



INDUSTRY BREAKFAST & INNOVATION SHOWCASE

Urban Laboratories and
Cell and Gene Therapies

April 2, 2025

WELCOME REMARKS



NANCY J KELLEY

Nancy J Kelley + Associates
Builds Bio+



NANCY J KELLEY
+ ASSOCIATES



TOM PIOMBINO

IPS
Integrated Project Services



THANK YOU TO OUR SPONSORS



THANK YOU TO OUR FOUNDING MEMBERS



NANCY J KELLEY
+ ASSOCIATES



THANK YOU TO OUR PHILLY FOUNDING MEMBERS



THANK YOU TO OUR LONDON/UK FOUNDING MEMBERS

AECOM



MACFARLANES



PLP/ARCHITECTURE

Precis Advisory



Life Sciences
Innovation District



THANK YOU TO OUR SIGNATURE MEMBERS



THANK YOU TO OUR CORPORATE MEMBERS



THANK YOU TO OUR INCUBATORS/ ACCELERATORS



THANK YOU TO OUR PROGRAM PARTNERS



KEYNOTE SPEAKERS



MATT GLATFELTER
Spirovant Sciences, Inc.
Senior Director
R&D



LOUIS KASSA
**Hepatitis B Foundation/
Blumberg Institute/
Pennsylvania
Biotechnology Center**
Chief Executive Officer



SCOTT METZNER
**The Janus
Property Company**
Founder and
President



CHRISTOPHER HALL
**Integrated Project
Services - IPS**
Director,
Process Architecture



NANCY J KELLEY
**Nancy J Kelley +
Associates**
President & CEO
Builds Bio+
Founding Member and
Steering Committee



THOMAS PIOMBINO
**Integrated Project
Services - IPS**
Managing Director,
Americas



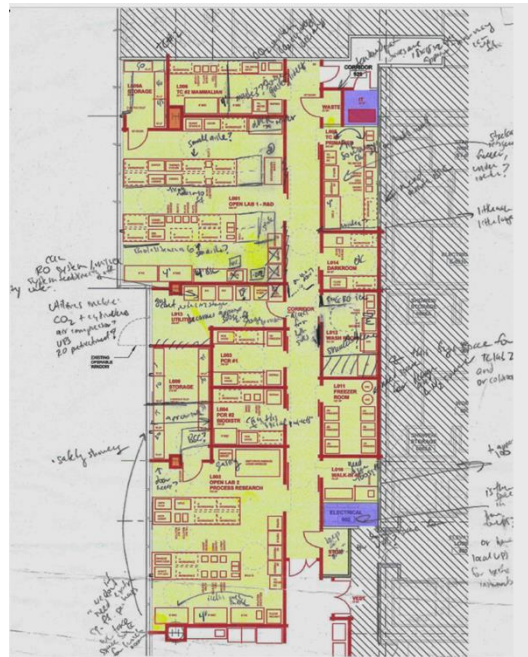
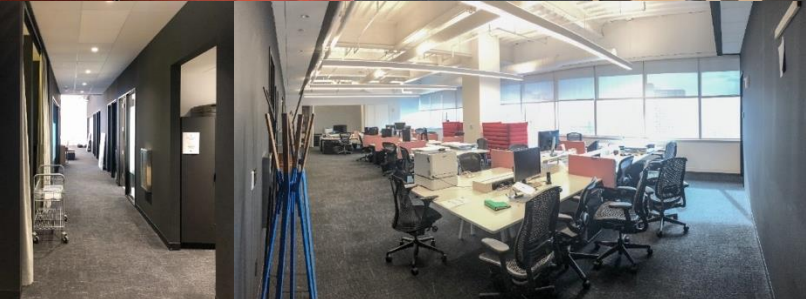
Gene Therapy Research Laboratory Design Considerations for High-Rise Buildings

