteria listed in **Section 4** of this RFQ. Representatives from third party vendors or other outside entities that are currently contract holders with The System (“**External Representatives**”) may have access to Respondents’ submitted Responses and other relevant materials to assist The System in conducting its review. The System will select the most highly qualified Respondent(s) based on Respondent’s demonstrated competence and qualifications.

2.4.1 Review / Initial Ranking: Upon completion of Response review, The System will determine an initial ranking of the Respondents. If the initial ranking of the Respondents is reasonably conclusive, The System may make a “most qualified”

selection based solely upon the written qualifications. If not, then The System may conduct interviews with a “short list” of top-ranked Respondents.

2.4.2 Interviews / Short List Presentations: Upon completion of the initial review, evaluation, and ranking of the Responses, The System may invite one or more Respondents within the competitive range, at the Respondent’s expense, to give an oral interview and / or written presentation and respond to questions. Interviews, at The System’s discretion, may be held either on site at the TSUS Administration offices in Austin, Texas, in Round Rock, TX, or by video conference.

2.4.3 Fees: Responses should not include any information regarding Respondent’s proposed fees, pricing, or other compensation considerations as these will not be a factor in the selection of the qualified Respondent(s). The System will request the detailed service fees during the RFP process, if any.

2.5 THE SYSTEM’S RESERVATION OF RIGHTS

The System reserves the right to reject any and all Responses and re-solicit for new Responses, or to reject any and all Responses and temporarily or permanently abandon the Project. The System makes no representations, written or oral, that it will enter into any form of agreement with any Respondent to this RFQ, or any resulting RFP, for any project and no such representation is intended or should be construed by the issuance of this RFQ.

2.6 ACCEPTANCE OF EVALUATION METHODOLOGY

By submitting its Response to this RFQ, Respondent accepts the evaluation process and acknowledges and accepts that the determination of the “qualified” firm(s) will require subjective judgments by The System.

2.7 NON-REIMBURSEMENT FOR COSTS

Respondent acknowledges and accepts that any costs incurred from the Respondent’s participation in this RFQ process shall be at the sole risk and responsibility of the Respondent. Respondents submit Responses at their own risk and expense.

2.8 CONFLICTS / CONTACT

Respondents shall not contact existing members of the TSUS Board of Regents, The System employees, including those of Component Institutions about this RFQ until the resulting contract(s), if any, is fully executed.

2.9 OWNERSHIP AND USE OF WORK MATERIAL

All work material, whether accepted or rejected by The System, is the sole property of The System and for its exclusive use and re-use at any time without further compensation and without any restriction.

Section 3 – Requirements of Response

3.1 RESPONSE SUBMITTAL DEADLINE AND LOCATION

The System will receive Responses for this RFQ at the time and location described below. The Respondent (not The System, the carrier, mail service/courier, or other party) is solely responsible for ensuring that the Response is received by the Point of Contact, in the format described below (ref. **Section 3.2**), **prior** to the specified due date and time noted in this Section. Late responses will not be accepted.

Submittal Deadline: April 11, 2023, at 2:30 PM CENTRAL

The Texas State University System
Attn: Jenn DeLeon
601 Colorado Street
Austin, Texas 78701
Re: RFQ 758-23-00080

NOTE: A public opening of responses will not be conducted for this RFQ.

3.2 RESPONSE FORMAT AND REQUIRED COPIES

- 3.2.1 **Unacceptable Response Delivery Methods:** The System will not accept Responses to this RFQ that are submitted by telephone, facsimile (fax) transmission, or electronic mail.
- 3.2.2 **Response Envelope / Box / Container:** Response must be placed in a sealed envelope, box, or container that is completely and properly identified with the name of Respondent's firm and the RFQ number, due date and time.
- 3.2.3 **Format for Response:** Respondent shall make every effort to present the required information in a detailed, orderly, and compact presentation. Respondent should provide visual examples of functionality to clarify and reinforce key product features and services. Long or elaborate Responses are not desired.
- 3.2.4 **Required Copies:** Respondent must submit (a) one (1) complete paper copy of its entire Response, and (b) one (1) USB flash drive with a complete electronic copy of the entire Response, in a single .pdf file. The USB flash drive must include a protective cover that is labeled with Respondent's name and the RFQ number. An *original* signature by an authorized officer of Respondent's firm must appear on the Qualification Request Form (ref. **Section 5**) included in the submitted Responses, both paper and electronic.

3.3 QUALIFICATION CRITERIA

Respondent must completely answer all questions asked in **Section 4** (Qualification Criteria). By submitting a Response, Respondent certifies that, to the best of its knowledge, all responses are true, correct and complete.

3.4 QUALIFICATION REQUEST FORM

Respondent must complete, sign and return the attached Qualification Request Form (ref. **Section 5**) as part of the Response. The form must be signed by an authorized officer of Respondent's firm duly authorized to bind the Respondent to its Response. Failure to sign and return the Qualification Request Form will result in the rejection of the Response.

Section 4 – Qualification Criteria

Per **Section 2.4** the specific Qualification Criteria, and relative weights of each, that will be used to evaluate responses are as follows:

Criteria	Weight
General Capabilities	10%
Vendor Experience	30%
Team Member Qualifications	20%
Knowledge of Best Practices	25%
Ability to Identify & Resolve Problems	15%
Total:	100%

Narratives provided in response to the criteria listed below must address the specific items noted with each criterion. Respondent must demonstrate the ability to successfully provide the Services. Respondent can also include additional information Respondent believes The System should know when determining qualifications. **Respondent's response to this Section of the RFQ cannot exceed a maximum of 50 pages.**

Respondents should note that, unless expressly permitted by this RFQ, any of the following may lead to disqualification or affect scoring:

- Failure to fully disclose requested information;
- Failure to submit requested information, using the same numbering format and in the order asked below;
- Incomplete, inaccurate, materially misleading, or non-responsive submissions; or
- Conditional or qualified submissions (i.e., “to our knowledge”, “to the extent of available information”, “such information is not readily available”, “such information is not maintained in the manner requested”, etc.) to requests or questions posed.

Evaluation Criteria / Questions for Respondent's Response

4.1 General Capabilities

- 4.1.1 Provide a statement of interest for the Project including a narrative describing the Respondent's unique qualifications as they pertain to the type of services described in this RFQ.
- 4.1.2 Provide a statement on the availability and commitment of the Respondent and its principal(s) and assigned professionals, including all consultants to undertake the Project, for the Opening Date noted in **Section 1.3**.
- 4.1.3 Provide information that demonstrates Respondent's general capabilities to perform the Services requested in this RFQ. At a minimum, the response should provide the following information about Respondent's firm:

- A. Brief history of the firm (including number of years providing Services requested in this RFQ)
- B. Organizational structure and number of employees per area
- C. Information on firm's financial stability
 - Firm's financial rating
 - Is firm currently for sale or involved in any transaction to expend or to become acquired by another business entity? If yes, please explain the impact both in organizational and directional terms.
 - Is firm currently in default on any loan agreement or financing agreement with any bank, financial institution, or other entity? If yes, specify date(s), details, circumstances, and prospects for resolution.
- D. Provide any details of all past or pending litigation or claims filed against the firm that would negatively impact Respondent's performance under any agreement with The System.

4.1.4 Describe any difficulties Respondent anticipates in performing its duties under an agreement with The System and how Respondent plans to manage these difficulties. Describe any assistance Respondent would request from The System to successfully provide the Services.

4.1.5 Indicate whether the Respondent intends to subcontract any of the work associated with the performance of the Services. If so, describe the roles of such subcontractors and Respondent's process in working with and integrating them into the successful performance of the Services.

4.1.6 Declare if any relationship exists by relative, business associate, capital funding agreement, or any other such kinship, between Respondent's firm or any of its consultants and any employee, officer, or Regent of The System. If so, please explain.

4.2 Vendor Experience

4.2.1 List no more than five (5) projects for which Respondent has provided services that are most directly related to this Project and completed within the last ten (10) years. List the projects in order of priority, with the most relevant project listed first and which best illustrate current experience and capabilities relevant to this Project. Provide the following information for each project listed:

- A. Project name, location and description
- B. Type of P3 contract delivery method, if applicable.
- C. Photographic color images of exterior, interior, and floor plans and site plans as applicable.
- D. Final construction cost.
- E. Final project size in gross square feet
- F. Description of professional services Respondent provided for the project.
- G. References for the project to include:

- The owner's name and representative who served as the day-to-day liaison during the design and construction phases of the project, including telephone number and email address.
- Contractor's name and representative who served as the day-to-day liaison during the preconstruction and/or construction phase of the project, including telephone number and email address.
- Length of business relationship with the owner.

4.3 Team Member Qualifications

- 4.3.1 Provide résumés for all proposed personnel that will be assigned to this Project. Resumes should include, at minimum: name, title, area of responsibility in Respondent's firm, type and years of experience, education, length of employment with Respondent's firm, city of residence, specific experience as it pertains to the Services, and any relevant certifications.
- 4.3.2 Provide a statement on the availability and commitment of the Respondent and its principal(s) and assigned professionals to undertake the project.

4.4 Knowledge of Best Practices

- 4.4.1 Describe the Respondent's philosophy, methodology, and process for Projects of this type.
- 4.4.2 Describe Respondent's demonstrated technical competence and management qualifications with institutional projects, particularly those for higher education.
- 4.4.3 Describe the way in which Respondent develops and maintains work schedules to coordinate with client project schedules, assuring timely completion of projects, including methods for schedule recovery if necessary. For any combination of three (3) projects listed in response to Item 4.2.1 above, provide examples of how these techniques were used.

