



LONGFELLOW

Creating Space for New Ideas

Chapel Hill Life Science Development | Town Council Meeting

March 22, 2023

Draft



Agenda

- 01** Introductions
- 02** Longfellow Overview
- 03** Site & Context
- 04** Preliminary Concepts

Draft



LONGFELLOW OVERVIEW

Our Mission

We partner with visionary organizations to deliver custom-built spaces and an unmatched level of care—supporting powerful innovations that advance the human condition.

LONGFELLOW OVERVIEW

Unmatched Experience

Largest Privately Held Life Science & Technology Investor/Developer

16M SF existing assets & development pipeline

Experts in Master Plan Projects

Kendall Square, Durham ID

Significant AUM and Institutional Capital Resources

\$2.1 billion AUM

\$1.5 billion available equity for new opportunities

Extensive University, Hospital and Industry Experience

Duke University, Dana-Farber, Beth Israel, Boston Children's Hospital

Proven Experience Working with Cities

Cambridge, MA; Durham, NC; San Diego, CA; Millbrae, CA

Vertically Integrated

Deliver best-in-class services to partners and investors





LONGFELLOW OVERVIEW

Life Science Focus

Longfellow partners with leading universities, institutions, and companies to deliver holistic real estate solutions for life sciences and technology organizations. We invest in and develop real estate assets to create transformational work environments. We also provide leasing, project management, and property management services for our tenant partners.

Development

Strategy and Partnerships

Municipal Collaborations

Advisory and Entitlements

Acquisitions

Investments

Asset Management

Investment Management

Management

Leasing

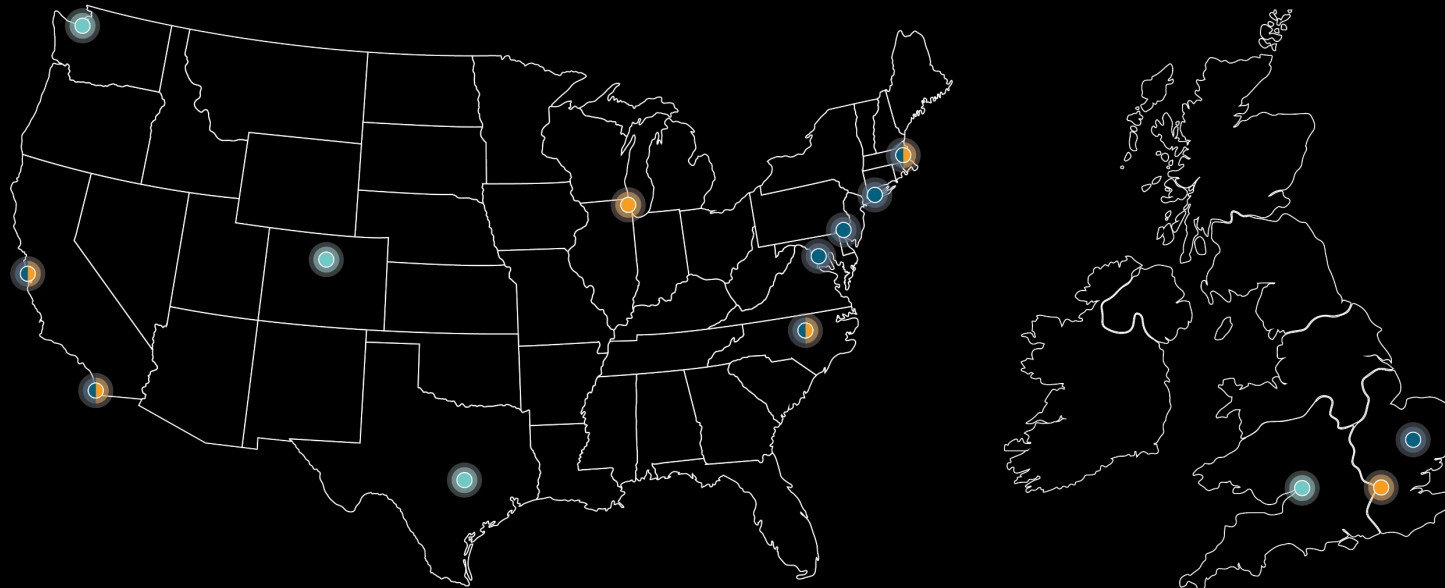
Project Management

Property Management

Facilities Management

Who We Are

- Longfellow Offices
- Existing Markets
- Target Markets



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



16.5M Square Feet

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



8 Existing Markets

Boston-Cambridge, Maryland-Washington D.C., New York City, North Carolina, Philadelphia, San Diego, San Francisco Bay Area, United Kingdom



200+ Professionals

Talented teams providing a vertically integrated platform to our stakeholders.