April 2, 2025

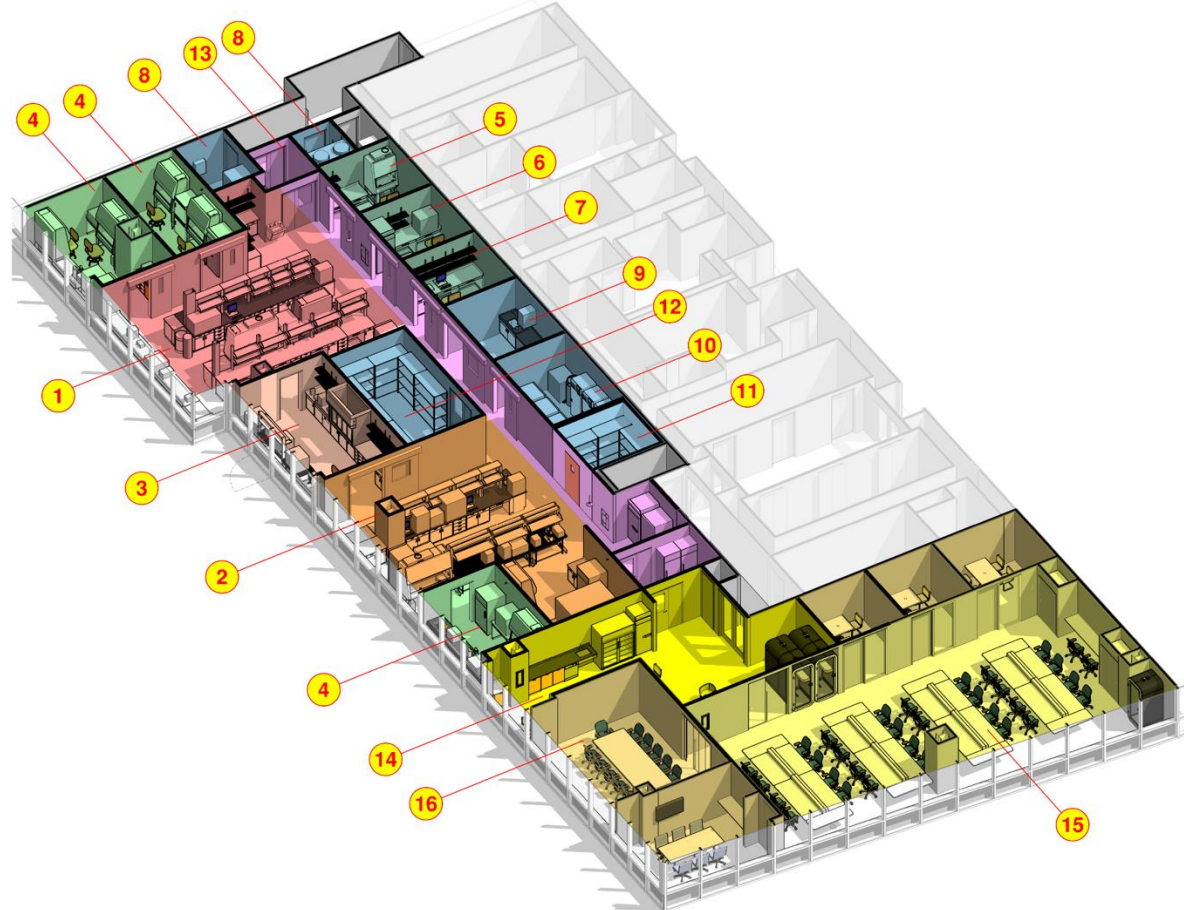


Site Selection Priorities



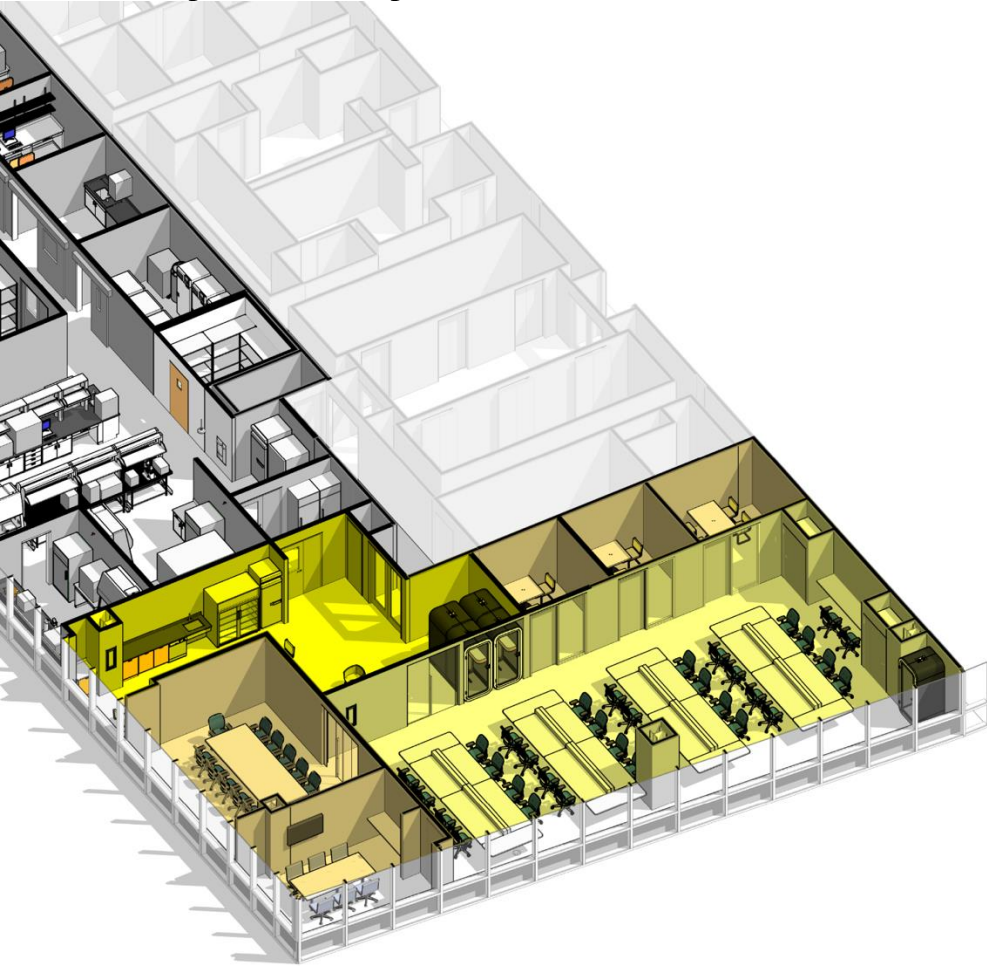


Overall Layout



- OPEN LABS**
 - 1** R&D
 - 2** PROCESS DEVELOPMENT
 - 3** CENTRAL LAB
- SUPPORT LABS**
 - 4** TISSUE CULTURE
 - 5** SPECIAL PROJECTS
 - 6** PCR PREP
 - 7** DARK ROOM
- INFRASTRUCTURE/OPS**
 - 8** UTILITIES
 - 9** WATER ROOM
 - 10** FREEZER ROOM
 - 11** WALK-IN COLD ROOM
 - 12** STORAGE
- CIRCULATION**
 - 13** CIRCULATION
- OFFICES**
 - 14** ENTRANCE LOBBY
 - 15** OPEN OFFICE
 - 16** CONFERENCE

