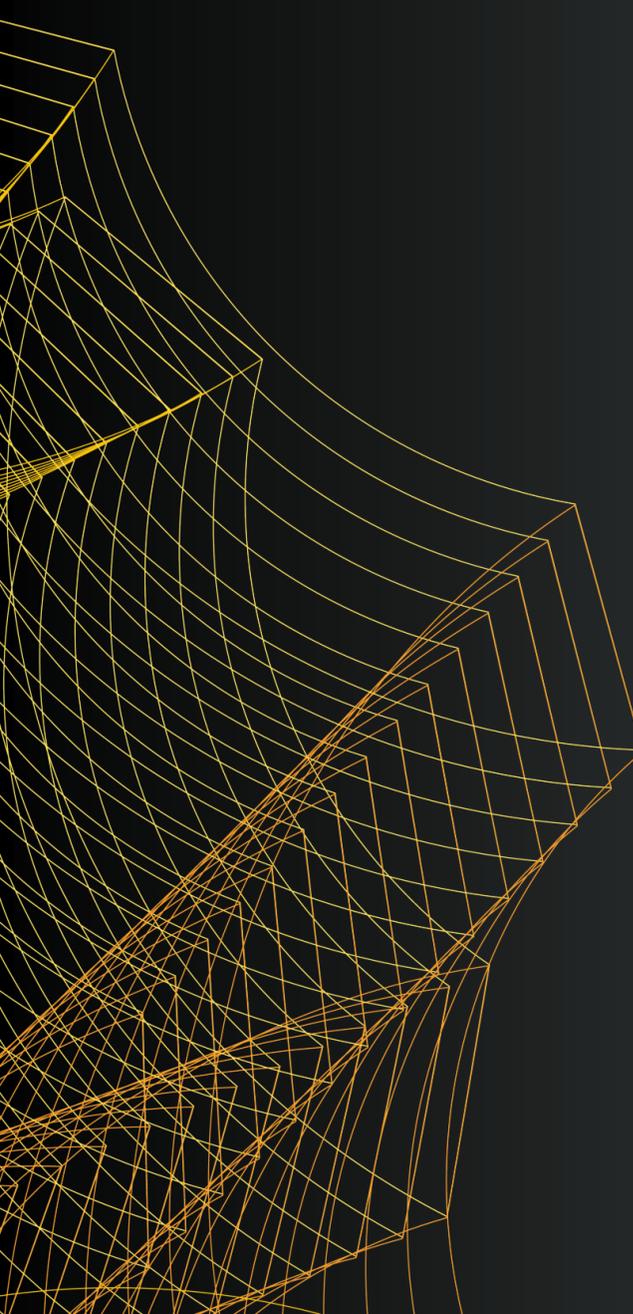




LONGFELLOW

Chapel Hill Town Council
November 29, 2023

Appendix



Life Science Focus, Long-Term Investors

Longfellow partners with leading universities, institutions, and companies to deliver holistic real estate solutions for life sciences and technology organizations. Our team is proud to be long-term investors, developers, and operators of the buildings created in the communities we invest in.

