

THE CITY OF FIRSTS

Lower  
Schuylkill

# BIOTECH CAMPUS

OPPORTUNITY FOR DEVELOPMENT PARTNERS

| Request for Qualifications

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# Executive Summary



**PIDC is seeking qualifications and expressions of interest from experienced, resourced life sciences developers who can plan, design, permit, attract, and execute state-of-the-art cell & gene therapy (CGT) manufacturing facilities for its Lower Schuylkill Biotech Campus (LSBC).**

The LSBC is located in the Kingsessing neighborhood in Southwest Philadelphia and is comprised of two (2) twenty-acre properties, referred to individually as **North Site** and **South Site** for the purposes of this developer solicitation. These two sites provide the opportunity for larger floorplates and campus-style development and in total represent up to 40 acres of riverfront development. PIDC will select a partner from interested developers or end-users to develop up to **one million square feet of state-of-the-art CGT production space** at the LSBC. PIDC is firmly committed to providing full and equal business opportunities to all persons regardless of race, color, religion, gender, national origin, age or non-job-related disability. In that regard, PIDC will affirmatively assure that certified minority and female owned business enterprises (M/WBE) are afforded equal opportunities to submit proposals for consideration. Prospective proposers should understand that the participation of certified M/WBE firms is a high priority in the evaluation of all responses.

PIDC is a non-profit organization founded by the City of Philadelphia and Greater Philadelphia Chamber of Commerce to stimulate investment, support business growth, and foster developments that create family-sustaining jobs, revitalize neighborhoods, and drive equitable growth to every corner of Philadelphia. PIDC’s strategic vision for the LSBC is to provide transformational economic opportunity for the residents of Southwest Philadelphia. We are focused on working with the surrounding community to foster employment, innovation, and production.

This RFQ commences the process for PIDC to identify and select a development partner for the LSBC. PIDC will review developer submissions and create a short list of candidates to respond to a Request for Proposals (“RFP”) for development of the LSBC sites. The timeline for the process is set forth in the table below.

Thank you for your interest. We are proud of Philadelphia’s status as the home of pioneering innovation in CGT and are excited to offer to the market such a compelling opportunity to further the Philadelphia biocluster’s ecosystem of discovery.



### SCHEDULE FOR RFQ

Release RFQ	6/14
Site Tours (voluntary)	Weeks of 6/27 and 7/11
Virtual Q&A Session	7/20
Questions from respondents due	7/29
Answers from PIDC posted	8/16
<b>Qualifications submissions due</b> (electronic submissions only)	<b>9/23</b>

More submission information is included in Section 3. Submission Process, page 29.



**2+ Miles**  
of Riverfront Trail



South Site



Development Concept Vision

# The Opportunity



The LSBC North Site and South Site are each approximately 20 acres and ideally situated for CGT manufacturing. They are located in the Kingsessing neighborhood of Southwest Philadelphia just south of University City's bustling medical complex and only a 5-minute walk from the University of Pennsylvania's Pennovation Works. The sites offer the opportunity for one and two-story biomanufacturing development and are located directly adjacent to 20 acres of green space, abutting both historic Bartram's Garden and Bartram's Mile, a 1.5-mile segment of the award-winning Schuylkill River Trail. A pedestrian bridge currently under construction will traverse the Schuylkill River just south of the Pennovation Works Campus, connecting the Kingsessing neighborhood to the Grays Ferry Crescent portion of the Schuylkill River Trail.

## Biomanufacturing development at the LSBC will capitalize on the following factors:

### Philadelphia's Worldwide Leadership in CGT Research

Often referred to as "Cellicon Valley", the Philadelphia region is the recognized leader in cell therapy, gene therapy, and gene editing. Our cluster is where the field started two decades ago and where it continues to rapidly grow. The University of Pennsylvania (Penn) and the Children's Hospital of Philadelphia (CHOP) are international leaders in CGT development and are responsible for the first two FDA-approved CGTs in the U.S. Penn is ranked first among global universities for CAR-T cell patents.



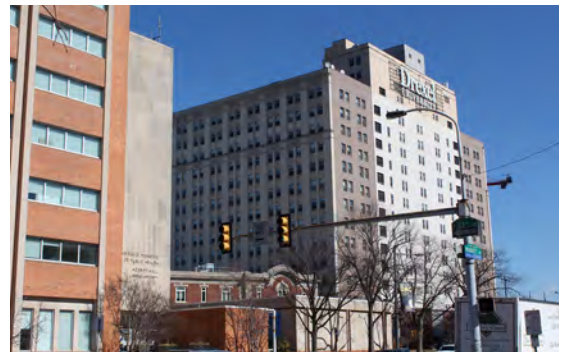
### Community of CGT Firms

There is an established presence of CGT companies based in the region including Amicus Therapeutics, Spark Therapeutics, Adaptimmune Therapeutics, Iovance Biotherapeutics, Carisma Therapeutics, Cabaletta Bio, Tmunity and WuXi Apptec.



### Location

LSBC provides proximity to Philadelphia's academic research core and the early-stage companies growing in University City, the Navy Yard, and Center City, and can quickly connect products to the region and world with easy access to I-95, I-76, and the Philadelphia International Airport. (See page 20)





### **Eds & Meds**

The Philadelphia region is home to over 100 colleges and universities, 7 medical schools, 10 medical centers and 15 major health systems.

### **Talent Pool**

Philadelphia research institutions granted over 3,500 biomedical degrees in 2021 and Philadelphia is the 6th most populous metropolitan area in the United States, with over 70,000 employees currently working within life sciences. More than 10,000 workers hold specific expertise in the CGT subsector.

### **Cost of Living/Operations**

Philadelphia's affordable cost of living and lower cost basis for real estate in comparison to other leading life science clusters across the country provide a competitive advantage to CGT companies. The Numbeo Cost of Living and Rent Index for 2022 indicates that cost of living and rent in Philadelphia is 81.7% of comparable cost in Boston, 54.8% of comparable cost in San Francisco and 84.4% of comparable cost in San Diego.

### **Big Pharma Presence**

Many leading Big Pharma companies, including GlaxoSmithKine (GSK), Merck, Astra Zeneca, Pfizer, Janssen and Amerisource Bergen have significant presence in the region.

### **Growing VC Investment**

Year over year venture capital investment in Philadelphia increased over 250% based on data reported by Big4Bio. DealForma reported that over \$3 Billion was invested in the CGT companies in the Philadelphia region in 2021, ranging from Series A financing to IPO. Of that approximately \$1B was VC investments.

