



# BULLS: Building up Local Life Sciences



# Today's Presentation

- Our Partners
- Background and Overview
- Need and Opportunity
- The Barriers
- The BULLS Solution: A 3-Phase Plan
- EDA Funding Opportunity

# Our Partners



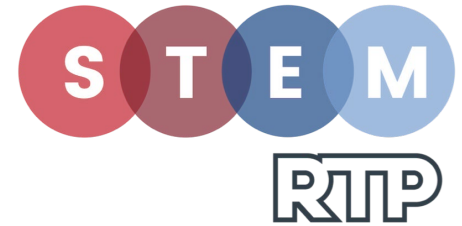
# Partners in the BULLS Initiative



**DURHAM**  
PUBLIC SCHOOLS



**ECONOMIC & WORKFORCE  
DEVELOPMENT**  
CITY OF DURHAM



**North Carolina  
Biotechnology Center**



**NCCentral**  
UNIVERSITY



# Background and Overview

# Life Science Jobs for Durham's Recovery

Life Science companies need skilled employees and Durham residents, especially those displaced by the virus, need living-wage employment opportunities now more than ever.



*NCBiotech.org*

The BULLS Initiative is both

- A long-term pipeline development initiative
- Immediate post-COVID jobs initiative



# Durham is Well-Positioned for Growth

The Research Triangle has become a global hub for Life Science companies which are projected to emerge from the COVID-19 crisis in a strong position for continued growth.



*NC Biotechnology Center*

- Durham is home to nearly 40% of all Life Science companies state-wide.
- 2,600 new life science jobs in the last 18 months
- Many companies are actively engaged in creating solutions to COVID-19 and other health crises

# Goals of BULLS Initiative

This initiative has three goals:

1. Provide employment opportunities for those displaced by COVID-19
2. Develop an aligned pipeline for Durham youth and adults
3. Increase the ability of Durham's training infrastructure and resources to match the needs of life science companies



# Need and Opportunity

# Need and Opportunity

In the last 18 months alone in Durham County has added

- **1,500** new biopharma manufacturing jobs
- **2,600** overall life science jobs

Durham Tech, NCCU and Duke only supply dozens of workers per year into the local life sciences industry against a much larger demand.



# The Barriers

# Durham's Barriers

Our success has been hindered by the **lack of an intentional, aligned, and resourced Durham talent development pipeline**, from middle school through credentialing, to support and feed this cluster.



*"Aseptic Processing" -NCBioNetwork.org*

- **Lack of Life Science Career Awareness** – Life Science careers feel inaccessible and out of reach
- **Insufficient Education and Training Capacity** – Durham has no aseptic training space
- **Missing Talent Connections**
- **Equity** – lack of access and affordability

# The BULLS Solution: A 3-Phase Plan



# BULLS Initiative Solutions

**Phase I** – Initial phase funding of \$3M allows Durham to address 5 critical elements within 6 months of approval including:

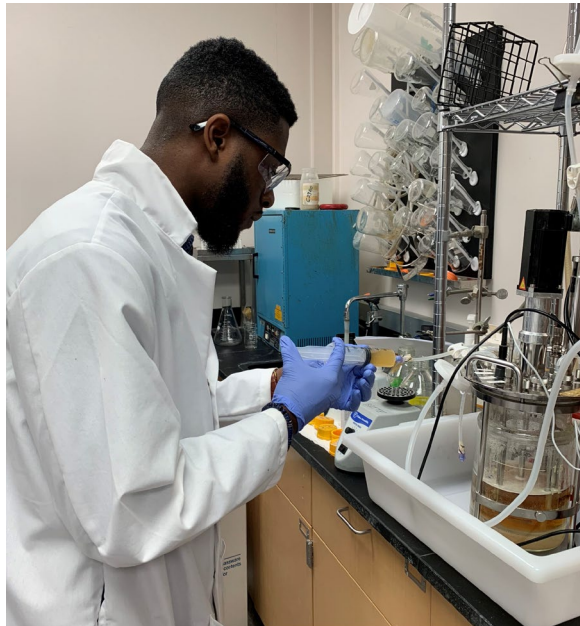


- Immediate relocation of the Durham Technical Community College BioWork
- Expansion of the current instructional capacity
- Community-wide awareness campaign
- BULLS scholarship fund
- Concierge intermediary system

*Photo Credit: Durham Tech Biotechnology*

# BULLS Initiative 3-Phase Plan

**Phase II** – Funding of \$15M to create training facility and development and alignment of Durham K-12



*NCCU BRITE biomanufacturing*

- Development of an **aseptic training facility with teaching labs**
- Coordination of **work-based learning** opportunities with DPS, the Durham OEWD, and others w/ additional advisors/recruiters
- More direct engagement between **NCCU BRITE** program students and Durham life science companies
- Further development of **marketing and awareness campaign**

**Phase III**– \$7M to add additional capacity in DPS, Durham Tech, NCCU, and other education and training institutions and organizations.



# The Timing and Team



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**There is no more important time than right now** to provide the vision for Durham's plan to create and align a dedicated talent development pipeline for the region's expanding life sciences industry.

**We need a strong collaborative** of talent development institutions, economic development professionals, life science companies, and elected leaders **with a designated organization** responsible for convening and owning the development and execution of this plan.

# Funding Opportunities



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Andy Miracle and NCBiotech Center have identified possible funding opportunities through EDA grant for Phase 1 and 2 of this plan.

