

Biotechnology Industry Overview & Economic Development Update

Anne Stedler, Economic Development Manager
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Agenda

Part I: Biotechnology Industry Overview

- Allogene Therapeutics
- ATUM
- Industry Support and Bay Area Context

Part II: Economic Development Update

- Business & City Experience: City priorities & actions
- Newark Chamber of Commerce: role & service
- Five areas of concern: restore business & city revenue

Agenda

Part I: Biotechnology Industry Overview

- Allogene Therapeutics
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- Bay Area Context

Biomedical Companies Regional & Local

Bay Area:

- 2,100 firms today
- 200+ 'newly arrived' firms since January 1, 2018

Newark:

- 34 firms today
- 18 'newly arrived' firms since January 1, 2018
- Over 1400 employees in Newark

Allogene Therapeutics Presentation



- **David Chang, M.D., PhD.**, President and CEO
- **Ben Beneski**, Executive Director and Plant Manager
- Allogene Q & A

ATUM Presentation



- **Claes Gustafsson, PhD.**, Chief Commercial Officer and Co-Founder
- **Oren Benske, PhD.**, Amalgamator of Business and Biology
- ATUM Q & A

Biomedical Support in Bay Area



Guest

Michelle Nemits

Executive Dir, Northern California, Biocom

- Services for member companies
- Legislative advocacy
- Local government relations

Biomedical Support in Bay Area



Guest

Laurie Issel-Tarver, PhD.

Ohlone College

Life Sciences Faculty

Biomedical Support in Bay Area



Guests

Jeff Litke, Owner

- Litke Properties



Sai Domanico, Broker

- Kidder Matthews

Biomedical Support in Bay Area



Speaker

Gregory Theyel, PhD.

Biomedical Manufacturing Network

“San Francisco Bay Area
Biomedical Opportunities”

Biotechnology in Newark – In Conclusion

- World class biomedical industry in Bay Area
- Leaders from Allogene Therapeutics and ATUM
- Staff committed to working together for mutual benefit
 - Companies
 - Students & educators
 - Community

**Thank you, Allogene, ATUM
and Industry Guests!**

Part II. Economic Development **Update**

Economic Development Update Reviews:

- Business/city experience: city priorities & actions
- Newark Chamber of Commerce: role & service
- Five areas of concern: restore business & city revenue

“We’re in this together”

Introduction: Newark Businesses & City Response during Pandemic

- Businesses and City: Thriving & threatened
- City revenues down in response to business losses
- City response to meet challenges

“We’re in this together”

Economic Development Focus: Priorities

1. Create and capture opportunities to sustain / improve the tax base, job offerings, benefits.
2. Proactively watchful, responsive to industry & industry forces
3. Build relationships for increased value, timely response, synergies, community

Thriving Businesses: Highlights, City Response

- Allogene and ATUM – Mission urgency & acceleration/expansion
- Cepheid – Acceleration/expansion
- Lucid & Atieva – Well-funded, setting records, largest employer
- Logitech – Posted strong earnings & sales October 2020

Threatened Businesses: Data, Focus, and Recommendations

- Silicon Valley Recovery Roundtable (SVRR)
- Mayor Nagy: concern: small businesses, low-income families
- U.S. small businesses have two month's operating reserve, on average
- SVRR Recommendations: "Building a Better Normal"

City Delivered Small Business Support - 2020

Action	Purpose	2020 Date
Eviction Moratorium	Stop small business evictions	March 26
Outdoor Dining	Permit quick outdoor dining when SIP orders closed indoor dining	April and ongoing
Newark CARES Grants	Get cash to businesses fast	September 24
GiftNewark.com	Provide online marketing platform & income stream – all no-touch	October 3
Alameda Co Grants	Get cash to businesses fast	November 30
15% Cap, Food Delivery	Achieve break even or slight profit on food delivery instead of losses	December 10

Newark Chamber of Commerce Partner: Pandemic & Recovery

Chamber & City jointly serve businesses:

- Inclusion & engagement
- Relationship & service

City committed to Chamber's capacity & collaboration

Focus: Small & large businesses, recovery & beyond

Newark Chamber Board: Focus on Service & Inclusion



Debbie Montes

History in Hospitality Sales



Justin Dorsey

Pacific Office Automation

Newark Chamber Board: Service & Inclusion

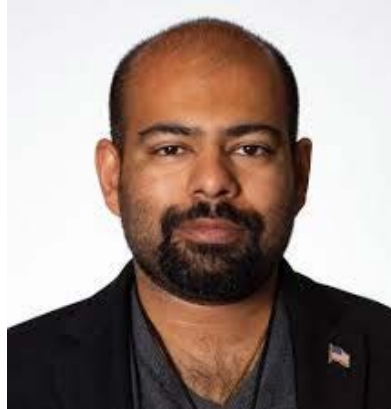


Lucy Hernandez
Washington Hospital



Richard Lipsit
Grocery Outlet

Newark Chamber Board: Service & Inclusion



Zaheer Ali
Aixia Global, USRA/NASA



Jonathan Wong
History in Scientific Tech

Newark Chamber Webinars

8 Topics, 13 Sessions, 3 Languages

“Getting Industry Back to Work”