Development

Strategy and Partnerships

Municipal Collaborations

Advisory and Entitlements

Acquisitions

Management

Leasing

Project Management

Property Management

Facilities Management

Investments

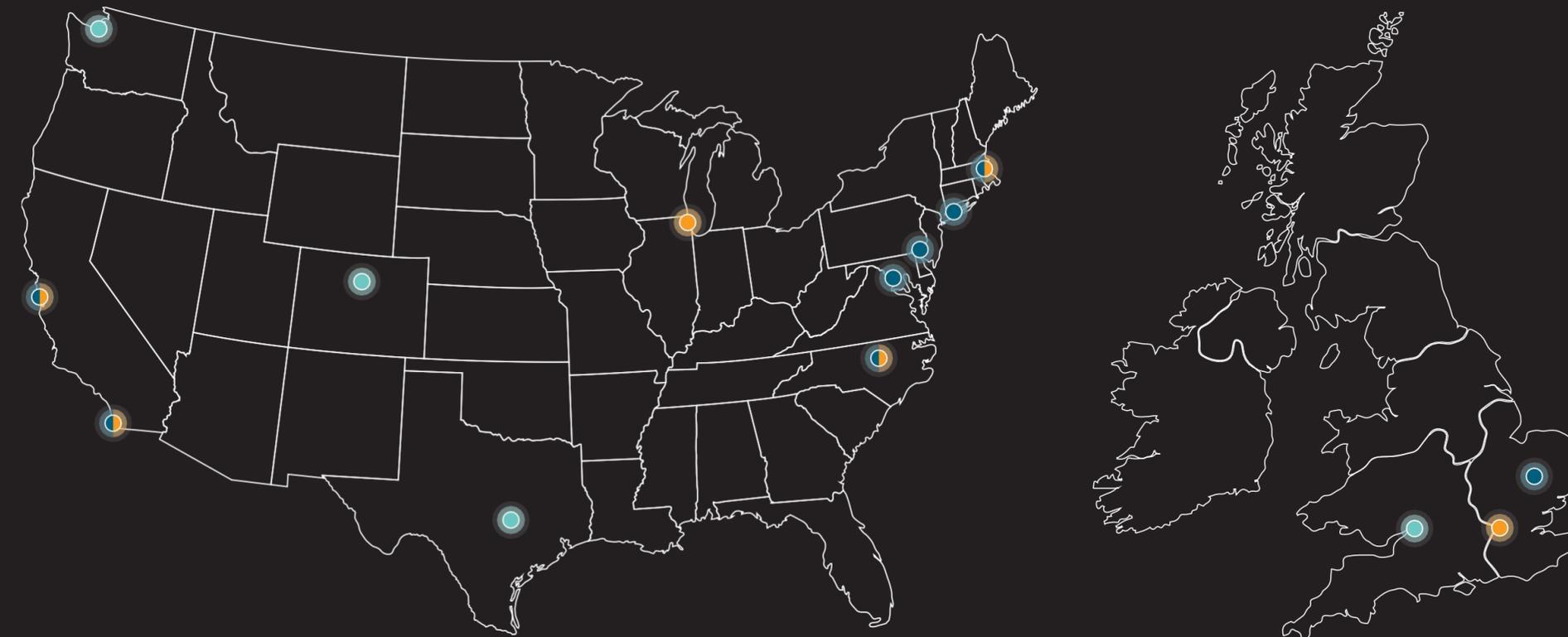
Asset Management

Investment Management

A look inside the Icagen Lab,
a proud partner of Longfellow for
more than a decade in RTP

Existing and Target Markets

- Longfellow Offices
- Existing Markets
- Target Markets



- | | | | |
|-----------------------------|--------------------------|-----------|-------------|
| ● San Francisco | ● Philadelphia | ● Seattle | ● London |
| ● San Diego | ● New York City | ● Austin | ● Cambridge |
| ● RTP, Durham & Chapel Hill | ● Maryland I-70 Corridor | ● Denver | ● Oxford |
| ● Boston | | | |
| ● Chicago | | | |



16.5M Square Feet

International portfolio of existing assets and development pipeline. Over \$10 billion in total value.



8 Existing Markets

Massachusetts, North Carolina, Philadelphia, San Diego, Bay Area, New York, Maryland, United Kingdom



200+ Professionals

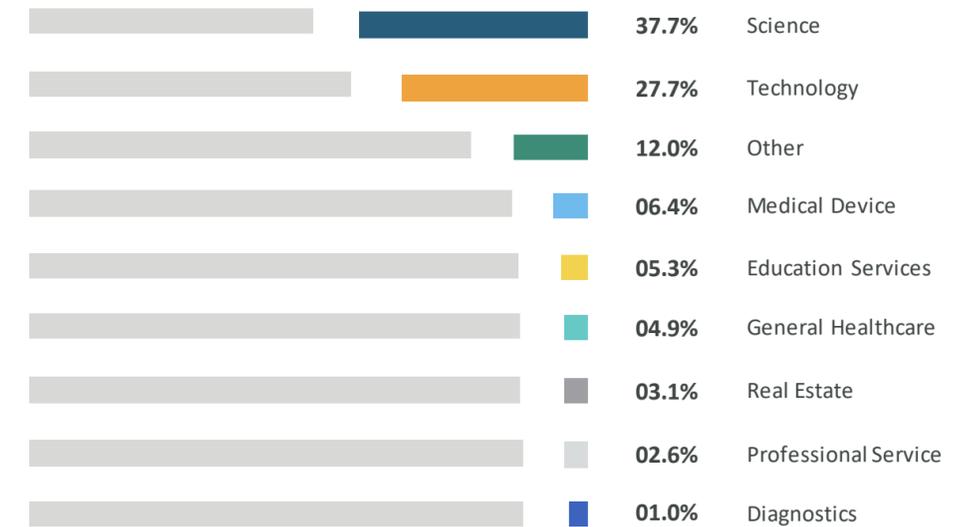
Talented teams providing a vertically integrated platform to our stakeholders.



State-of-the-Art Lab Space
in the Durham Innovation District

We Collaborate with the Best in Innovation

LONGFELLOW TENANT MIX





Partner Testimonial – Duke University

“We partnered with Longfellow which resulted in a fantastic state-of-the-art lab facility.”

“Back in 2012, we partnered with the team at Longfellow to redevelop and reimagine the Carmichael Building on North Duke Street which resulted in a fantastic state-of-the-art lab facility for Duke researchers to conduct their life-changing work,” **said Scott Selig, Duke’s Associate Vice President for Capital Assets.**

“In addition to the Carmichael Building’s facilities, partnering with Longfellow on the Durham ID master planned development has continued to revolutionize downtown Durham with the current buildings at 200 + 300 Morris Street, along with the bright future our region has thanks to collaborative partnerships like the one we see between Duke and Longfellow.”