Who We Are

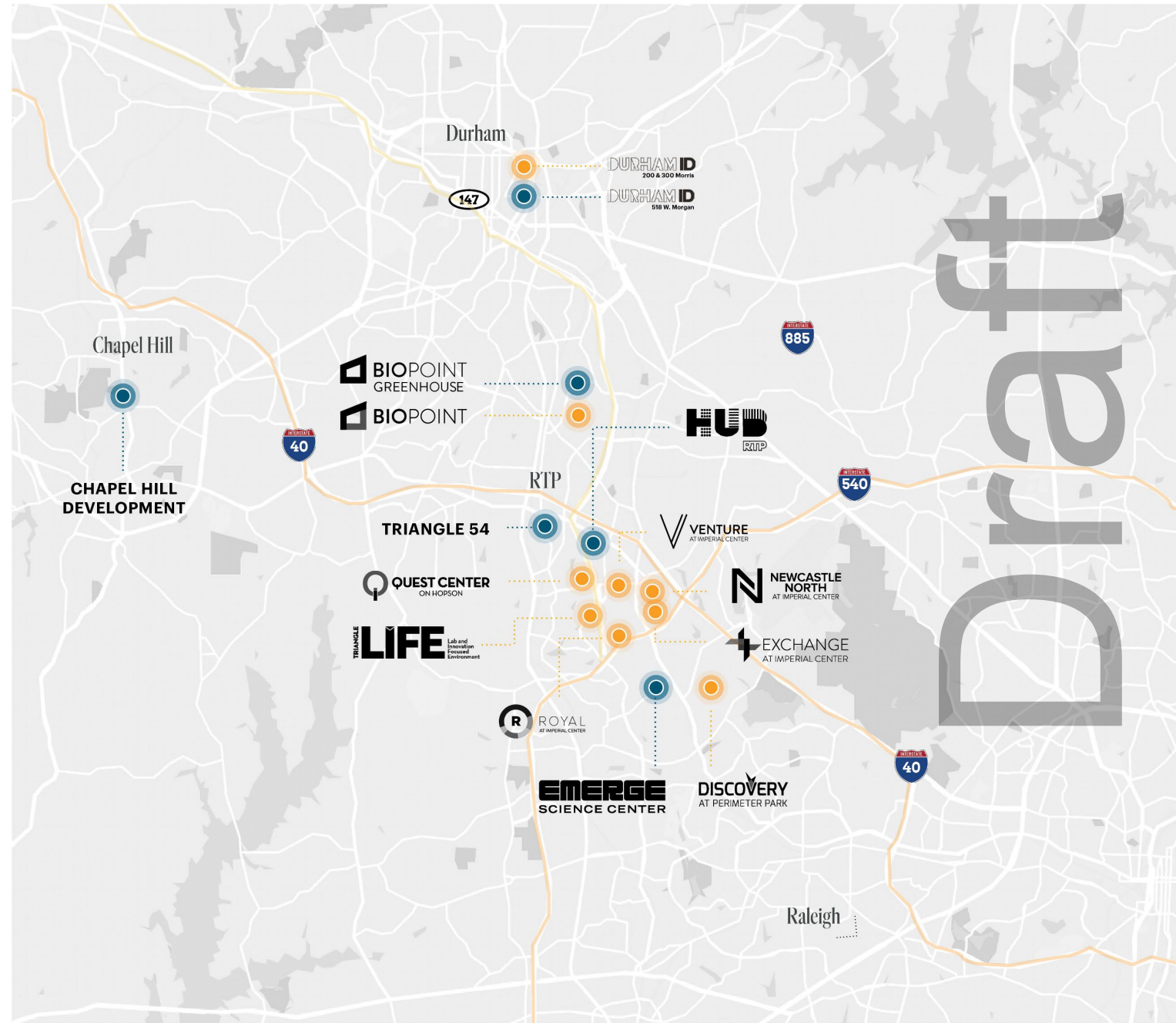


With over 75+ professionals located in the Triangle, our North Carolina office is a proud recipient of the 2022 Best Places to Work Award

Longfellow's North Carolina presence spans over a decade and currently includes over 5 million square feet of existing and proposed lab and office space.

With the expansion of the region, Longfellow is set to meet the growing demands of tomorrow with upcoming developments in Chapel Hill, Durham, Morrisville, and RTP.

From dry labs to wet labs and everything in between, we provide the infrastructure for our clients to be industrious.





LONGFELLOW OVERVIEW

We Invest in Our Community

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321 Coffee | Lindsay Wrege



“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,” 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.”

321 Coffee was founded in 2017 by Lindsay Wrege and Michael Evans, Raleigh entrepreneurs and recent alumni of NC State. The two started 321 Coffee 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 and soak up more of the inspiring atmosphere.

ABOUT 321 COFFEE

321 Coffee is a coffee shop and roaster focusing on workforce inclusion of individuals with disabilities. Based in Raleigh, the company currently employs over 50 adults with intellectual and developmental disabilities (IDD). 321 baristas do it all: roasting the coffee, taking the orders, and making the lattes. Together they are demonstrating the value of an inclusive business model. Launched in 2017, the company is on a mission to change the statistic that 80% of adults with disabilities are unemployed.

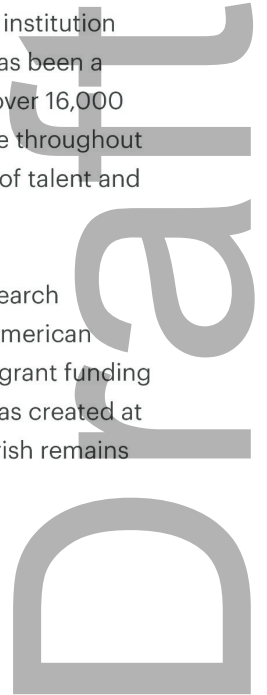
Duke University | Scott Selig



“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.”

Created in 1924, Duke University is a world-renowned institution nestled in the heart of Durham, North Carolina, and has been a proud partner of Longfellow for over a decade. With over 16,000 total students in 2021, Duke has an immense influence throughout the Research Triangle and beyond with their pipeline of talent and innovative thinking.

Duke also stands as one of the largest biomedical research enterprises in the country and ranks among the top American medical schools in National Institutes of Health (NIH) grant funding each year. With the constant flow of cutting-edge ideas created at Duke, the space needed for these innovations to flourish remains vital.



Icagen | Dr. Douglas Krafte



“Over the past several years, we’ve been fortunate to work with Longfellow, setting up our Ion Channel Technology laboratories in their Newcastle North campus, located in the heart of the Research Triangle. As we’ve grown, Longfellow has grown with us – just this past year we were able to move to a larger, updated facility across in their portfolio with little to no downtime,” said Dr. Douglas Krafte, Senior Vice President at Icagen. “This level of care allowed us to continue our research without interruption, which is vital for our life science and biotech partners who we work with on a daily basis.”

Icagen®, now part of OmniAb, Inc., is a proud partner of Longfellow Real Estate Partners, leading the way for new drug discoveries and conducting their work to improve the human condition in North Carolina’s Research Triangle.

The Icagen team are leaders in Ion Channel Drug Discovery, showcasing extensive and potentially unparalleled biological capabilities focused on both ion channels and transporters, and decades of experience in novel drug discovery from screening through lead optimization and candidate selection. Icagen technologies target challenging therapeutic indications with significant unmet medical need.

OmniAb, Inc.’s proprietary Ion Channel Technology and antibody discovery platforms enable pharmaceutical and biotech partners to solve challenges within multiple therapeutic areas including neuroscience, rare diseases, chronic kidney disease, oncology and more. Together we strive to bring meaningful new medicines to patients as quickly as possible.

City of Millbrae, CA | Tom Williams, City Manager



“The City of Millbrae is excited to work with Longfellow Real Estate Partners to break ground on this historic location of Avia Labs at Millbrae Station. It has been a pleasure to work with the Longfellow team over the past few years to bring this project to life with will change the trajectory and cityscape of Millbrae for the better.

Development projects such as this require vision, knowledge, partnership, trust, and belief – that’s exactly what this project had from day one. With the actions of the Millbrae City Council and Planning Commission, we were able to attract a world-class company like Longfellow.

Our entire City is looking forward to this partnership and the success of a development like Avia Labs will bring to Millbrae, its citizens, and our entire community. We look forward to the ribbon cutting ceremony in two years when the campus is complete.”

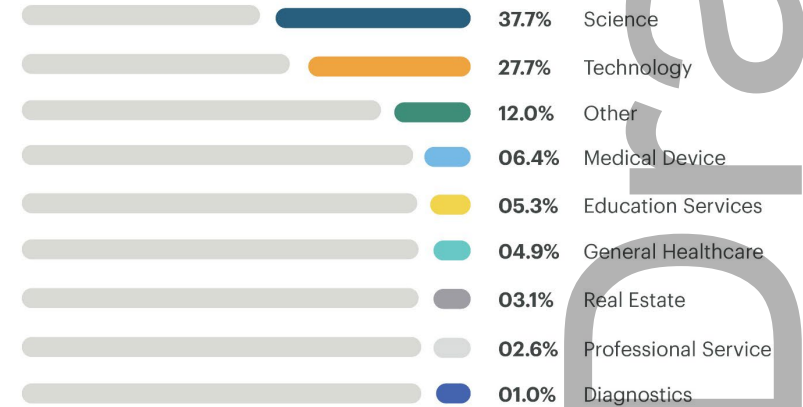
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LONGFELLOW OVERVIEW

We Collaborate with the Best in Innovation

LONGFELLOW TENANT MIX



Duke University
School of Medicine

BIONTECH

AstraZeneca

VOR
BIOPHARMA

Google AskBio

Pfizer

xylem

aerie
Pharmaceuticals, Inc.



