



# Chapel Hill Life Science Development Concept Studies

Council Committee on Economic Studies

November 11, 2022



LONGFELLOW™

# Agenda

- **Longfellow Introduction**
- **Project Overview**
- **Preliminary Concepts**





# Longfellow Overview

## Our Mission

We help innovation organizations flourish by delivering world-class real estate spaces with a collaborative approach and integrated services.

## What We Do

We partner with leading institutions, companies, and communities to deliver real estate solutions for life science and technology organizations. We invest in and develop assets to create transformational work environments.

We collaborate with the best in innovation...

seer Altos Labs TALIS

Google Pfizer aerie

Plexium Dropbox

AstraZeneca askbi

...and deliver results to our institutional partners.

Stanford University Berkeley UNIVERSITY OF CALIFORNIA

Boston Children's Hospital *Until every child is well* UCSF University of California San Francisco DANA-FARBER CANCER INSTITUTE

Dartmouth DUKES UNIVERSITY

Massachusetts Eye and Ear *sense life. experience life.* MIT Massachusetts Institute of Technology THE UNIVERSITY OF NORTH CAROLINA AT CHAPEL HILL

HARVARD UNIVERSITY Drexel UNIVERSITY Beth Israel Deaconess Medical Center

# We're committed to the North Carolina community.



**NC Central**  
UNIVERSITY



# Unmatched Experience

- » One of the largest science + technology real estate investors and developers in the US
- » Partners have over three decades of direct experience serving the science + technology ecosystem
- » Led redevelopment of Kendall Square, one of the first major US Innovation Districts

15+

Million SF

International portfolio of existing assets and developmental pipeline.

Over \$10 billion in total value.

8

Markets

Boston, MA  
Durham, NC  
San Diego, CA  
San Francisco, CA  
Rockville, MD  
New York City, NY  
Philadelphia, PA  
United Kingdom

195+

Professionals

Targeted teams providing a vertically integrated platform to our stakeholders.



# Vertically integrated platform to deliver best in class services to our clients



Investments



Portfolio Management



Asset Management



Design & Construction



Leasing



Marketing, PR &  
Corporate Comm.



Elevate



Property Management  
& Engineering Services



Accounting, Finance  
& Capital Markets



Operations  
(HR, IT, Admin)



ELEVATE

YOUR DAILY  
EXPERIENCE,  
REDEFINED.



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#### ACCESS

Corporate Tailor  
Car Wash + Detail  
Dry Cleaning  
Courier Service  
EV Charging Stations  
Umbrella Service  
Exclusive App  
Event Space  
Amenity Centers  
Farmer's Markets

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#### BALANCE

Fitness Centers  
Programmed Exercise Classes  
Outdoor Fitness  
Locker Rooms  
Showers  
Wellness Events + Workshops  
Spa Services  
Basketball Courts

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#### TASTE

Weekly Food Trucks  
Onsite Restaurants + Cafes  
Pop-Up Markets  
Coffee + Tea Service  
Water + Ice Machines  
Outdoor Picnic Areas  
Beer, Wine + Food Tastings  
Cooking Classes

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#### BRAIN POWER

Meeting Spaces  
Classroom Space  
Board Rooms  
Speaker Series  
Lunch + Learns  
TED Talks  
Wi-Fi

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#### GENEROSITY

Philanthropic Drives  
Donation Collections  
Puppy Adoption Events  
Volunteer Opportunities  
Blood Drives  
E-Waste Recycling

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#### CONNECTIONS

Networking Events  
Happy Hours  
Tenant Contests + Giveaways  
Holiday Events  
Monthly Newsletters  
Community Rooms

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#### PLAY

Outdoor Amenity Spaces  
Game Centers  
Cornhole  
Bike Share Programs  
Sporting Events