We're Committed to Our Community



Supporting Small Business in NC



ABOUT 321 COFFEE

321 Coffee was founded in 2017 by Lindsay Wrege and Michael Evans, Raleigh entrepreneurs and recent alumni of NCState. The two started 321Coffee together out of their college dorm rooms, and since then Raleigh has been an incredible home for 321 Coffee. What started as pop-up coffee stands on folding tables at various local events has grown to become a well-loved and steadfast staple in the community. Wrege, Evans, and the whole team are excited to open their doors in a new city to continue to spread awareness for disability inclusion, serve delicious coffee, and leave customers feeling uplifted and caffeinated, eager to come back for more of the inspiring atmosphere.

“Having the privilege of working with Longfellow to get the newest location launched has been incredible from day one – they have been willing to work with us in terms of what we need which is vital for small business success,” said Lindsay Wrege, Co-Founder & CEO of 321 Coffee. “Working through the build out, how to bring our brand into the community and launch it successfully has been amazing.

The Longfellow team went above and beyond to make those connections throughout their marketing, property managers, public relations, and construction professionals.”



ABOUT FLYING BULL BEER COMPANY

Flying Bull Beer Company is a local community brewery offering locally perfected craft beers as well as Carolina-born guest beers and ciders, which was recently recognized as the 2023 Best Brewery in Durham by Durham Magazine. In addition to their drink menu, Flying Bull is excited to bring an elevated menu as well, with unique lunch and dinner options and full kitchen on site.

“We are super excited for this opportunity to ‘spread our wings’ into the Durham Innovation District. What we love about this new space is that it will allow us to introduce craft cocktails and food created with the same passion we put into our craft beer,” said Flying Bull Beer Company owners Joel Miles and Anna Bloch.

“The brewery world is all about collaborations and we can’t think of a better fit than the Flying Bull Beer Company and Durham ID.”

Longfellow helped launch the first-ever Real Estate Concentration at an HBCU with North Carolina Central University - and we've doubled down on our commitment through paid internship and mentoring programs.



Social Sustainability

Social Sustainability is key to the ongoing success of our communities, intersecting with our sustainable, resilient buildings.

Longfellow Advance is our nationwide Diversity, Equity, and Inclusion Steering Committee – Igniting our commitment to incorporating DEI efforts throughout our departments and business plans.

Corporate Philanthropy, Staff Volunteer Days, and other initiatives highlight our three pillars of giving:

- Community Involvement**
 Giving our time and resources to the communities where we live and work.
- STEM Education**
 Empowering the advancement of STEM education for all ages and backgrounds.
- Diversity, Equity, and Inclusion**
 Celebrating the unique cultures and backgrounds that make up our families, colleagues, and communities.



Community Engagement

Input from key community stakeholders is vital to the future of this project and overall success of Downtown Chapel Hill. Some of the highlights from meetings and our ongoing conversations include:

- **Small Business Voices** – our executive team has met with representatives and owners from dozens of small businesses in and around Chapel Hill, everything from retail, food and beverage, real estate, lending, local law firms, health systems, key nonprofits, and more.
- **Northside Neighborhood Engagement** – our executive team met with EMPOWERment Inc. Board of Directors and Leadership during their September Board Meeting.
- **Chapel Hill Urban Designer** – multiple meetings with our project team and Brian Peterson create continuity for the project and the way it integrates into Chapel Hill.
- **Town of Chapel Hill staff** – our team has an on-going, weekly meeting with Town staff to ensure the right voices are being heard and help shape the project.