LONGFELLOW OVERVIEW

We Deliver Exceptional Results to our Institutional Partners

DARTMOUTH

Duke
UNIVERSITY

HARVARD
UNIVERSITY

DANA-FARBER
CANCER INSTITUTE

UCSF
University of California
San Francisco

MASSACHUSETTS
EYE AND EAR
Bold Science. Life-Changing Cures.

Boston
Children's
Hospital
Until every child is well™



THE UNIVERSITY
of NORTH CAROLINA
at CHAPEL HILL

Stanford
University

Berkeley
UNIVERSITY OF CALIFORNIA

MIT
Massachusetts
Institute of
Technology

Drexel
UNIVERSITY



ELEVATE

YOUR DAILY
EXPERIENCE,
REDEFINED.

ACCESS

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

BALANCE

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

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

BRAIN POWER

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

GENEROSITY

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

CONNECTIONS

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

PLAY

Outdoor Amenity Spaces
Game Centers
Cornhole
Bike Share Programs
Sporting Events



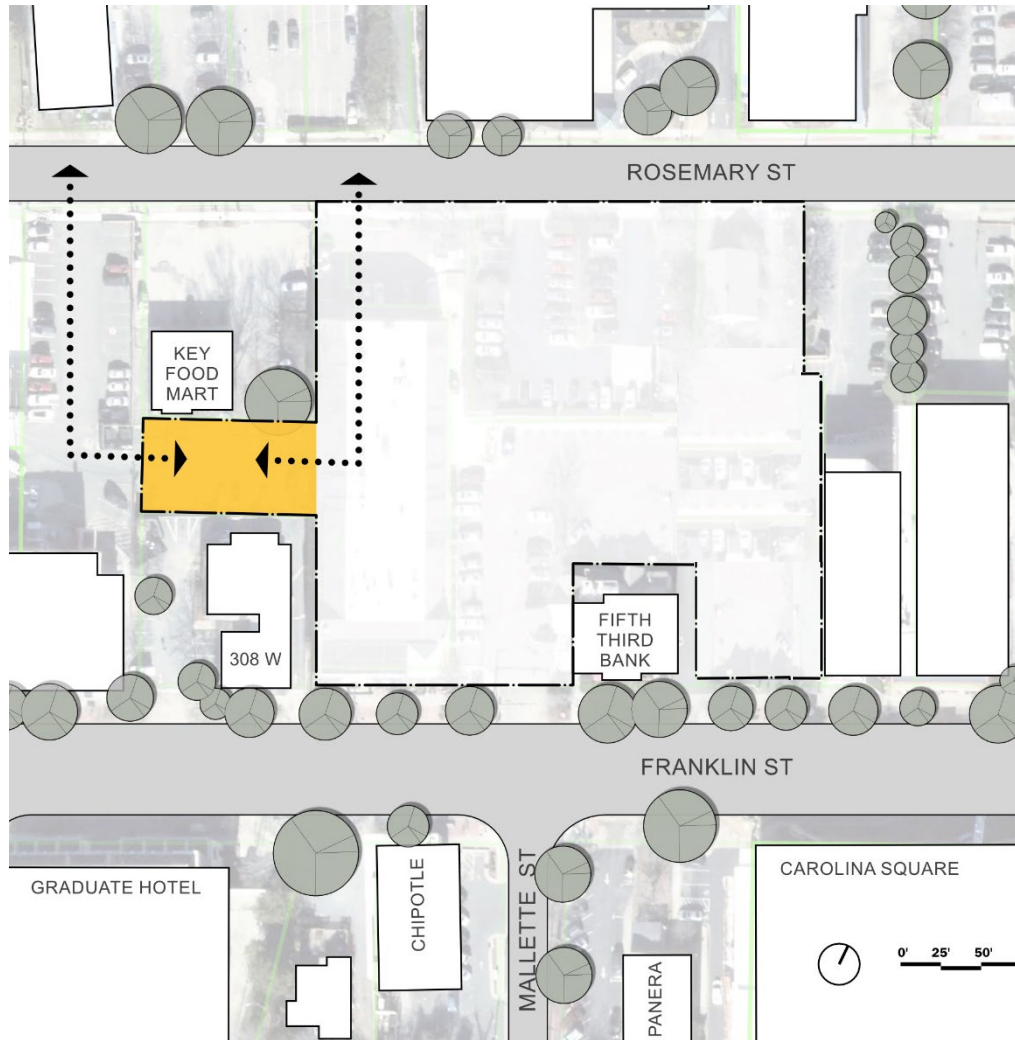
Site & Context

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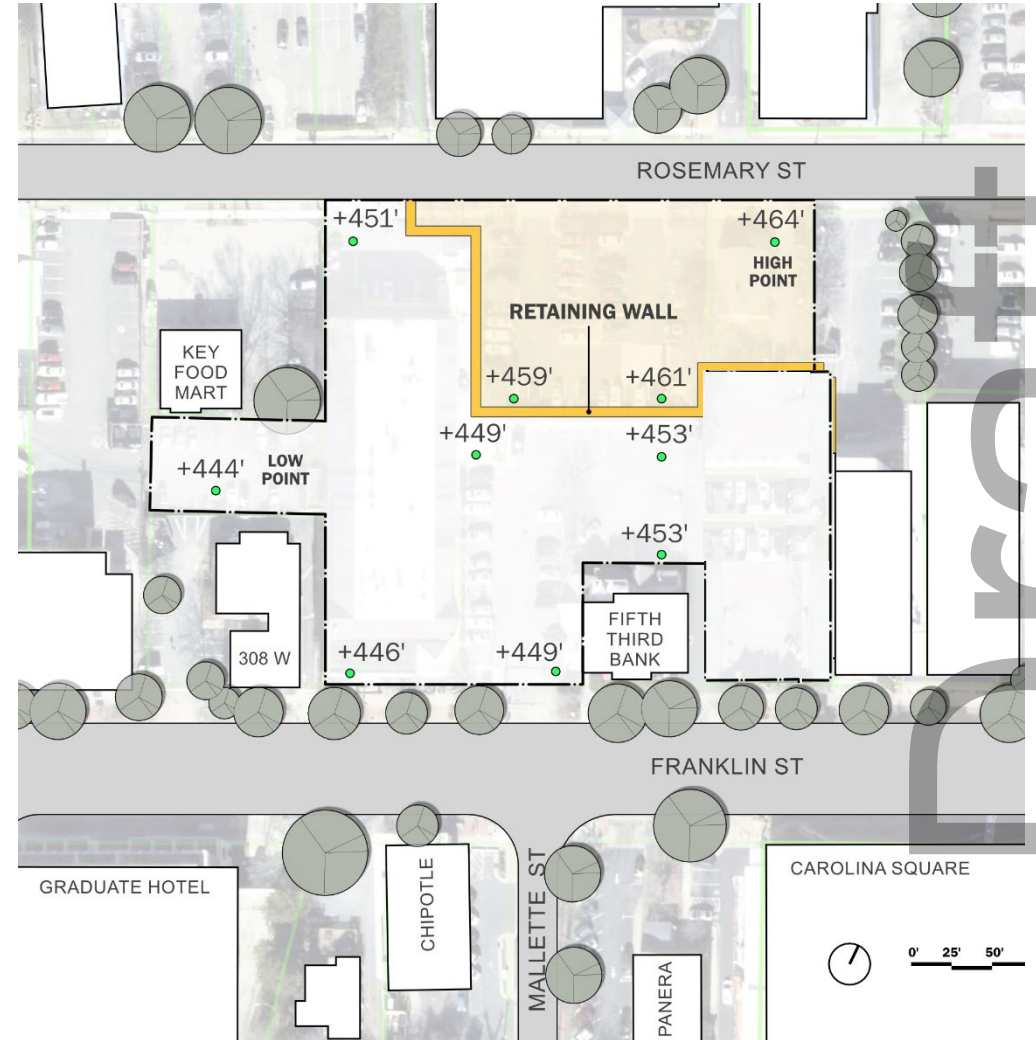
Project Site



