



LONGFELLOW

Creating Space for New Ideas

Chapel Hill Life Science Development | Town Council Meeting

March 22, 2023



Agenda

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

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

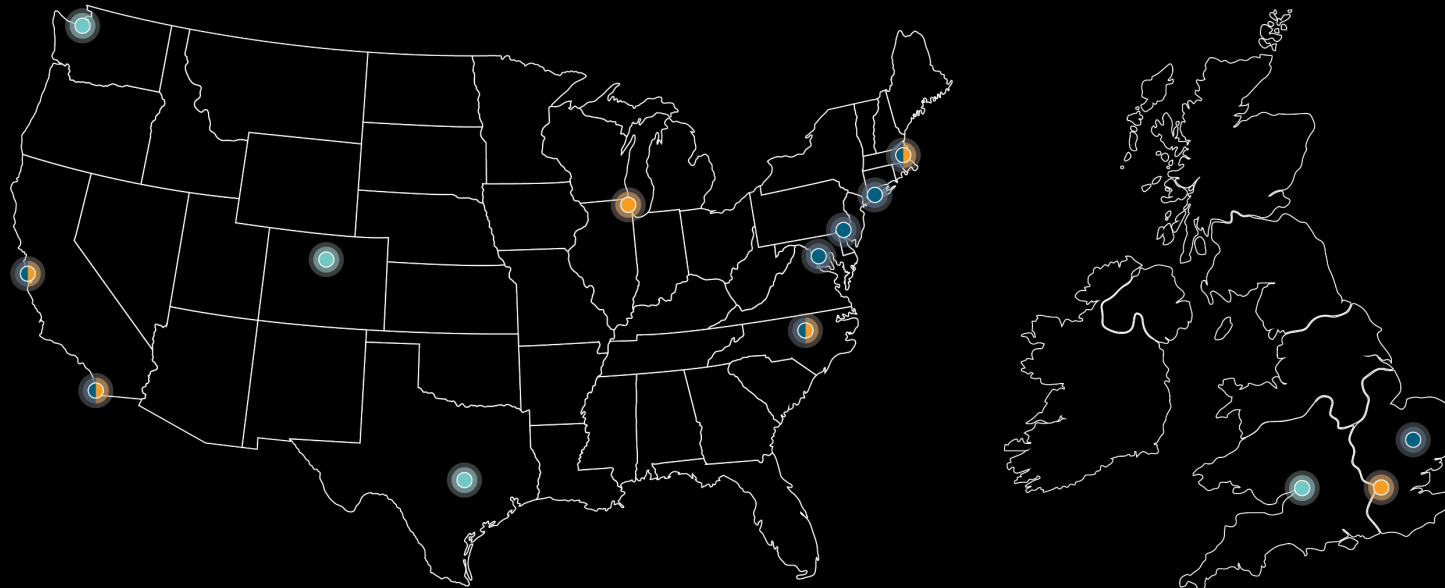
Project Management

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

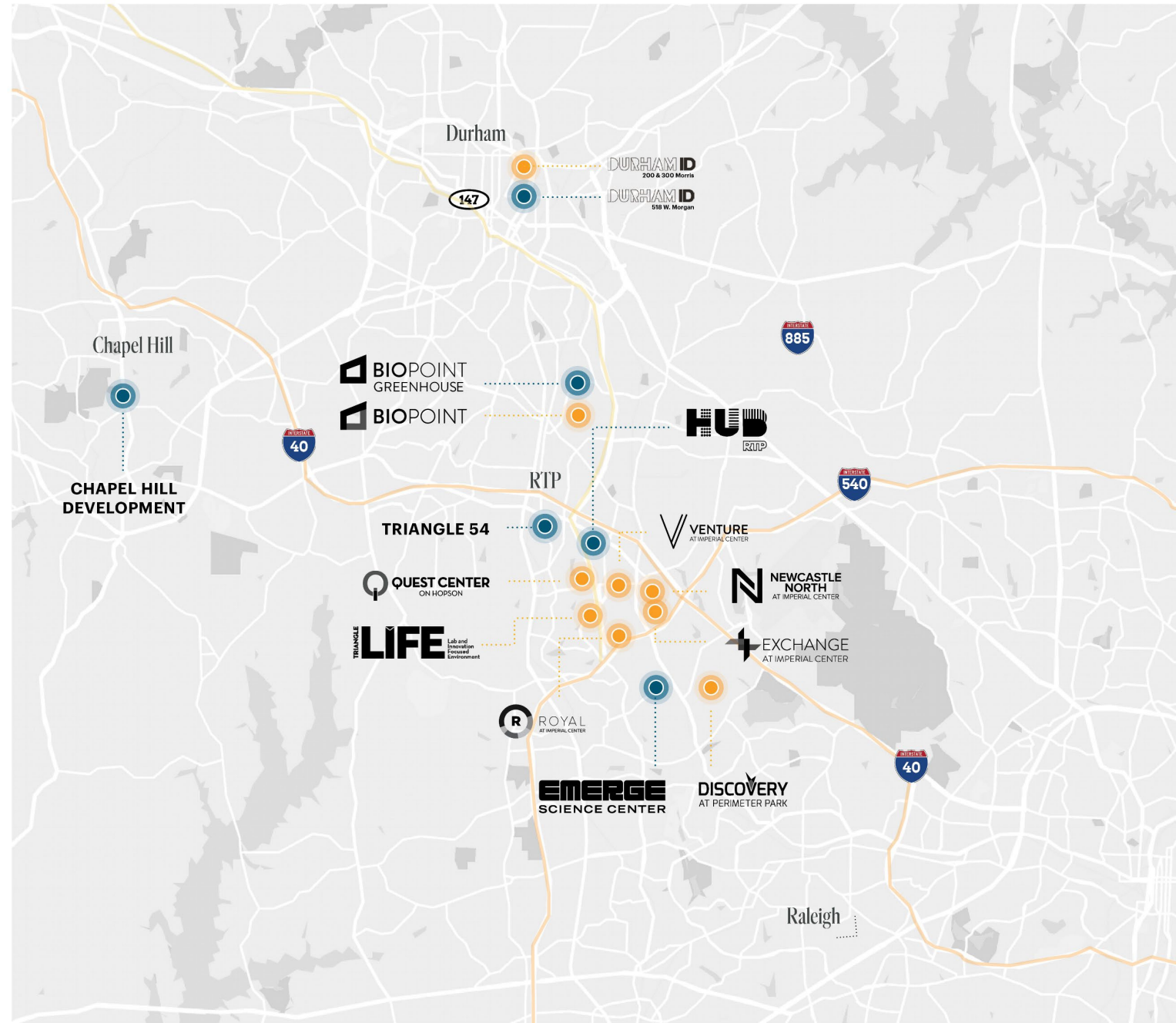


With over 75+ professionals located in the Triangle, our North Carolina office is a proud recipient of the 2022 Best Places to Work Award

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



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.