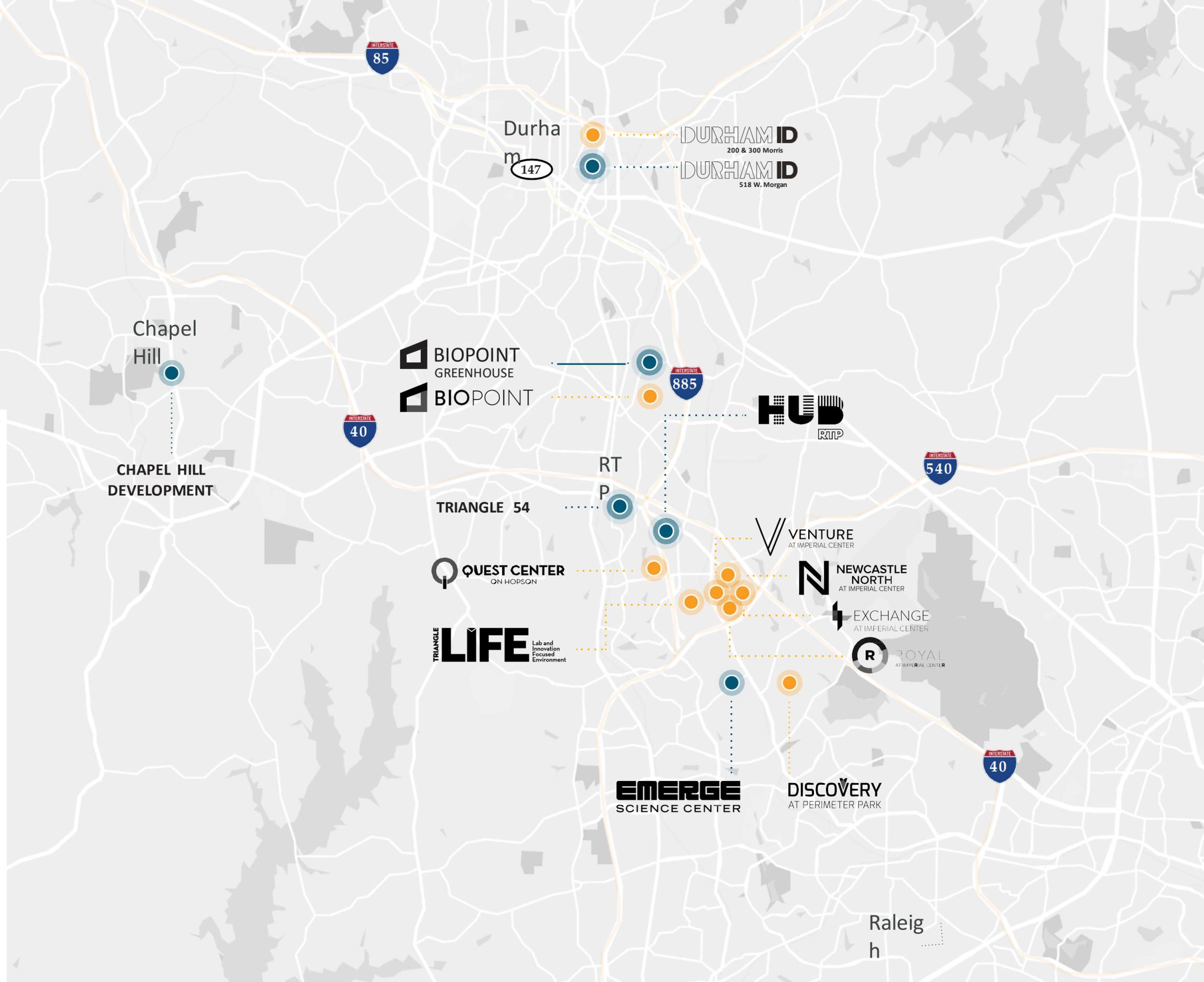
NORTH CAROLINA PROPERTIES

North Carolina Portfolio

2,182,821 SF Existing

2,500,000 SF Development Pipeline