4.5 Ability to Identify & Resolve Problems

- 4.4.1 Describe what Respondent perceives as the critical issues for this Project and briefly state what Respondent believes to be the most pertinent considerations and challenges that must be addressed in a project of this type. Respondent may wish to include sketches, diagrams, analyses, or other tools from similar projects that help illustrate Respondent's points. This is not an opportunity for the Respondent to present a full proposal.
- 4.4.2 State why Respondent believes its team to be qualified to skillfully address the issues that Respondent believes will be relevant to this Project.

4.4.3 Provide a preliminary Project Planning Schedule stepping back from the desired Opening Date (ref. **Section 1.3**). Indicate areas where schedules in projects such as this often experience delays.

Section 5 – Qualification Request Form

Name of responding entity: _____

Business Address: _____

Federal Tax ID Number: _____

Contact Name: _____

Contact E-mail Address: _____

Contact Phone Number(s): _____

Current Texas higher education clients:

If the goods / services described in this RFQ are available under a Group Purchasing Organization (e.g., Texas Department of Information Resources (“DIR”), Buyboard, E&I, Omnia, etc.) provide the Group Purchasing Organization name and contract number:

By completing and signing this form, the Respondent affirms that all the information is true and correct. The person signing below further affirms that they are a duly authorized representative of the Respondent’s firm.

Submitted and certified by:

Authorized Signature


Date

APPENDIX ONE




Round Rock Life Sciences Ecosystem



Health & Life Sciences



Hundreds of life science businesses are leading innovation in the Round Rock-Austin MSA, including hospitals, medical laboratories, biopharmaceutical companies, health care IT, and research and development centers. Medtech thrives in the city thanks to a combination of medical research, talent, and the high technical aptitude of companies within the region.

 <p data-bbox="371 1136 526 1218">16K</p> <p data-bbox="298 1289 607 1356">LIFE SCIENCES WORKFORCE IN AUSTIN-ROUND ROCK REGION</p>	 <p data-bbox="756 1136 911 1218">280</p> <p data-bbox="742 1289 938 1356">LIFE SCIENCES COMPANIES IN THE REGION</p>	 <p data-bbox="1162 1136 1265 1218">4K</p> <p data-bbox="1078 1289 1370 1356">HEALTHCARE GRADUATES ANNUALLY IN THE AUSTIN- ROUND ROCK REGION</p>
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INDUSTRY ECOSYSTEM

Round Rock is a major economic hub for Central Texas and a budding location for the health and life sciences industry.



Produces high quality certified reference standards and components for test kits



Leading developer and manufacturer of high-purity, pharmaceutical cannabinoid ingredients and products



Manufacturer of clear aligners that discreetly correct malocclusion



World's largest manufacturer of after-market Candela replacement parts and consumables



Environmental biotechnology research, development, and manufacturer of biological products



World leader in supplying scientific instrumentation

roundrockchamber.org

STEP UP TO TALENT

Life science companies in Round Rock are in close proximity to education institutions, including Austin Community College, Texas State University, Texas A&M Health Sciences Center and the Dell Medical School at the University of Texas, all of which help keep the city well equipped with skilled talent to solve the healthcare challenges of the 21st century .

The Austin-Round Rock region has over 9,800 STEM graduates each year, creating a pipeline for local life science and biotech companies.



LIFE SCIENCES EDUCATION IN ROUND ROCK



INVESTING IN THE FUTURE OF HEALTHCARE

Round Rock and the State of Texas offers a variety of economic incentives that are considered on a case-by-case basis for health and life sciences companies considering a relocation or expansion into the market. Incentives are performance-based and tied to job creation, capital investment and average wages, among other factors.



No corporate or personal income tax



MSA Ranked No. 3 for top emerging life sciences market



Lowest property tax rate in Central TX



STEP UP TO BUSINESS MADE EASY

We understand the importance of speed-to-market, and we want to get your company up and running as fast as possible.

LET'S CONNECT TODAY

Round Rock Chamber
512.255.5805
ecodev@roundrockchamber.org

roundrockchamber.org

APPENDIX TWO

Strategic Vision

The Round Rock life sciences strategic vision, produced by Perkins & Will in July 2022, for the Round Rock Chamber of Commerce is provided in a separate attachment.

ROUND ROCK, TX

LIFE SCIENCES STRATEGIC VISION

2022

Prepared by

Perkins&Will



The background of the cover features a modern architectural design. On the left, a glass-walled exterior of a building is visible, with a view of a city and water in the distance. On the right, a bright, clean hallway with a polished floor leads into a laboratory area. Two scientists, a man and a woman, both wearing white lab coats, are walking towards the camera. The man is on the left, and the woman is on the right, smiling. The overall atmosphere is professional and innovative.

Round Rock Life Sciences Strategic Vision

July, 2022

Produced by Perkins&Will
for the Round Rock Chamber of Commerce

Perkins&Will



Contents

Acknowledgements

1. Introduction

2. Existing Assets & Context

3. A Vision for Life Sciences

4. Strategic Opportunity

5. Next Steps

Acknowledgements

The Round Rock Chamber of Commerce is grateful for the participation and contribution of those who helped shape the outcomes and recommendations included in this report. We would like to express our appreciation to the following individuals and organizations.

Life Sciences Industry Cluster Strategic Advisory Group:

Ascension Texas

- Ms. Kate Henderson

Austin Community College

- Dr. Linnea Fletcher
- Ms. Nancy Lyon

Avery Centre

- Mr. John Avery
- Dr. Nelson Avery

BioAustinATX

- Dr. Scott Collins

CIEDAR Consortium

- Mr. Andres Carvallo

City of Round Rock

- Ms. Laurie Hadley
- Mr. Brooks Bennett
- Honorable Craig Morgan

Concept Companies & Momentum Labs

- Mr. Brian Crawford
- Mr. Seth Lane

Greater Austin Chamber of Commerce/Opportunity Austin

- Ms. Charisse Bodisch

Hill Country Payroll & Momentum Chair

- Mr. Writ Baese

Round Rock Chamber of Commerce

- Ms. Jordan Robinson
- Mr. Jason Ball

Texas A&M University College of Medicine

- Dr. Amy Waer
- Dr. Kevin Brown
- Dr. Jim Lucas

Texas State University

- Dr. Ruth Welborn
- Dr. Michael Blanda
- Mr. Stephen Frayser
- Dr. Walter Horton

ZeteoBioMed

- Tim Sullivan

Consultant:

- Perkins&Will, Lead Facilitator and Innovation Community Planning and Design Advisor

Special Guests and Presenters:

- Ms. Charisse Bodisch, Austin Chamber of Commerce
- Dr. Walter Horton, Texas State University
- Dr. Amy Waer, Texas A&M University College of Medicine
- Dr. Linnea Fletcher, Austin Community College
- Dr. Scott Collins, BioAustin
- Mr. Mark Romney, University of California, Davis Aggie Square
- Mr. Brian Crawford, Concept Companies & Momentum Labs
- Mr. Mark Long, University of Florida Innovation Services
- Mr. Jason Chan, Perkins&Will
- Mr. Jonathon Bates, University of Utah Research Park
- Mr. Bob Geolas, HR&A Advisors



1. Introduction

Process Overview

The Round Rock Chamber of Commerce along with regional leaders and stakeholders have recognized the opportunity to take advantage of the greater Austin region's growing reputation as one of the top three emerging life science markets in the country. In recognizing this opportunity, they have identified the potential in the purposeful creation of a life sciences research and industry cluster that leverages the many community assets, both public and private.

The Round Rock Chamber, in collaboration with the City of Round Rock, believe there is promising economic development potential through purposefully connecting its public institutions with private partners, companies, and landowners to create new and sustainable innovation and growth of the life sciences industry.