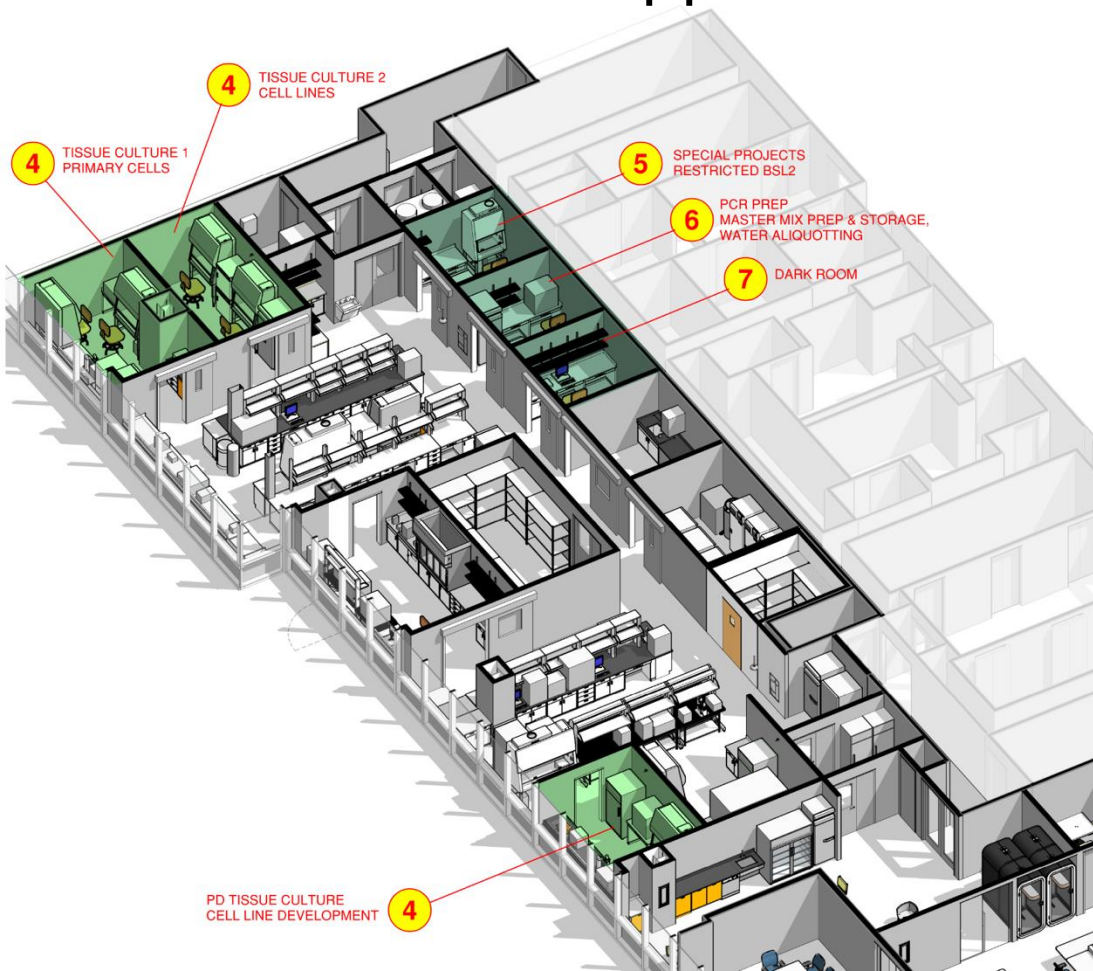
Entry Lobby and Conference



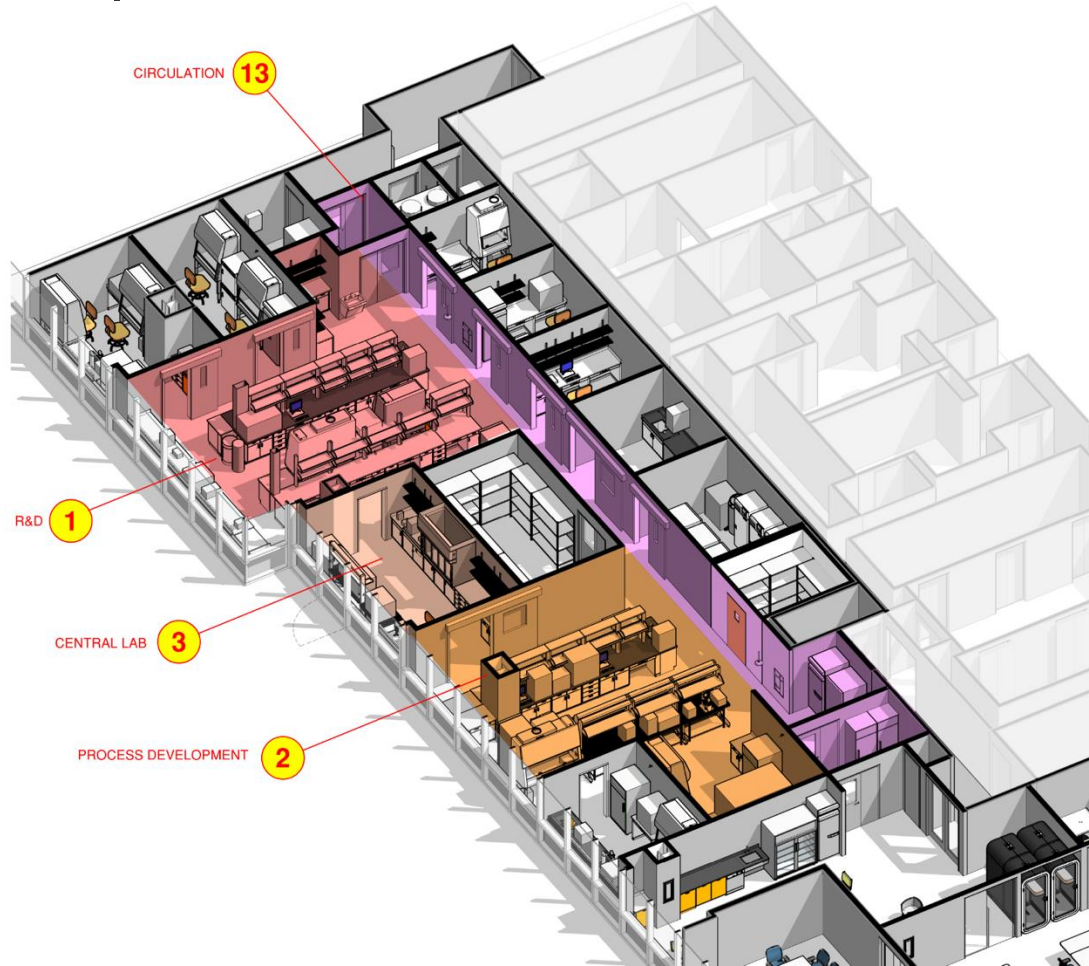