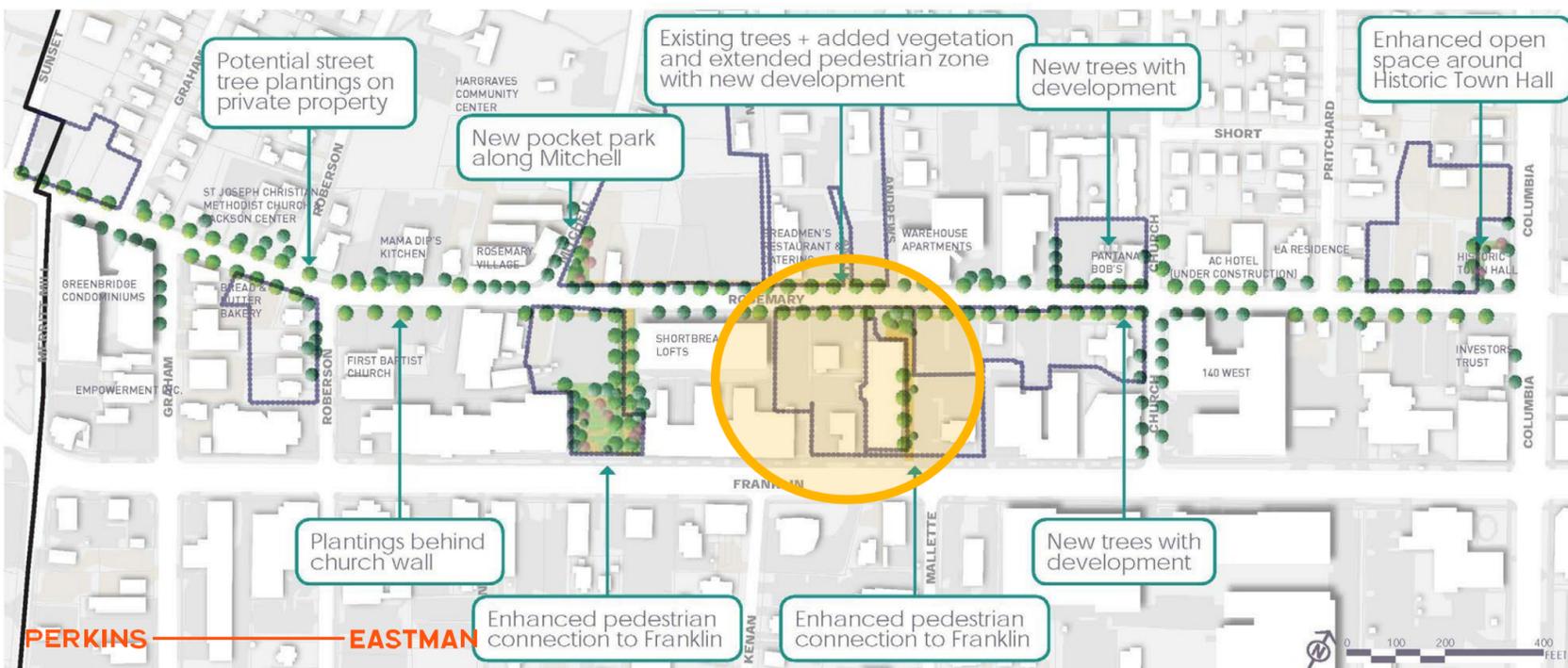
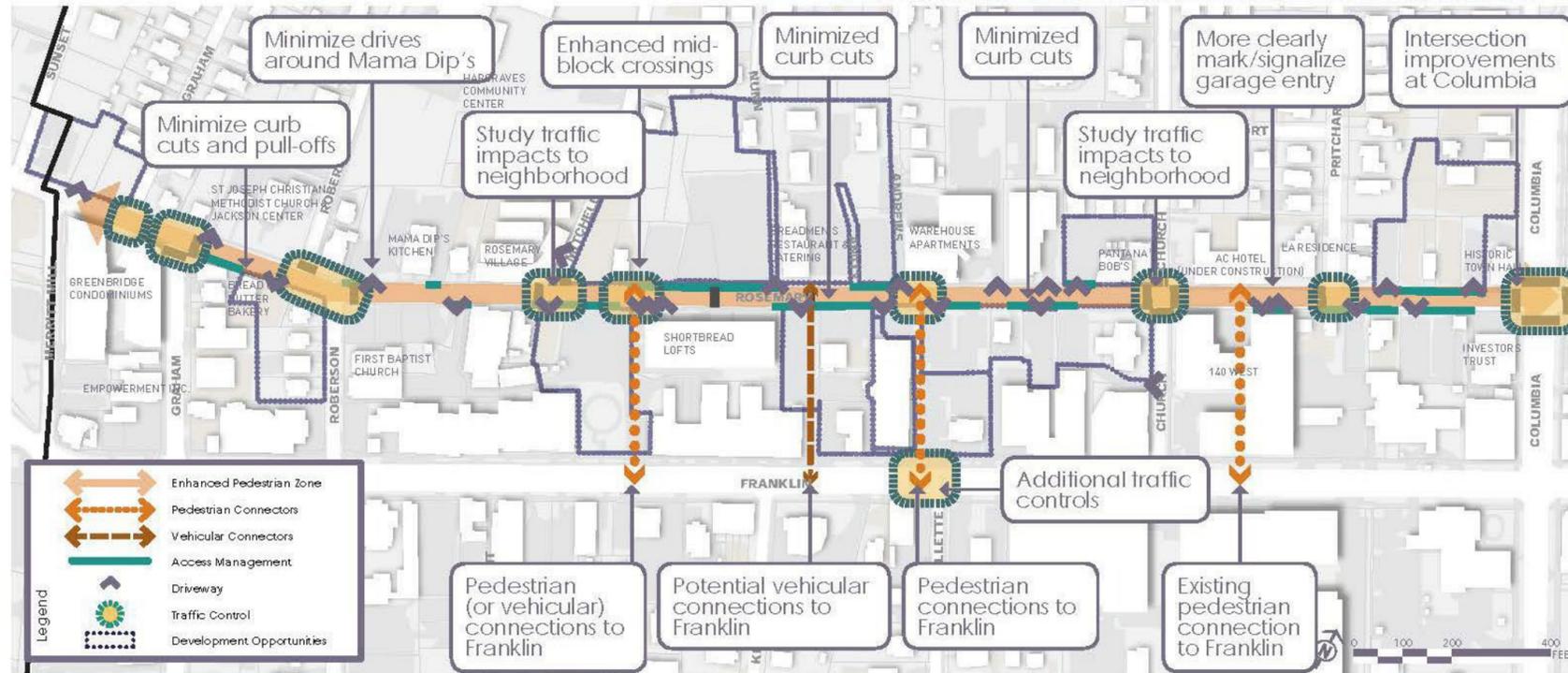
- Existing Properties
- Future Developments