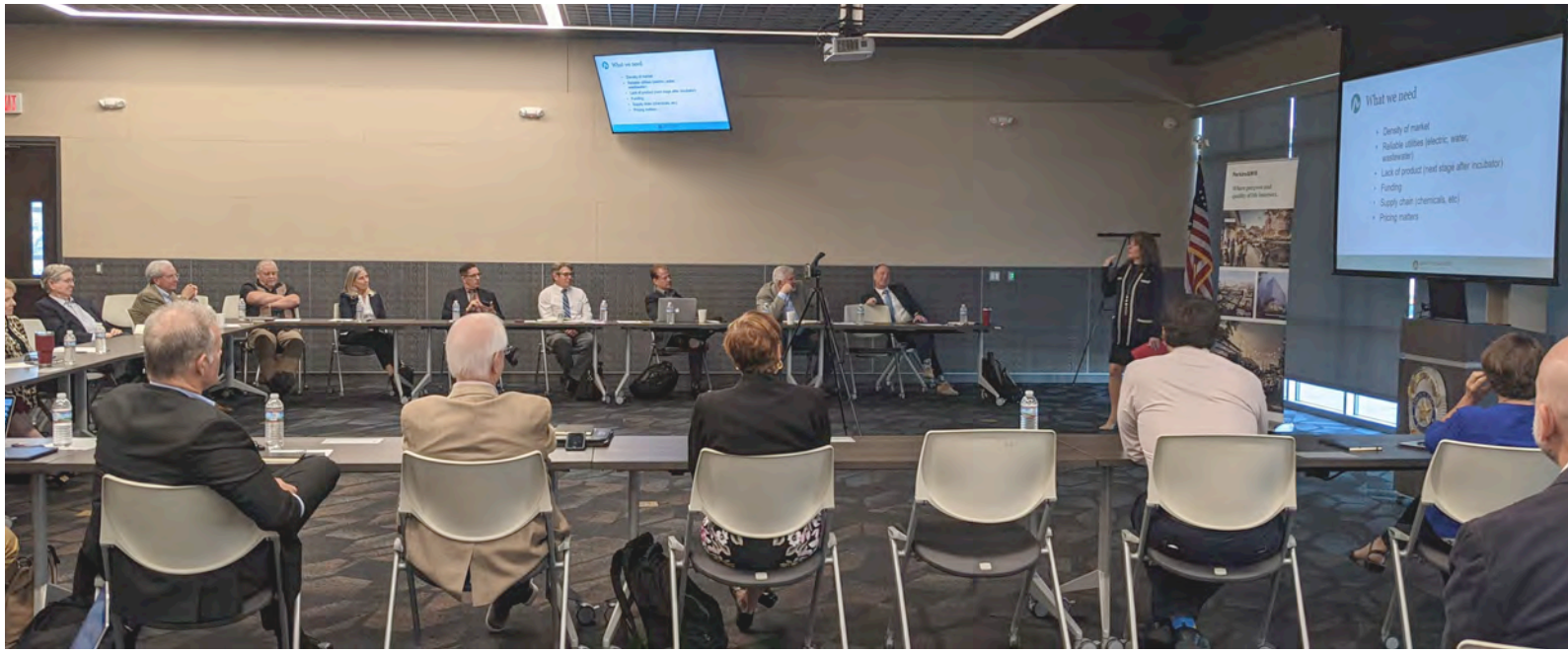
Among the local and regional assets that underpin the opportunity in Round Rock are institutional anchors such as Texas State University-Round Rock, Texas A&M University Health Sciences-Round Rock, Austin Community College-Round Rock, Ascension Seton Williamson Hospital, and Baylor Scott & White Medical Center-Round Rock. In addition, private industry and industry groups are strategic assets that can advance this vision, several of which participated in the process including BioAustinCTX, Zeteo Biomed, Concept Companies

In seeking to connect and capitalize on these numerous local assets, The Round Rock Chamber enlisted Perkins&Will to convene a series of intensive stakeholder meetings to brainstorm and strategize around the local opportunity. The purpose of this planning effort was to facilitate a discussion that results in identification of the key strategic initiatives for such a life science cluster in Round Rock.

Process:

The strategic initiatives emerged from a series of choreographed community engagement and visioning sessions. The meetings were attended by key stakeholders identified by the Round Rock Chamber along with national subject matter experts identified by the project team to help direct the discussions.





Session 1 – Asset Review & Observations

The first session began with an overview of existing local and regional assets, the current state of the life sciences market, and existing initiatives in place. Presentations were given by local leaders representing several key institutions with the purpose of sharing information, forging connections, and beginning to identify common interests and areas of potential collaboration. These presentations included :

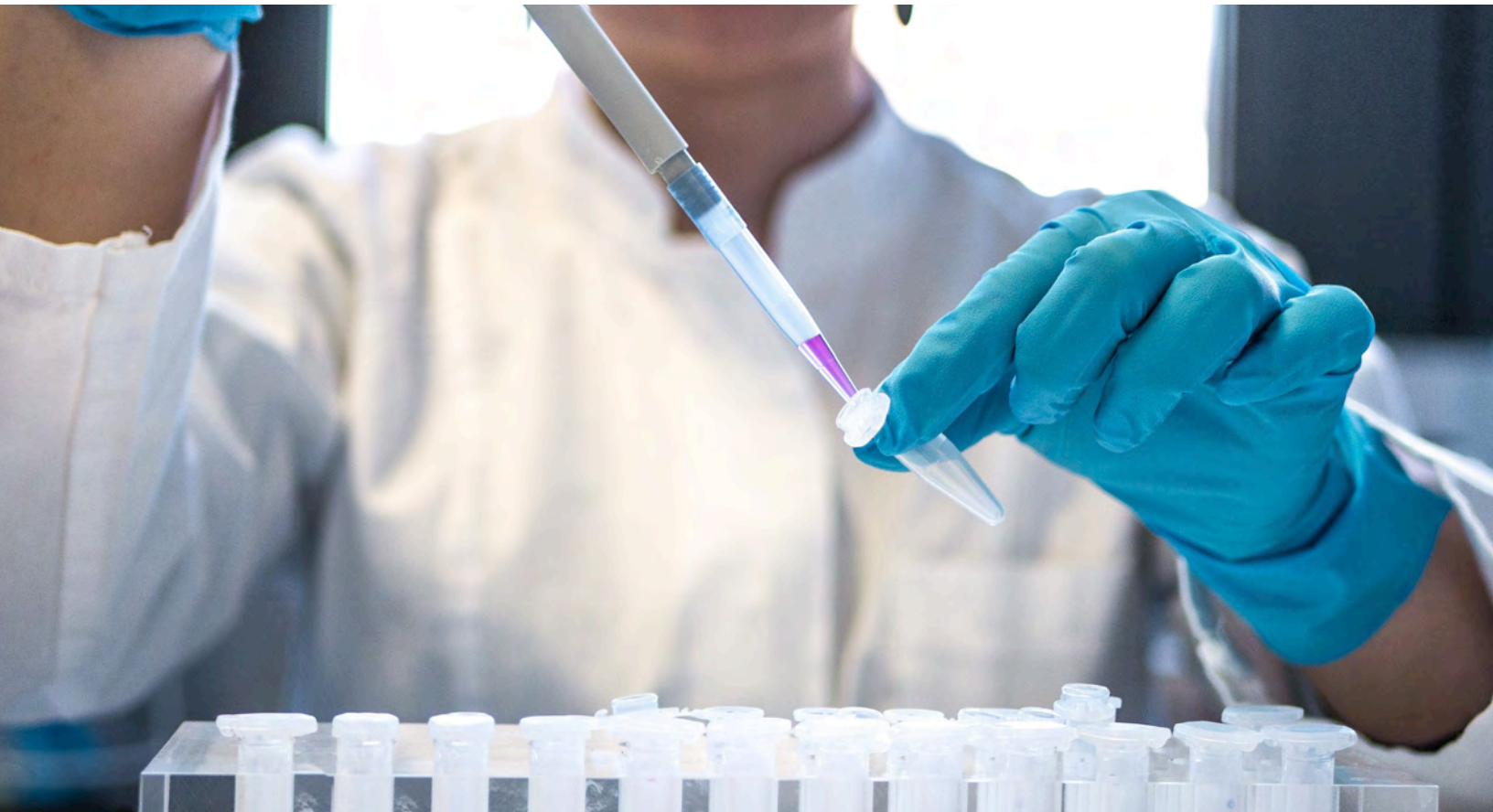
- Ms. Charisse Bodisch, Senior Vice President Economic Development, Greater Austin Chamber of Commerce/ Opportunity Austin
- Dr. Walter E. Horton Jr., Associate Vice President for Research & Federal Relations & Chief Research Officer, Texas State University
- Dr. Amy Waer, Dean, Texas A&M College of Medicine
- Dr. Linnea Fletcher, Biotechnology Department Chair & Director, InnovATEBIO National Biotechnology Education Center, Austin Community College District
- Dr. Scott Collins, President, Board of Directors, BioAustinCTX

The session then moved on with an extended presentation by a visiting subject matter expert in the development of life sciences centers given by Mark Romney, Chief Strategy Officer, UC-Davis Aggie Square.

Mr. Romney discussed the evolution of Aggie Square, a health sciences innovation district associated with UC-Davis Health in Sacramento. The first phase of Aggie Square will include two life sciences buildings with a total of 600,000 square feet, which will include space for laboratories, an innovation hall, lifelong learning, and residential. The land is owned by UC-Davis, and they have structured a ground lease to developers with a fixed percentage return over a 65-year term.

Through developing these facilities, Mr. Romney emphasized the importance of incorporating community benefits and accessibility including opportunities for workforce development and a 20% target of new jobs employing members of the surrounding community. By incorporating these community benefits, Aggie Square also garnered more broad-based buy-in from local and state political leadership and has become an important element of the Mayor’s economic development platform.

The session was intended to conclude with small group breakouts focusing on potential strengths, weaknesses, opportunities & threats (SWOT) assessment for a Life Sciences Industry Cluster in Round Rock and capture Vision observations. However, as is often the case when convening a group such as this, conversation ran long and this had to be shifted to a virtual collaborative input session.



Session 2: Cluster Development Considerations

The goal of the second session was to identify potential development and implementation considerations and models for the cluster, including special requirements, acceptable uses, partners and players, public-private opportunities, anchor institutions, and not-for-profits. This process sought to build consensus at a high level around the types of opportunities/uses best fit with the vision for a Round Rock Life Sciences Cluster.

In service of this goal, several visiting subject matter experts were invited to present and conduct Q&A sessions with the stakeholder group on design and development considerations related to the life sciences cluster. The invited presenters included:

- Mark Long, Former Director of Director of Incubation Services, University of Florida
- Brian Crawford, CEO, Concept Companies; Founder, Momentum Labs
- Jason Chan, Principal Science+Technology Practice Leader, Perkins&Will

Mr. Long discussed the elements of a successful incubator, emphasizing that simply creating the incubator space is not enough. Successful incubators should be built within an ecosystem of resources that may include coaching, networking opportunities, co-working, and “graduate” space for start-ups who are ready to scale up beyond the incubator.