Site Analysis

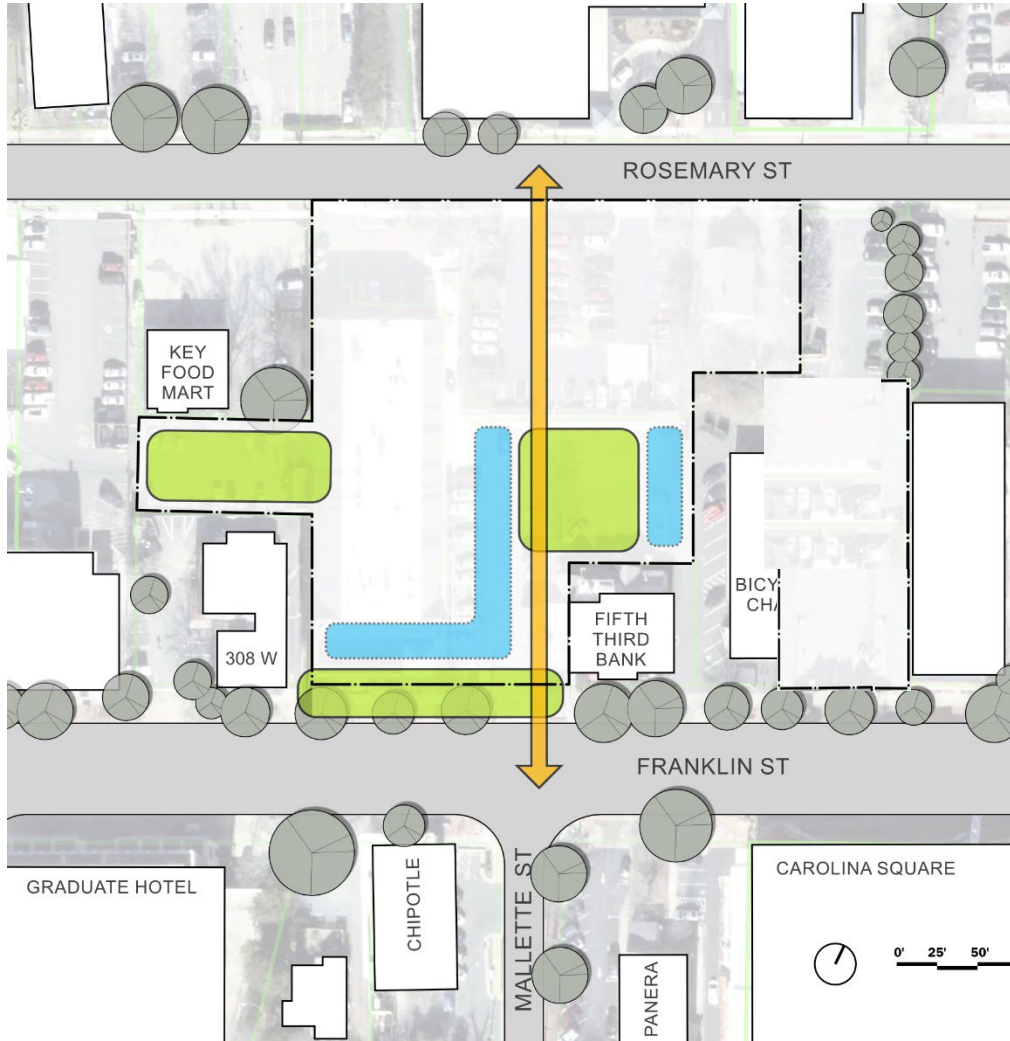


Site Appendage

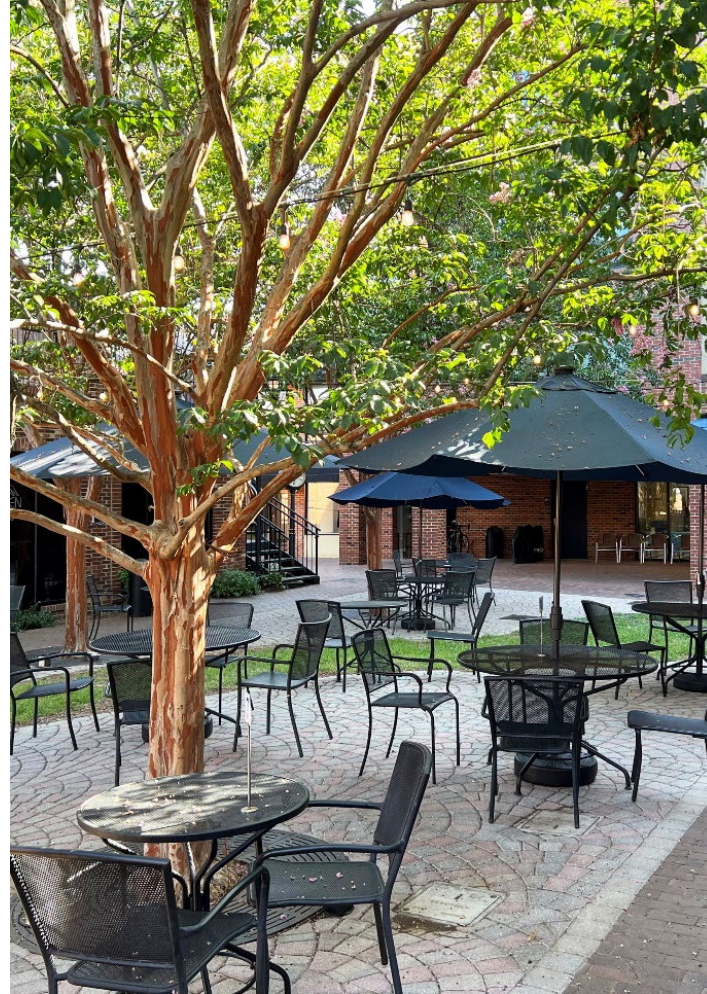


Topo – high on Rosemary Street

Site Analysis



Public realm



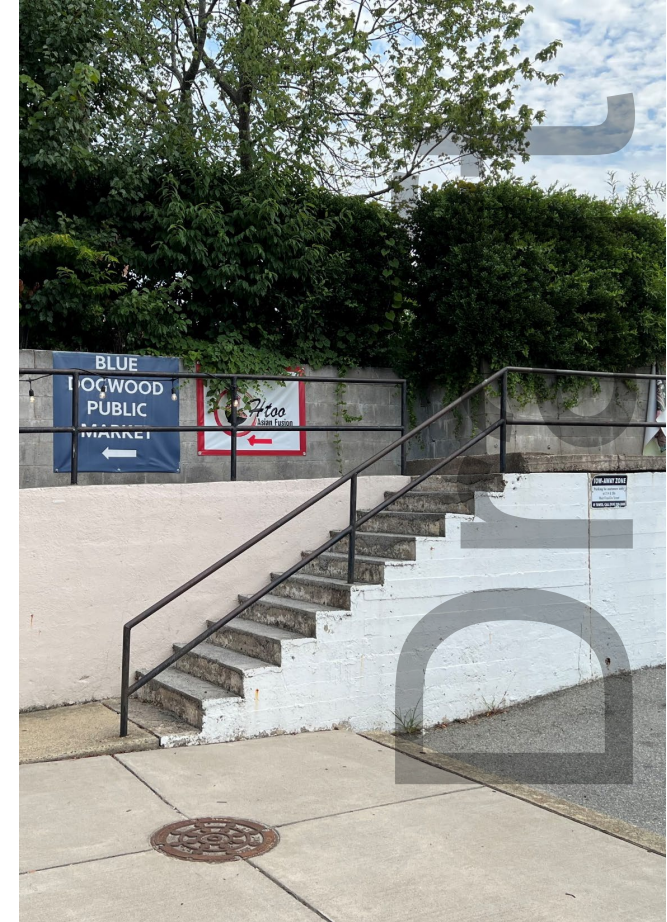
Chapel Hill Character – Pedestrian Spaces