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

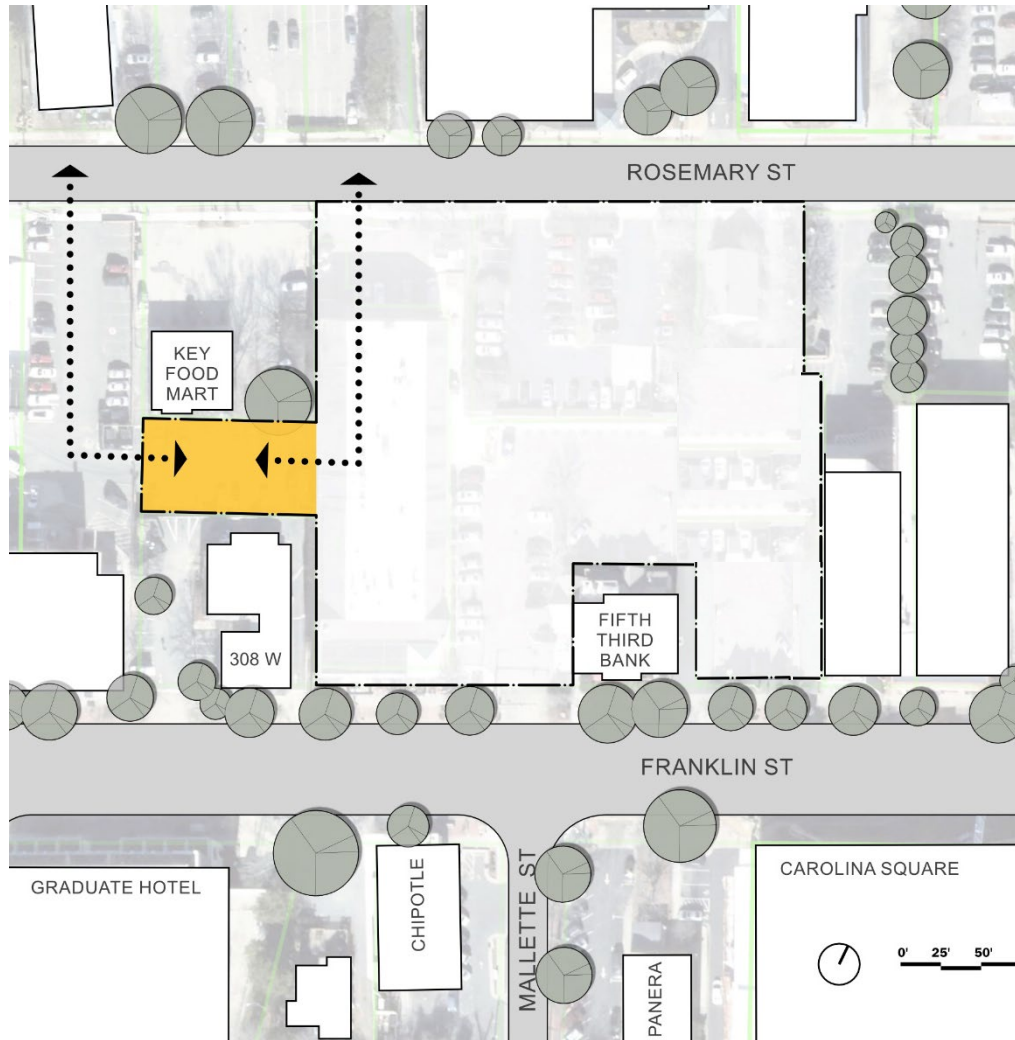


Site & Context

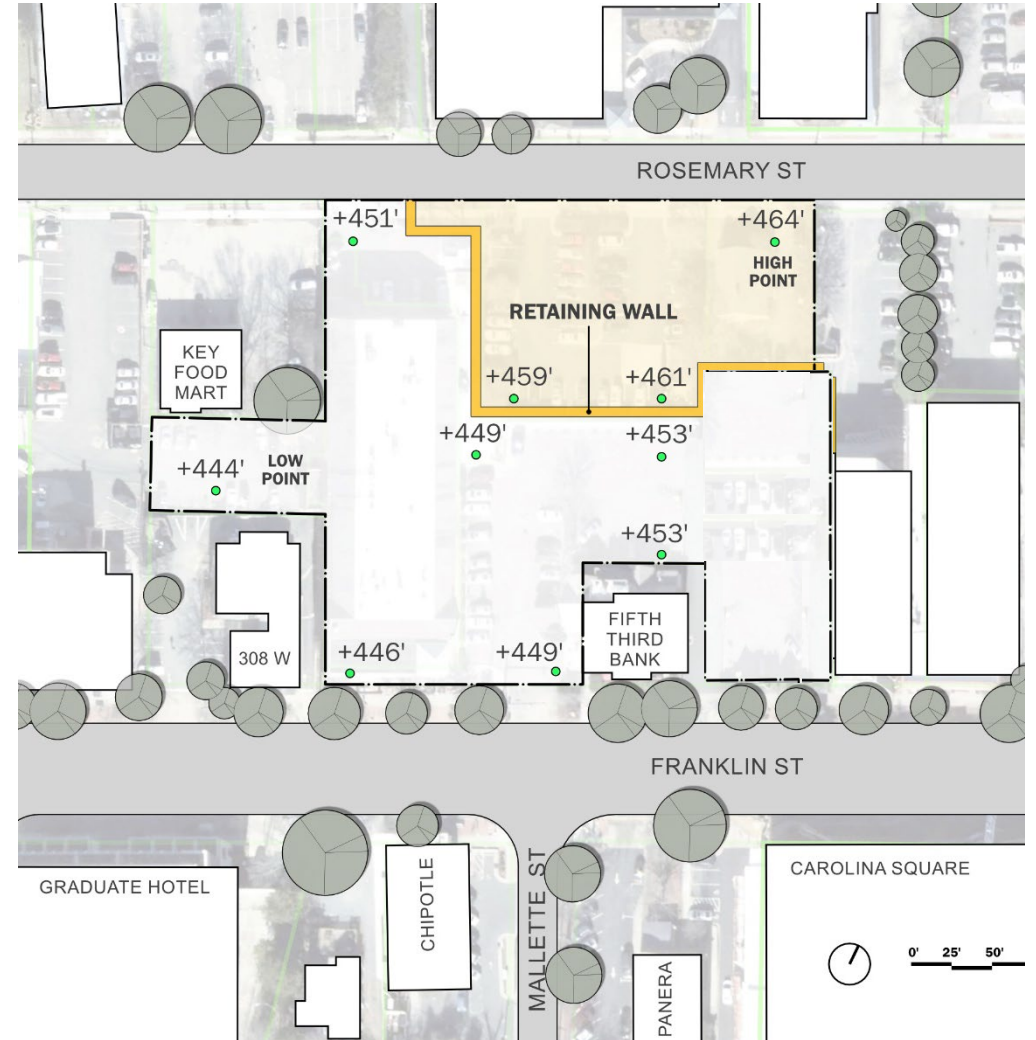
Project Site



Site Analysis

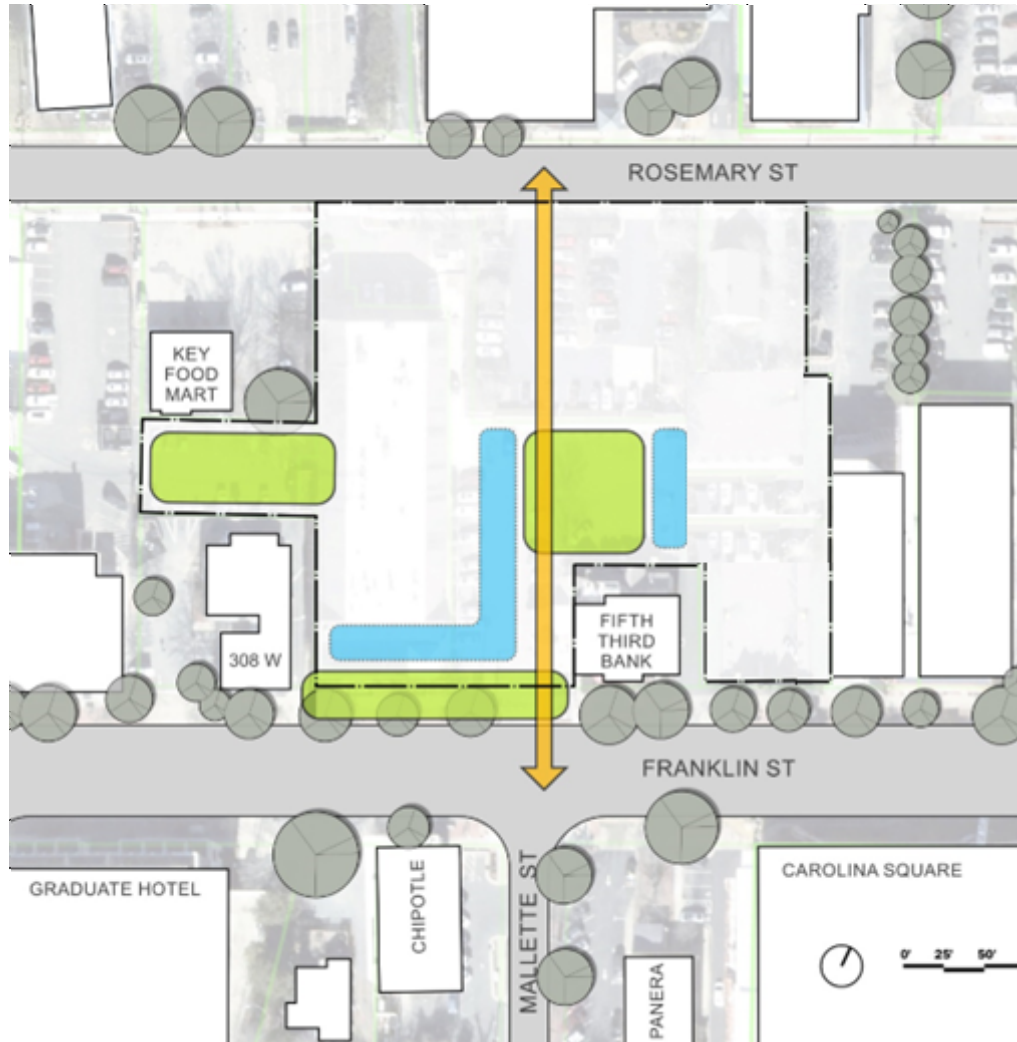


Site Appendage

