

SUCCESS STORY

Amgen selects Tampa for capability center



“We are a company driven by a single mission – to serve patients – and the services and activities that will happen at the center are central to enabling this. We look forward to working with the world-class talent found in Tampa and being a member of the community.”

- DAVID W. MELINE, EXECUTIVE VICE PRESIDENT AND CHIEF FINANCIAL OFFICER, AMGEN

PROJECT CRITERIA

The Tampa Bay EDC was first contacted by a site selector who shared that an undisclosed company was considering locations for a new capability center that would focus on three key areas: information services, finance, and employee services. The company started with a search of more than 300 MSAs, basically the entire United States. Based on the criteria set, Tampa ranked high and made the cut of top 17 markets. The project would bring 450 high-skilled jobs with average wages of \$75,000 per year. The center would fulfill such functions as operations, analytics, IT, human resources, and potentially research and development in the future. The company needed 136,000 square feet.

GOAL OF THE PROJECT

Amgen, one of the world's leading biotechnology companies, was looking for a community that could help deliver on its singular mission – to serve patients – by fulfilling three main criteria: access to talent, favorable business location to other operations, and the presence of a strong and growing biopharma cluster.

Once the EDC found out which company was eyeing Tampa and the type of center it wanted to open, we knew Tampa was a good fit, but we had to convince them. The addition of Amgen would complete Tampa's biopharma trifecta after successful wins and ramp-ups by Bristol-Myers Squibb in 2013 and Johnson & Johnson in 2015.

TAMPA HILLSBOROUGH SOLUTION

The EDC started by hosting several site visits with company representatives to provide a customized overview of the community and available business resources and services. Meetings with local government officials, including City of Tampa Mayor Buckhorn, business leaders and peer companies started to make a convincing case for Tampa. Amgen leaders were energized by Tampa's collaborative nature and the warm welcome it received from the local business community.

Meetings with educational partners made the case stronger as Amgen discovered what made Tampa's talent pool stand out. Not only did they find recent university graduates and experienced professionals, but the inclusion of MacDill Air Force Base and a large veteran presence provided the right mix of talent.

But perhaps the biggest box that Tampa ticked was the presence of a strong and growing biopharma cluster. Tampa was already home to similar shared services centers, and while some may view having your top competitors in the same market as a negative, Amgen viewed it as a positive. The company understood that helping to grow Tampa's biopharma cluster would serve them well.

As a community, we were able to meet the Amgen's real estate requirements and expedite permitting to help the company stay true to the aggressive timeline it set out to accomplish.

After eliminating 300+ other markets under consideration, Amgen's choice of Tampa proves that our community can compete with any market in the country for major life sciences and shared services projects.

In March 2017, Amgen announced Tampa as the location of its new capability center, and they were moved in to their facility by October 2017.

For more information about how the Tampa Bay EDC can assist your business, please contact Steve Morey, Senior Vice President of Business Development, at smorey@tampabaycdc.com or 813-518-2630.