Chapel Hill Life
Sciences Project -
Site & Context

West Rosemary Development Guide



Project Site



Chapel Hill Character – Pedestrian Spaces



Site & Context



Franklin Street



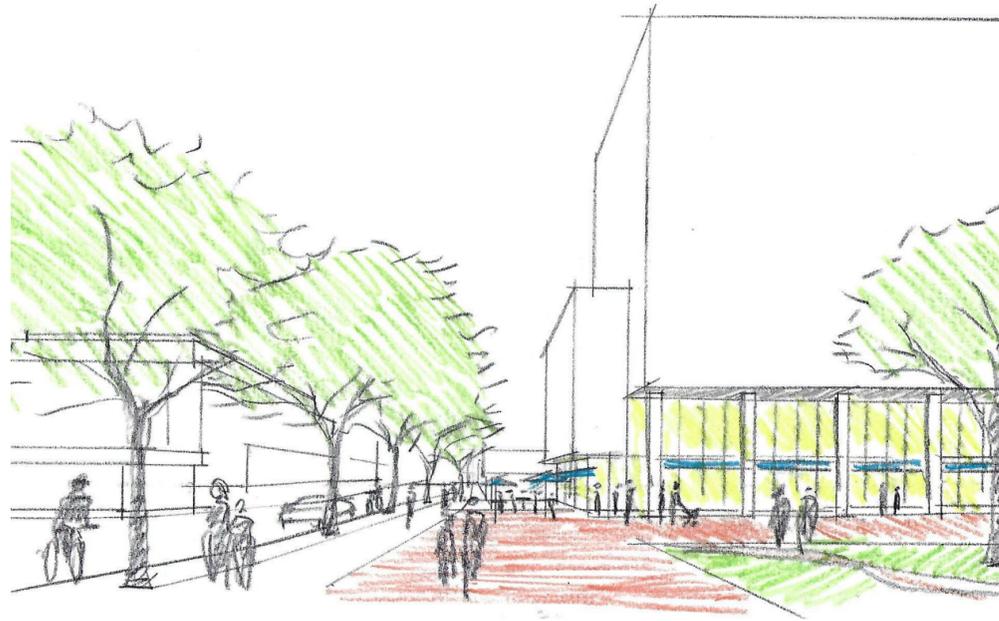
Site



Rosemary Street



Design Concepts



Franklin Street



Rosemary Street

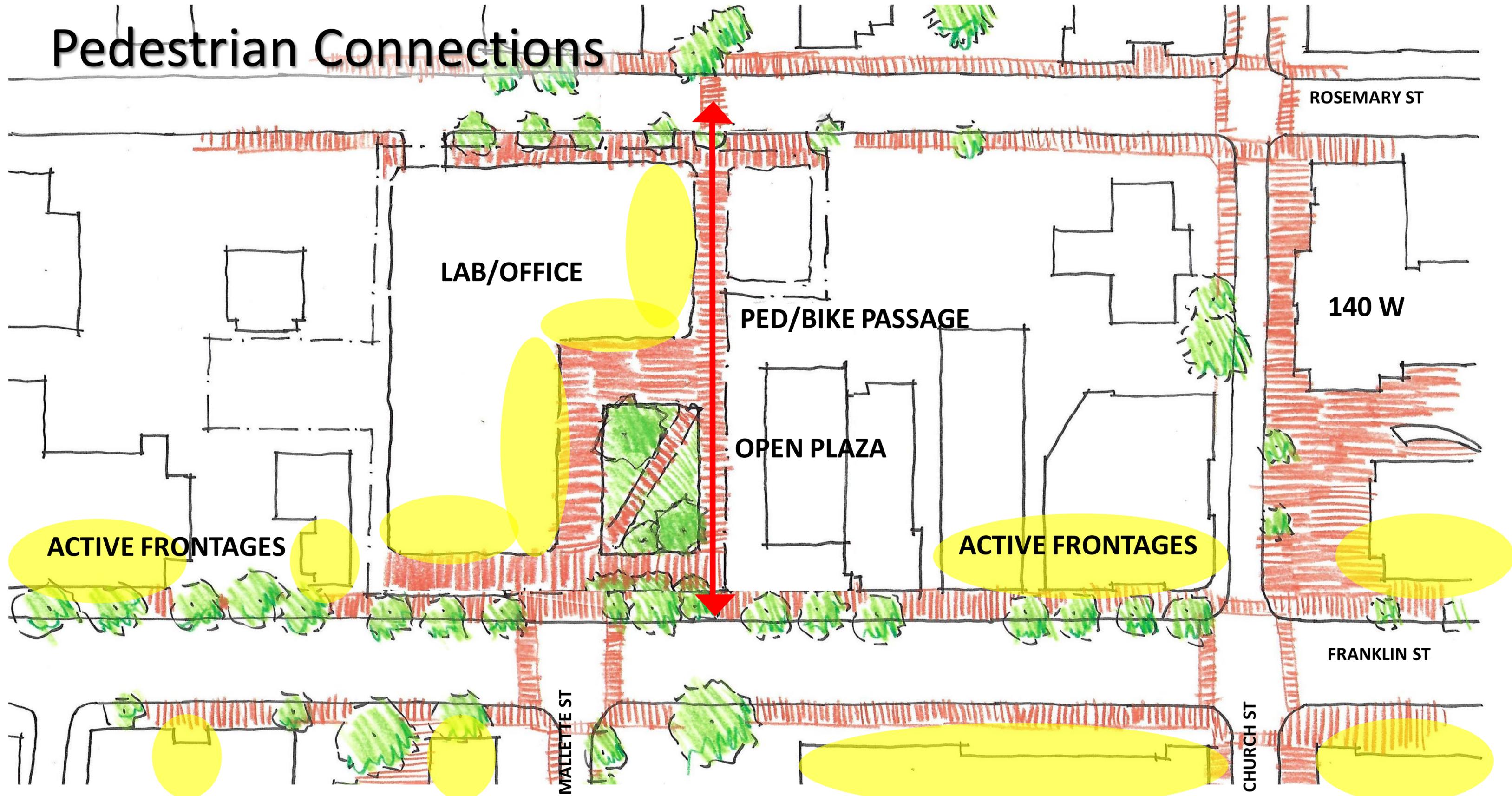


DESIGN CONCEPTS

Chapel Hill 2020 Themes

- Bikeable, walkable community
- Expand the pedestrian realm
- Increase public transit use
- Entrepreneurial enterprise hub on Rosemary St.
- Job creation for residents
- Retain intellectual capital from UNC