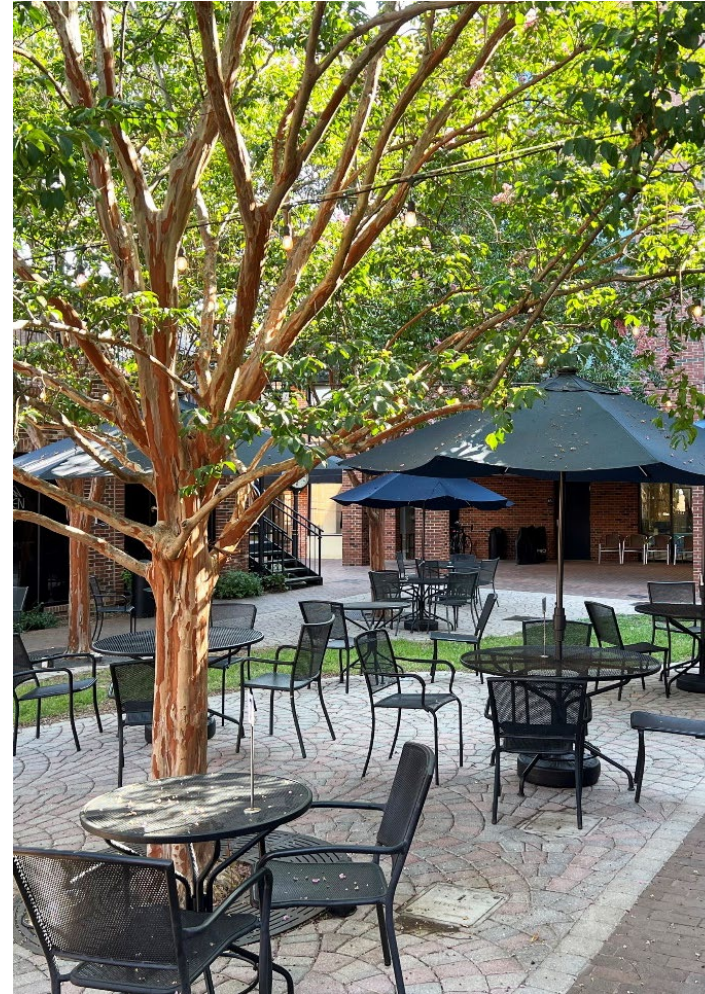


Topo – high on Rosemary Street

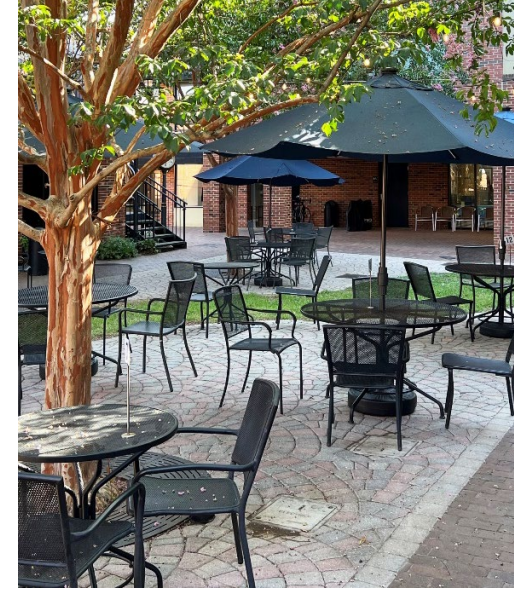
Site Analysis



Public realm



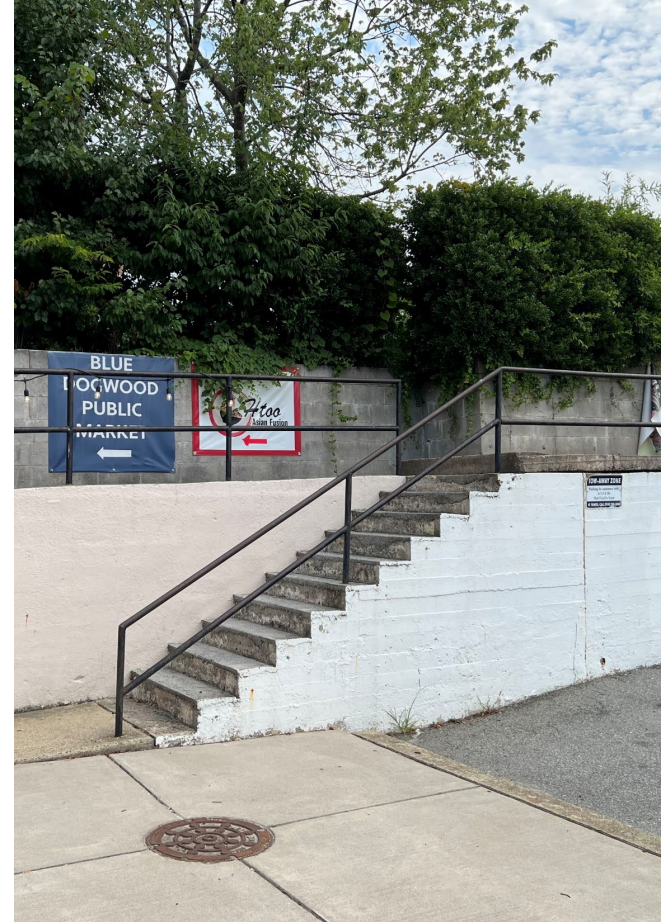
Chapel Hill Character – Pedestrian Spaces