Based on the location, scale, and the fast-growing life sciences ecosystem in Philadelphia, the LSBC presents a unique and attractive opportunity for life sciences development. The LSBC has a clear market advantage for companies seeking proximity to two of the fastest growing geographic clusters for CGT – University City and the Navy Yard – as well as to the Philadelphia International Airport.

PIDC is seeking to bring on a development partner that will help to establish the LSBC as a place where CGT production can thrive in concert with the surrounding community and can offer new job opportunities for Southwest Philadelphia residents. PIDC projects nearly 4,000 family-sustaining jobs can be created at the future campus.



## Strategic Vision

PIDC envisions a thriving biomanufacturing campus which will accelerate the trajectory of Philadelphia's growing drug development companies and provide for the manufacturing of therapies in immediate proximity to the healthcare institutions that deliver care to patients suffering with acute conditions. Simultaneously, this project will contribute to a Philadelphia economy that is growing, diversified, and inclusive, producing a high quality of life for all residents, businesses, visitors, and workers. To that end, PIDC deploys its resources to drive economic growth and address racial inequality and poverty in Philadelphia and actively seeks development partners aligned with this commitment.



Supporting up to **1MSF**  
of CGT manufacturing

**The following priorities guide PIDC’s development and investment initiatives and serve as goals for future development partnerships at LSBC:**

**Create Quality Jobs:**

- Increase employment in the life sciences sector for Philadelphians, especially Philadelphians who call Southwest Philadelphia home;

**Promote Economic Growth:**

- Increase tax revenue and economic growth within the City of Philadelphia;
- Maximize private investment, optimize public investment, and minimize public risk;

**Drive Innovation:**

- Create a sustainable and ecologically sensitive development which includes adaptable infrastructure and buildings that anticipate and adapt to future changes in transportation, workstyles, and climate;
- Orient workplaces for multimodal commuting by considering current and future trolley, express and local bus stops, bike infrastructure, and pedestrian safety;

**Increase Diversity, Equity, and Inclusion:**

- Ensure diverse and inclusive development teams and diverse equity participation;
- Develop Economic Opportunity Plans (EOP) to establish construction and contractor diversity goals for M/WBE firms on the job site;

**Create Vibrant Communities:**

- Philadelphia is a city of neighborhoods, and PIDC is committed to ensuring that its development opportunities support and enrich the neighborhoods they inhabit;
- Ensure that this opportunity happens for the community, rather than to the community;

**Facilitate Community Engagement:**

- Thoughtfully and honestly engage and form partnerships with the surrounding community, institutions, economic and workforce development organizations and area leaders;
- Ensure that the proposed development adds value to the surrounding neighborhood and aligns with community priorities;

**Preserve and Increase Public Access:**

- Preserve and enhance direct public access to the Schuylkill River Trail and the Schuylkill River through this redevelopment to strengthen Southwest Philadelphia’s connection to these important public spaces;



# Our Community Commitment in Southwest & Kingsessing



Photography by: United Blue for Bratram's North and Asia Mieszko for Grays Ave Corridor Clean up

RFQ | **Strategic Vision**

This historic opportunity represents the culmination of more than a decade of collaboration and community engagement in the Kingsessing community of Southwest Philadelphia to bring together the pieces of an aging industrial waterfront, work to correct community disinvestments of the past, and conceive a better future that would benefit all. Our efforts have included:

- Participation in the Blossom at Bartram Neighborhood Plan, a 2-year process of intensive engagement and collaborative work with residents, local organizations, and other stakeholders
- Cleaning and greening through the acquisition, remediation and donation 20 acres of green space, including a riverfront trail and Bartram's Plaza
- Removal of close to 300,000 pounds of trash including thousands of dumped tires over several years, most recently through our collaboration with United by Blue
- Working with our community partners to acquire and remediate land for a new future visitor's center for Bartram's Garden and a groundbreaking early education center for Woodland Academy
- Financing to expand the geographic scope of the SEPTA Blossom at Bartram's Complete Streets Study, which will now allow for the study of 56th St from Grays Ave to Botanic Avenue, 51st St from Lindbergh Blvd to Bartram's Plaza, and along Lindbergh Blvd from 56th St to 61st St and focus on ways to improve traffic safety throughout the surrounding areas.

# Why Here, Why Now?



## The City of Philadelphia

Widely recognized for its significant history, treasured arts and cultural assets, innovations, diverse communities, and profound educational and medical resources, Philadelphia is the first and only World Heritage City in the United States. Philadelphia's museums, orchestra, theatres, sports venues, and historic landmarks offer residents and visitors a rich living experience. Philadelphia is an affordable and openly accepting city that attracts a diverse workforce of young talent including PhDs, lab technicians, and administrative staff, who spur continued innovation within the City.





- The Greater Philadelphia region is home to 6.1 million residents and 2.9 million jobs (U.S. Bureau of Labor Statistics).
- Centrally located on the Amtrak Northeast corridor between New York (less than 1-1/2 hours) and Washington, D.C. (less than 2 hours). The Northeast corridor is home to 34 million people.
- Philadelphia provides easy access to Interstates 95 and 76. 40% of the U.S. population can be reached within a day's drive.
- With nearly 100 colleges and universities, Greater Philadelphia ranks as one of the nation's leading centers for higher education, awarding 90,000 degrees annually. Two thirds of these graduates elect to stay in Philadelphia.
- 40% of the population 25 years and older have a bachelor's degree or higher compared to the U.S. average of 33%. 16% of the population 25 years and older have advanced degrees compared to the U.S. average of 13%.
- The medical and research institutions in the Philadelphia region produced 3,556 Biomedical graduates in 2021, the majority of whom remain in the region.
- Philadelphia has experienced the largest growth of residents aged 20-34 among all US cities. This age segment has grown more than 40 percent since 2008. This has resulted from growing in-migration from other knowledge centers and a higher retention rate of graduates from local colleges and universities.
- Philadelphia offers a highly competitive cost of living when compared with other major U.S. cities.

