



# Bio-economic Development in Georgia

Kevin T. Schultz, DVM, Ph.D.

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# What is the current impact of your life sciences sector on the state?

- Merial employs 1,500 people in Georgia
  - Duluth
  - Athens
  - Gainesville / Colbert
  - Candler
- Employees work in
  - R&D
  - Manufacturing
  - Sales / Marketing
  - Corporate administration



# What is the primary focus of your Company?

- Merial is a world leading company in the Research, Development, and Manufacture of animal health pharmaceuticals and biological vaccines
  - Canine
  - Feline
  - Avian
  - Porcine
  - Ruminant
  - Equine
- Global business operating in more than 150 countries
  - Over 5,000 employees worldwide
  - Annual sales of \$2.2 billion



# What is working in Georgia to foster industry growth and why is it working?

For Merial:

- Interactions with the University of Georgia
  - Research / teaching collaborations
  - Curriculum development
- Collaboration between local biotech companies
  - Research concepts at early stage
- Georgia Biomedical Partnership
  - Raises awareness and stature of our Company locally
  - Platform for telling our story to potential employees, collaborators



# What does your sector need to be successful and grow?

- Access to highly skilled workforce in bioscience and technology
  - We have some difficulty accessing higher levels of seniority and experience in the fields we require
    - Biomedical research
    - Research, Discovery, Product Development
    - Bio manufacturing
- We have greater success in attracting lower-level technicians locally
- Stronger scientific community
  - Networking and seminars with professionals in related fields
- Research and Development collaborations that yield new product flows that help us face mounting competitive environment



# What does your sector need to be successful and grow? (continued)

- Continuing education opportunities
  - Proposed graduate certificate in Clinical Trials Design and Management (UGA)
  - Athens Technical Institute Board – US Dept. of Labor grant with emphasis on training people to work in life sciences field
  - UGA School of Pharmacy Regulatory Affairs program
  - Tuition assistance
  - Graduate certificate in Bio-manufacturing



# What is prohibiting growth in your sector?

- Lack of public awareness on the role biosciences and technology play in state's economy, quality of life, and benefits these industries offer to the nation and world
- Political environment must be friendly towards biomedical research
  - Stem cell legislation
- Georgia must improve its global stature as a strong scientific community, as other states are actively pursuing:
  - North Carolina - Research Triangle Park
  - New Jersey - Pharma Corridor
  - California - San Francisco / San Diego
  - Kansas - Animal Health Corridor
  - Massachusetts – Boston / Cambridge



# What do you see as your role in the life sciences sector?

- Improve the health, well-being, and performance of companion and production animals
- Advance the overall science of animal health
- Provide steady flow of top quality products to the animal health industry
- Be the recognized benchmark by which other animal health companies measure their success



# What are your recommendations for improving growth of your life sciences industry sector?

- State government support for educating the public on “controversial” research efforts and techniques
  - Animals in research
  - Stem cell research
- Harsher legislation in Georgia against animal rights activists who wage “terror” campaigns
  - Need safety and bio-security for our labs and plants



# What is your best estimate of the public and private investment required to make Georgia competitive in life sciences industry development?

- More economic incentives for biotech start-ups or relocations
- Public support, understanding and appreciation of the value of life science research facilities in Georgia
- Government and private sector programs encouraging improvements in math and science in public and private education