Context – Franklin Street



Site



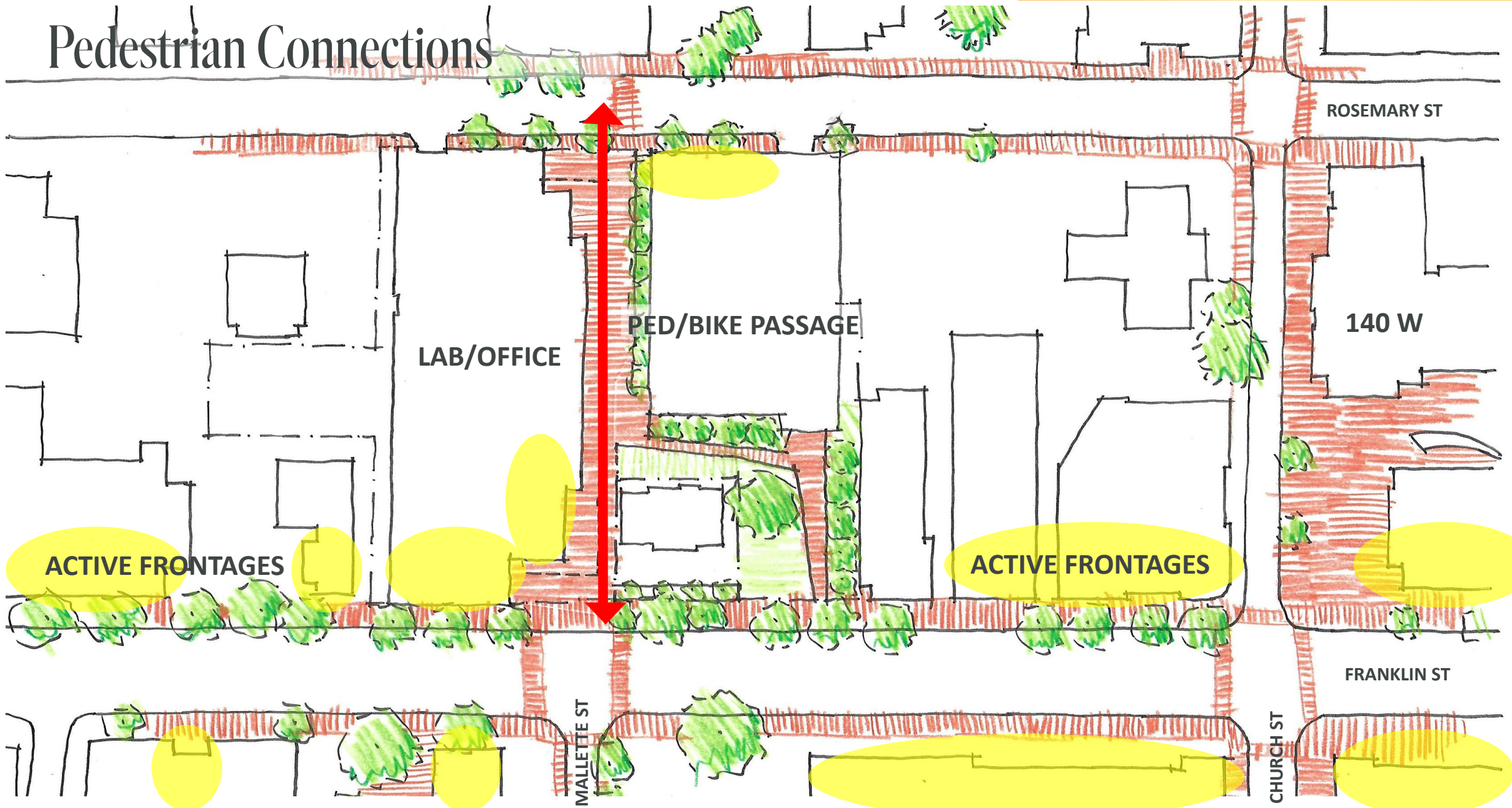
Context – Rosemary Street



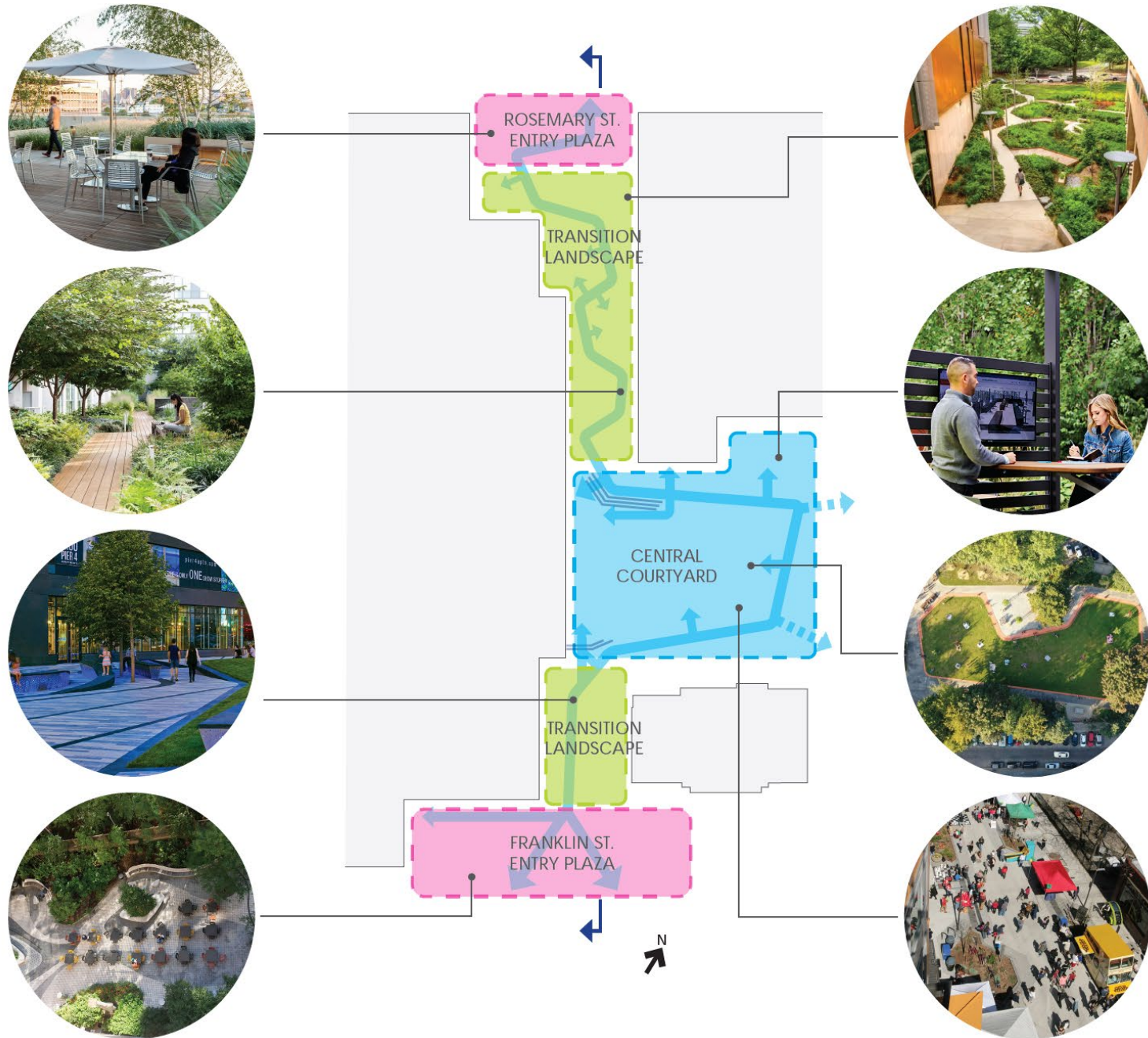


Design Concepts

Pedestrian Connections



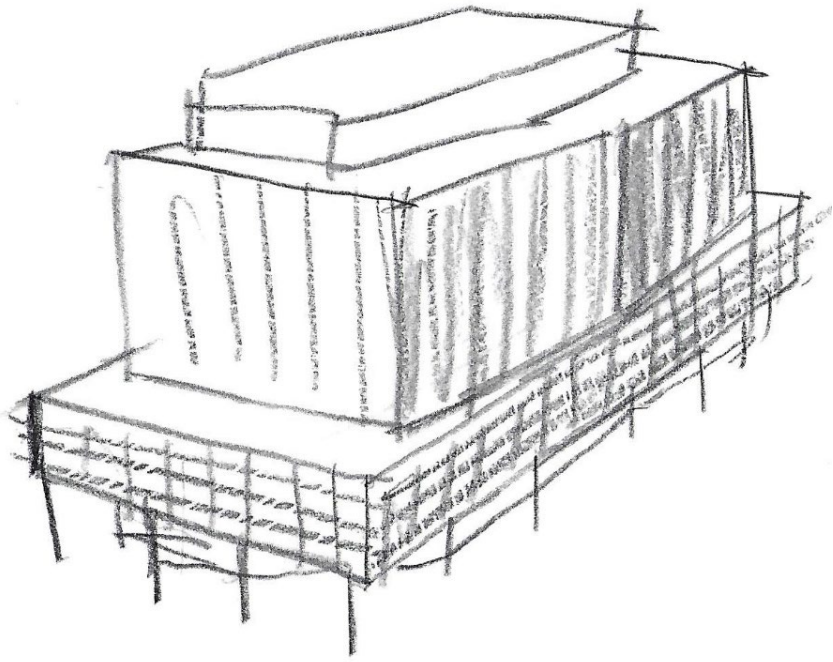
Site Zones