	<b>Cost of Living Index</b>	<b>Rent Index</b>	<b>Cost of Living &amp; Rent Index</b>	<b>Groceries Index</b>	<b>Restaurant Price</b>
NYC	100	100	100	100	100
San Francisco	97.14	89.95	93.65	103.95	93.85
Boston	82.14	75.3	78.82	93.23	83.31
San Diego	78.18	74.16	76.28	75.82	79.80
D.C.	88.5	71.51	80.26	91.43	83.5
<b>Philadelphia</b>	<b>78.61</b>	<b>49.26</b>	<b>64.37</b>	<b>81</b>	<b>69.08</b>



## Fast Growing Life Sciences Ecosystem

The life sciences sector, and the CGT subsector, have seen substantial growth in Philadelphia with significantly greater growth projected. Philadelphia-based CGT research and development coming out of Penn and CHOP yielded the first FDA-approved cell therapy and the first FDA-approved gene therapy in 2017. The platform for the Pfizer and Moderna COVID vaccines was originated from mRNA research and development work at Penn. Representing nearly a quarter of the nation's investment in cell and gene therapy research, Philadelphia is poised to play a leading role in the future U.S. development of CGT.

### Institutional R&D Activity, NIH Grants

In 2021, NIH Funding in the Philadelphia cluster totaled \$1.71 billion with the largest recipients being the University of Pennsylvania, Children's Hospital of Philadelphia, and Jefferson University.

### Drug Development Activity

There are 139 companies and institutions in the Philadelphia cluster with drugs in development from pre-clinical through Phase III clinical trials. 54 of these companies and institutions have one or more Phase I through Phase III clinical trials underway. (Source: Global Data.)



## Commercialization Pipeline – Incubator and Lab Space Occupancy

Between Q3 2021 and Q2 2022 incubator capacity has expanded 300% with new projects and expansions at Cambridge Innovation Center (CIC), BioLabs, Pennovation, BLabs at Cira Centre and PA Biotechnology Center. This new capacity has been absorbed immediately, signaling strong demand for incubator and purpose-built expansion space in the market. This demand supports the often-cited need for research grade and pilot, clinical, and commercial scale manufacturing in Philadelphia.

## Increased Velocity of Manufacturing Requirements

In addition to native demand, the Philadelphia cluster has seen an uptick in inquiries for manufacturing space from Big Pharma and from drug development companies based in Boston, San Francisco, and San Diego. Spark Therapeutic's announcement to develop 500,000 square feet of manufacturing in University City will produce increased interest in Philadelphia as will Longfellow Real Estate Partners' announcement to develop a new 455,000 SF of research and development and bioprocessing space at the Pennovation Works Campus.

## Workforce and Talent Creation – PhD and Bioprocessing

The Philadelphia cluster is home to 1,852 companies and 71,539 employees in the life sciences sector. More than 45 of those companies specialize in CGT. By 2030, demand for talent in cell and gene therapy in the Philadelphia region is projected to increase by 6,500 to 11,000 jobs based on a study performed by Econsult in 2019. Philadelphia is well positioned to support this growing demand with both new biomedical graduates previously mentioned and the extensive workforce affiliated with Big Pharma in the region.

## — PIDC as a Partner

**PIDC is a non-profit organization founded by the City of Philadelphia and Greater Philadelphia Chamber of Commerce to stimulate investment, support business growth, and foster developments that create jobs, revitalize neighborhoods, and drive growth to every corner of Philadelphia.**



Over the past 64 years, PIDC has settled over 13,000 transactions with a diverse range of clients – including more than \$18.5 billion of financing and 3,350 acres of land sales – which have leveraged more than \$45 billion in total investment and assisted in retaining and creating hundreds of thousands of jobs in Philadelphia.



## Involvement in the Lower Schuylkill

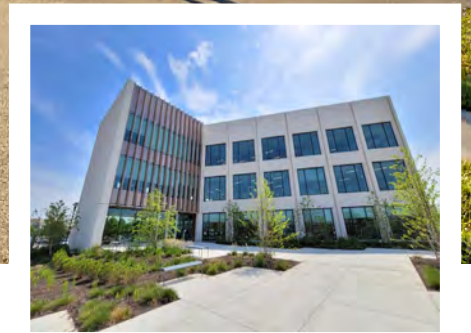


In 2013, PIDC and the City of Philadelphia published the Lower Schuylkill Master Plan (the Plan), an ambitious 25-year plan to transform a deteriorating industrial corridor into modern business campuses for innovation, logistics, and energy uses. Over the last decade PIDC has assembled, remediated, and completed development planning for the two parcels of land now referred to as the LSBC, and made several strategic area investments to further its growth.

PIDC has taken a partnership approach to community engagement, working to address community concerns about litter and short dumping. To date, PIDC has worked in partnership with other organizations to remove close to 300,000 pounds of trash from the community, and to facilitate street sweeping initiatives along the Grays Avenue corridor. PIDC is currently engaged with numerous City departments and officials, state and federal agencies, non-profit organizations, and community stakeholders who are focused on improving the quality of life for residents in Southwest Philadelphia.



## PIDC PROVEN TRACK RECORD



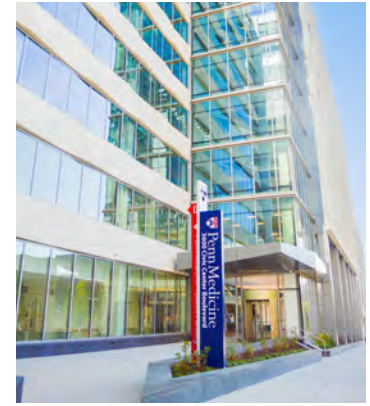
### Navy Yard

PIDC is the master developer for the Navy Yard, where, since 2000, it has overseen the investment of more than \$1 billion into the region's most dynamic business community. Over the past 20 years, the Navy Yard has seen significant life sciences development including 4 manufacturing facilities for WuXi AppTec, Adaptimmune's U.S. R&D and manufacturing facility, Iovance Biotherapeutic's HQ and manufacturing facility and three additional facilities under construction or in design. PIDC recently completed its selection of development partners for the Navy Yard's Historic Core and Mustin Districts totaling 109 acres of new development. The selected development team was Ensemble Real Estate Investments and their equity partner Mosaic Development Group, a Philadelphia-based minority-certified commercial real estate development company founded in 2008. The Ensemble/Mosaic team has begun the planning for the development of up to 3 million square feet of new life science projects in the Navy Yard. In March of this year, Ensemble/Mosaic announced a strategic partnership with Oxford Properties to participate in the development of the expanded life sciences campus.

RFQ | Why Here, Why Now?



Building on its history as a place of production and innovation for the U.S. Navy, the Navy Yard today is a growing community where companies and their employees thrive. Dubbed "the coolest shipyard in America" by POLITICO, the Navy Yard is considered the most successful redevelopment of a former military facility in the country, and currently features more than 7.5 million square feet of buildings housing 13,500 employees working at 150 companies. The Navy Yard will support an additional 10 million square feet of commercial and residential development at full buildout.