Mr. Crawford presented a case study of Momentum Labs which fills the “graduate” space along the spectrum from startup to mature company. The facility is a privately developed multi-tenant space for early-stage biotech companies, with fully furnished and equipped laboratories available for lease. The flexibility of lease terms and scale creates a soft landing spot for growing companies, providing continued support, with resources, collaboration, and access to capital. A facility like this also creates additional opportunity to root a growing company in a local area as they mature.

Mr. Chan spoke to his experience designing a wide range of science and technology facilities (including

Biotech R&D, heavy chemistry, high containment, clean rooms, pharma manufacturing, diagnostics, robotics, data/bioinformatics, engineering, maker spaces, advanced manufacturing, imaging, spec labs) which each have their own specific requirements. The intent of the facility and the spaces within it are important to consider early on, creating flexible floor plates and lab modules that can adapt to suit different tenants. He also spoke to trends in Texas with development around medical centers and higher education campuses, and challenges and opportunities in the Austin / Round Rock market including competition for talent, cost of living, tax incentives, available sites, zoning, and infrastructure availability.

The second portion of Session 2 included facilitated break-out group discussions around a number of development-related topics which included identifying appropriate life science typologies, anchors and amenities as well as discussion of a physical location or locations for development.

Session 3: Organizational Models & Economic Influence

The goal of Session 3 was to identify opportunities and value in strategic partnerships and placemaking in building successful innovation ecosystems, addressing community fiscal benefits and economic impact models relating to industry growth, diversification, jobs creation, and enhanced local tax base.

Stephen Coulston, Principal at Perkins&Will, facilitated discussion of online survey results responses, followed by an engagement session featuring presentation and Q&A with visiting thought leaders on partnerships, organization, placemaking, economic and fiscal considerations. Presenters included:

- Jonathan Bates, Executive Director, Real Estate Administration, University of Utah
- Bob Geolas, Partner, HR&A Advisors; Former President & CEO, Research Triangle Park Foundation

Mr. Bates spoke to his experience in Salt Lake City leading University of Utah Research Park (UURP) and real estate programs. Established in 1968, UURP is one



University of California Davis, Aggie Square ↑



of the oldest and most successful university research parks in the U.S., created to stimulate economic development and provide employment opportunities for university graduates.

In 2019 the university embarked on a process to reimagine its 1960's era suburban model park as a vibrant new 21st century mixed-use innovation community. This Strategic Vision Plan responds to the burgeoning technology and innovation community in Utah, as well as the university's health and life sciences program drivers. Mr. Bates shared how this new vision is helping shape implementation of strategies for economics, land use, mobility, parking, environmental conditions, sustainability, and public/private partnerships.

Several facilitated small group break-out discussions followed the presentations. Topics included: building scale, density, and character, desired supporting uses, and potential partnership and collaborative opportunities within the cluster.

Mr. Geolas shared his personal experience in working in knowledge communities, much which

has been spent leading institutional research parks from his early experiences with North Carolina State University's Centennial Campus, starting up the Clemson University International Center for Automotive Research Campus, serving as the former president of Research Triangle Park, and now as the partner for HR&A Advisors' knowledge economy practice.

He described how successful innovation clusters are highly collaborative through programed activities and physical placemaking and are authentic reflections of their communities. They should be welcoming destinations designed to be accessible and affordable, providing opportunity for economic inclusivity. Mr. Geolas shared that successful clusters should allow space for joint collaborative research in a neutral environment, provide opportunities to grow research funding, and fully exploit the combined advantage to working together. He also emphasized that early-stage incentives are crucial, and that governance, management and ongoing curation are key to economic success.

Session 4: Strategic Vision Outcomes

The purpose of Session 4 was to review summary of strategic visioning outcomes. A compilation of facilitated discussion outcomes from all previous sessions were presented back to the group as an outcome of their efforts throughout the visioning process. Recommendations are presented at the end of this document as well, and contain action items and recommended leads for each of these elements.



2. Existing Assets & Context

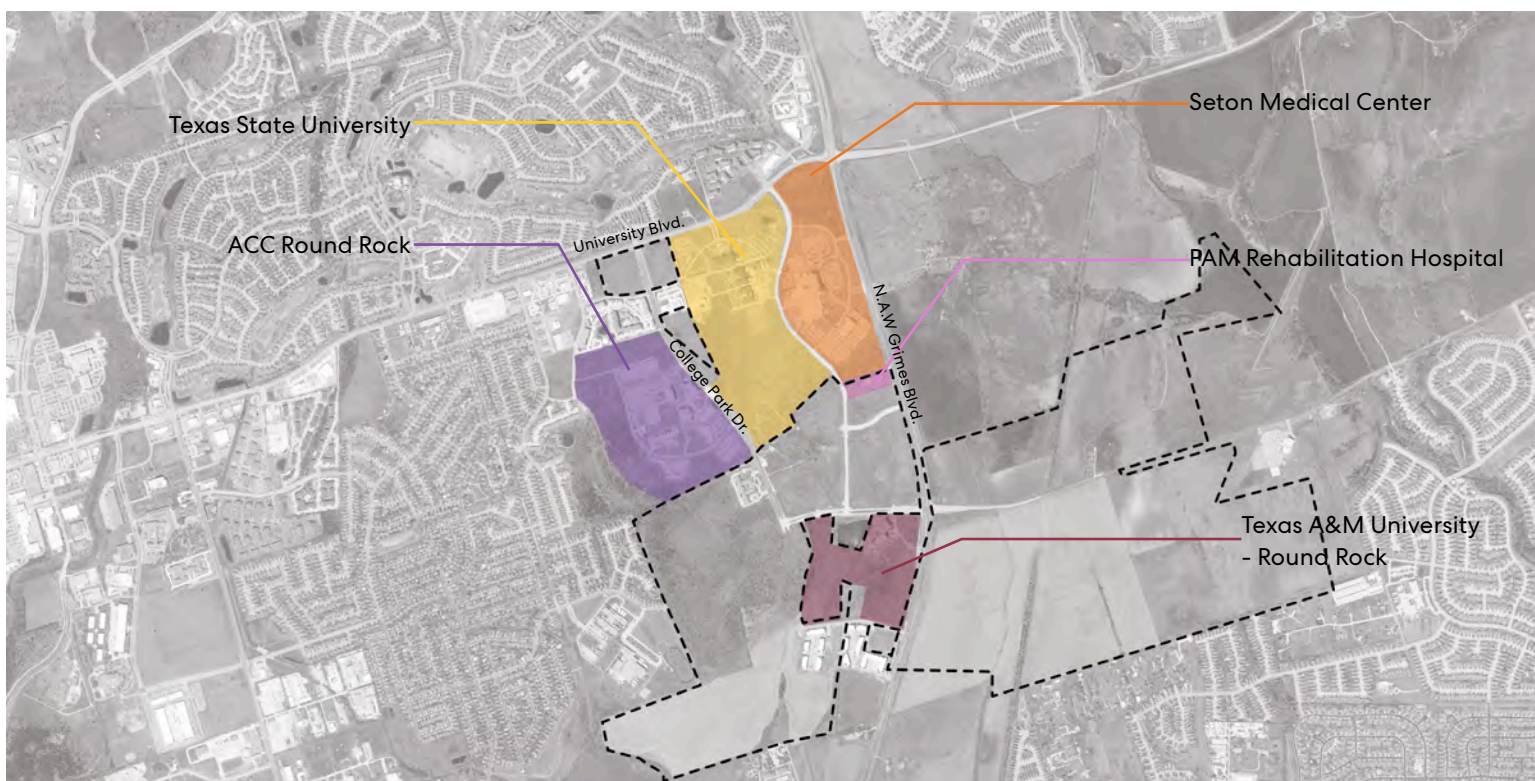
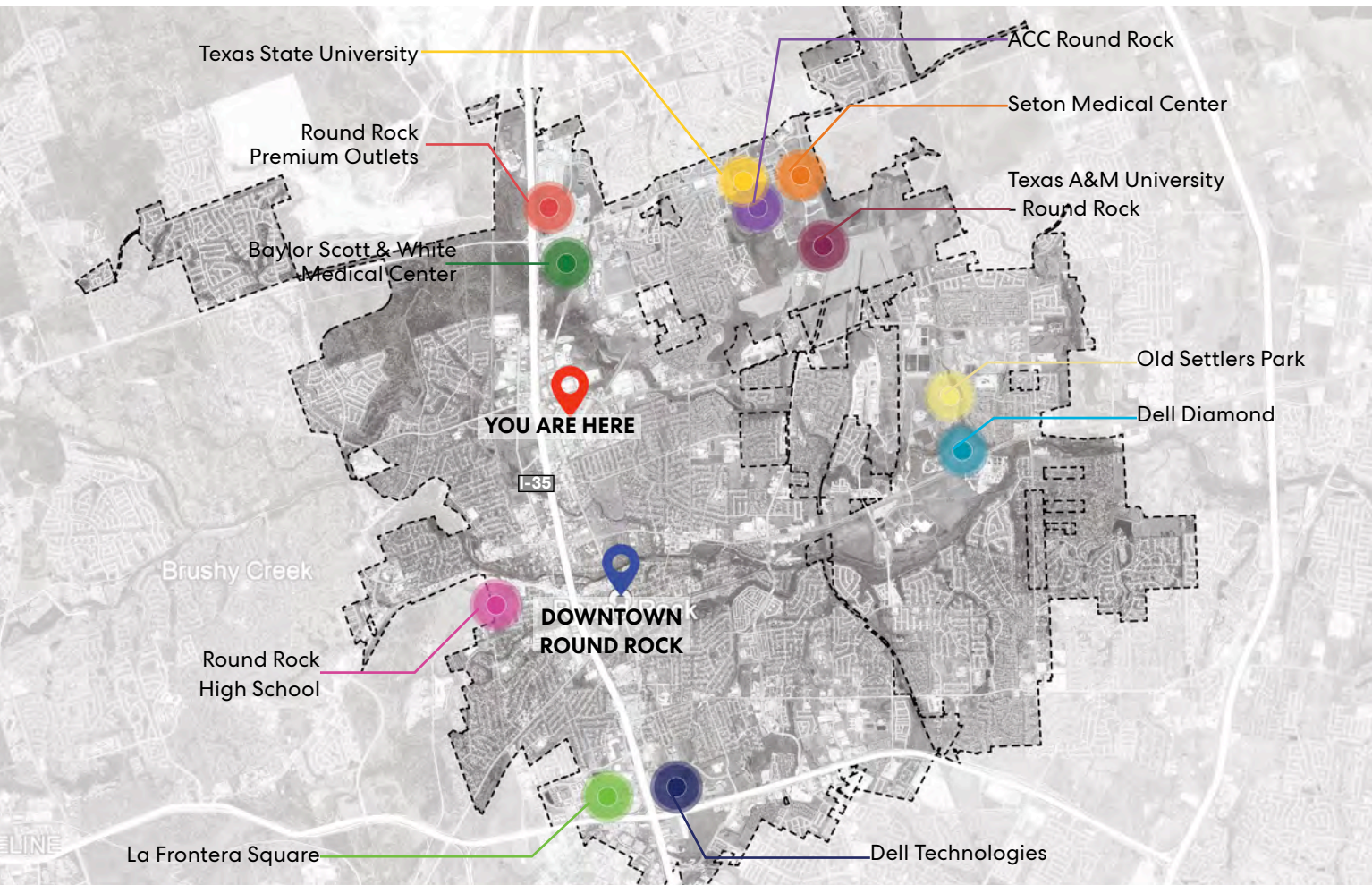
To meaningfully discuss a vision for the Round Rock Life Sciences Park, the first step is to understand the existing context and assets in the Round Rock region. This includes several academic institutions, medical centers, and key tech employers (see map on Pg.9).