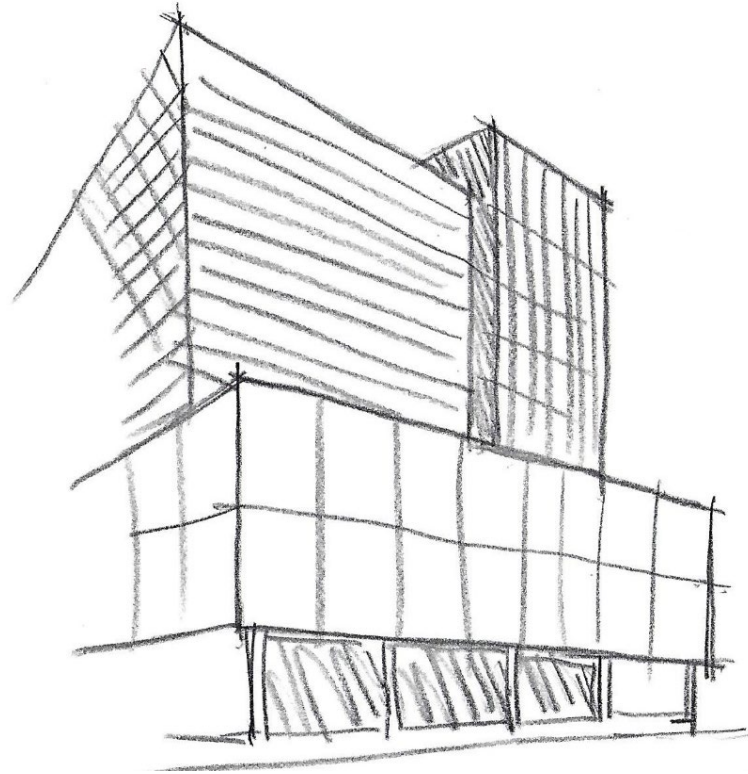
Landscape Zones



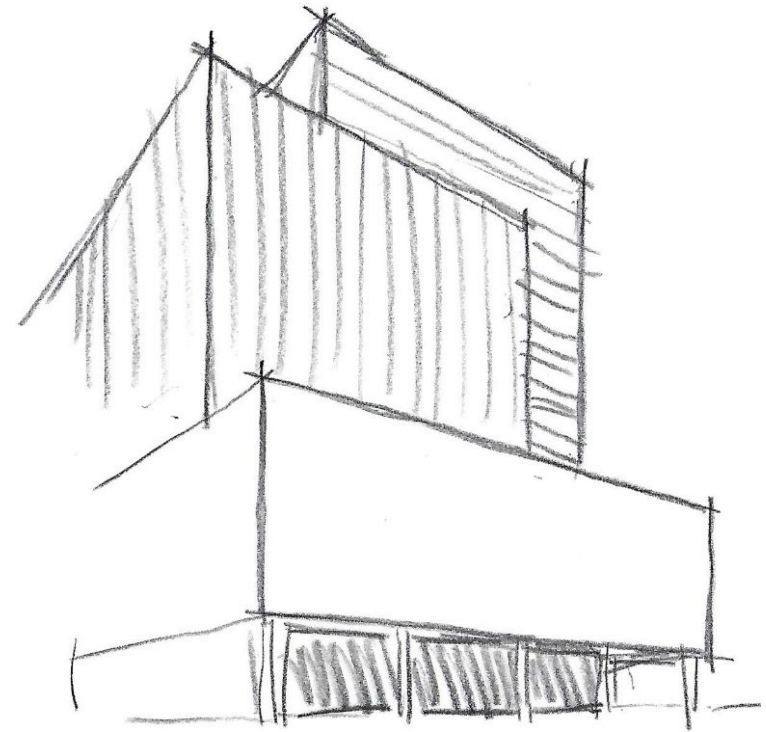
Design Process



1

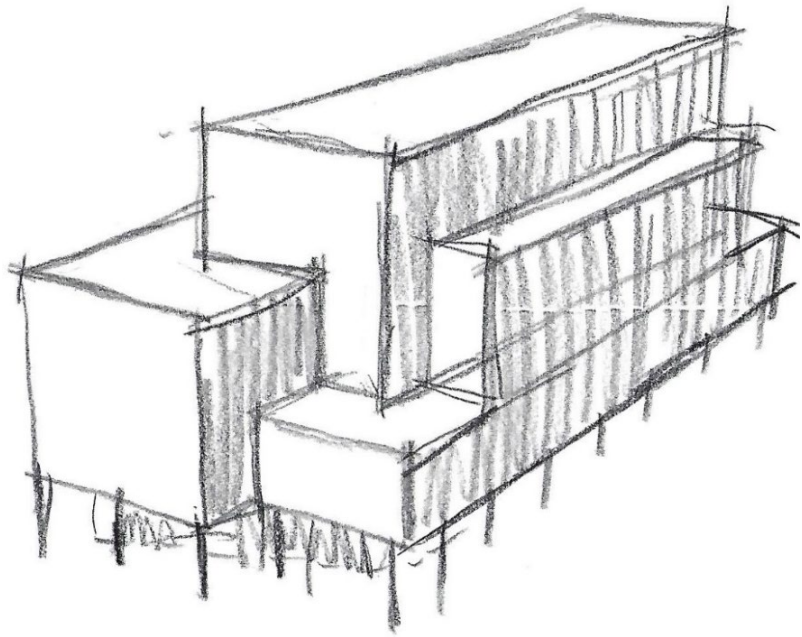


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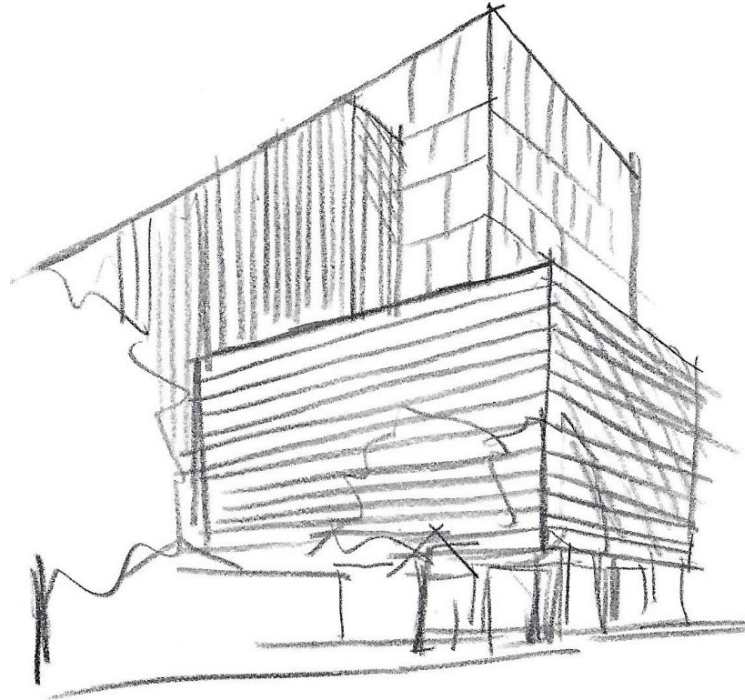