## The Civic Center Redevelopment

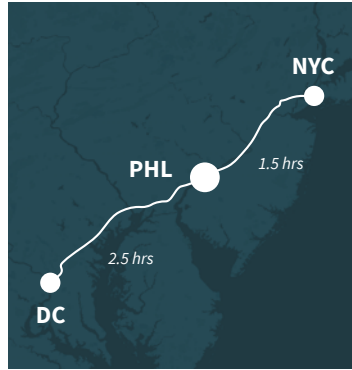
In University City, PIDC partnered with The University of Pennsylvania and The Children’s Hospital of Philadelphia in converting the former Civic Center and Philadelphia General Hospital complex into a 2.75 million square foot state-of-the-art campus of hospitals, healthcare facilities and research centers in one of the world’s leading medical communities.

The partners launched the joint development in 2005 outlining a timeline and development requirements for each institutions’ parcel(s). Two acres of the property was designated for a 1900-car garage on the southern-most end, which was jointly completed by Penn and CHOP. The remaining 17 acres of the Civic Center site were re-divided to create a central parcel owned by CHOP, flanked by two Penn parcels. In the eight years since, Penn and CHOP have completed or started construction of over 2.75 million square feet of medical research, clinical, office, outpatient treatment, parking, and ancillary commercial space on the site. Combined, both institutions have invested over \$2B in their respective facilities on the site. This redevelopment has been home to the transformational institutional research that has resulted in Philadelphia’s emergence as a leading life sciences cluster.

PIDC represented the City of Philadelphia in the planning of reuse for the Civic Center site and in the related negotiations with Penn and CHOP. Twenty years ago, PIDC played a similar role in the redevelopment of the former Philadelphia General Hospital property which is located across Civic Center Boulevard and today is densely developed with healthcare uses.

Lower Schuylkill  
Biotech Campus

RFQ



LSBC holds a strategic location at both the heart of the U.S. Eastern Seaboard and the epicenter of CGT research in Philadelphia. The campus provides convenient access to Center City Philadelphia, University City, the Navy Yard, and the Philadelphia International Airport, while also offering easy highway and mass transit connectivity for people and

products. Unique green amenities that support wellness, and exciting investments and area initiatives are flourishing on and directly around the future campus.

The LSBC can connect products to the region and the world within minutes with proximity to I-76, I-95 and the PHL International Airport, which is currently undergoing a \$1.2 billion air cargo expansion that will position it as a top intermodal hub of the East Coast.

# About the Sites



# University City

University City's world-class medical complex is the heart of Philadelphia's biotech cluster, home to renowned institutions like the University of Pennsylvania and Hospital of the University of Pennsylvania (HUP), Children's Hospital of Philadelphia (CHOP), the Wistar Institute, University of the Sciences, and Drexel University. In addition to both academic institutional research, University City is home to numerous early stage and growing drug development companies.

Temple University and Thomas Jefferson University are additional universities of the cluster with associated health systems in Philadelphia.



# Development Site Perspective



**North Site** is a parcel of approximately 20 acres located directly north of historic Bartram's Garden and borders the Schuylkill River to the east, with the entire site abutting the Schuylkill River Trail. The North Site is directly accessible to University City by trolley and to the region more broadly through direct connection to public transit in University City.

**South Site** is also a parcel of approximately 20 acres that is directly south of Bartram's Garden and is also directly adjacent to the Schuylkill River and the Bartram's Mile segment of the Schuylkill River Trail. The site is punctuated by a new scenic waterfront plaza at 56th Street. Truck access to the site will be via a driveway to 61st St.



# SETTING A NEW GREEN STANDARD

RFQ | About the Sites

**Immediately influenced by the riverfront's natural wildlife, cultivated gardens, and proximity to cutting edge research and innovation, LSBC will set a new standard for the biomanufacturing industry, putting wellness at the heart of good business.**



### **Bartram's Garden**

Bartram's Garden is a premier urban river garden that connects people to their waterways, history, culture, and food. The National Historic Landmark encompasses 45 acres of tidal wetlands, a reclaimed meadow, botanic garden, community farm, and original farm building. Bartram's Garden is recognized regionally, nationally, and internationally as a model for environmental education, urban agriculture and food sovereignty.

### **Bartram Community Boathouse**

The Bartram Dock and Community Boathouse offers seasonal programming, kayaking, row boating, and fishing opportunities that are free and accessible to the public.

### **Bartram's Mile Trail**

Bartram's Mile is a new 1.5 mile segment of the Schuylkill River Trail, punctuated by 56th Street Plaza, increasing access to the riverfront and new recreational opportunities for Philadelphians. Upon completion of the Gray's Ferry Pedestrian Bridge this key trail segment will provide a safe and attractive bicycle route between Center City and the LSBC and allow access to one of America's most comprehensive trail networks, part of more than 750 miles of interconnected trails.



## Capacity/Suitability for CGT

PIDC's site planning for the North and South sites, included as *Appendix B*, determined LSBC can support the development of up to **one million square feet of cell and gene therapy (CGT) manufacturing space**.

These sites are ideal for one to two story biomanufacturing facilities with clear heights necessary to support the infrastructure requirements of a Current Good Manufacturing Practices (cGMP) facility. The shipping and receiving requirements for biomanufacturing facilities can easily be accommodated via existing street access. The anticipated uses comply with site zoning, bringing clean, high tech manufacturing functions to reclaimed former heavy industrial sites.

The LSBC has been preliminarily conceived to accommodate the following development projections at full build-out, though a phased development is anticipated. In total, development at the maximum capacity would represent upwards of \$1B in investment and is expected to provide nearly 4,000 family-sustaining jobs on these sites.

Finally, to adequately prepare Philadelphians, particularly black and brown residents in South and Southwest Philadelphia, for this targeted growth, it is of keen interest to PIDC and other associated partners that place-based workforce training in CGT be located with proximity to these sites.

### Development Capacity Overview

	North Site	South Site	Total
Development Capacity	515,000 SF	460,000 SF	975,000 SF
Job Creation	2,060 jobs	1,840 jobs	3,900 jobs
Investment	\$566M	\$506M	\$1.072B





**Conceptual Utilization** South Site (above) and North Site (below). Credit: Digsau

# Investments, Improvements, & Community Initiatives in the Surrounding Area

Several key efforts are currently underway in the neighborhood immediately surrounding the LSBC.