# Longfellow is the largest privately owned life science developer in the United States



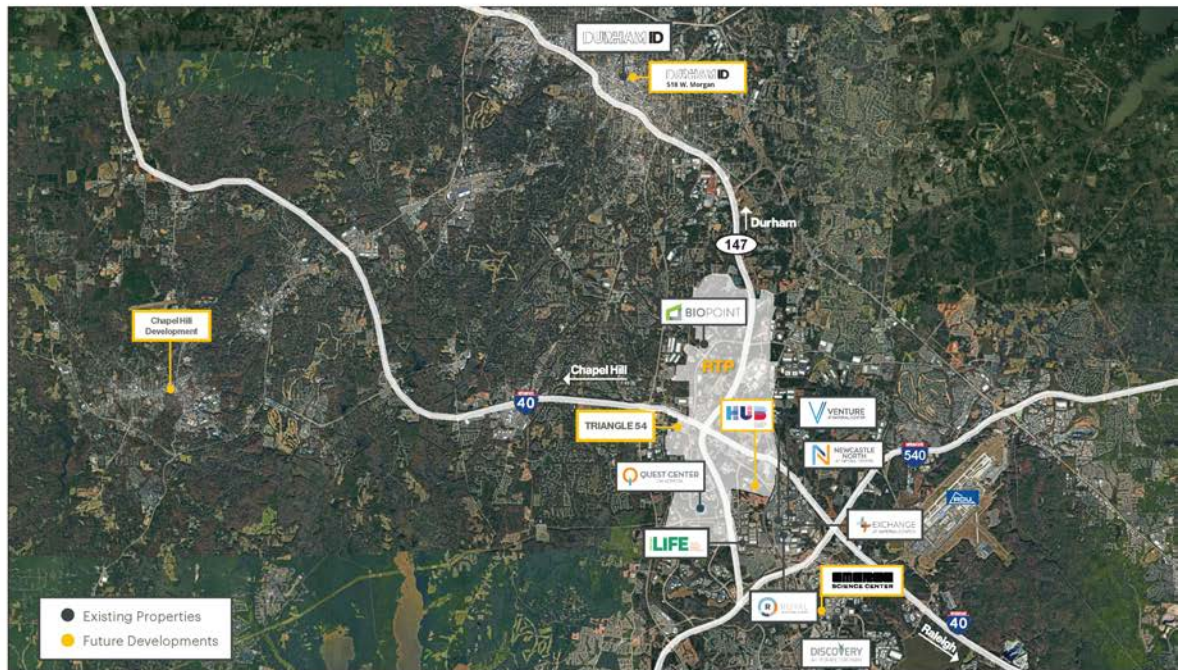


# North Carolina Portfolio

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**4M+**  
Square Feet