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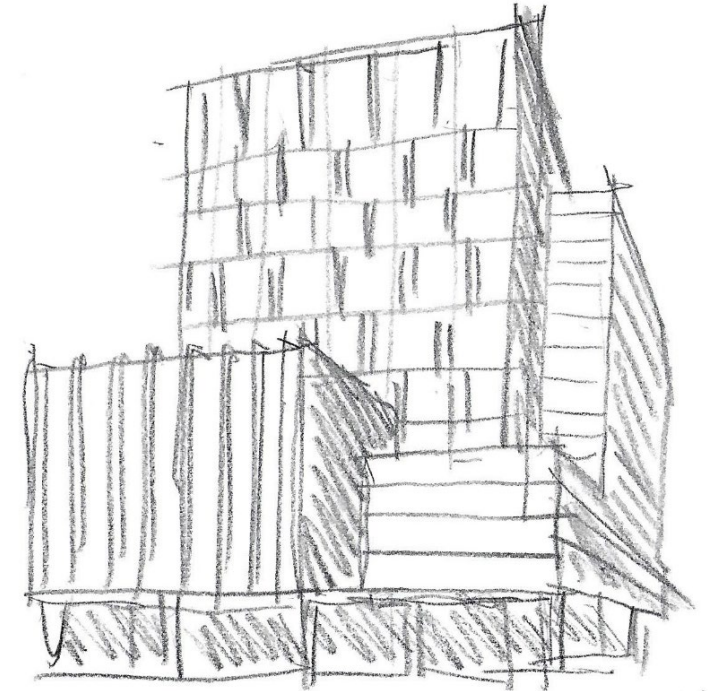
Design Process



