
THE BILL OTTERSON BIOTECH LETTER

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PAST WEEK

1. *HR CONNECT* (Human Resources) discussed "Employee Benefits Programs: Maintaining a Competitive Edge in Emerging Technology Companies" at its regularly scheduled breakfast roundtable. This group includes HR executives of most of the high-tech and biotech companies in San Diego. As such, they control most of the region's high-tech hiring. Since high-tech is one of the region's "bright spots" in jobs, I emphasized the key role this group will be asked to play in defense job retraining, job creation, defining job training requirements, etc.
2. In his Sunday morning column, San Diego futurist **Neil Morgan** quoted California historian **Kevin Starr**: "San Diego and Tijuana could become the first bilingual, binational, bisovereign region in modern history, something like the Vienna of the Austro-Hungarian empire." With proper planning.

UPCOMING

3. **EXPOTECH '92** will be held November 12, 1992. It is co-sponsored by *Williams Partners* and the *San Diego Tech Center*, *CONNECT*, *EDC*, *San Diego City Schools* and the *Reuben H. Fleet Space Theater & Science Center*. This is an opportunity for biotech and high-tech companies to communicate with elected officials, potential employees, members of the press, serious-minded high school students, the public, and each other. For example, I am hopeful that our new mayor will attend, along with city councilpersons, members of the Board of Supervisors, state and federal office holders and others. Some of the exhibitors include: *Applied Digital Access*, *Cytel Corporation*, *Smartek Software*, *SIBIA*, *Forte*, *Pyxis*, *Gensia Pharmaceuticals*, and *Pacific Communications Sciences Inc.* **Call the San Diego Tech Center at 452-7900.**

WARD VALLEY

4. **Bernie Rhinerson**, **BIC Executive Director**, is preparing a *BIC/BioCom Ward Valley Action Alert* on the land transfer issue. He will be requesting personal letters to **Secretary Manuel Lujan**.

5. Opposition groups in Needles are becoming increasingly vocal, Needles' project proponents recognize the benefits to the local economy in terms of jobs created and local taxes paid. Probably more important, they point out that Ward Valley is 25 miles from the town, in the middle of the desert, and poses little danger to Needles. They argue that this is the right place for the material to go and are proud that all mankind will benefit from the site.

AIR QUALITY CONTROL

6. The federal Environmental Protection Agency (EPA) announced that the air quality in urban areas, including San Diego County, has increased steadily over the past decade. Currently, according to **Bob Goggin**, Spokesman for the *San Diego County Air Pollution Control Board*, the district meets all clean air standards except the ozone standard. Cooler air, new pollution controls on cars, and cleaner gasolines helped, the agency said, despite an almost doubling of the weekday travel miles between 1980 and 1990.

SORRENTO VALLEY ROAD

7. **Bernie Rhinerson**, BIC Executive Director, testified at *San Diego City Council*, regarding the widening of Sorrento Valley Road, on Monday. He pointed out the importance of the road to biotech and high-tech companies located in Sorrento Valley, and, in the discussion about funding the Environmental Impact Report, was successful in getting the option of closing the road completely struck.

WATER

8. **Gov. Pete Wilson** visited **President Bush** in Washington this week to urge the President to veto the federal water reform bill that would set aside 800,000 acre-feet of water per year for fish and wildlife restoration. According to the Union-Tribune, Wilson is pushing an alternative proposal that would transfer to the state control of the *Central Valley Project*, which has 20 percent of the total water supply for California.

DRAFT NIH CONFLICT OF INTEREST RULES

9. Two years ago, at a CONNECT Special Interest Group Biotech meeting at *Telios Pharmaceuticals*, **T. Knox Bell** of *Gray, Cary, Ames & Frye*, alerted biotech CEO's to this potentially divisive issue. The NIH is now drafting new guidelines. Knox is continuing to monitor this and when the actual proposed regulations are circulated, he has offered to update us again.

SAN DIEGO ECONOMY

10. *Bank of America Senior Economist Fred Cannon* spoke Thursday about the dismal state of the San Diego economy and then wrote a piece in the Sunday Union-Tribune against Prop. 167: "a big tax on business, so more jobs will be lost."
11. The Union-Tribune also published an editorial, quoting the dismal SANDAG report on unprecedented job losses in San Diego, concluding that the new mayor must be able to "forge a partnership between business and government to create new jobs for San Diego."
12. *The San Diego Dialogue*, a broad-based group of San Diego "movers and shakers," announced that *Luce Forward's John B. McNeece, III*, has agreed to head its Economic Development Section, joining the Airport and the Border Crossing Sections. John worked with *Carla Hills* to help negotiate the NAFTA treaty.
13. *Anne Evans*, owner of the *Bahia Hotel* and former Chairman of *ConVis*, has been appointed to the *Federal Reserve Board of Los Angeles*. One of her early issues will be dealing with banking regulations, as they affect the economy. The San Diego biotech industry's job creating potential will be of interest.

OTHER

14. **Bob Filner**, candidate for Congress in the 50th District, arranged for a visit by Senator Joseph Liberman (D, Conn). The Senator was the author of a bill to cut in half the tax on profits from investments made in deals raising less than \$50 million and held five or more years.

POSITIONS AVAILABLE

15. A Southern California medical devices company is seeking a **President and CEO** and **VP Finance** for a major division. Must be entrepreneurial and capable of growing the division. Call 534-0707.

MEMBER NEWS

16. *Genta, Inc.* announced on Thursday that it filed an investigational new drug application (IND) with the FDA to begin testing a new topical corticosteroid formulation for treating eczema and atopic dermatitis.
17. *ISIS Pharmaceuticals* announced Tuesday that **Jacqueline Siegel** has joined the company as vice president and chief financial officer. **Siegel** was senior biotechnology analyst at *Hambrecht & Quist* in New York.

18. *Gensia Pharmaceuticals Inc.'s* stock went up from \$2 a share to \$21. Monday, *Gensia* announced positive Phase II clinical data from two trials of arbutamine, a drug that is part of the system for diagnosing coronary artery disease and myocardial ischemia.
19. *Amgen Inc.* named **Kevin W. Sharer President and Chief Operating Officer**. **Sharer** joins *Amgen* from *MCI Communications Corp.* where he served as president of *MCI's* Business Markets Division.
20. New members include: *ColorSoft, Document Sciences Corporation and Solana Software International.*

SPONSOR NEWS

21. New Sponsors include: *Health and Sciences Research.*