



Establishment of Shared Biotechnology Lab & Office Space to Encourage, Promote, Stimulate and Support Life Science Startup Ventures in Maine

Request for Proposals

Please respond by September 23, 2022

Background

The State of Maine has developed distinct expertise and skills in the life sciences sector, specifically in genetics and genomics as well as commercially successful products in the diagnostics markets based on knowledge of antibodies and related biochemistry and biology fields. The large and growing volume of research indicates potential clusters that may emerge in the future, while the diagnostics/antibodies industry represents a current emerging cluster. There are overlaps with the information technology and precision manufacturing sectors via bioinformation and biomanufacturing.

There are more than 200 companies and organizations working in the biosciences in Maine covering everything from discovery research through commercialization. Maine is home to some of the world's leading life science research organizations, including the Jackson Laboratory, Bigelow Laboratory for Ocean Sciences, Mount Desert Island Biological, and Maine Medical Research Institute, as well as life sciences companies like Idexx, Corning, Puritan Medical Products, Abbott Labs, and The Baker Company. Maine is also home to top notch life sciences research universities including the Roux Institute at Northeastern, University of Maine, University of New England, and some of the most prestigious colleges in the nation, including Bates College, Bowdoin College, and Colby College.

With its close proximity to Greater Boston and the life sciences cluster located there, Maine is uniquely suited to attract and grow life science startups but needs more of the foundational shared-lab infrastructure to help facilitate it.

The Maine Technology Institute, in partnership with the Maine Department of Economic & Community Development, [seeks to attract proposals for \\$750,000 in grant funding to help enable the establishment of a private sector led life sciences laboratory and incubator](#), where

nascent biotechnology and life sciences firms may have access to shared lab spaces and associated office infrastructure to help them start and scale their enterprises.

Project Goals

MTI seeks a qualified organization with a successful track record of developing and implementing world-class biotechnology and life sciences incubation and shared lab facilities designed to help launch and scale the next generation of biotechnology and life sciences startups. The desired project will include a new state-of-the-art laboratory facility, which will be professionally managed and operated. The unique, differentiated life sciences incubator will also bring together experienced life sciences mentors and investors to nurture and support the entrepreneurs and companies to help them efficiently grow and scale their companies in Maine. The ideal organization will also play a role in designing and managing community-building initiatives and events such as startup pitch competitions and investor information sessions.

Attributes of an ideal organization include the following:

- A demonstrated history of working in both academic and entrepreneurial ecosystems and facilitating the interaction between these communities—ideally including, for example, a history of creating or managing translationally-focused organizations in both academia and industry.
- A track record of building self-sustaining laboratory and office facilities with straightforward and highly-competitive pricing for resident companies.
- A demonstrated interest in, and commitment to, the Maine life sciences and biotechnology community.

Anticipated Components of a Successful Proposal

- I. Detailed scope of work, timeline, and overall budget for the establishment of a new state-of-the-art life sciences laboratory and incubator space in Maine, with proposed location identified.
- II. Overview of planned equipment and laboratory purchases including, but not limited to, microscopy, cryostorage, and autoclaving.
- III. Summary of planned organizational and professional management structure of facility, including summary of environmental, health and safety protocols and training, waste management, etc.
- IV. Fee structure for firms interested in using the shared lab infrastructure and office spaces, including extra services and benefits offered to help them achieve success.
- V. Outline of plans for community building, science and business training and mentoring, and events, including specific proposed synergies and partnerships with existing Maine-based organizations.

- VI. Clear and reliable plan for operational self-sufficiency, including anticipated timelines with key performance indicators and metrics/milestones.

Eligible providers

Eligible organizations must establish and maintain a presence within the State of Maine, if not be headquartered in Maine. At the time of submission, the organization must be in compliance with all laws, rules, regulations and ordinances of the United States, the State of Maine, and if selected to establish the life sciences incubator, must remain in compliance during the term of the service agreement. Eligible providers must have experience operating a shared life sciences lab and office space, and encouraging, promoting, stimulating, and supporting startups engaged in the sector.

Timetable

The following timetable will be followed to assure a timely response for all parties:

- Issuance of request for proposal August 17, 2022
- **Submission of written proposals due September 23, 2022**
- Review and Diligence September 26 – October 7, 2022
- Final selection on or before October 10, 2022

Inquiries

Inquiries or notices concerning this RFP should be directed to:

Brian Whitney, President
Maine Technology Institute
8 Venture Avenue, Brunswick, ME 04011
Email: bwhitney@mainetechnology.org Telephone: (207) 582-4790

Submissions

Proposals must be received by MTI no later than 5:00 PM on September 23, 2022. Proposals may be electronically transmitted, mailed or delivered to the attention of Brian Whitney at the address noted above (see Inquiries). Timely delivery of the proposals is the sole responsibility of the provider.

Proposals received after the stated date/time will not be considered. All providers acknowledge and understand that MTI will not pay for any costs incurred in connection with the preparation or submission of a proposal.

Proposal format

Proposals should not exceed 15 pages. That said, MTI does not endeavor to be overly prescriptive. We are open to innovative and creative proposals that will help us achieve our goals.

Budget

Please provide a detailed 36-month project budget.

Selection process

Proposals will be evaluated by a team made up of MTI staff and a selected Life Sciences Advisory Committee. Factors to be considered in evaluating proposals include relevant experience and ability; the written proposal; feedback from references; cost; and a commitment to work with MTI as an integral partner. The final award may be subject to approval by MTI's Board of Directors or a committee thereof.

MTI reserves the right to reject any and all submissions without the right of recourse by proposers.

References

Please provide three references that can speak to the organization's experience in developing and/or managing a life sciences incubator and lab.

About Maine Technology Institute

The Maine Technology Institute's core mission is to diversify and grow Maine's economy by encouraging, promoting, stimulating, and supporting innovation and its transformation into new products, services, and companies, leading to the creation and retention of quality jobs in Maine.

The Maine Technology Institute (MTI) is an industry-led, State-funded, nonprofit corporation that offers early-stage capital and commercialization assistance in the form of competitive grants, loans, and equity investments, as well as entrepreneurial guidance and mentorship, to support the research, development, and application of technologies that create new products, processes, and services, generating high-quality jobs across Maine. Additionally, MTI is asked on occasion to administer a variety of research and development-focused bonds and other initiatives on behalf of the State to stimulate private and public-sector investments in research and development infrastructure, equipment, facilities construction and renovation, and to help advance emerging technologies and innovation throughout Maine.