4



5



6

Franklin Street Massing



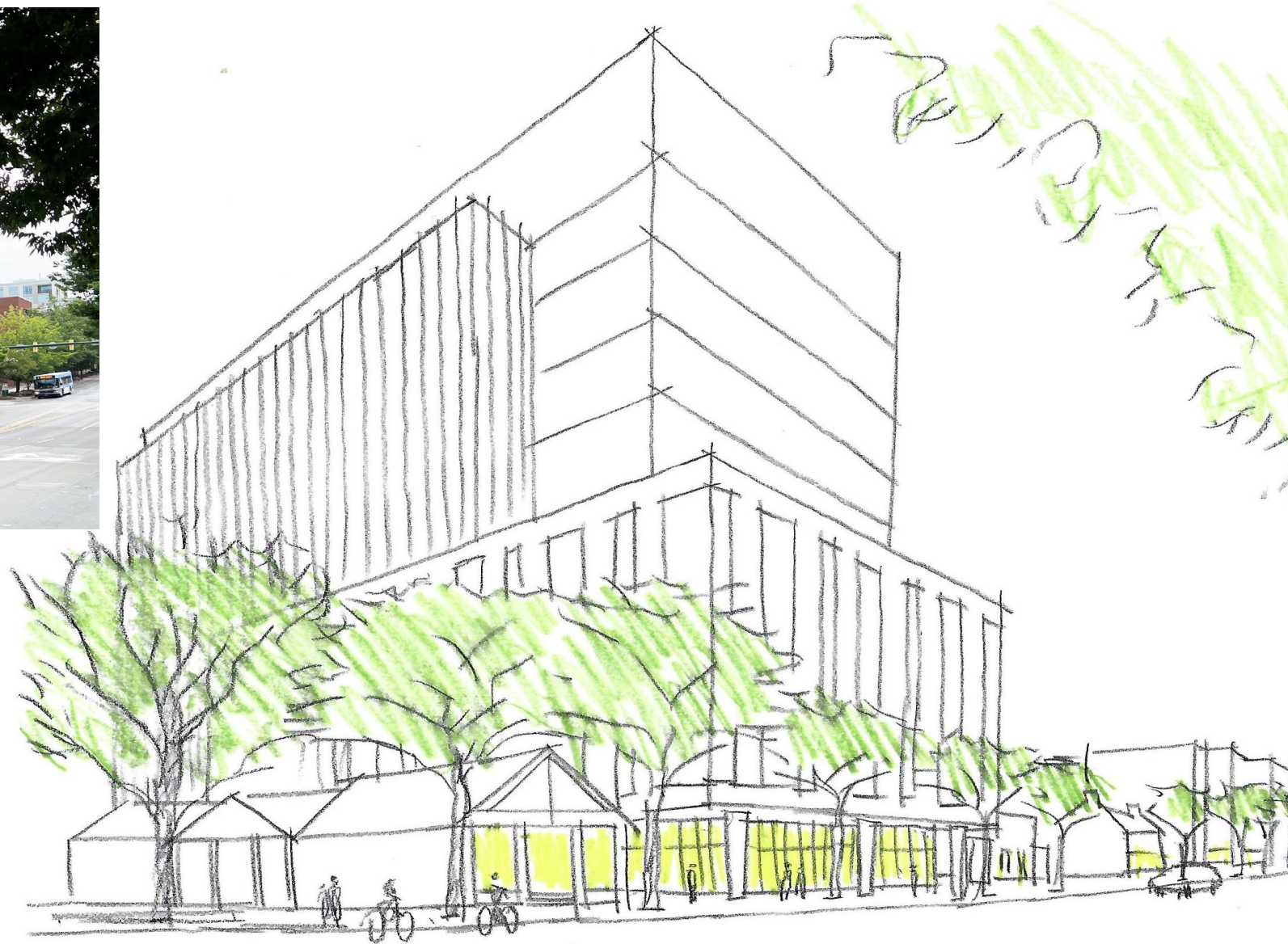
Franklin Street Frontage



Franklin Street Frontage



Franklin Street Massing



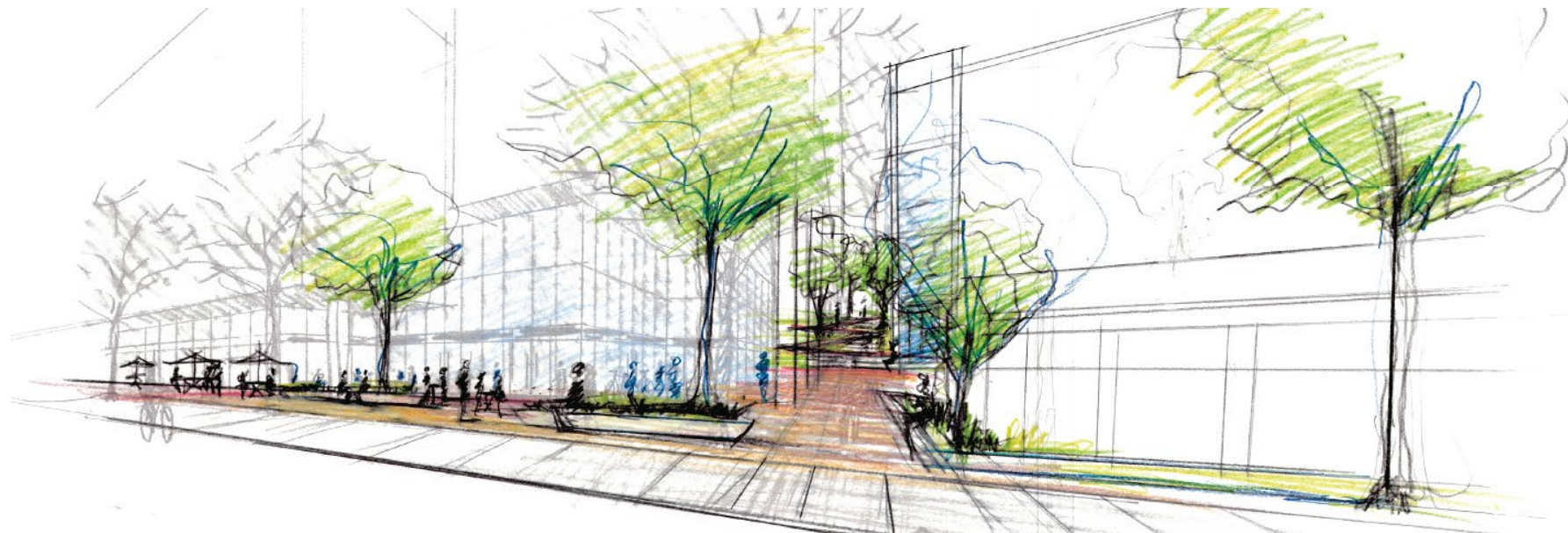
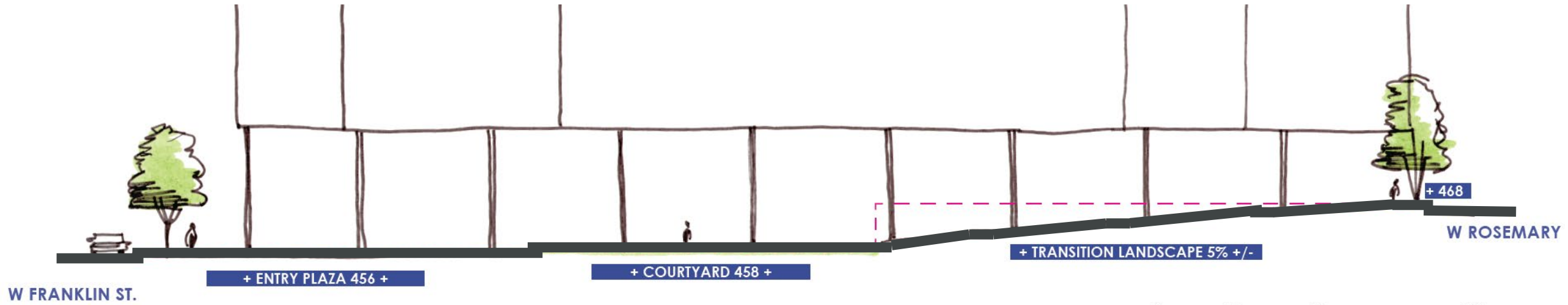
Rosemary Street Massing



Rosemary Street Frontage