Open Office and Huddle Rooms



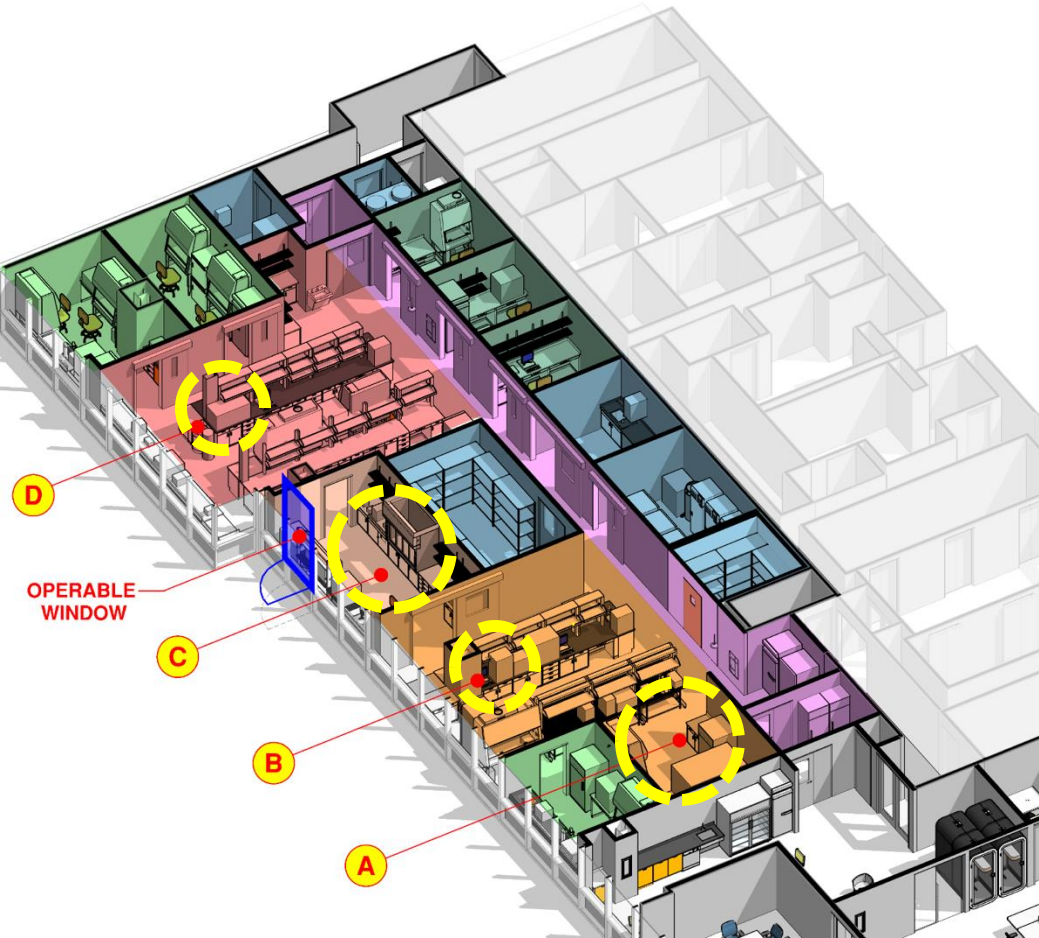
Tissue Culture & Support Labs



Open & Shared Labs