Pedestrian Connections



ROSEMARY ST

LAB/OFFICE

PED/BIKE PASSAGE

140 W

OPEN PLAZA

ACTIVE FRONTAGES

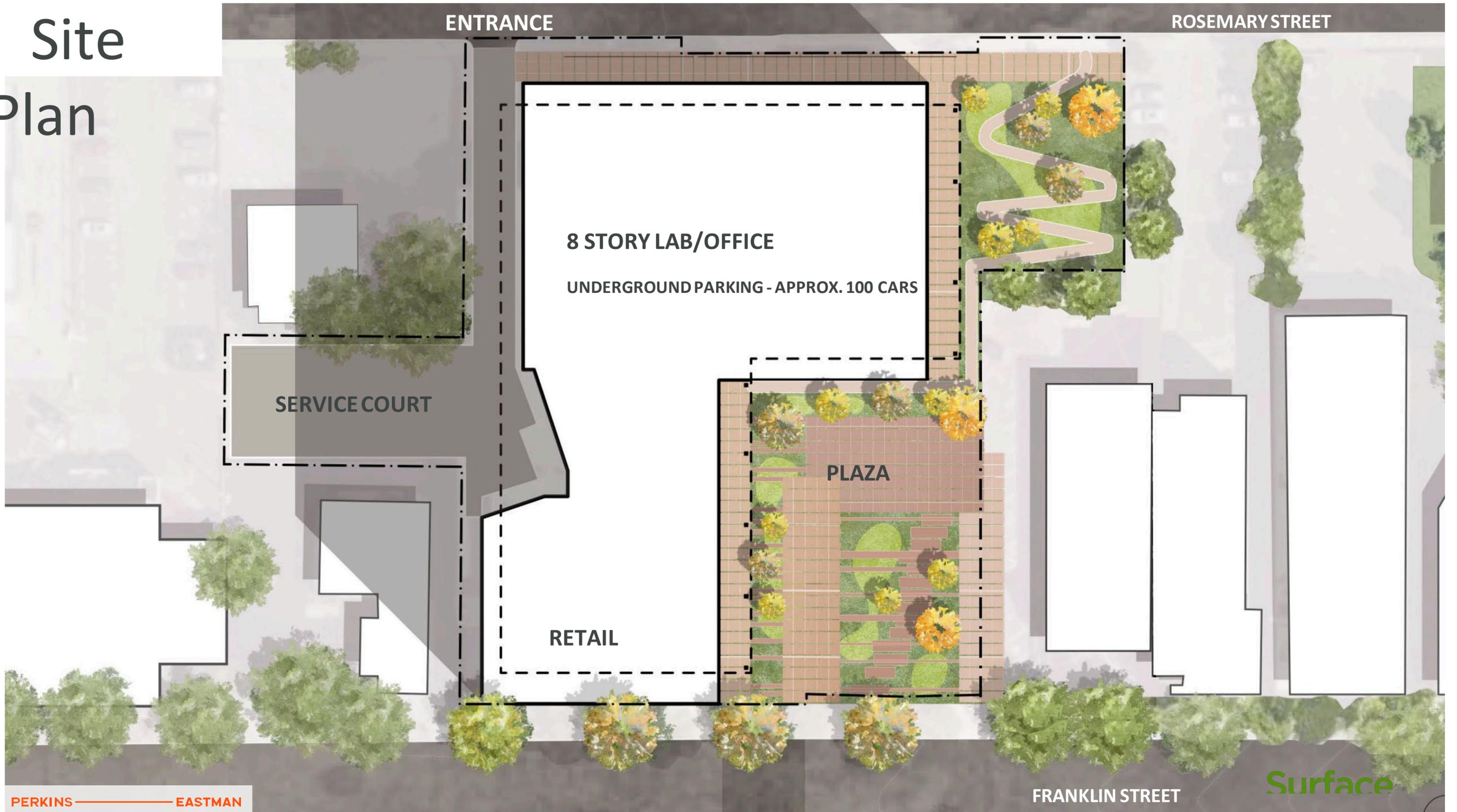
ACTIVE FRONTAGES

FRANKLIN ST

MALLETTE ST

CHURCH ST

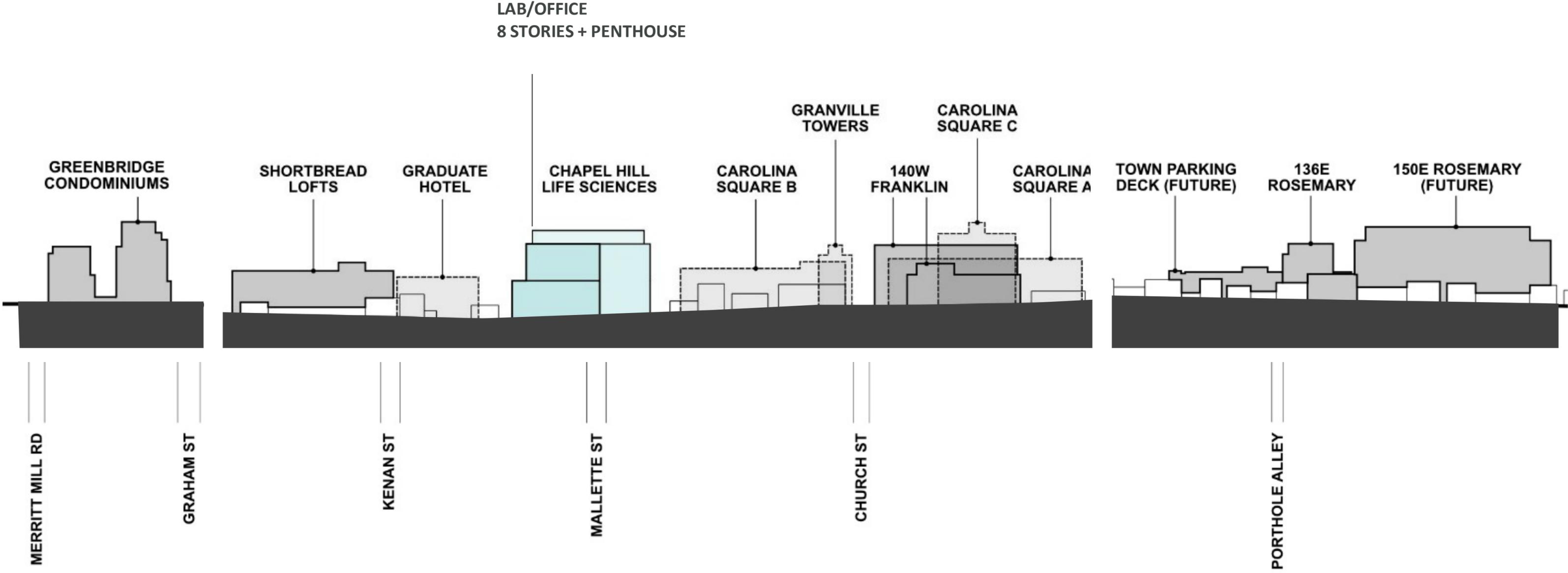
Site Plan



Landscape Zones



Downtown Skyline





Sustainable Building

Through ESG Steering Committees, work with the Urban Land Institute Greenprint Mission, and other key sustainable goals, our team is committed to unlocking the lasting value through these environmentally sound building efforts for our partners and the communities we invest in.

- Work hand in hand with Chapel Hill to support goals of reduced parking / increased multimodal transit options
 - Bicycle Parking, EV Charging Stations, E-Bicycle Charging
 - 5% EV Charging with Infrastructure for future 25% EV Charging
- Targeting LEED Gold
- Pursuing onsite carbon reduction / minimizing gas fuels
- Waste reduction during construction / ongoing recycling centers
- All qualifying fixtures to be WaterSense rated
- Overall building design will utilize future weather data
 - Heat Island reduction measures, drought tolerant landscaping, extensive outdoor shaded areas

For more information on our firmwide sustainable building commitments and achievements, visit: www.LFREP.com/ESG



Major Project Changes