**73**  
Acres



# Durham ID

Durham, NC



# North Carolina Developments



Triangle 54

DURHAM ID  
518 W. MORGAN

EMERGE  
SCIENCE CENTER

BIOPOINT  
GREENHOUSE





# Additional Notable Developments

# Pennovation Works

Philadelphia, PA





# West Coast Developments

## Lusk

San Diego, CA



## Bioterra

San Diego, CA



## Avia Labs

Millbrae, CA



# Site



SHORTBREAD LOFTS

SITE  
1.84 ACRES

GRADUATE HOTEL

CHIPOTLE

BICYCLE CHAIN

INNOVATE CAROLINA

GOOGLE

MALLETTE ST

FRANKLIN ST

ROSEMARY ST

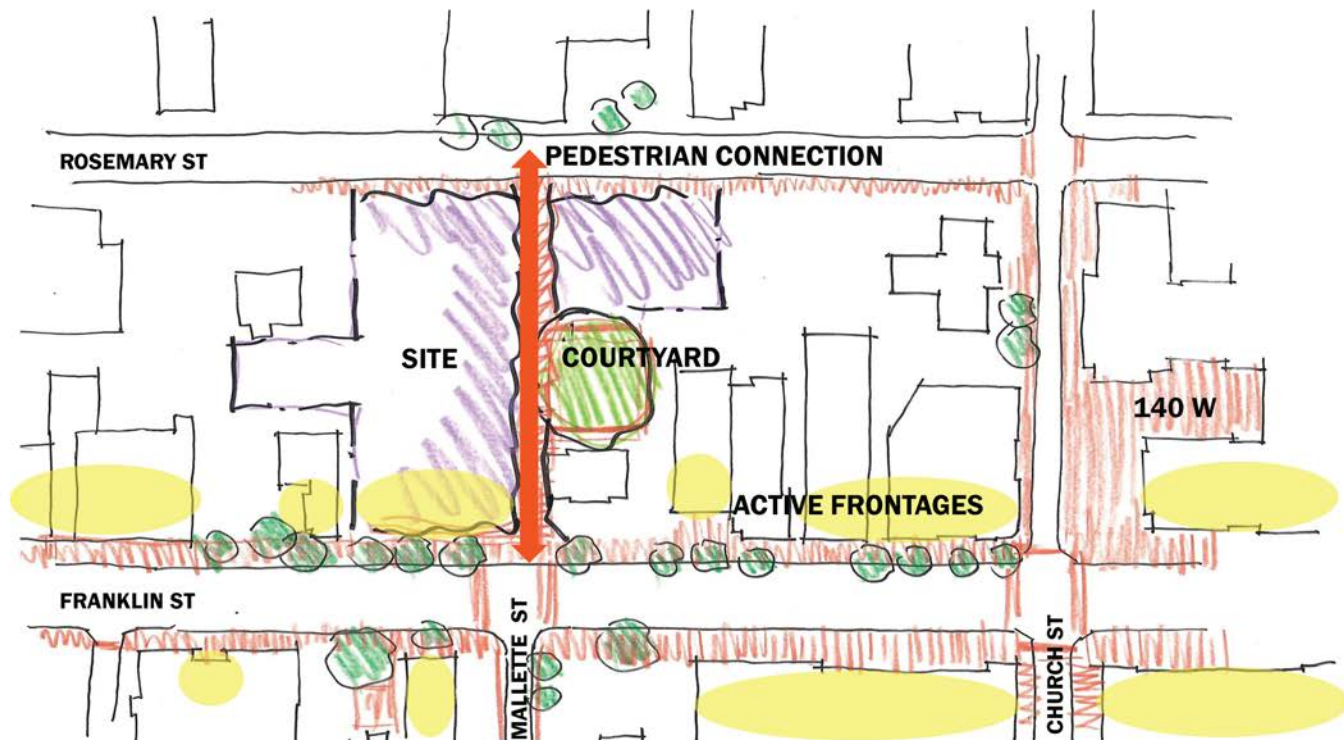
CHURCH ST

# Chapel Hill Character

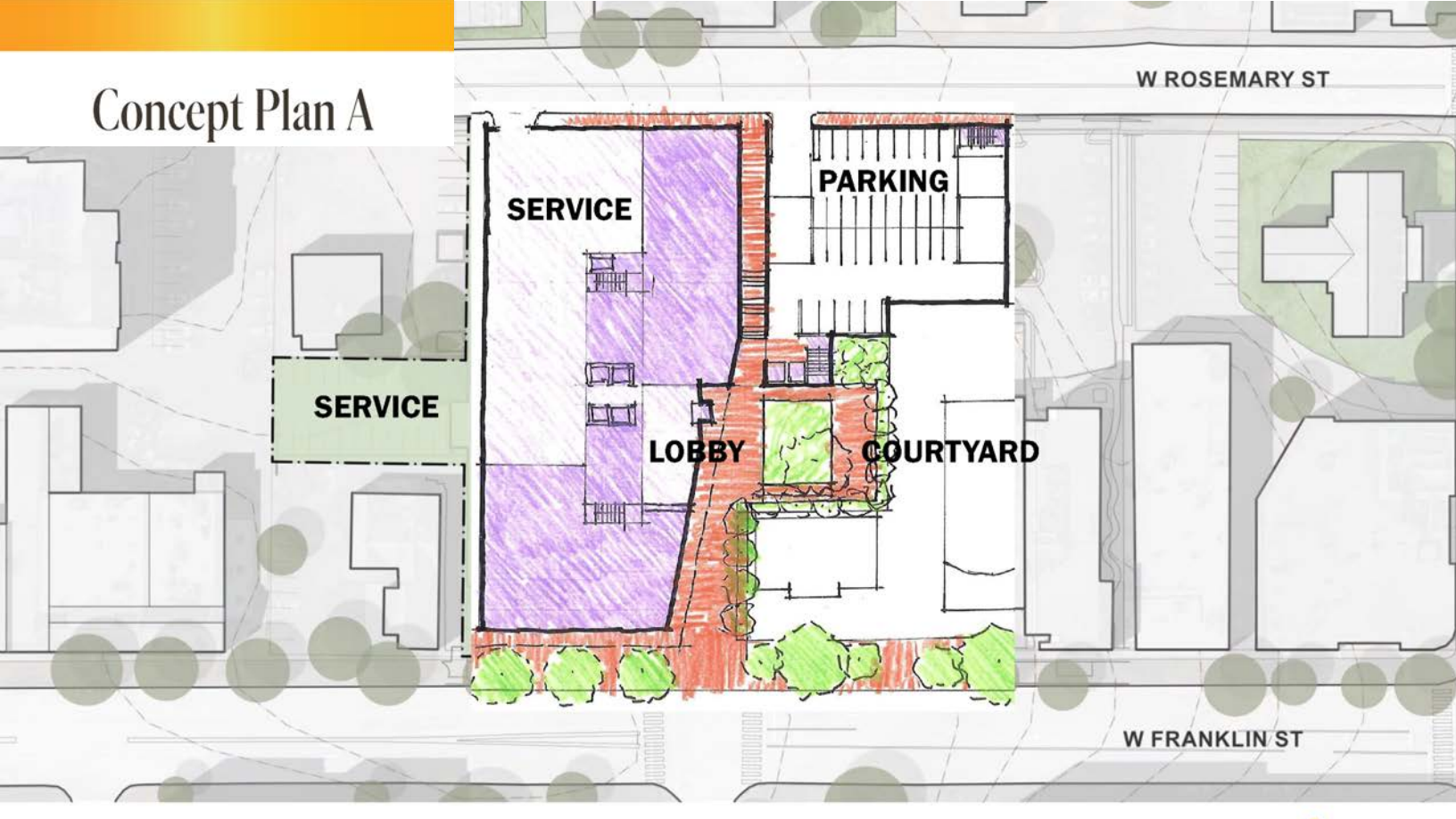
## Pedestrian Spaces



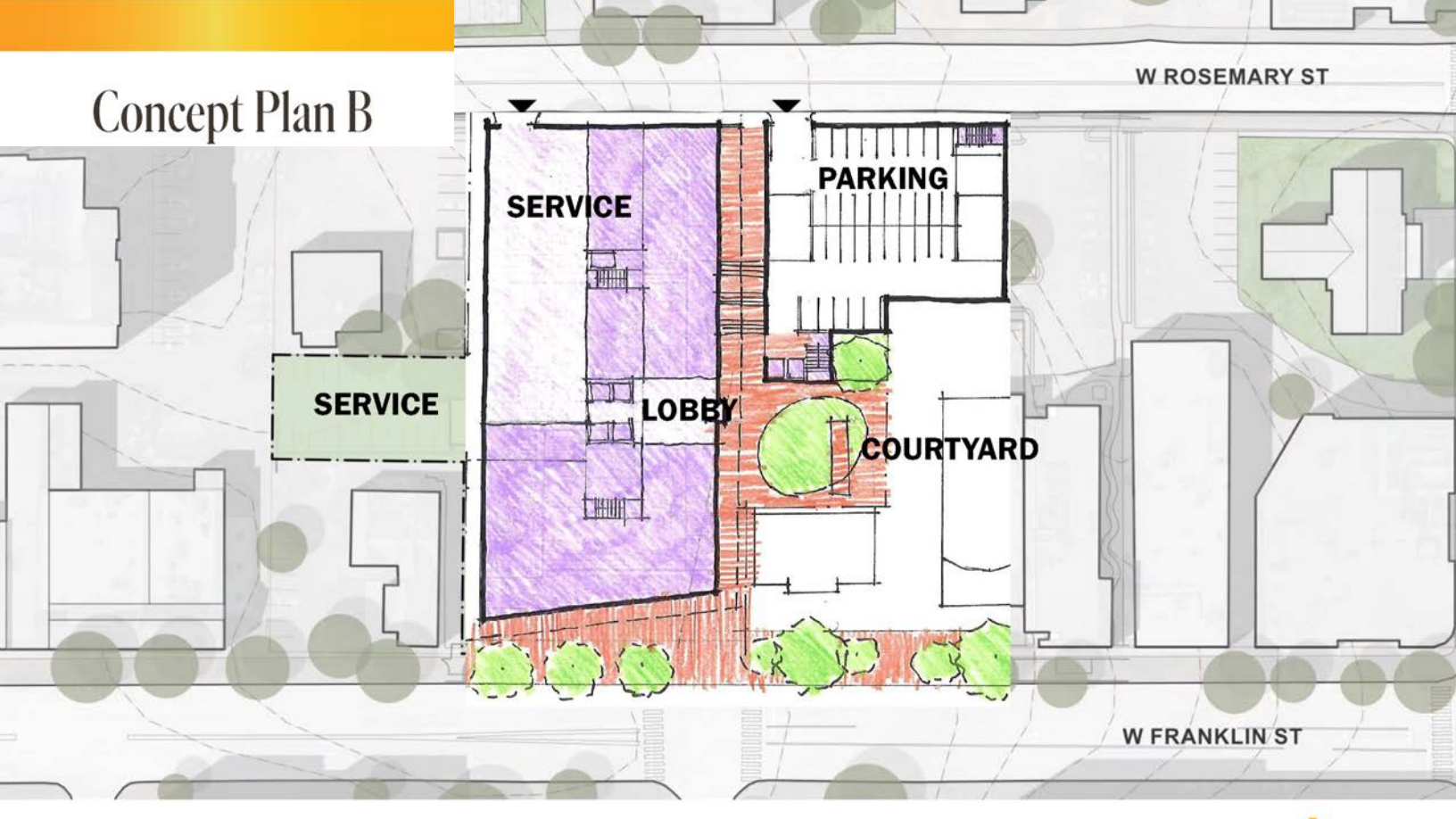
# Pedestrian Connections



# Concept