Workflow: AAV Production and Analysis



A VECTOR PRODUCTION



B CHROMATOGRAPHY

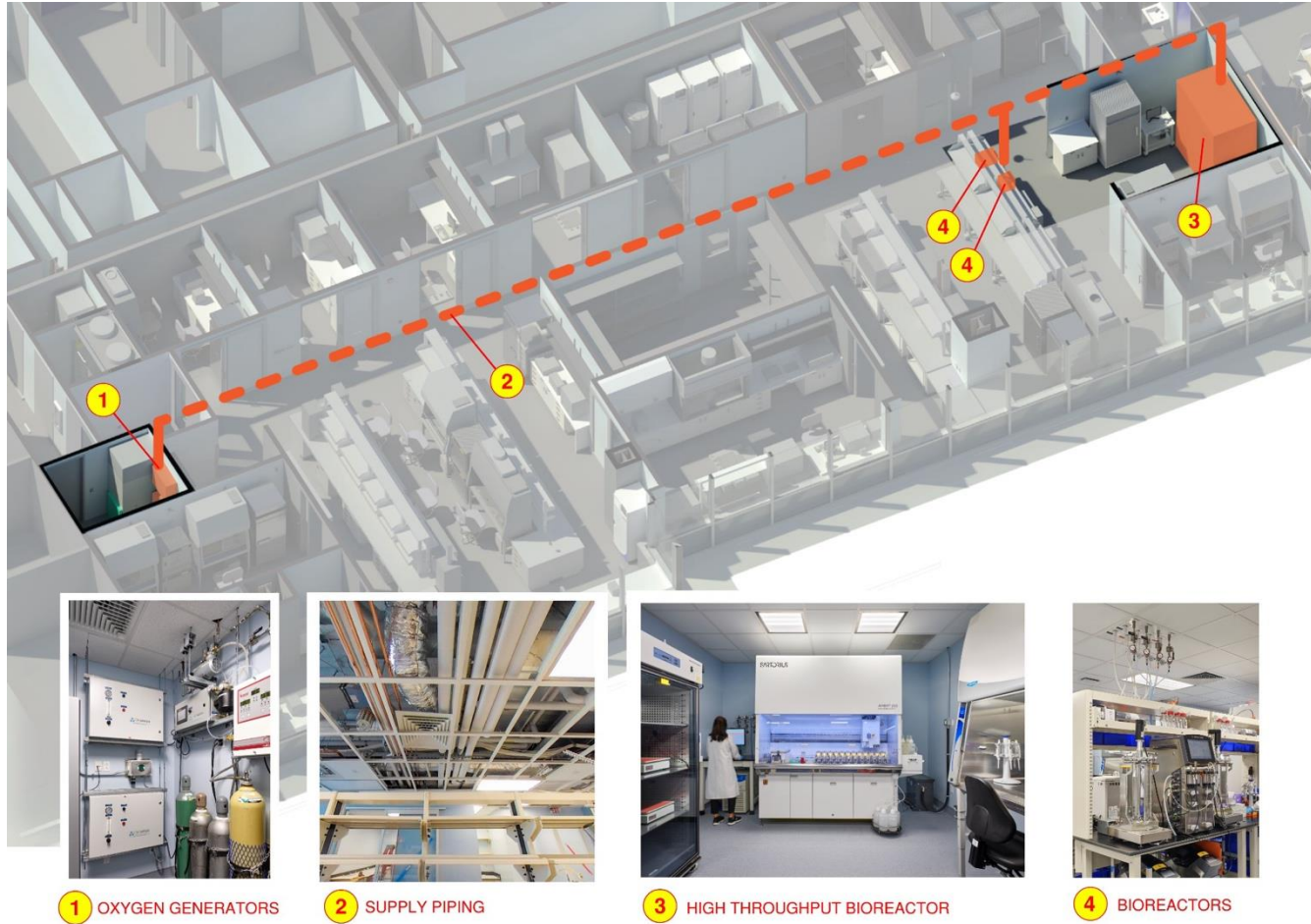