Through significant local community engagement that includes these one-on-one meetings as well as the Public Information Forum and Planning Commission meetings earlier this month, the development has seen some significant changes to reflect the ideas of the community:

- **Lower overall building height**
- **Greatly expanded green and community space**
- **Zero visible, above ground parking (all subterranean, under the building itself)**
- **Midblock service area, allowing useable frontage on both Franklin and Rosemary Street**



Economic Impact

There will be a positive, equitable impact for the Town of Chapel Hill during both one-time construction investments and annual operations of the building.

One-Time Construction, Economic Impact

- Total Impact for the Town of Chapel Hill: **\$180 million**
- Total Employment for Town of Chapel Hill: **1,300 jobs**
- Total Employee Compensation: **\$53 million**

Ongoing Annual Operations, Economic Impact

- Total Impact for the Town of Chapel Hill: **\$379 million**
- Total Employment for the Town of Chapel Hill: **1,700 jobs**
- Total Employee Compensation: **\$111 million**

Estimated Job Impacts by Educational Level (Annually)

- High School and/or Some College: **27%**
- Bachelor or Associate Degree: **47%**
- Master or Doctoral Degree: **26%**

** Ongoing figures are upon full buildout**

Source: Longfellow Real Estate Partners (2023), Econsult Solutions, Inc. (2023), IMPLAN (2021)