



Questions and Answers about the alliance between the Translational Genomics Research Institute (TGen) and the Van Andel Research Institute (VARI).

Question: What is happening between TGen and VARI?

Answer: TGen and VARI are initiating an "Alliance and Affiliation Agreement," which is a partnership that will allow both non-profit research institutions to maximize their potential. VARI is the research arm of the Van Andel Institute (VAI) in Grand Rapids, Mich. The Translational Genomics Research Institute is based in Phoenix, Ariz.

Q.: Will the names of TGen or VARI have to be changed?

A.: No.

Q.: Will this agreement change the missions of TGen or VARI?

A.: No, because the efforts of TGen and VARI are complementary, the alliance is expected to enhance both organizations' abilities to fulfill their goals.

Q.: What will this alliance accomplish?

A.: The alliance will:

- Expedite the process of getting discoveries from laboratories to patients.
- Provide both organizations with a greater presence nationally and globally.
- Lead to greater efficiencies and collaborations in scientific operations.

Q.: When was this agreement approved?

A.: TGen's Board of Directors approved the agreement in concept at its Feb. 10, 2009, meeting. VAI's board had previously approved the concept. The agreement would become final on July 1, 2009, following continuing discussions.

Q.: What new duties will Dr. Trent have?

A.: Dr. Trent will become President and Research Director at VARI when the agreement is finalized.

Q.: Will Dr. Trent remain at TGen?

A.: Yes, and he will retain his positions as President and Scientific Director.

Q.: Where will Dr. Trent be based?

A.: Dr. Trent will divide his time roughly between Phoenix and Grand Rapids, though his responsibilities will include travel across the country and abroad as TGen and VARI continue to expand their national and international collaborations.

Q.: Will TGen continue to be an Arizona-based, non-profit research institute?

A.: Yes, and TGen will maintain its existing affiliations and collaborations.



Q.: Will TGen continue to have a board of directors?

A.: Yes, both TGen and VAI will maintain independent boards of directors.

Q.: Will TGen benefit financially from this arrangement?

A.: Yes, though the amount of that support has not yet been determined.

Q.: Will this affiliation create employment opportunities in Arizona and Michigan?

A.: Yes, in fact, as VARI looks to fill the space of its 240,000 square foot Phase II expansion, set to open in late 2009, this alliance is expected to generate more scientific projects.

Q.: Will VARI and TGen be recruiting more scientists?

A.: Yes.

Q.: In what other ways will TGen, VARI, Arizona, Michigan and patients benefit?

A.: Through the alliance:

- VAI gains expertise from TGen in developing translational capabilities.
- TGen gains greater access to clinical research, drug trials and other efforts to promote personalized medicine.
- VARI brings a basic research focus to TGen's translational expertise, creating a potential powerhouse in the world of scientific research.
- Both would be better able to translate the latest scientific discoveries into treatments for patients.
- Both would be better able to expand locally, nationally and internationally.
- Both would improve their already considerable economic impacts on Arizona and Western Michigan.

Q.: What are the benefits of aligning with an organization from Michigan?

A.: Michigan has a rich history of developing life sciences, with tens of thousands of people working in this field:

-- Michigan has a diversified economy – the state is less dependent on automotive jobs than Arizona is on the construction industry.

--**New Companies** - Since 2000, 112 new companies have been created, making Michigan's life sciences industry one of the fastest growing in the nation.

--**Diverse Companies** - Michigan is home to over 550 bioscience companies that focus on biopharmaceuticals, medical devices and equipment, instrumentation, diagnostics, research tools, industrial and agricultural biotechnology, clinical research, informatics and ancillary services.

--**Jobs** - The biosciences have established rewarding, high paying jobs in the state. The biopharmaceutical industry directly employs more than 33,500 workers in Michigan with an average salary of more than \$67,000. Almost four times as many jobs were created through indirect and induced impacts.



--**Revenue** - According to the most recent studies, the industry is generating almost \$4 billion in economic output and contributing more than \$1 billion in state, federal and local tax revenue.

--**Partnerships and Start-Ups** - Michigan is fostering healthy partnerships between academic and private research institutes and the private sector to speed basic science discoveries into novel treatments for patients.

--**Research Funding** - The University Research Corridor (UM, MSU, Wayne State) is attracting more than \$1.4 billion in research funding annually, which ranks 11th nationally.

--**SmartZones** - To continue that growth, Michigan has developed twelve SmartZones and seven business accelerators to aid life sciences start-up companies and provide office and lab space and equipment.

--**Michigan's 21st Century Jobs Fund** - has invested over \$178 million directly into the life sciences sector since 2004.

-- **Michigan's university system** is top-notch and ranks high nationally and internationally in research and development of science and technology.

-- **Michigan** has one of the nation's highest rates of Ph.D.s per capita.

-- **Western Michigan** has a major focus on civic life and responsibility, and a business community willing to over-achieve when called on to help.

--With **Van Andel Institute** established as the cornerstone of the West Michigan life sciences and biotech industry, **Grand Rapids** has every piece in place to make it a viable, national life sciences corridor. Recent developments include the relocation of the **Michigan State University's** College of Human Medicine to the Medical Mile, and over one billion dollars of biomedical infrastructure construction in the past four years.

Q.: What are the benefits of aligning with an organization from Arizona?

A.: Arizona has a rich history of developing life sciences, with tens of thousands of people working in this field.

--Arizona has a diversifying economy and consistent population growth.

--**TGen is the centerpiece of an emerging biotech sector.** Partnering with Arizona hospitals and other medical and health organizations, including Banner Health, St. Joseph's Hospital, the Arizona Alzheimer's Consortium, the Mayo Clinic Scottsdale and Scottsdale Healthcare, TGen is ensuring that local research will benefit local patients first.

--Through its TGen Clinical Resources Services at Scottsdale Healthcare, the organization has recorded more than 3,000 cancer patient visits through its clinical trials programs.

-- **TGen** is supporting local economies with good-paying jobs for highly trained scientists, doctors and support personnel, which in turn benefits local communities and drives the creation of more jobs.

-- Establishing Arizona as a center of advanced biomedical technology, with collaborative relationships that extend across the nation and across the seas, from Australia to Europe.



- Creating a synergistic hub of intellectual, scientific, economic, social and academic interaction in downtown Phoenix. Within the Phoenix biomedical campus, TGen has taken a leading role in helping establish links and support operations with the downtown campus of Arizona State University, Phoenix Union Bioscience High School, Science Foundation Arizona, ASU-UA Arizona Biomedical Collaborative, and the University of Arizona School of Medicine-Phoenix in partnership with ASU.
- Growing the state's knowledge-based economy, attracting direct national and international investments, new business formations and relocations to Arizona.