Additionally, with the location of the property owned by the Avery Family centered among a cluster of institutions - namely Texas State University, Ascension Seton Williamson, PAM Rehabilitation Hospital, ACC Round Rock, Texas A&M University-Round Rock - the group recognized the potential of this property to support development for future industry-academic

partnerships and collaborations, and/or development supportive of life sciences uses happening on property owned by the institutions already present in the area.

Apart from understanding the physical location of these local and regional research and economic development institutional assets, it was important to understand the areas of focus and current initiatives of these organizations, to help direct future collaborative growth opportunities. Brief summaries provided by the speakers who represented these institutions are summarized in the following pages.

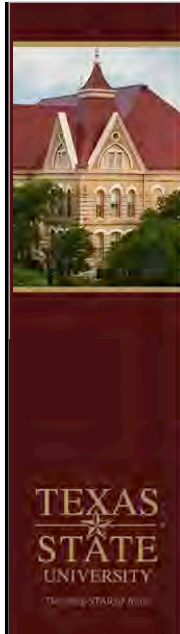




Round Rock Higher Education Assets

Texas State University

Round Rock: With a focus on multiple areas of excellence, the Texas State University is an incubator/accelerator for numerous collaborative initiatives working with private sectors, NGOs, foundations, and others, on federal research programs. Key focuses of the College of Health Professions are translational health research and applied research.



CHP-Round Rock-Key Infrastructure

- ❖ **The Texas State Physical Therapy Clinic** is a teaching facility where doctoral (DPT) students treat patients of all ages under the supervision of experienced faculty members, licensed in the state of Texas. The clinic offers state of the art equipment and evidence-supported intervention
- ❖ **The Texas State Speech-Language-Hearing Clinic** is dedicated to providing comprehensive, state of the art evaluation and intervention services to a wide range of clients with diverse cultural backgrounds and diagnoses
- ❖ **The Ascension Seton Williamson Sleep Center at Texas State University** has a mission to serve the educational, research, and diagnostic needs on the Round Rock campus and serves community residents in the surrounding Williamson County area, students, staff, administration, and faculty. is equipped with state-of-the-art equipment and furnishings on the Round Rock campus
- ❖ **The St. David's School of Nursing Simulation Lab** space consists of five large inpatient rooms containing 5-6 hospital beds each. Although a medical manikin typically resides in each bed, these spaces are sometimes occupied by students (or guests) playing the roles of patients
- ❖ These labs and clinics are multipurpose and support research and instructional activities conducted by Texas State faculty and students. A fee-based set of services is also available to meet community needs

Texas A&M University Health Sciences Center-Round Rock: With a vision to develop innovators and leaders in medicine and biomedical research in the Central Texas region, Texas A&M HSC aims to grow clinical affiliates in the Round Rock region. Current areas of focus include Rural and Population Health, Military Medicine, and Innovation & Discovery.

Areas of Focus



Rural and Population Health

- Collaborating with TAMU School of Public Health
- Establishing Rural Sites
 - Beeville, Texas
 - Mason, Texas



Military Medicine

- This department will elevate military medical education, producing clinicians ready to serve our country
- Collaborating with Uniformed Services University



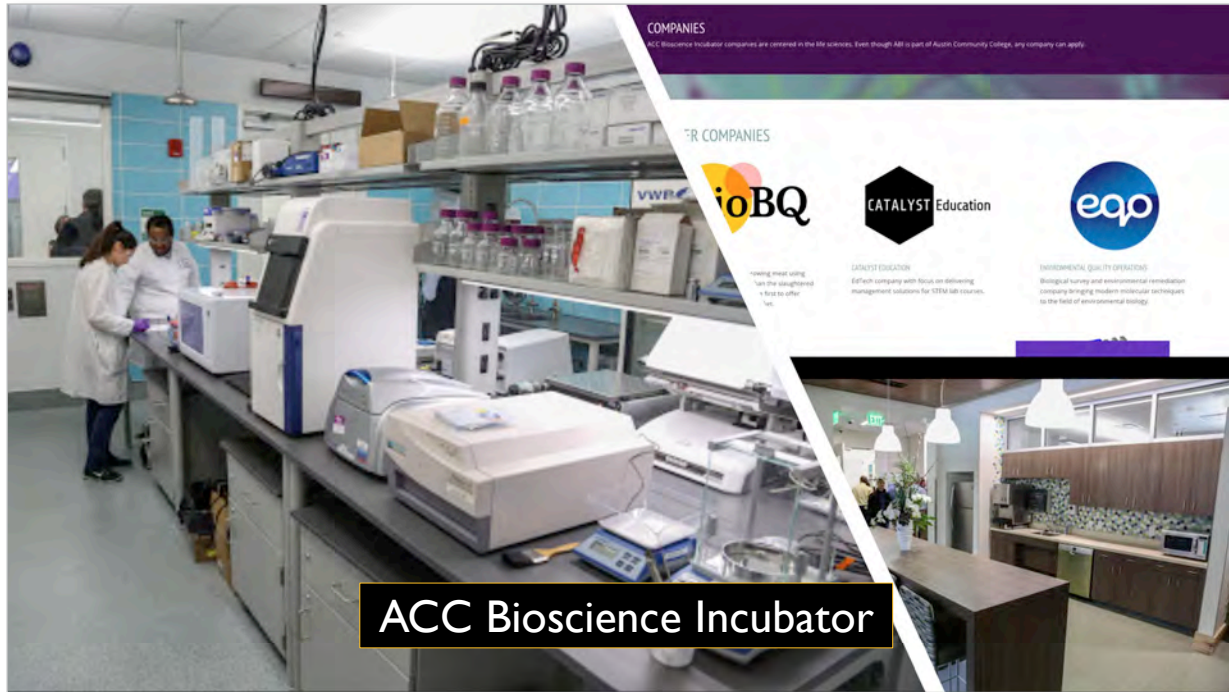
COL Jim Lucas (Ret), MD, FACS



Innovation & Discovery

- Biomarkers and Disease Prevention
- Cancer
- Health Disparities
- Infectious Diseases
- Neurobiology, Cognition, and Behavior
- Women's Health and Sex Differences





ACC Bioscience Incubator

Austin Community College: With campuses spread across the rapidly growing Austin metro area, ACC as an institution is committed to positioning itself as the preferred gateway to higher education and training, and as the catalyst for social equity, economic development, and personal enrichment.

A key resource of particular interest to the Round Rock life sciences strategy is the InnovATEBIO National Center for Biotechnology Education (The Center), and is located at the ACC. InnovATEBIO is working to advance the education of highly skilled technicians for the nation's biotechnology workforce.