Context – Franklin Street



Site



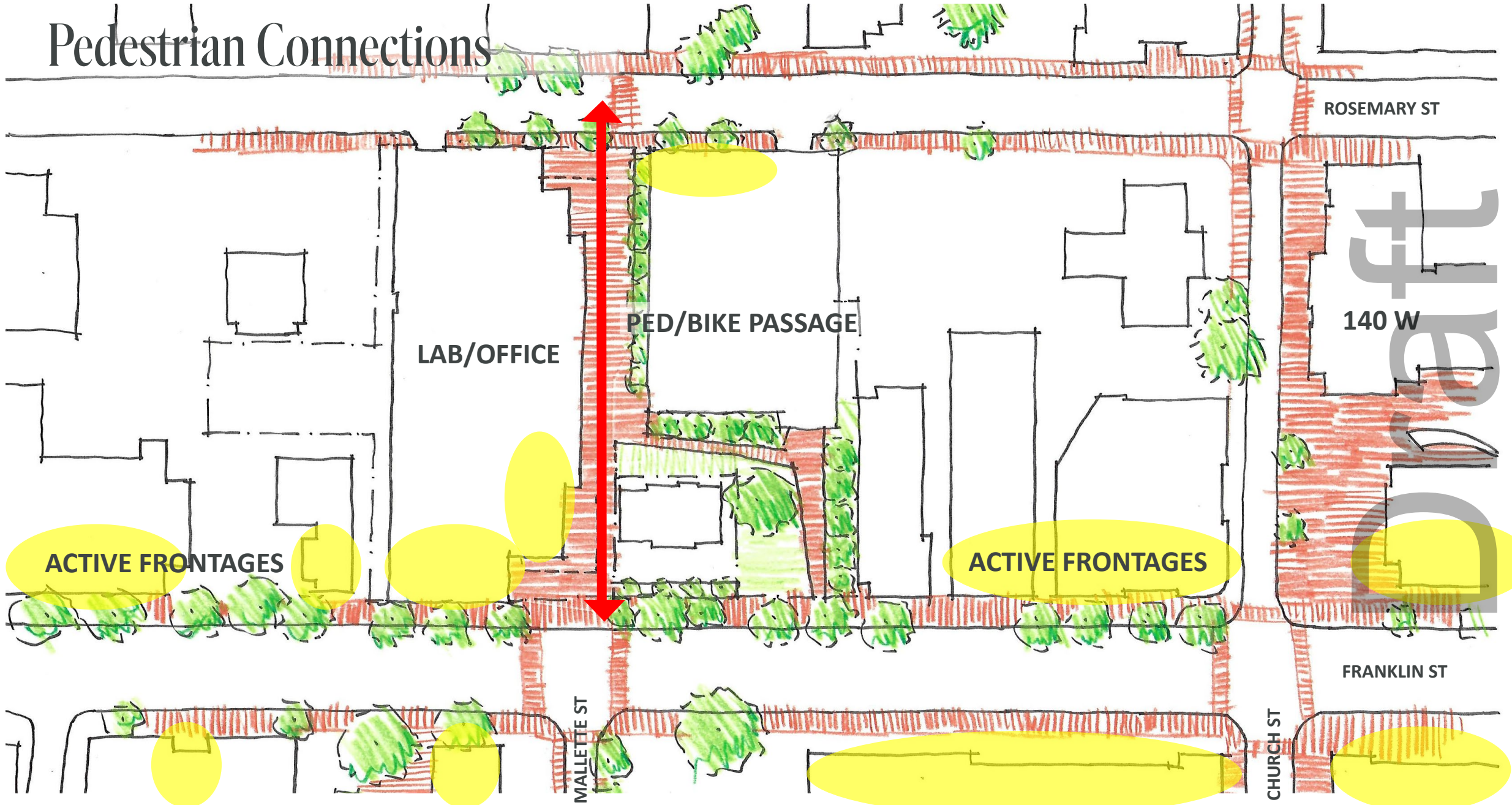
Context – Rosemary Street



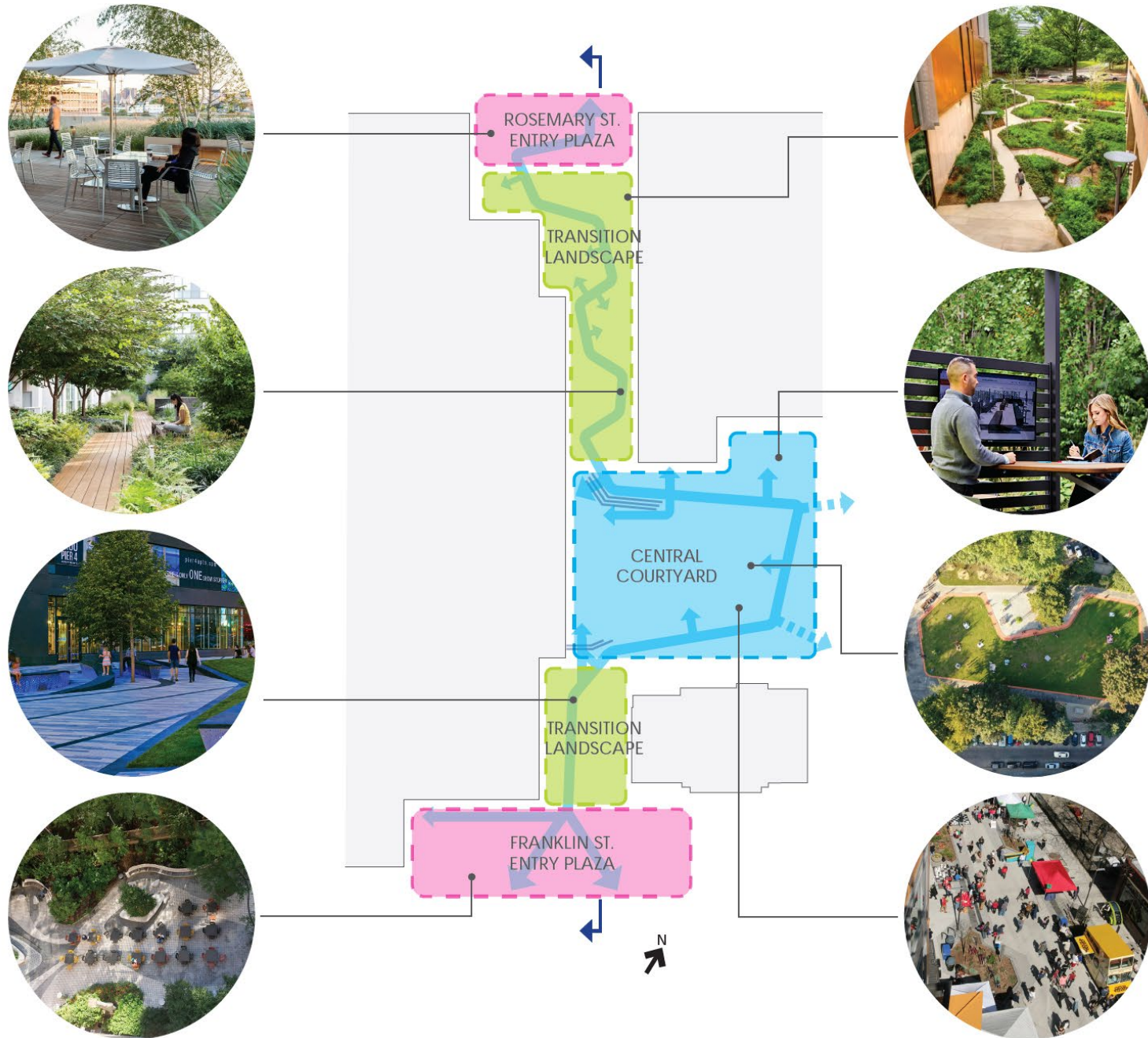
Design Concepts

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Pedestrian