Plan A



# Concept Plan B



W ROSEMARY ST

SERVICE

PARKING

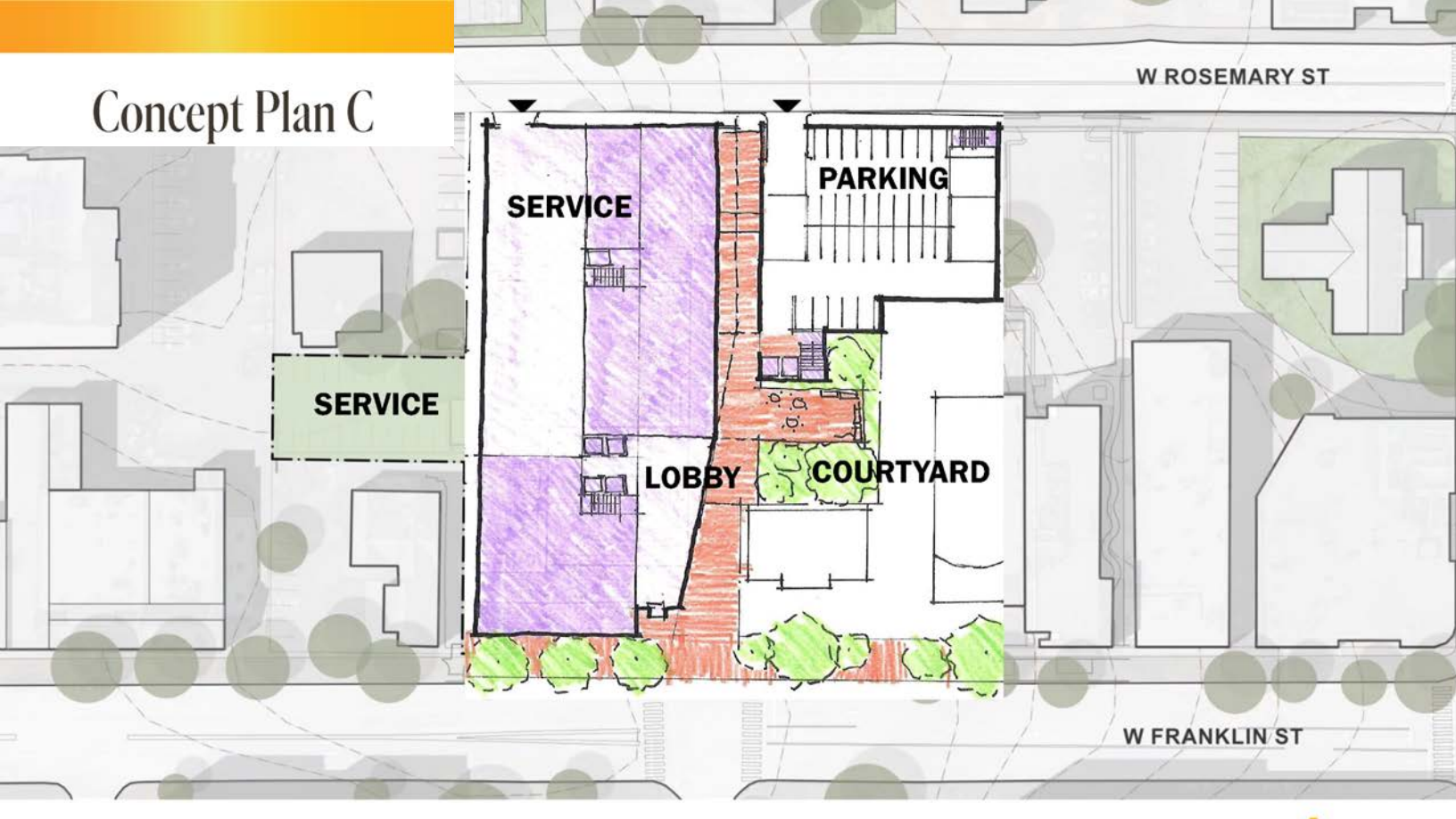
SERVICE

LOBBY

COURTYARD

W FRANKLIN ST

# Concept Plan C



W ROSEMARY ST

SERVICE

PARKING

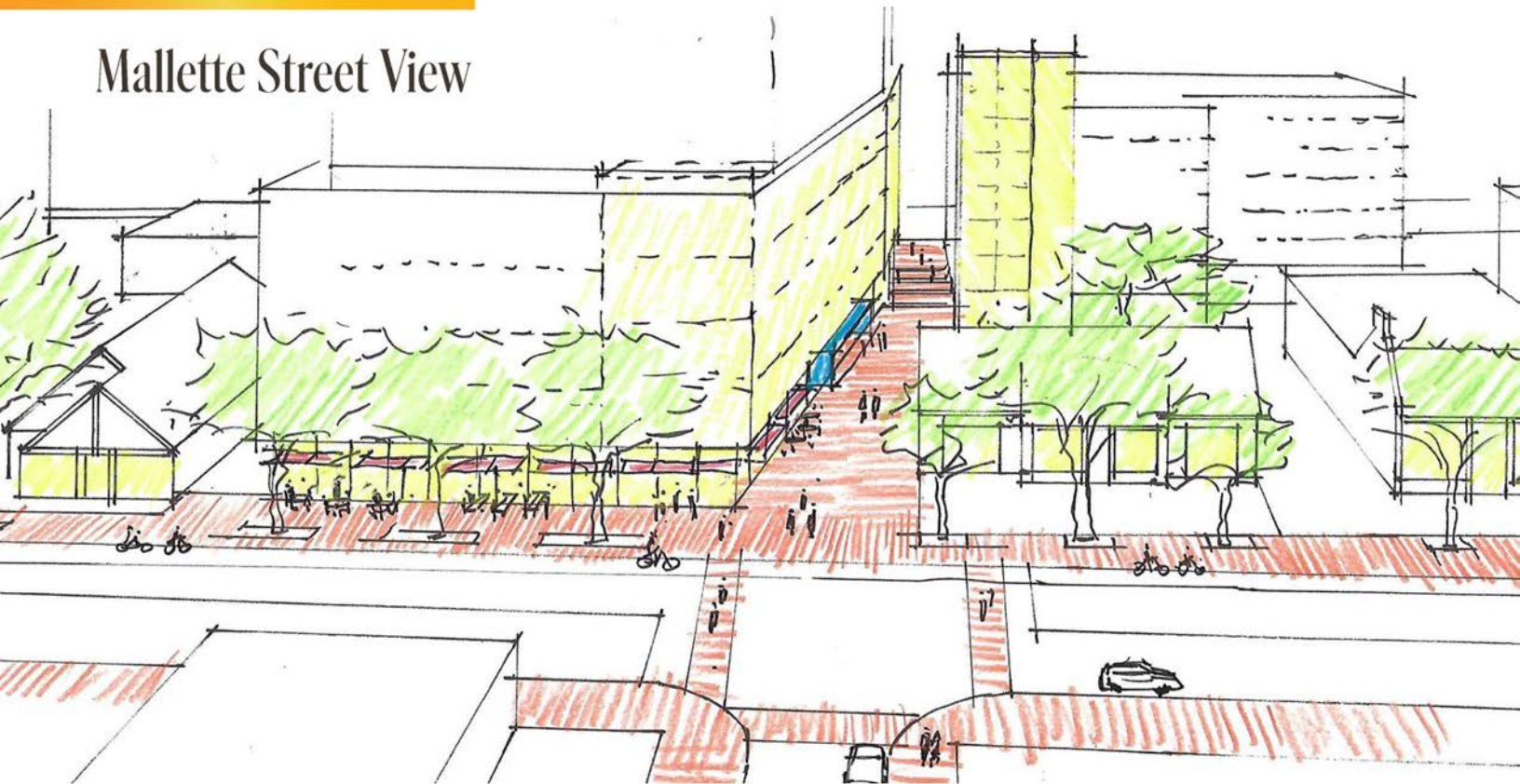