Austin Area Life Sciences Market Outlook



The Greater Austin Chamber of Commerce / Opportunity Austin While this effort was initiated by the Round Rock Chamber, as a part of the Austin MSA and local innovation ecosystem the Greater Austin Chamber was enlisted to provide a view into the overall market for the area of which Round Rock is also a constituent piece. Their role within this process was to provide the broad picture for what they are seeing in the life sciences marketplace locally in terms of recruitment and retention of firms of all sizes, what businesses are looking for, and existing gaps in the market.

Analysis of Assets in the Greater Austin region:

What we have:

1. Diversity of companies: Over 280 companies in –
 - Medical device & diagnostics (33%)
 - Biologics/biotech (12%)
 - Contract research organizations (17%)
 - Pharmaceutical (16%)
 - Other (22%)
2. 20 + colleges & universities with life sciences & healthcare
3. 16,500+ employees; 76,000+ healthcare
4. Top tier research university
5. Others: some funding resources, incubators, startup & entrepreneurial organizations, clinical trials, training hospitals, university commercialization, collaboration & creative environments, and a great culture

What we need:

6. Density of market: Lack of existing market density makes companies hesitant to move to the Greater Austin area.
7. Cohesive messaging: Life science' companies are widely spread out in this region and it's hard to see critical mass of collaboration in one spot – right from academic to incubators and next stage of company life-cycle.
8. Reliable utilities (electric, water, wastewater). Pharmaceutical companies require a lot of water.
9. Lack of product: For the growth of companies right out of the incubator.



BioAustinCTX is an independent non-profit, working towards advancing the life sciences industry in the Central Texas region. They help facilitate networking, collaboration and strategize to advance the life sciences community. BioAustinCTX seeks to implement actionable strategies and programs that facilitate the life sciences ecosystem through:

- Communication
- Collaboration
- Innovation
- Sustainable growth
- Investment

Dr. Scott Collins provided an overview BioAustinCTX and some insights into what he has seen in the life sciences industry locally over the last 20+ years.

- BioAustinCTX works with life sciences companies of all types and is apolitical.
- The organization works with educating life sciences & biotech around regulatory environment, R&D challenges, etc.
- BioAustinCTX helps new companies gain a foothold in Austin and build an industry network.
- The Austin region is unique in many ways, including an inclination to collaborate that sets it apart from other markets.
- Austin is at a point of inflection right now where companies are coming in, existing companies want to stay, and expertise is moving in to this region.
- Austin has a diversity of companies as well as a concentration of computational jobs.
- One major challenge is that companies are spread throughout the CTX region, there is opportunity in clustering.

3. A Vision for Life Sciences

During the course of the process stakeholder input was solicited to help define a vision for a life sciences cluster in Round Rock in several ways:

1. Survey: An online survey was conducted at the end of Session 1 to help guide the creation of a strategy for advancing a shared vision for the Round Rock region.
2. Interactive Session 2: To understand the life science typology and draw potential, anchors & amenities in the industry cluster, and physical site opportunities in Round Rock.
3. Interactive Session 3: Session 3 culminated in a discussion focused on gaining an understanding into potential partners; architecture character, scale, density; and supporting amenities and circulation.

During these various sessions, the following aspects were discussed as being critical to the success of a life sciences park and are the building blocks for a cohesive vision:

- Incubator: A business incubator is a program that is designed to accelerate the successful development of entrepreneurial companies. This can take place through the following ways:
 - An array of business support resources & services
 - Developed by incubator management & mentors
 - Formations of 'clusters' so companies in similar markets can learn from one another
 - Encourage 'serial entrepreneurs' to form and grow new companies
 - Serving as a focal point for the ecosystem

Survey Snapshot:

Why do you believe that Round Rock should be a home to a new regional Life Sciences Industry Cluster?

- Leverage existing geographic, business & academic resources
 - Diverse & educated workforce
 - Infrastructure - hospitals, educational institutions
 - Government entities
 - Wide range of bio-science industry
- Opportunity to amplify existing investments & strengthen economic growth in Round Rock
- Focal point for life sciences in the Austin metropolitan area



Space Continuum: Life sciences clusters need to provide a variety of spaces - a place where incubator graduates can make a soft landing, along with scalable spaces for companies to grow. This space continuum could include the following:

- Starter space (co-working space)
- Co-accelerator (12-week cohort)
- Mixed use first stage incubation
- Catering to future needs:
- A 'postgraduate' space for growth companies
- The 'final stage' of incubation before occupying commercial space
- A place to house innovative collaborations between academic and industry partners

Space Types: Space types in a life science cluster need to reflect the tenant types. A variety of space types helps to retain companies in the area. A clustering of various uses aids with cross-pollination. Some space types according to the type of tenant include:

- Research & Development
- Diagnostic Labs
- Engineering Labs
- Medical Devices
- Bioinformatics
- Computational/data centers
- Maker space
- VR space
- Flexible Spec labs
- Infectious diseases/High containment labs
- Imaging
- Clean rooms
- Vivarium
- Heavy Chemistry labs
- Advanced manufacturing
- Pharmaceutical



These spatial types need to be supplemented with anchors such as incubator buildings and amenities to serve the company's needs as well create a sense of 'place' that not only responds to the employees needs but also creates opportunities for chance encounters outside the labs. 'Bumpable' spaces are those that are intentionally designed to support 'accidental interaction' and these spaces aid with industry cross-pollination and give the place a strong identity. These additional programs can make the community feel connected to the life sciences park.

Innovation Ecosystem (Research Engine, Incubator, Space Types, Workforce, Capital): The first step in creating an ecosystem is identifying the program driver or research engine along with incubators where innovation is supported. A strong workforce pipeline is key to a successful innovation ecosystem. This can be developed through a concerted effort to connect people who already live in this region with job opportunities and connecting employers to a steady workforce. All this can happen against the backdrop of anchors, amenities and physical infrastructure that knit the ecosystem together.

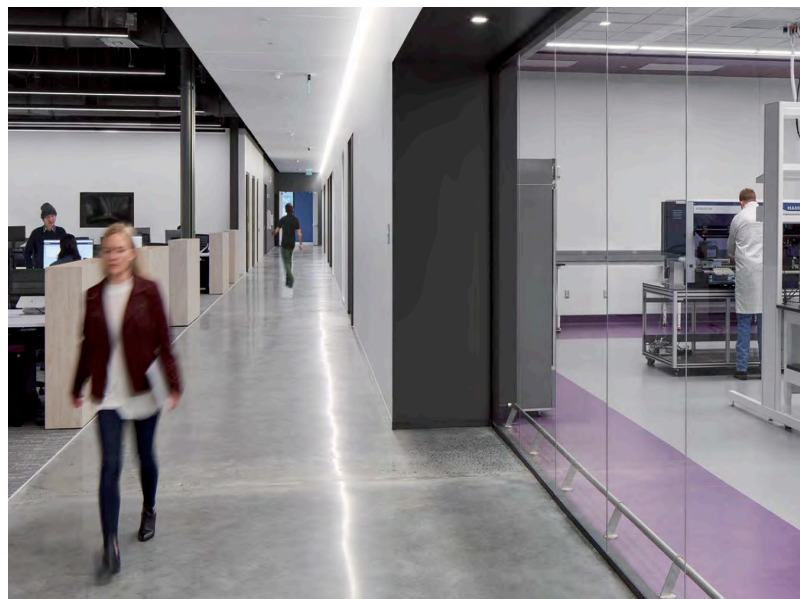
Some of the elements that were identified as "best fits" for life sciences development in Round Rock in terms of the buildings elements and supporting spaces included:

Architecture

- Moderate to higher-density scale is desirable
- Low slung, disconnected, "buildings in space" not desirable
- Multi-use and active design
- Appealing to wide range of ages / employees
- R&D space is where vast majority of existing companies fall
- Flexible / Expandible

Supporting Spaces

- Outdoor Gathering Space (usable, not decorative!)
- Collaborative Workspace
- Event / Auditorium (shared)
- Active Streetscapes and Plazas
- Pedestrian and Bicycle supportive
- Appropriate food service / coffee offerings
- Not internal, make people leave their private spaces
- Retail and informal space appropriate to context



Survey Snapshot:

Comments:

A concerted effort to make sure the GLOBAL bioscience community knows about the opportunities in Round Rock.

A plan that focuses not only on filling initial gaps related to pharma, medical devices, and healthcare but anticipates the future - which is bio-industrial and more cross disciplinary into other high technology areas.

We need to think big!

Unique opportunity to start with a clean slate, engaging important potential neighbors.

Balance opportunity for potential collaboration.



4. Strategic Opportunities

Based on the stakeholder input received, including SWOT analysis, a number of strategic opportunities were identified for the Round Rock life sciences cluster. These are broadly captured here as they were identified by the group, with more detailed recommendations to follow in Section 5 - Next Steps.

1. Capitalize on existing anchors:

- Strengthen the foundation of individual research enterprise
- Preliminary opportunities anchored on existing institutions, existing collegial and collaborative spirit amongst the academic institutional partners.
- Strengthen and develop future partnerships

2. Leverage strengths of greater Austin, but focused on Round Rock's geographic advantages

- Round Rock currently lacks life sciences incubation resources
- There is existing and potential partnership opportunity with Army Futures Command, potential for footprint in Round Rock.
- The life sciences industry is present and looking in greater Austin, yet there is not currently a coherent story being told around the life sciences opportunity in Round Rock.