**Investment in Public Green Spaces** PIDC has donated 20 acres immediately surrounding the LSBC for the creation of public green spaces. These public spaces include the 1.5 mile Bartram's Mile Trail, as well as anticipated new landmarks for the vicinity, including a new Visitor's Center and Boathouse for Bartram's Garden. PIDC continues to work in partnership with the City, Bartram's Garden, the Schuylkill River Development Corporation, and other partners to ensure that these public spaces provides a benefit to the neighborhood and the community.

**Gray's Ferry Pedestrian Bridge** Currently under construction, this new bridge will traverse the Schuylkill River and directly connect the LSBC North Site to the Pennovation Works Campus within a convenient 5-minute walk. This connection will both provide increased recreational access to the Grays Ferry Crescent portion of the Schuylkill River Trail and the broader trail network experience in the region and expand connection to business or employment opportunities within Pennovation, University City, and Center City.

**FloatLab at Bartram's Garden** Designed by international artist and architecture firm Höweler + Yoon, FloatLab will be a one-of-a-kind, state-of-the-art floating classroom and art space, created in partnership with Mural Arts Philadelphia, anticipated to be unveiled in 2023-24. FloatLab's dramatic sloped platform will allow visitors to engage directly with the river at eye level while staying consistently stable even as the tide moves in and out. [Learn more](#)

**Field Station at Bartram's Garden** Field Station repurposes land donated by PIDC at the intersection of 51st Street and Botanic Avenue to establish a new resource for workforce development, climate resilience, river access, and urban environmental research and propagation. [Learn More](#)

**The NESTT** PIDC has also set aside land on the campus of the LSBC for The NESTT, a nature-focused center for early learning and family support led by Woodland Academy, an early childhood education center and afterschool program located nearby. [Learn More](#)





**Blossom at Bartram’s Neighborhood Revitalization Plan** The Philadelphia Housing Authority (PHA) recently led this two-year, grant based community-driven planning process to identify and implement physical neighborhood improvements that are centered around the redevelopment of Bartram Village, a housing community directly adjacent to the LSBC. The final neighborhood plan can be found [here](#).

**Blossom at Bartram Complete Streets Project** After neighbors repeatedly expressed concern about the safety of the corridor, short dumping along curbs, poorly maintained sidewalks, and inadequate lighting, PIDC began supporting the Southeastern Pennsylvania Transportation Authority (SEPTA) and the City of Philadelphia in conducting a complete streets study. The study, under way since 2021, is reviewing the existing state of Grays Avenue, Lindbergh Boulevard, 49th, 51st, and 56th Streets; assessing access and use by all modes of transportation, including pedestrian, car, freight, bicycle, bus, and trolley; and incorporating community feedback to create a safer, healthier, more livable corridor for all transit modes. The current phase of the study is scheduled to be completed by the end of 2022.

**Trolley Modernization Project** SEPTA and the Delaware Valley Regional Planning Commission (DRVPC)’s Trolley Modernization Project will significantly impact Kingsessing’s Lindbergh Boulevard corridor and public transit experience at LSBC. Elements of the redesign include procurement of a new state-of-the-art fleet, more efficient station spacing plans, reimagined trolley stations with raised platforms and increased accessibility, and safety and convenience measures for passengers. [Learn More](#)

RFQ | About the Sites



# Accessibility

## Local Access

Current access to the North Site is provided at 51st Street via Grays Avenue. The site is bounded by 51st Street to the south, the Schuylkill River Trail to the east, and a railway to the west, and the Gray's Ferry Ave bridge to the north.

The Schuylkill River and Bartram's Mile run alongside the eastern side of the property. A pedestrian and bike bridge currently under construction will soon connect Bartram's Mile to the rest of the Schuylkill River Trail. Once completed, this trail will be a part of one of America's most comprehensive trail networks with more than 750 miles of interconnected trails. North Site will be tied intimately to this outstanding trail network, offering employees the opportunity to commute to and from the site by walking or biking.

Current access to the South Site is provided at 56th Street via Lindbergh Boulevard. A second access to the South Site is proposed via a new connection to 61st Street.

## Public Transportation

Both sites sit at the nexus of convenient mass transit and bicycle trails. The SEPTA Route 36 trolley and local bus routes stop along Lindbergh Blvd connect both sites to local neighborhoods, University City, and Center City. Bartram's Mile Trail offers unprecedented bicycle access to both sites from Center City.

The neighborhood is very well-served by transit—both by regional rail and local trolley lines, as well as an extensive bus network. The 36, 11, and 13 SEPTA Trolley lines run along the neighborhood's major commercial corridors, connecting residents to nearby University City and Center City within minutes. A SEPTA Regional Rail stop at 49th and Chester Avenues along the Media/Elwyn Line enables employees and residents to reach a wide array of destinations throughout the region.

- Road Access
- Schuylkill River Trail
  - Planned addition
- Bus Stops
- Trolley Stops
- ▨ Boat Access
- ▨ Proposed Boat Access



## Solicitation Structure

This RFQ is the first stage of a two-part solicitation process. Responses to this RFQ should focus on the items enumerated below. Detailed descriptions of the project team consultants will not be reviewed at this stage and should be saved for the RFP submission, if applicable.

### Stage 1 – Request for Qualifications (RFQ)

- **Submissions:** Qualifications are due.
- **Interviews:** Selected respondents will be asked to interview with PIDC.
- **Shortlist:** PIDC will short-list respondents according to the evaluation criteria contained below.

### Stage 2 - Request for Proposal (RFP)

- **RFP Release:** PIDC will ask shortlisted respondents to respond to a request for proposal, which is likely to require additional materials such as a conceptual development concept and plan, preliminary development schedule, a pro forma, and a financing plan. The shortlisted respondents will be provided with a list of all required documents and the timeline for submission.
- **Selection:** PIDC will negotiate the development agreement with a selected respondent. The development agreement will provide exclusive development rights to a defined geography and/or product type within the Lower Schuylkill Innovation District and reflect specific land uses.

### SCHEDULE FOR RFQ

Release RFQ	6/14
Site Tours (voluntary)	Weeks of 6/27 and 7/11
Virtual Q&A Session	7/20
Questions from respondents due	7/29
Answers from PIDC posted	8/16
<b>Qualifications submissions due</b> (electronic submissions only)	<b>9/23</b>

*PIDC reserves the right to make changes to this schedule at any time at its sole discretion.*

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## Questions from Respondents

A Virtual Q&A session will be hosted on Wednesday, July 20th, 2022. Questions from respondents regarding this RFQ must be submitted in writing via email to

**[RFQ@lowerschuykillbio.com](mailto:RFQ@lowerschuykillbio.com)**

by Friday, July 29th, 2022 at 5:30 pm EST.