Mid-block Pedestrian Passage



Mid-block Pedestrian Passage

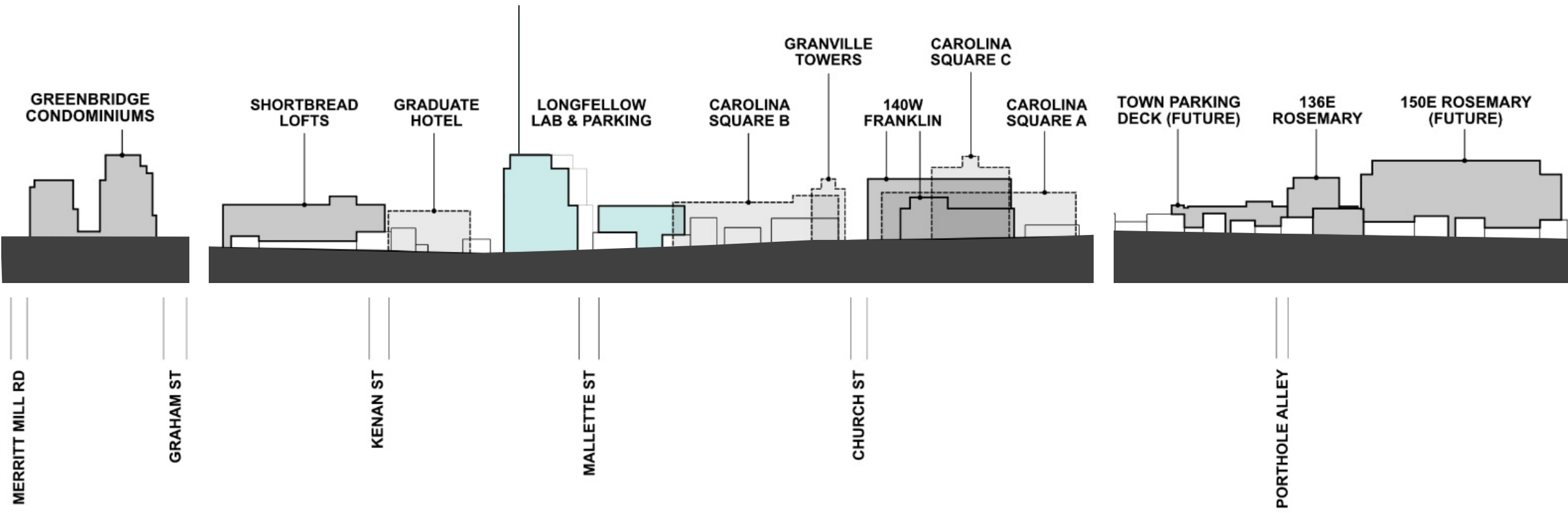


Mid-block Pedestrian Passage



Downtown Skyline

Lab/Office
9 Stories + Penthouse





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Thank you

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