Connections



Site Zones

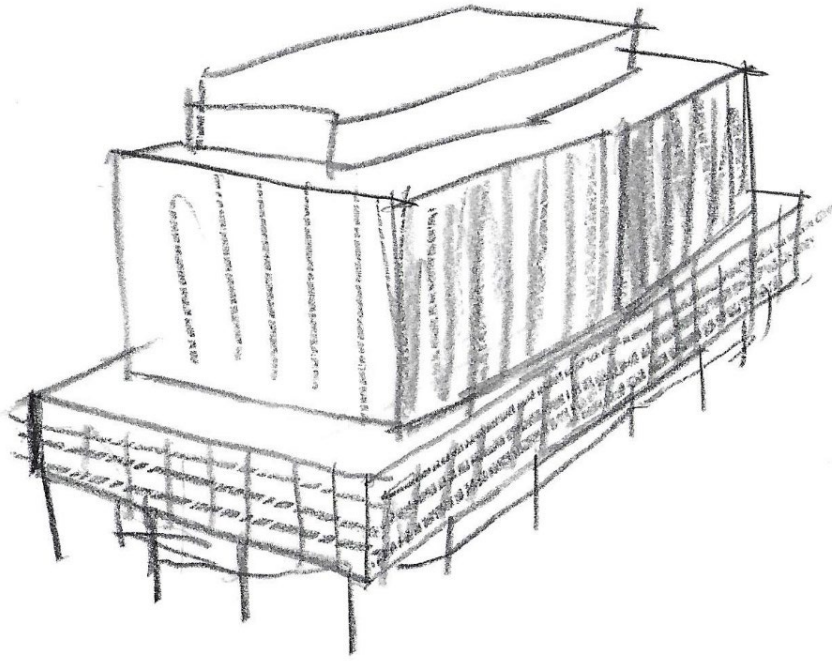


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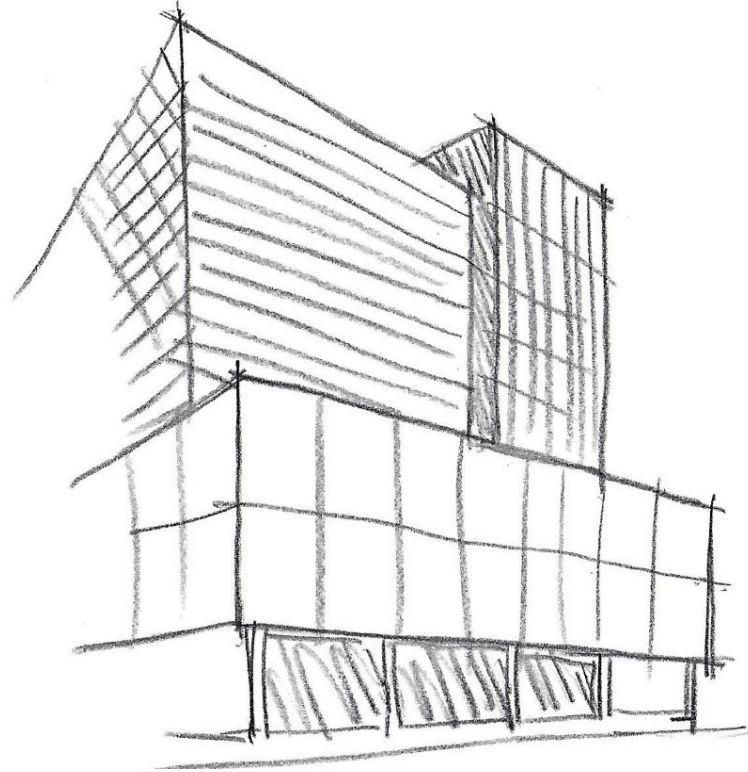
Landscape Zones