Questions will be answered in batches ending Tuesday, August 16th, 2022. The answers will be forwarded via email to all parties who registered to download the RFQ.

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## Qualifications Submission

### **Submission Deadline**

Submissions to this RFQ must be submitted electronically via email on or before

**4:00 pm EST on Friday, September 23, 2022.**

NO SUBMISSIONS WILL BE ACCEPTED AFTER THE TIME AND DATE SPECIFIED ABOVE.

### **Modifications**

Prior to the deadline, a respondent may correct, modify, or withdraw the submission. A respondent who wishes to withdraw a submission must make the request in writing to **[RFQ@lowerschuykillbio.com](mailto:RFQ@lowerschuykillbio.com)** before the deadline. Any correction or modification must also be submitted in writing to the same address before the deadline.



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# Evaluation

*PIDC will use the following criteria (not in order of priority) in evaluating each submission:*

- Qualifications, skills, and applicable experience of the equity ownership principals and the lead design firm.
- Experience working in similar settings with comparable scale, quality, and phasing, as well as with public sector partners.
- Demonstrated commitment to diversity in equity ownership for the LSBC. Evidence of diversity of the design, construction and operations stages of development will be evaluated as part of the RFP process after a short-list of developers has been established.
- Demonstration of financial capacity to complete projects of a similar size and scope.
- Strength of project concept and financial references.

# RFQ Structure and Format

The RFQ submissions should include the information below and conform to the content and format requirements. Failure to provide all the requested information in the requested format may result in PIDC determining that the submission is non-responsive to the requirements of the RFQ.

Each submission should be complete. The information submitted should include all information specifically requested by this RFQ, and any information not requested by this RFQ, but which may have a bearing on PIDC's evaluation.

All submissions should be referenced and organized as set forth below.

Section	Task	Page Limit
1	Cover Letter	1
2	Table of Contents	1
3	Narrative Response	1 per prompt
4	Development Team Information	3
5	Past Performance	10
6	Financial Qualifications	1
7	Experience and Strategy to Achieve Diversity	1
8	Defaults, Bankruptcy, and Criminal Background	1
9	Conflicts of Interest	1
10	Non-Indebtedness	1
11	Right to Know	1

Respondents should write in a concise manner and select qualifications that are relevant. Respondents may provide links to websites if they believe the page limitation cannot adequately show their expertise, however, PIDC does not guarantee that the websites will be reviewed.



## **Section 1: Cover Letter**

## **Section 2: Table of Contents**

## **Section 3: Narrative Response**

Open-ended responses to the following prompts:

1. Describe your overall development strategy, including how you would market space and recruit users.
2. Describe your relevant experience (leaving specific project details to the Past Performance section that follows).
3. Clearly describe the diversity of your equity ownership group. Also describe the approach you will take to achieve diverse and inclusive participation including minority, women, and disabled-owned businesses) in the design, construction and operations stages should your team be short-listed to receive the RFP.
4. PIDC seeks a partner who is committed to high-quality development that seamlessly integrates into and enhances existing and proposed public spaces. Please describe your team's experience integrating developments into existing public spaces.
5. PIDC is seeking a partner with whom to jointly create and then execute on a master plan for the LSBC. Describe your master planning experience, including any instances in which you collaborated with a public entity. Indicate whether such master plans identified opportunities for increasing the marketability and competitive positioning of the project and describe how.
6. PIDC seeks partners who will work in collaboration with community on a variety of topics, including streetscape & gateway improvements, workforce development, and improved access to the Schuylkill Riverfront and the Schuylkill River Trail. Please describe your experience with community engagement, and with working in collaboration with community members on previous development projects.

## **Section 4: Development Team Information**

- *Respondent Information*

This section should introduce the respondent, including the organizational structure, firm history, key leadership, address(es) of headquarters, and any local offices within the market. Describe any joint venture, partnership or other organizational structure, if any, which may have been developed in order to respond to this RFQ. Indicate the prime proposer entity and any secondary proposers that comprise the respondent. In addition to the development entity, please include the lead design firm for the proposed project.

PIDC and its agents intend to conduct financial and reputational background checks on respondents and service providers responding to this RFQ. Willingness to provide a release for these background checks is a prerequisite to be eligible for engagement by PIDC.

- *Organizational Chart*

Provide an organizational chart of the firm or consortium of firms making the proposal, including all partners and the principals of the lead design firm identified. The chart should describe the organizational structure indicating how the team will be managed and who holds key decision-making ability. Include the following information:

- The date the firm was established.
- Whether the firm is MBE or WBE certified.
- Description of the firm in terms of physical location, number and roles of staff, and racial and gender diversity of firm leadership and staff.
- Summary of the firm's diversity, equity, and inclusion initiatives and key results.
- Each position within the project organization and the role and responsibilities of the individuals.
- The individual team member/position within the organization that will be assigned to the project for the entire duration of the project.

- *Project Staff*

Summarize the qualifications of key real estate development staff that will be dedicated to this project, as well as a description of their role on this project and relevant experience. Aside from information on the lead design firm proposed, do not submit information on external consultants, attorneys, or planners.

The development entity may not limit a member of its team (either minority equity participant or consultant) to exclusively participate on a single team. As some of these firms may be minority or women owned, PIDC seeks to avoid limiting their opportunity to participate in this development.

Development teams who are found to have required such exclusive participation as a condition for participation in their development team will be disqualified from this solicitation process.

## Section 5: Past Performance

In this section, the respondent should demonstrate expertise, financial capacity, and experience in the development of relevant projects consistent with your proposed uses. Respondents should also demonstrate relevant experience in partnering with public entities.

Provide illustrative materials on three (3) projects of comparable scope initiated or completed over the past 10 years by the equity ownership members and the lead design team.

**For each of the three past performance projects, include the following information, at a minimum:**

- Name, address, location of project.
- Development team members including lead developer, project architect, general contractor, lender(s), and equity provider(s).
- A reference (name, company, title, telephone number, and email address) and statement authorizing PIDC or its agents to contact the reference to respond to inquiries regarding the design, financing and development of the project.
- Development scope
  - Land area (square feet)
  - Square footage of buildings (broken down by product type)
  - Parking spaces and orientation (above-grade structured, surface, below grade)
  - Construction type (high rise, mid-rise, low rise)
  - Development costs (excluding land costs)

- Photographs and project renderings.
- The sources and amounts of project funding.
- Project timeline from initial planning to land acquisition to construction completion and lease up / sale as well as current project status.
- Challenges associated with the project.
- Describe the proposed team's experience incorporating environmentally sustainable practices and construction strategies into projects of similar scale and complexity with minimal impact to the budget.
- Any environmental remediation or environmental conditions encountered and dealt with in the project.
- Any experience with on-campus training facilities and if so, designing or partnering to design curriculum for particular workforce partners.
- A statement of how the project compares to the Lower Schuylkill Innovation District.