“Understanding & Managing Pandemic Risk”, Zaheer Ali, Aixia Global, USRA/NASA

“Manufacturers Panel” with Roger Tang, Triple Ring Technologies; Ben Beneski, Allogene Therapeutics; Daniel Witt, Lucid Motors; Geoge Szabo, Tech Zero. Moderator, Zaheer Ali, Aixia Global, USRA/NASA

“Small Business Support during Covid,” A Conversation with Michael Cohen and Zaheer Ali

Food Business Environmental Health: Raju Mathew, Alameda County Environmental Health & Staff

Newark Chamber Webinars For Businesses

9 Topics, 13 Sessions, 3 Languages

“**Small Business Grants**, ” Steven Turner, Community Development Director

“**GiftNewark.com**,” Fallon Tran, Chamber; Donna Novitsky, Yiftee CEO

“**Emotional Wellness During the Holidays**,” Dr. Villa, Psychiatric Specialist,
Washington Hospital

“**Mental Health & Emotional Well-Being in the Workplace**,” Andrea Notch,
Kaiser Permanente

Newark Police Crime Prevention Small Business Forum

Retail & Service: Sgt. Dave Higbee

Hotels: Officer Matt Warren

Newark Small Business Resiliency Program Spectrum Small Business Services

Michael Cohen, CEO

Purpose: to meet overwhelming business need

- Experience
- Dedication to serve

Newark Small Business Resiliency Program

1. 150 Business Owners Surveyed (Survey Monkey)

Summary of Losses by Business Sector

<u>Industry Sector</u>	<u>Estimated Losses Yr over Yr</u>
Automotive	10-24%
Healthcare, Manufacturing, Other Svcs	25-50%
Prof/Legal	25-50%
Construction	>50%
Educational Svcs	>50%
Personal Services	>50%
Restaurants, Retail, Travel, Bars	>50%

Newark Small Business Resiliency Program

2. Financial Resilience Course

- 4-hour workshop
 - Financial Statements, financial ratios, best practices
 - Cash flow projections
- Up to 10 hours one-on-one counselling

Newark Small Business Resiliency Program

3. Targeted Referrals & Follow-up

Area of Need	Provider
Nascent Business Assistance	
<ul style="list-style-type: none"> • Women and Minorities 	Anew America
<ul style="list-style-type: none"> • Minorities 	Renaissance Entrepreneurship Center
<ul style="list-style-type: none"> • Multiple Languages 	CAMEO
General Business Assistance	Ohlone/Alameda County SBDC
SBA-related pandemic programming	NORCAL SBDC
Smallest loans with minimal finances	Opportunity Fund
Conventional financing or SBA	Fremont Bank

“By the Numbers” Economic Data at a Glance

- Retail Occupancy Changes during 2020*
 - In-line space vacated, Newark Blvd & Cedar, behind Big-O Tire store, adjacent to Dollar Store
Vacancy predates public health orders
 - Indigo Burger opened, Stevenson & Balentine
 - TB Tea opened, Lion Center at Mowry & Cedar

* Does not include NewPark Mall

“By the Numbers” Economic Data at a Glance

- Newark Monthly Labor Force Data, December 18, 2020
 - Labor Force 24,300
 - Employment 22,800
 - Unemployment
 - Number 1,500
 - Rate 6.2 %

“By the Numbers” Economic Data at a Glance

- Life Science Companies in Newark
 - Number in 2017 18
 - Number in Dec 2020 34

Summary: Readiness, Recovery, Revenue

1. Small business threat 1st Qtr 2021
 - Current state and federal funding
 - Small Business Resiliency referrals & financial course
 - www.GiftNewark.com

“We’re in this together.”

Summary: Readiness, Recovery, Revenue

2. Hospitality & service sectors: long range rebuilding

- Critical city tax revenue
- Nature and speed of recovery depends on variables
 - Vaccination & business travel

“We’re in this together.”

Summary: Readiness, Recovery, Revenue

3. Land use & development permits

- New demand from industry & market
- Economic engine

“We’re in this together.”

Summary: Readiness, Recovery, Revenue

4. Restoring jobs & new employment

- Will follow items, 2 & 3, above

“We’re in this together.”

Summary: Readiness, Recovery, Revenue

5. Business relationships

- Important to businesses, city and community
- Making connections: added value, stronger community

“We’re in this together.”

Economic Development Update

Q & A

Thank you & Closing