

## REAL ESTATE SERVICES FOR LIFE SCIENCES

Life sciences companies need space to innovate—and not just any space will do. Their ever-evolving needs require a great many special considerations, from technological capabilities and safety measures to production and quality control facilities. That’s in addition to the amenities necessary to build a creative and intellectually powerful workforce by attracting the brightest minds to incubators, collaborative workspaces, and top-flight research and development labs.

We understand life sciences companies at all stages of the lifecycle and know their unique real estate needs—from blueprint to build-out. We have handled projects for organizations at the forefront of biotechnology, health care, and pharmaceuticals, and have worked with some of the largest universities and colleges across the country. Projects include corporate headquarters, research facilities, laboratories, hospitals and health care systems, student and workforce housing, and manufacturing centers.

### OUR SERVICES INCLUDE:

- Construction
- Development and Transactions
- Eminent Domain
- Environmental
- Leasing
- Real Estate Litigation
- Real Estate Finance
- Tax
- Zoning and Land Use
- Representative Projects

### REPRESENTATIVE PROJECTS

- Represented Spark Therapeutics (a member of the Roche Group) in the development of their corporate headquarters and manufacturing facilities in Philadelphia, including drafting and negotiating design and construction contracts for the construction of Spark’s corporate office and R&D space and drafting and negotiating a EPCM agreement for the design and construction of a state-of-the-art 500,000 square-foot, \$575 million gene therapy clinical and commercial GMP manufacturing, MS&T laboratory, pilot plant and QC laboratory on the campus of Drexel University.
- Negotiated and executed the acquisition and financing for a 14-story, 340,000-square foot medical school; a 10-story, 300,000-square foot office and laboratory building; and two parking structures and outdoor shared amenities. Our representation included negotiation of the terms for the ground lease of the medical school parcel, the fee simple acquisition of the office and laboratory building parcel, the leases of completed space and other office and laboratory tenants, a declaration governing shared areas and parking agreements, and joint venture equity financing for the project.
- Represented a national developer of innovative scientific research and office communities in collaboration with the University of California in the ground-up development of approximately 8.25 acres at the University’s Sacramento campus. The development consists of two science and technology buildings, a seven-story residential building with first-floor commercial space, and a lifelong learning building, totaling just under 1,000,000 square feet of development.

Additionally, the knowledge community will include approximately 55,000 square feet of incubator/accelerator space, a vivarium, a surgical skills lab, a parking structure, and indoor and outdoor shared amenities. Our representation included negotiation of the terms for the ground lease of the parcels from the University, the leaseback of completed space in the buildings to the University, a declaration governing shared areas, parking agreements, the construction contract, and joint venture equity financing for the project.

- Advised on the preparation and negotiation of key deal documents for an \$80 million multi-building life science park. The project achieved a LEED Gold Certification and is intended to foster emerging medical and bio-related technologies.
- Guided the developer of an outpatient clinic and rehabilitation center for a major Arizona university hospital system, as well as medical office and research space and street-level retail and parking. The Ballard team structured the transaction and negotiated the development agreements with nonprofit and government stakeholders, as well as the key ground lease.
- Completed the \$200 million plus financing for the Proton Treatment Center—a cutting-edge treatment for cancer patients and only the 12th such facility in the country. Ballard Spahr has represented the master developer of Baltimore's UMB BioPark since its inception in 2005. The 10-acre BioPark on the west side of the University of Maryland Baltimore's campus will boast 1.8 million square feet of lab and office space in 12 buildings, plus garage parking and landscaped parks at final build-out. In 2007, the Association for University Research Parks (AURP) named the UM BioPark the Emerging University Research Science Park of the Year. Ballard Spahr has represented the developer in obtaining all land use approvals, negotiating acquisitions with public and private landowners, and preparing development and lease documents for all buildings in the park. In addition, we represented the BioPark in amending and replacing the Planned Unit Development (PUD) ordinance, which we originally prepared in 2005 to initiate the park development. The new PUD permits a dramatic expansion of the park's capacity.
- Served as lead asset management and leasing counsel for owners and developers of over 5 million square feet of lab/research and innovation space nationwide preparing and negotiating leases and occupancy and use arrangements with users at all stages of the life cycle.

## CONTACTS

### **BART I. MELLITS**

*Partner, Real Estate*

mellits@ballardspahr.com

215.864.8701

### **RYAN J. UDELL**

*Co-Leader, Life Sciences*

*Industry Group*

udellr@ballardspahr.com

215.864.8503

### **SCOTT D. MARTY, PH.D.**

*Co-Leader, Life Sciences*

*Industry Group*

martys@ballardspahr.com

678.420.9408