3. Fill existing gaps / prove the market

- Lack of understanding of current gaps in the marketplace i.e infrastructure, space, capital etc. from existing players
- Local life science industry is not well documented; existing survey is outdated (last survey 2011)
- There is not a lack of real estate for development opportunities, on either privately or publicly owned land.
- There is existing market demand and opportunity but no "critical mass" evident to outsiders.
- Necessary support infrastructure is not fully identified or in-place.





STRENGTH

- Proximity to Austin
- Climate, family friendly
- Access to Universities and Healthcare
- Collaborative workforce
- Low cost utilities
- Undeveloped land
- Proximity to airports
- University partners training workforce

OPPORTUNITY

- Support of community stakeholders
- Ability to bring key players
- Job creation for a diverse workforce
- Central Texas - desirable place to live and work

WEAKNESS

- Round Rock not as 'cool' as Austin
- Not known for life sciences
- Feeder system of incubators declining
- Lack of knowledge regarding opportunities in Round Rock
- Bring more industry into the initiative

THREATS

- Higher education - will they work together?
- Need careful planning for housing, schools, healthcare, infrastructure
- Lack of urgency & commitment from institutional players
- Prevent competition among educational partners

5. Next Steps

To conclude the strategic visioning process, a series of recommendations and action items were identified and presented to the stakeholder group at the fourth and final meeting. These recommendations are:

1. Formalize and continue this coalition and interest alignment that has emerged from this process.

- Formalize and maintain a Life Science Cluster “Task Force” or other entity that communicates and convenes on an ongoing basis.
- Develop cadence of follow-up activities and actions.
- Consider existing and other potential partners for inclusion in this group.
- Action Item/Lead: Round Rock Chamber
- Participants: Existing “task force” members, others as appropriate

2. Further develop partnerships between the higher education institutions already present Round Rock

- Establish a core working group and cadence of meetings between academic partners (a subset of the life sciences “task force”).
- Engage and coordinate with leadership of institutions present in Round Rock to identify potential for shared resources and amenities, either already in place or for future development.
- Utilize / capitalize on existing space to spark early activity and interest while maximizing benefit to the institutions.
- Action Item / Leads: Round Rock Chamber, Texas State, Texas A&M HSC, ACC

3. Conduct a life sciences industry scan/survey

- A new survey should be conducted to fill these gaps in understanding.
- Action Item / Lead: Round Rock Chamber
- Participants: ACC InnovATEBIO, BioAustin CTX, Consultants





4. Create a Round Rock-based life sciences innovation district

- Institutional partners should work together to create a collaborative opportunity based in Round Rock.
- Existing institutions have complementary resources, and are co-located in proximity to each other.
- Specific opportunity to explore an incubator in close proximity to existing anchors.
- Action Item / Leads: Round Rock Chamber
- Participants: Texas State / STAR Park, ACC, Texas A&M HSC

5. Seek opportunity with military innovation

- Further explore this relationship with existing partners and advance industry side of this partnership.
 - Texas A&M College of Medicine has strong focus in military health
 - Army Futures Command co-located with ACC Rio Grande campus
 - Darnell Army Medical Center – Killeen
- Action Item / Leads: Texas A&M, ACC

6. Identify real estate that can accommodate the various needed uses, product types, and development approaches

- Identify the most appropriate real estate for various uses / products:
 - Incubator
 - Startup companies / graduates
 - Mature companies
 - Recruitment / large opportunities
 - Develop Land Lease / Land Sale approaches appropriate to context
 - Collaborative opportunities for land-lease / P3 (existing institutional partners)
 - Land sale potential: Avery Centre, others
- Action Item / Leads: Texas State, ACC, Texas A&M, Avery Family, Round Rock Chamber



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- Action Item / Leads: Texas State, ACC, Texas A&M, Avery Family, Round Rock Chamber

7. Explore opportunities and partnerships to develop the first building

- Identify development partners to take on risk to create the space for industry clustering to happen
- Continue moving forward with a strategy that attempts to create an identifiable cluster of life sciences uses / companies:
 - Life sciences incubator (~20,000 sf)
 - Startup / Graduate space
 - Space for 2-3 mature tenants
 - Amenity / Collaboration space
 - Co-working
 - 60% wet lab / 40% scale up manufacturing
- Action Item / Leads: Academic incubators, land holders, at-risk development partner(s)

8. Ensure adequate life sciences industry infrastructure

- Identify / inventory infrastructure system capacity and needs for specific uses
- Public provision of infrastructure – roadways, utilities, systems
- Prioritize and identify how to pay for these upgrades
- Consider funding mechanisms that could support investment (Tax increment financing district (TIF) / tax increment reinvestment zone (TIRZ))
- Action Item / Leads: City of Round Rock, Williamson County, Round Rock Chamber

9. Assemble a competitive incentive package

- Develop an incentives package (i.e. tax abatement / deferral, jobs creation incentives, etc.)
- Explore the creation of a TIF district to fund improvements and incentivize development
- Taxing districts should shape competitive package for recruitment
- Action Item / Leads: Round Rock Chamber, City of Round Rock, Williamson County, ACC District

10. Develop the Round Rock story and life sciences pitch

- Develop the pitch – Round Rock Chamber and others should take the lead to create a marketing package the weaves the strands together.
- Deliver and hand off the pitch to Economic Development partners including Opportunity Austin, State of Texas Economic Development, other ED partners to aid in recruitment.
- Action Item / Leads: Round Rock Chamber





212 East Main Street, Round Rock, TX 78664

ROUNDROCKCHAMBER.ORG

Addendum No. 1

Issued: 3/31/23

RFQ No.:

758-23-00080

Life Sciences Lab Incubator

FOR

THE TEXAS STATE UNIVERSITY SYSTEM

AUSTIN, TEXAS

Notice To All Potential Respondents:

This Addendum to the Request for Qualifications (RFQ) No. 758-23-00080, posted on 3/14/23, modifies bid documents with the amendments and additions noted below.

Prepared By:

Jenn DeLeon

The Texas State University System

Jennifer.DeLeon@tsus.edu

I. **Questions and Answers:**

The questions below were submitted to the Point-of-Contact in writing prior to the question deadline (ref. **Section 2.3**) of the RFQ and have been answered by TSUS.

Question 1:

Will the location of the two sites be shared? And if so, when will they be shared?

Answer:

The University's plan for the Round Rock campus identifies at least 7 more of the larger (75-100K SQFT) footprints along the central mall and at least three of the smaller (30-40k SQFT) footprints off of the mall. There will be an openness to discuss which of the sites are best suited to the development when weighing adjacencies, access, utilities and other factors. More details will be provided in the RFP stage.

Question 2

Does The System intend to develop both sites/ buildings, or will it be either a 30-40k sqft site or a 75-100k sqft site depending on which site is selected by The System?

Answer:

The RFQ contemplated proposals that develop the larger site or the smaller site. If a developer wishes to submit a proposal for both, the University will review, but the proposal should make clear the benefits to such an approach. More details will be provided in the RFP stage.

Question 3

Will there be additional infrastructure requirements beyond the buildings (roads; storm)?

Answer:

The development should include necessary infrastructure. Much of the proposed developable space is greenfield today, though the university has built multiple buildings nearby and has information to support good geotechnical conditions, utilities access, and stormwater conditions. More details will be provided in the RFP stage.

Question 4

What is the proximity of utilities to the identified sites; are they public or private?

Answer:

Much of the proposed developable space is greenfield today, and options exist to easily tie into local public utilities, or to integrate with the university's private utility systems, to include combined heat and cooling plants. These decisions will

be based on the economic advantages of either approach to both parties. More details will be provided in the RFP stage.

Question 5

Are the sites adjacent?

Answer:

The RFQ contemplated proposals that develop the larger site or the smaller site. If a respondent wishes to submit a proposal for both, the University will review, but the proposal should make clear the benefits to such an approach. There are adjacent sites available. More details will be provided in the RFP stage.

Question 6

If The System does intend to develop both building sites, is concurrent construction the expectation?

Answer:

The RFQ contemplated proposals that develop the larger site or the smaller site. If a respondent wishes to submit a proposal for both, the University will review, but the proposal should make clear the benefits to such an approach. The University will review proposals that suggest concurrent or phased construction. More details will be provided in the RFP stage.

Question 7

Is the architectural style of the project expected to be consistent with the current university design elements/standards?

Answer:

The sites identified with the larger footprint would be located on the University mall where architectural standards will be more important than the smaller footprints which are off the mall. The closer the proposed project is placed to the north end of the property, the more the need for architectural consistency will be a factor. More details will be provided in the RFP stage.

Question 8

Are there any other programmatic elements The System requires for the facility?

Answer:

Submissions should address what is described in the RFQ at a minimum. More details will be provided in the RFP stage.

Question 9

The RFQ outlines preferred tenant criteria for the incubation space of the facility. Is there flexibility for tenant criteria for the facilities beyond the incubation space or is it at the discretion of the developer if it's intended to be a developer-owned and operated facility?

Answer:

The tenant criteria in the RFQ are meant to be examples, not a definitive list. The university will be open to working with the selected respondent to finalize these criteria which will be mutually agreed upon. More details will be provided in the RFP stage.

Question 10

What is the flexibility on the 18-month schedule of delivery from the RFP award date? Does this reflect a timeline for the 30-40k sqft building, 75-100k sqft building, or both?

Answer:

The University understands the 18-month schedule is aggressive and is willing to negotiate on this point. The RFQ contemplated proposals that develop the larger site or the smaller site. If a respondent wishes to submit a proposal for both, the University will review, but the proposal should make clear the benefits to such an approach. The University will review proposals that suggest concurrent or phased construction. More details will be provided in the RFP stage.