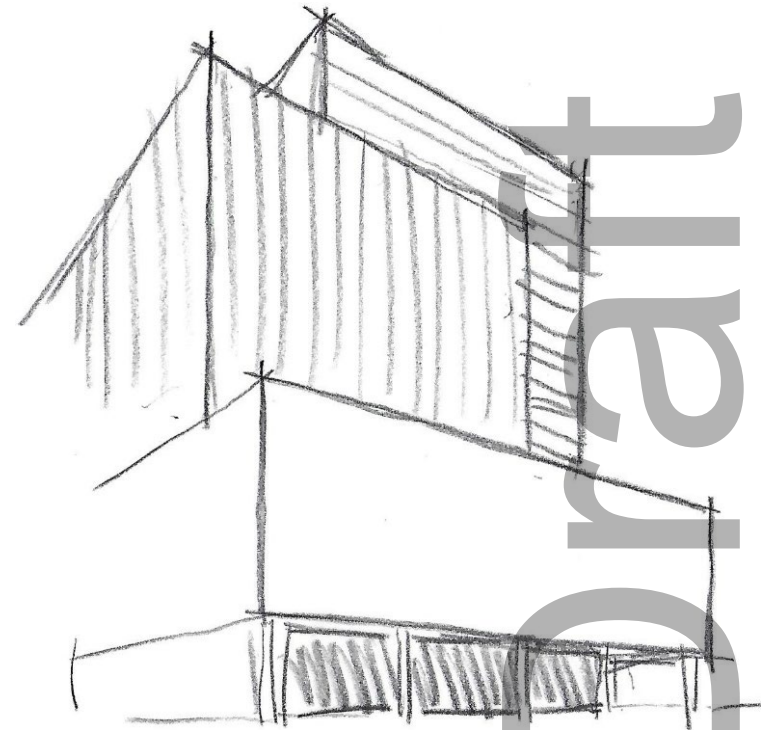
Design Process



1

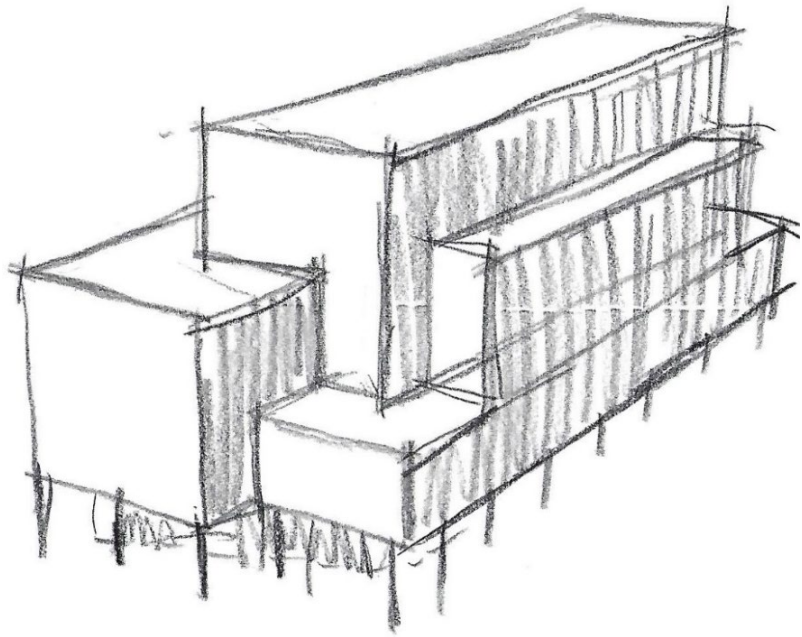


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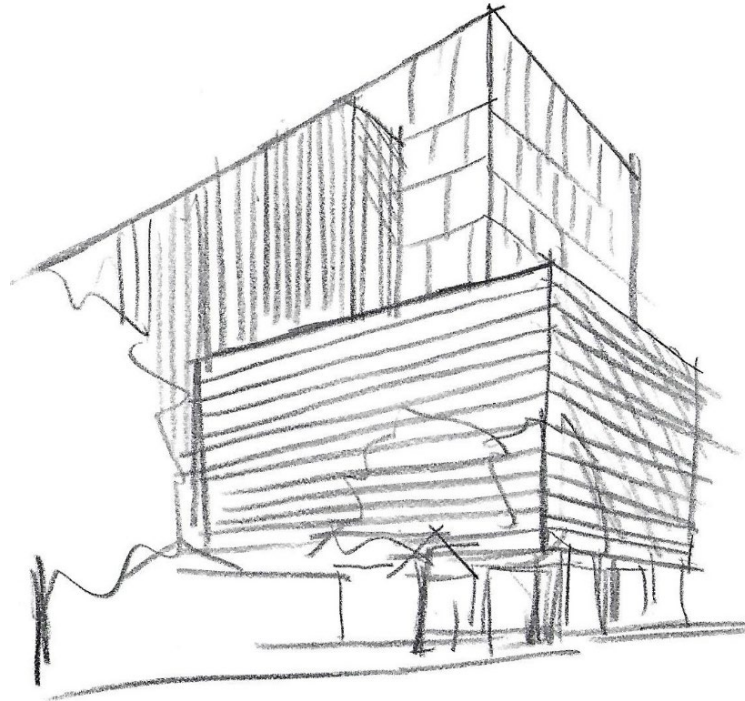


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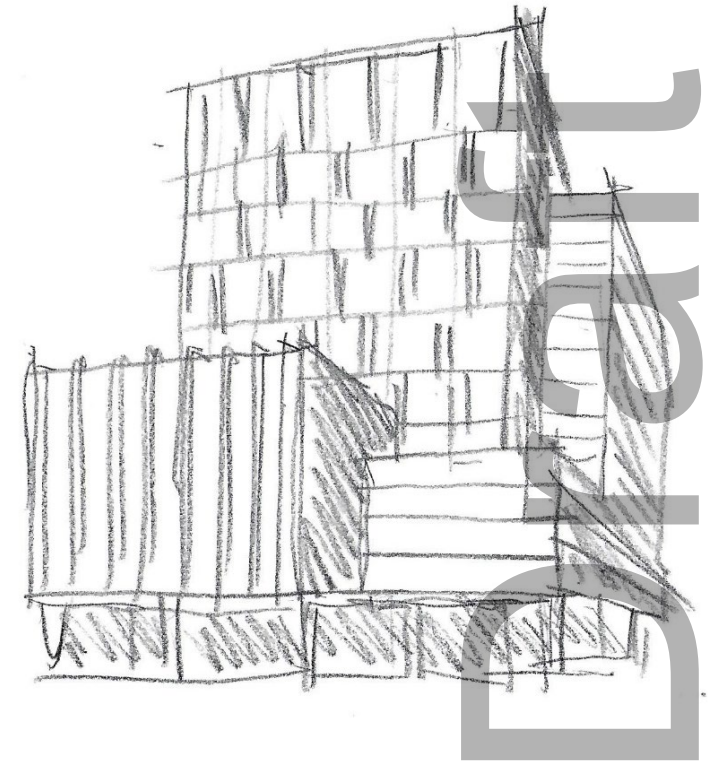
Design Process