**If the project was a public-private partnership, provide the following information:**

- Whether the project was in response to an open solicitation.
- Total consideration to the government including but not limited to:
  - Land value (initial proposal and final negotiated agreement): amount, methodology for establishing amount (if applicable), timing of payments.
  - Other public benefits: list and identify the cost of each (i.e. public parking, public facilities, etc.)
- If the project received public financial assistance, provide the following information:
  - Form and structure of public financial assistance (i.e. tax-exempt bonds, below market debt, guarantees and other types of credit enhancement, grants, tax increment financing, payments in lieu of taxes, etc.)
  - Amount of assistance / subsidy.
  - Timing of assistance –when were the funds contributed (as applicable).
  - Initial proposed amount, timing, and terms.
  - Final negotiated amount, timing, and terms.
- Satisfaction of public entity partner (where applicable, demonstrate through past performance review).

Depending upon the nature and proximity, PIDC representatives or its agents may decide to visit the referenced projects. PIDC also reserves the right to contact any other representative or professional with whom the respondent has recently conducted business in order to seek feedback on the respondent's performance.

## Section 6: Financial Qualifications

The respondent's financial information will be kept confidential to the extent permitted by law except as may be required to defend PIDC against any legal action pertaining to this RFQ or arising out of or related to the subject agreement.

### A. Historical Financials

The respondent shall submit its last three (3) annual CPA-prepared financial statements (balance sheet, profit/loss statement, cash-flow statement), including all contingent liabilities. The respondent is encouraged to mark financial information "Proprietary and confidential" on each applicable page of the submission. In the event the respondent does not prepare audited financial statements, a review letter from the respondent's tax preparer is acceptable.

### B. Financial References

Statements regarding the respondent's financial creditworthiness and past development experience which can be verified, including the contact name, title, organization, telephone, and email address of at least three (3) commercial or institutional credit references and a statement authorizing PIDC or its agent to contact each credit reference to respond to inquiries.

## Section 7: Experience & Strategy to Achieve Diversity

Respondents should describe their approach to achieving diverse and inclusive participation (including certified minority, women, and disabled-owned businesses). The respondent should expand upon that response, detailing:

Percentage of total project ownership that will be MWDBE-controlled.

Certified MWDBEs that will be part of the development team and their proposed role.

Proposed commitment for inclusion of MWDBE participation on the overall development program, as well as individual projects – this should be presented as an aggregate percentage, as well as broken down by MBE, WBE, and DSBE.

Provide specific examples of similar projects where the development team achieved inclusion goals. If the development team has successfully incorporated local hiring, workforce training, or other programs to connect local residents and/or small businesses with employment and other opportunities related to a similar development initiative, please provide a summary of the efforts and outcomes. Although there are no specific goals for MWDBEs in response to this RFQ, PIDC will work with the City's Office of Economic Opportunity will develop specific goals for the RFP. In response to those goals, pre-qualified developers who are selected through this RFQ process will be required to submit an economic opportunity plan for cooperation with, and utilization of, certified Minority, Women and Disabled Business Enterprises in the ownership, design, construction, and operation phases of the project. The selected developer will be encouraged to pursue the highest levels of MWDBE attainment. A copy of the economic opportunity plan ("EOP") will become an exhibit to the agreement of sale.

## **Section 8: Litigation, Defaults, Bankruptcy and Criminal Background**

List all current litigation, outstanding judgments and liens, and pending disciplinary proceedings, if any, against the firm or any member of the development team. Also include current or past litigation, if any, involving the firm and PIDC or any affiliated entity.

Provide a list of any projects on which any member of the development team or a parent company has defaulted or declared bankruptcy, and an explanation of each default or bankruptcy.

Provide detailed information regarding any criminal indictments or felony convictions of any principal, officer, director, partner, member, manager, or equivalent of any person or entity constituting a member of the development team.

## **Section 9: Conflicts of Interest**

It is in the best interest of PIDC to select a qualified respondent with no actual or perceived conflicts of interests. Respondents are required to disclose any potential conflicts:

1. List all former, existing, or pending contractual relationships with PIDC or any of its affiliated entities, including PAID.
2. List all clients whose continued representation might be perceived to create a conflict of interest with the respondent's engagement by PIDC and describe how the respondent would propose addressing any such conflict of interest.
3. List all employees and/or principals who are members of, or sit on, any board or committee of PIDC or any of its affiliated entities, including PAID.
4. List all professional, financial, or personal interests that create or could create the perception of a conflict of interest in connection with this engagement.

Please note that PIDC reserves the right to make the sole determination as to whether any conflicts or appearances of conflicts are present.

## **Section 10: Certificate of Non-Indebtedness**

Certificate of Non-Indebtedness – All responses submitted to this RFQ must contain a fully executed Certificate of Non-Indebtedness to the City of Philadelphia, PIDC, and PAID. A copy of this Certificate is attached as **Appendix C** to this RFQ. Each firm or individual that is a member of the development entity must member complete the Certificate of Non-Indebtedness. Submissions which do not contain this Certificate, or which fail to provide Certificates for each member of the development entity, may be disqualified at the sole discretion of PIDC.

## **Section 11: Right-To-Know**

Responses to this RFQ, subsequent RFP, and any other documents submitted or executed by the selected developer may be subject to Pennsylvania's Right to Know Law ("RTKL"). Any "confidential proprietary information" (as defined under the RTKL) delivered to PIDC must be marked as such and must be listed in the letter attached to this RFP as **Appendix D**.

Lower Schuylkill  
Biotech Campus

**RFQ**

## Contact Information

All correspondence regarding this RFQ must be directed only in writing via email to

**[RFQ@lowerschuykillbio.com](mailto:RFQ@lowerschuykillbio.com)**

Include ***“Lower Schuylkill Bio - Question”*** in the subject line. Improperly addressed emails may not receive proper and timely attention. No phone calls, please.

## Confidentiality

Respondents and any of the respondent’s agents or consultants may not make any public announcements, statements to the media, interviews, or news releases regarding this RFQ, the respondent’s submission, or any subsequent award or agreement without the prior written approval of PIDC. PIDC reserves the right, in its sole discretion, to disqualify firms that violate this requirement.