Question 11

What is the use case for the buildings beyond an incubator space?

Answer:

The University envisions the space growing into a research collaboration space for private industry, faculty, students, and government officials. The RFP will provide opportunities for potential respondents to lay out their vision for the building.

Question 12:

Is TxSt only interested in responses with a ground-lease structure by which the improvements are privately owned by the respondents on land that is ground leased from TxSt? Or would TxSt consider alternate structures such as a fee development arrangement or structured takeout where TxSt ultimately owns both the land and improvements upon completion of the construction?

Answer:

The University will be open to various approaches. However, the RFP will ask for one baseline approach for the sake of comparability while providing the option to describe alternatives. More details will be provided in the RFP stage.

Question 13:

Does TxSt intend to develop both identified building sites or do they expect respondents to suggest their preferred site?

Answer:

The RFQ contemplated proposals that develop the larger site or the smaller site. If a developer wishes to submit a proposal for both, the University will review, but

the proposal should make clear the benefits to such an approach. If one site is preferred, the respondent should so indicate. More details will be provided in the RFP stage.

Question 14:

Has TxSt already identified the prospective tenants for this facility?

Answer:

The University has had preliminary conversations with the Round Rock Chamber of Commerce and other research hubs in the greater Austin area to gauge interest but has not formally marketed or begun the process of securing letter of interest from prospective tenants. Many incubator-stage companies and tenants would not be in a position to indicate interest in space that might take 24 months to come online.

Question 15:

Does TxSt have any preferential permitting treatment within the City of Round Rock?

Answer:

As an agency of the state of Texas, the University has the ability to permit most projects on its own. However, the University enjoys a strong relationship with Round Rock and works closely with the city. Round Rock is well known for being very easy to work with and a pro-development city.

Question 16:

Is Texas State (or an affiliate) planning to master lease the entire building or a portion of the building? Or is it intended that the developer lease up the project on a speculative basis?

Answer:

Respondents should assume this is speculative space. However, the last similar project the University awarded, which was also done as 100% speculative space, will open with 100% of the space being leased by the university as our need for space frequently exceeds what is available. We hope that will not happen in this case as the University and the city of Round Rock want this to be a facility that supports incubator-stage companies, startups, spin-outs and spin-ins. The respondent should anticipate the likelihood of University faculty writing grants that include leasing space in the project.

Question 17:

Approximately how much serious pre-leasing interest from the local life sciences ecosystem (in square feet) does Texas State have today?

Answer:

The University has had preliminary conversations with the Round Rock Chamber of Commerce and other research hubs in the greater Austin area to gauge interest but has not formally marketed or begun the process of securing letter of interest from prospective tenants. Many incubator-stage companies and tenants would not be in a position to indicate interest in space that might take 24 months to come online.

Question 18:

Can Texas State give us more information regarding the two site (the 30-40ksf option and the 75-100ksf option) and if Texas State is leaning towards one of these options or the other? Is there a chance that the selected developer could eventually develop both of these sites for Texas State?

Answer:

The University's plan for the Round Rock campus identifies at least 7 more of the larger (75-100K SQFT) footprints along the central mall and at least three of the smaller (30-40k SQFT) footprints off of the mall. There will be an openness to discuss which of the sites are best suited to the development when weighing adjacencies, access, utilities and other factors. More details will be provided in the RFP stage. The RFQ contemplated proposals that develop the larger site or the smaller site. If a respondent wishes to submit a proposal for both, the University will review, but the proposal should make clear the benefits to such an approach. The University will review proposals that suggest concurrent or phased construction. More details will be provided in the RFP stage.

Question 19:

What is the current status of the entitlements and land use approval process? What is the anticipated process and duration to receive final entitlements and land use approvals?

Answer:

As an agency of the state of Texas, the University has the ability to permit most projects on its own and does not go through normal municipal zoning and land use processes. However, the University enjoys a strong relationship with Round Rock and works closely with the city. Round Rock is well known for being very easy to work with and a pro-development city.

Question 20:

What is the budget for this product acquisition when it comes to the equipment?

Answer:

This information is not currently available pending the outcome of design and negotiation.

Question 21:

Who would be in charge of acquiring the lab equipment?

Answer:

This information is not currently available pending the outcome of design and negotiation.

Question 22:

Who would be in charge of the technical aspects for the lab equipment and service acquisition when it comes to the scientific use?

Answer:

This information is not currently available pending the outcome of design and negotiation.

Question 23:

What is the planned date for building construction to start?

Answer:

The University will facilitate a rapid start based on the capabilities of the respondent.

Question 24:

What is the estimated target lab equipment install date for the facility?

Answer:

This information is not currently available pending the outcome of design and negotiation.

Question 25:

Does the Texas State University system currently have a preferred procurement channel or distribution partner for the acquisition of lab equipment?

Answer:

As an agency of the State of Texas, the University does have existing relationships and access to contracts for certain lab equipment. Those relationships may or may not be relevant to this project based on the outcome of project design and negotiation.

Question 26:

Would they interested in including a vendor with experience in new lab builds for consultation when it comes to the equipment itself if this bid is just for the construction of the facility?

Answer:

Submissions should address what is described in the RFQ at a minimum. More details will be provided in the RFP stage.

Question 27:

Who is the financial entity purchasing the equipment? For example is the university purchasing directly from the vendor or from a construction company?

Answer:

This information is not currently available pending the outcome of design and negotiation.

Question 28:

Will our experience in P3 in Mexico, Guatemala and Peru be accepted for the qualification criteria?

Answer:

All experience is relevant and will be considered. Experience in the United States, and in Texas in particular may be given more weight in the RFP process.

Question 29:

Does the project have any guaranteed funds? or are any of the payments guaranteed?

Answer:

Respondents should assume this is speculative space. However, the last similar project the University awarded, which was also done as 100% speculative space, will open with 100% of the space being leased by the university as our need for space frequently exceeds what is available. We hope that will not happen in this case as the University and the city of Round Rock want this to be a facility that supports incubator-stage companies, startups, spin-outs and spin-ins. The respondent could anticipate the likelihood of University faculty writing grants that include leasing space in the project.

Question 30:

Regarding the "Be willing to participate in beneficial collaborations with TxSt beyond the lease of space" could you be more specific on what this refers to?

Answer:

The tenant criteria in the RFQ are intended to be examples of collaborations, though not a definitive list. The university will be open to working with the

selected respondent to explore other opportunities that, for example, may occur in other university research parks. More details will be provided in the RFP stage.

Question 31:

Regarding 4.1.3 C, Financial Statements are sufficient enough to show our financial stability?

Answer:

Financial Statements will be reviewed.

Question 32:

Regarding “4.2.1 List no more than five (5) projects for which you have provided services that are most directly related to this Project and completed in the last ten (10) years”; Does it have to be a design, finance, build and operations experience or could it be our whole P3 projects experience?

Answer:

All examples will be reviewed.

Question 33:

Regarding the same 4.2.1 previous point; What type of infrastructure do you refer to? Is it only related to university experience or could our experience in infrastructure in general be accepted?

Answer:

All examples will be reviewed.

Question 34:

Regarding 4.4.2 Describe demonstrated technical competence and management qualifications with institutional projects, particularly those for higher education. Could our experience in basic education (K-12) projects apply?

Answer:

All examples will be reviewed.

Question 35:

On the Schedule, we noted that the date of the responses to observations is the same as the delivery of pre qualifications. Could you clarify if this will be this way or are there some updates on the schedule?

Answer: Per Section 1.4 of the RFQ, the Schedule of Events is as follows:

1.4 SCHEDULE OF EVENTS

- A. Issue RFQ on or about: March 17, 2023
- B. Last Day for questions: March 27, 2023
- C. Responses due: April 11, 2023, at 2:30 p.m. (Central Time)

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Question 36:

Does the project have a specific term for the operation phase? Or should this be part of the proposal?

Answer:

More information regarding term will be included in the RFP phase.

Question 37:

Is there a land lease related to the development of the project? If there is, how much will it be?

Answer:

A ground lease is one possibility, perhaps the most likely, vehicle for the project. It would be at market-based terms. More information regarding this will be included in the RFP phase.

Question 38:

Are the criteria established by the tenant committee applicable to the potential tenants or to the developer? Are there any incentives or benefits for meeting the criteria?

Answer:

The tenant criteria in the RFQ are intended to be examples of collaborations, though not a definitive list. The university will be open to working with the selected respondent to explore other opportunities that, for example, may occur in other university research parks. More details will be provided in the RFP stage.

Question 39:

Must we comply with any of these points to be eligible?:

“The company has:

- (or is negotiating) a license of technology owned or controlled by The System
- a Sponsored Research Agreement (**SRA**) with The System
- a University Industry Partnership Agreement (**UIPA**) with The System
- has received a Small Business Technology Research (**SBTR**) or Small Business Innovation Research (**SBIR**) contract in partnership with The System
- has an active student internship program with TxSt
- is willing to engage in mutually beneficial collaborations with TxSt beyond leasing space”

Answer:

The tenant criteria in the RFQ are intended to be prospective examples of collaborations, though not a definitive list. The university will be open to working with the selected respondent to explore other opportunities that, for example, may occur in other university research parks. Respondent need not already have

these relationships in order to respond. More details will be provided in the RFP stage.

END OF ADDENDUM 1