

## Cypress Systems, Inc. Summary

### ***Project Description***

Cypress Systems, Inc., founded in 1995, is a specialty fermentation, biotechnology and nutritional yeast company looking to locate the Excell™ Biotechnology Research Center which will be a state of the art fermentation center with the following research goals:

- Characterize nutraceutical compounds
- Isolate specific compounds for FDA applications
- Develop next generation products
- Source new technologies, and
- Provide contract fermentation research

The facility would conduct research that could place Florida in the forefront of an effort to gain a public health recommendation for Selenium in the prevention of cancer. The Center will be staffed with top-flight research personnel including a Director of Research, Director of Business, Microbiologist, and related laboratory technicians and would provide ***highly specialized fermentation equipment which would be the only of its kind in Florida.*** Cypress Systems, Inc. owns the major pure culture fermentation equipment that will be placed in the Excell™ Biotechnology Center. The replacement value of this equipment would be nearly \$1,000,000. Currently, Florida researchers must send contract fermentation needs to Iowa, Georgia, or Michigan. The Excell Biotechnology Research Center could quickly change that situation.

Additionally, it is in Cypress' plans to follow the building of this Biotechnology Center with a Phase-Two production facility. Cypress is considering primarily USA locations for the Biotechnology Center, and USA and overseas locations as potential sites for the Phase II large-scale production operation (to replace a Mexican production). Based on an established relationship with the Biotechnology Center (Phase I), the company could find sound reason to also locate the Phase II production in the same community.

Florida is a potential site for the Phase I Biotechnology Research Center. The company is exploring several other locations and the most competitive alternatives to Florida are Iowa, South Carolina, and the State of Michigan which has presented an incentive package to Cypress.

### ***Competitive Landscape***

Cypress Systems, Inc. is in search of funding in the amount of \$4,465,000 in order to build, attract required personnel, and manage the Excell Biotechnology Center. Assistance in obtaining the necessary funding will be a major deciding factor in where the new Biotechnology Center will be located. Other states with key competitive advantages include Michigan due to a large state funded incentive program for innovation and proximity to strategic business partners. Florida's strategic advantages include proximity to key investors and board members, and existing relationship with University of Florida researcher.

### ***Benefit to Florida***

#### *Revenue from outside the state*

The Excell™ Biotechnology Research Center will undoubtedly generate revenue from outside Florida if located here. The Center will bring ***highly specialized fermentation equipment which would be the only of its kind in Florida*** and this equipment enables Excell researchers to conduct contract fermentation. Currently the main locations for contract fermentation are Michigan, Iowa, and Georgia, so having this unique equipment in Florida will attract biotechnology research related revenue from around the country as well. Additionally, the products intended for development would be marketed to functional food companies in Michigan, California, Georgia, across the nation and internationally.

#### *Jobs*

The Excell™ Biotechnology Research Center would initially create approximately 10 highly paid positions in Florida with an average salary of \$84,000 per year. In addition to this direct economic impact, the Excell™ Biotechnology Research Center would serve as a catalyst for further life sciences economic growth in Florida.

#### *Emerging Cluster*

Locating the Excell™ Biotechnology Research Center in Florida would benefit the community and the state in many ways, particularly as it would function as a catalyst for an evolving industry cluster in biotechnology research (particularly with the ability for contract fermentation), functional foods, and animal nutrition.

#### *Community Support*

Cypress has a strong corporate philosophy around community involvement and dedicates a generous amount of time and resources to numerous philanthropies aimed at educating cancer patients about diet and nutrition, helping the global poor, and providing mentoring and re-entry support for at-risk youth and offenders.

#### *Higher Education*

Cypress is keenly interested in university partnerships for research. Cypress will be able to offer internships and will proactively look for opportunities to enhance corporate and university interaction.