C TITERING

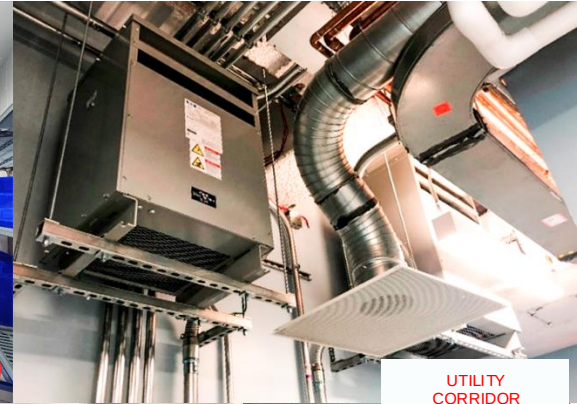
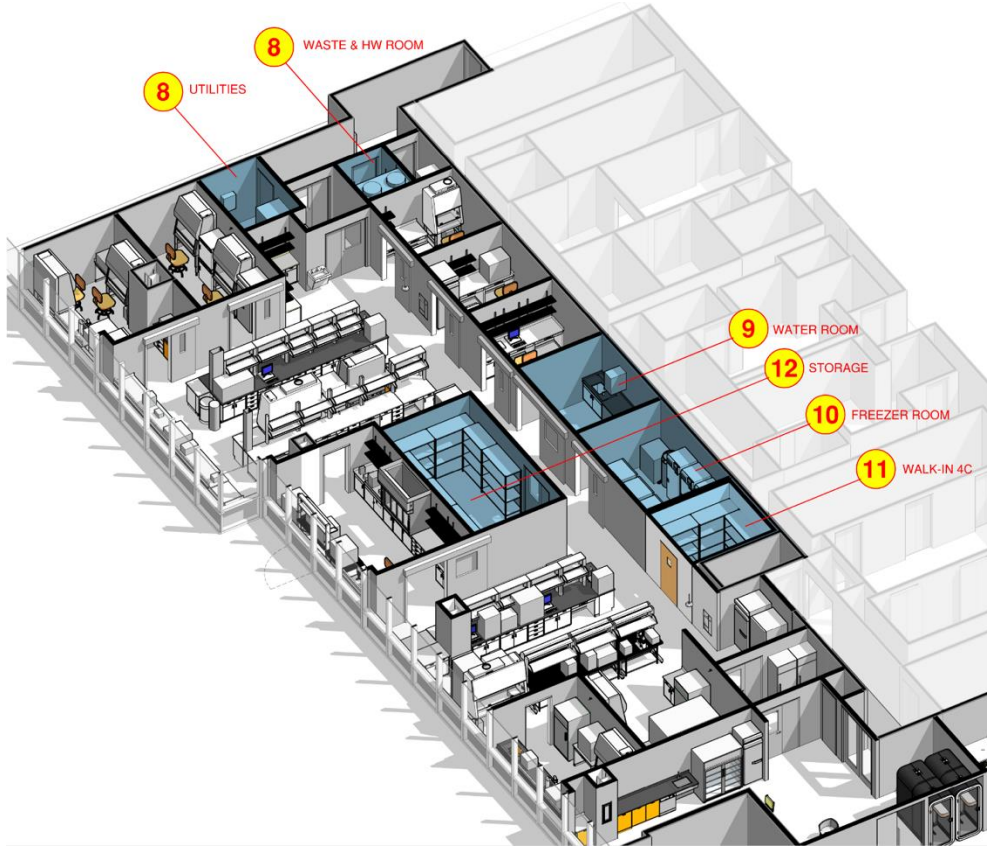