4



5



6

Franklin Street Massing



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Franklin Street Frontage



Franklin Street Frontage



Franklin Street Massing



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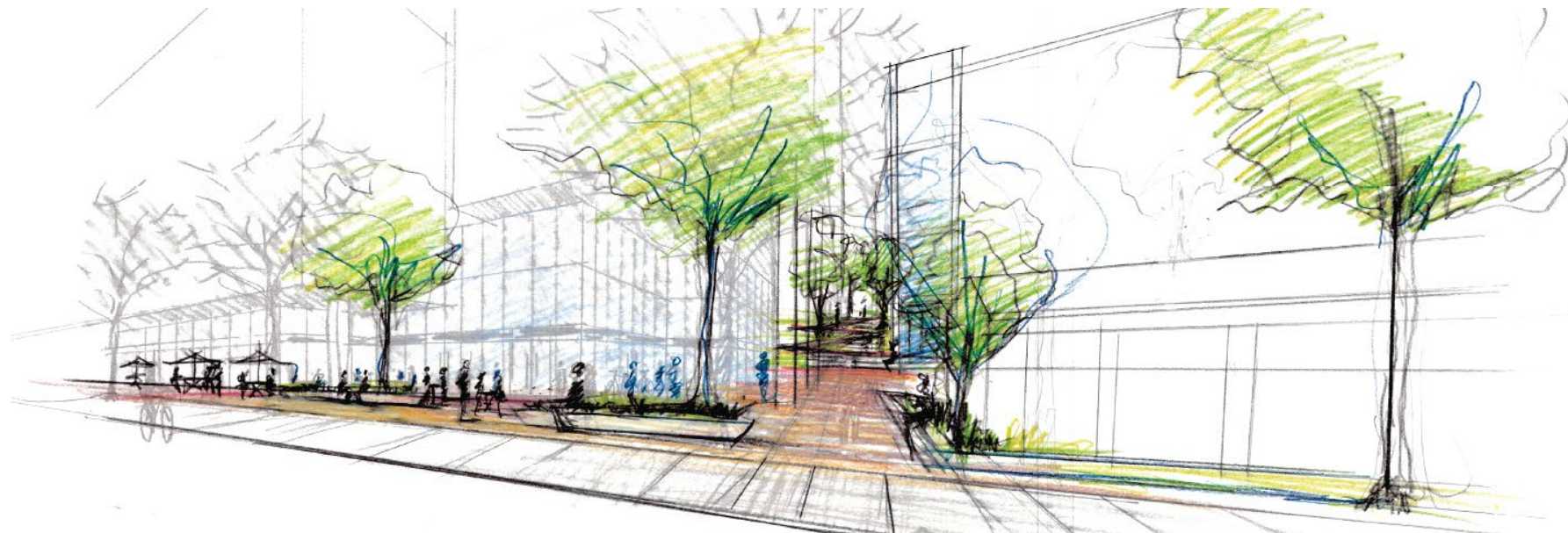
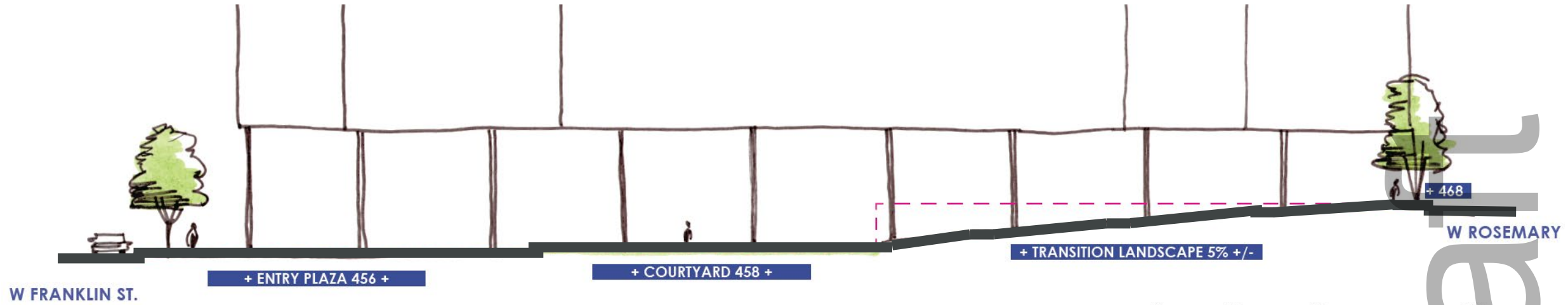
Rosemary Street Massing



Rosemary Street Frontage



Mid-block Pedestrian Passage



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Mid-block Pedestrian Passage



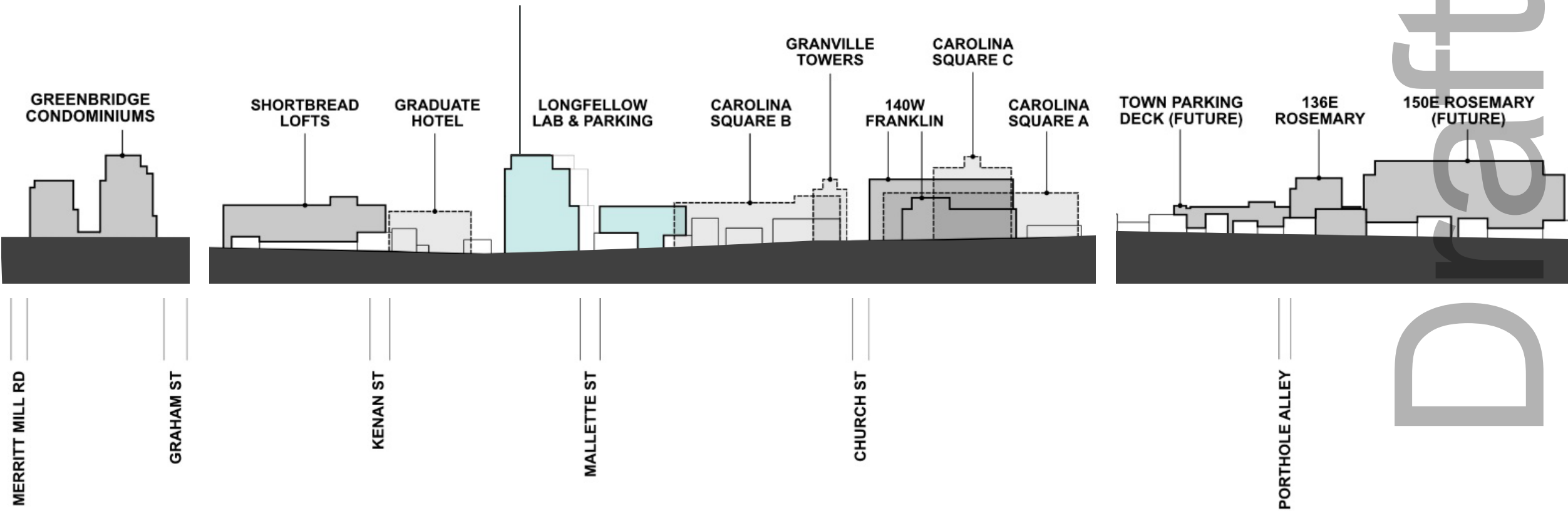
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Mid-block Pedestrian Passage



Downtown Skyline

Lab/Office
9 Stories + Penthouse





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Thank you

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