SERVICE

LOBBY

COURTYARD

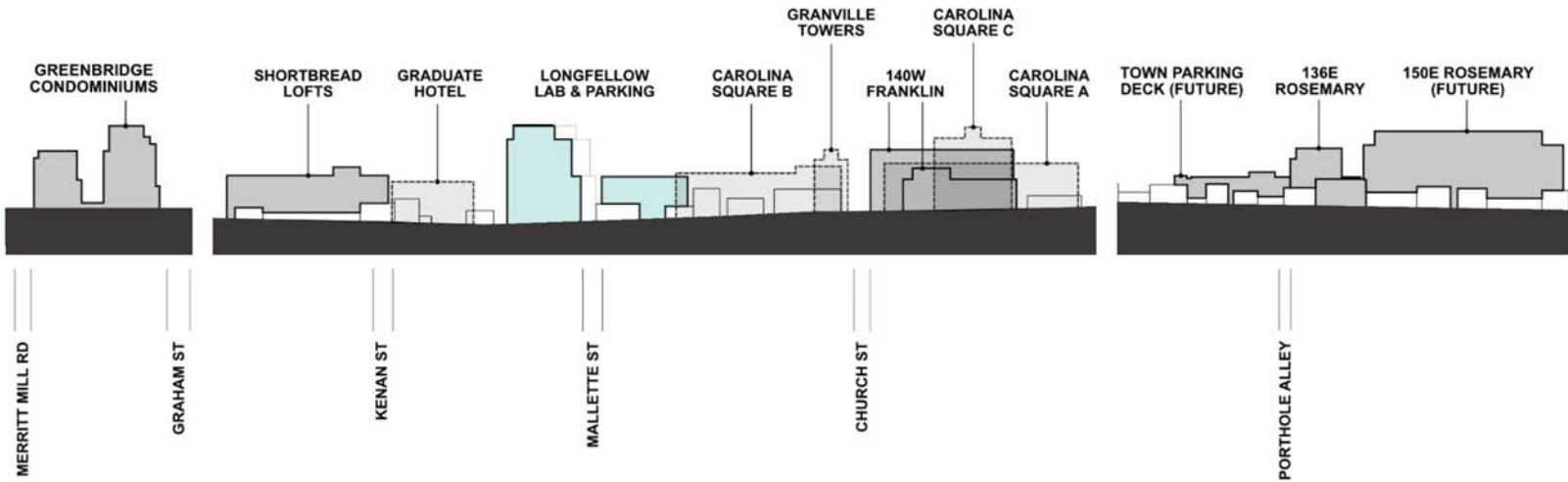
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# Mallette Street View





# Downtown Building Heights





Thank You



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