PIDC will protect the confidentiality of these submissions throughout the selection process and to the extent the law permits following the selection of partners. If the respondent believes that any particular information in the submission should be kept confidential, respondent should specifically indicate by marking any such information **“Proprietary and confidential”** on each applicable page of the submission. PIDC welcomes respondents to submit their historical financial statements separately. PIDC will review these separately and return them to the respondent or destroy them following review.

## Legal Notice

This Request for Qualifications (“RFQ”) is distributed and managed by the Philadelphia Industrial Development Corporation (“PIDC”) on behalf of the Philadelphia Authority for Industrial Development (“PAID”). This RFQ invites respondents to respond and submit expressions of interest for the development of the Lower Schuylkill Biotech Campus totaling approximately 40 acres in Southwest Philadelphia, Pennsylvania (“Property”).

The information in this RFQ is provided for background purposes only. While every effort has been made to ensure the accuracy of the information contained in this RFQ, it is not, and shall not be construed to be or constitute, a representation, warranty or guaranty by PIDC or PAID regarding the content, completeness, or accuracy of such information, or the qualifications or expertise of the individual(s) or firm(s) providing or preparing such information.

This RFQ is not a legally binding document, but an invitation to submit expressions of interest on the terms and conditions described in this RFQ. In no event shall PIDC or PAID be responsible for any costs, expenses or fees incurred by, or on behalf, of the respondent in connection with this RFQ. The respondent shall be solely responsible for all such costs, expenses and fees. Neither PIDC nor PAID will pay any fees or commissions to parties acting as agents, brokers, consultants, or contractors as part of this transaction. Payments to any agents or brokers will be the responsibility of the respondent.

Acting on behalf of PAID, PIDC reserves the right, at any time, to modify the schedule and scope of this solicitation process, to terminate the RFQ process, and to reject or not consider all or any part of any submission to this RFQ for any reason or no reason. Further, after review of the submissions, PIDC reserves the right to request additional or clarifying information from any or all of the parties that respond to this RFQ.

# Appendices

Lower Schuylkill  
Biotech Campus

RFQ

## A. Site Analysis Study

PIDC has conducted a comprehensive pre-development site analysis for the sites associated with Lower Schuylkill Biotech Campus in partnership with Kimley-Horn. The existing site characteristics were analyzed from a host of perspectives, including: zoning review, environmental conditions, acoustical and seismic, elevation and floodplain consideration, geotechnical conditions, utility infrastructure, and access. Further, the ability to support the conceptual development program was analyzed as it relates to such factors as access, public infrastructure and utilities, stormwater management, and potential funding sources.

*Full findings available to review: [lowerschuykillbio.com/appendices](https://lowerschuykillbio.com/appendices)*

## B. Concept Planning Report

PIDC has conducted a comprehensive concept planning report in partnership with Digsau.

*Full findings available to review: [lowerschuykillbio.com/appendices](https://lowerschuykillbio.com/appendices)*

## C. Certificate of Non-Indebtedness

To be completed by all respondents. Refer to RFQ Submission Requirements Section 10, page 37 for instructions.

*Form follows. Also available at: [lowerschuykillbio.com/appendices](https://lowerschuykillbio.com/appendices)*

## D. Right to Know Request Letter

To be completed under respondent's letterhead. Refer to RFQ Submission Requirements Section 11, page 37 for instructions.

*Form follows. Also available at: [lowerschuykillbio.com/appendices](https://lowerschuykillbio.com/appendices)*



# Certificate of Non-Indebtedness

**CERTIFICATE OF NON-INDEBTEDNESS TO THE CITY OF PHILADELPHIA,  
THE PHILADELPHIA AUTHORITY FOR INDUSTRIAL DEVELOPMENT  
&  
THE PHILADELPHIA INDUSTRIAL DEVELOPMENT CORPORATION**

The individual or firm listed below hereby certifies and represents to the City of Philadelphia, the Philadelphia Authority for Industrial Development (PAID) and the Philadelphia Industrial Development Corporation (PIDC), that the individual(s) or firm(s) or the firm's principal(s), parent company(ies) and subsidiary(ies) are not currently indebted to the City, PAID or PIDC, nor will be indebted to the City, PAID or PIDC, for or on account of any delinquent taxes (including, but not limited to, taxes collected by the City on behalf of the School District of Philadelphia), liens, judgments, fees or other debts for which no written agreement or payment plan satisfactory to the City, PAID or PIDC has been established. In addition to any other rights or remedies available at law or in equity, individual(s) or firm(s) acknowledges that any breach of or failure to conform to this certification may, at the option and direction of the City, PAID or PIDC result in disqualification from further transactions with or financial assistance from the City, PAID or PIDC.

\_\_\_\_\_  
Name of Individual or Development Firm

By: \_\_\_\_\_  
Authorized Signatory

Title: \_\_\_\_\_  
President or Vice President

\_\_\_\_\_  
Print Name

Attest: \_\_\_\_\_  
Secretary or Treasurer

\_\_\_\_\_  
Print Name

# Right to Know Request Letter

[ON RESPONDENT'S LETTERHEAD]

[DATE]

**Philadelphia Industrial Development Corporation**

Suite 3500 – Centre Square West  
1500 Market Street  
Philadelphia, PA 19102

**Re: Confidential Information and Trade Secrets**

Ladies and Gentlemen:

In connection with the response to the Request for Qualifications issued on June 14, 2022 by the Philadelphia Industrial Development Corporation (PIDC) for the Lower Schuylkill Biotech Campus, we are submitting the following information on behalf of [insert name of company whose information is being provided] ("Respondent"), which constitute "confidential proprietary information" and/or "trade secrets" as those terms are defined in the Pennsylvania Right-to-Know Law enacted February 14, 2008, or other applicable law. As a result, should any request be received by an "agency" subject to the Right-to-Know Law, which would otherwise require disclosure of the information described below, we respectfully request that disclosure be denied on the basis of the status of the information as "confidential proprietary information" and/or "trade secrets."

The information falling within the protected categories is as follows:

1. [List specific financial statements whether annual or interim, each as a separate numbered item];
2. [List any specific proprietary information or trade secrets, e.g. business plans, marketing plans, technical information regarding inventions or know-how, etc.].

Furthermore, should you receive a request for information under the Right-to-Know Law regarding the Respondent, we request that you promptly notify us of such request so that we may consider such further action as we deem necessary to protect our confidential proprietary information and trade secrets.

Sincerely yours,

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