D TRANSGENE ACTIVITY ANALYSIS

High Throughput Bioreactors



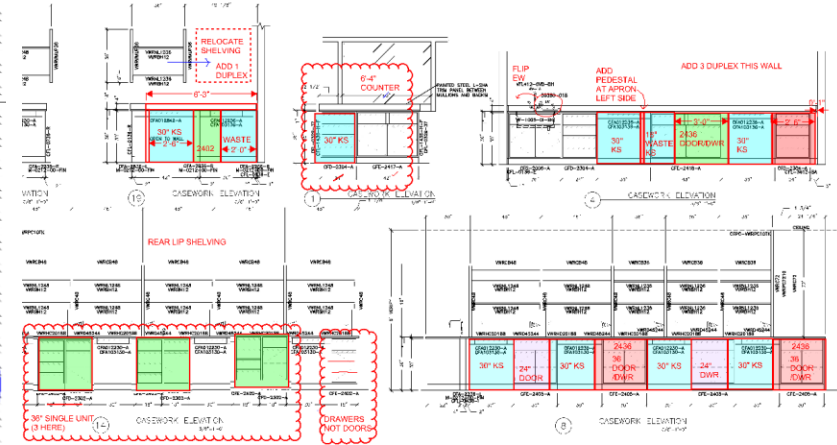
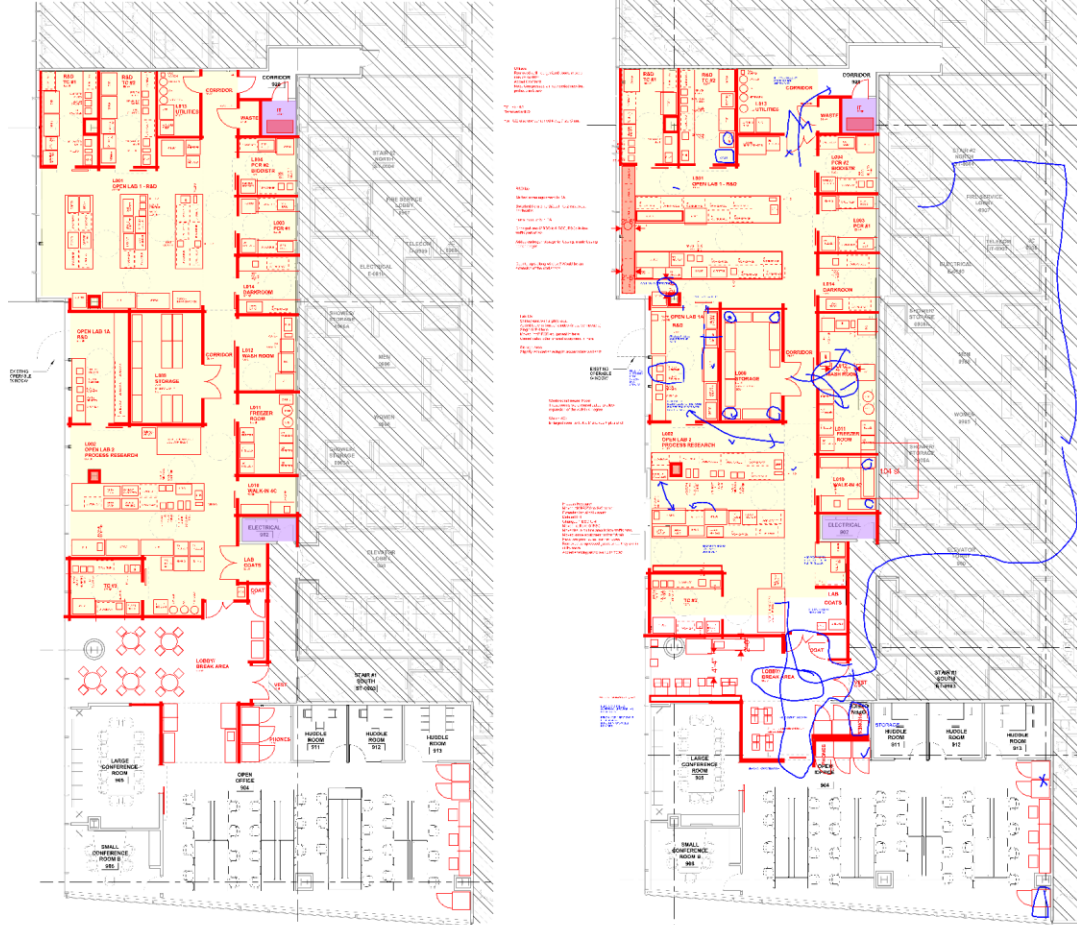
Infrastructure



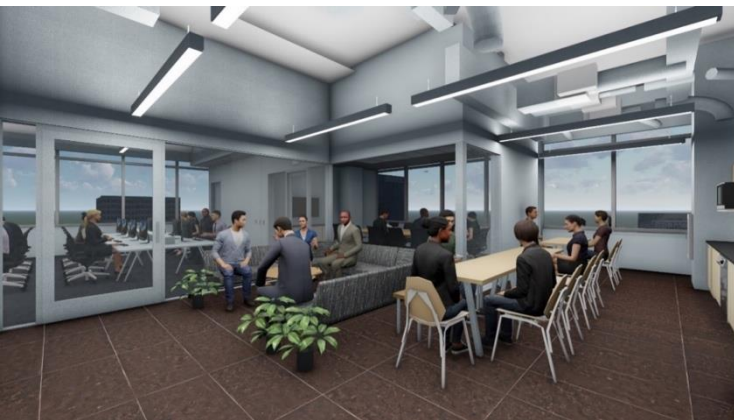
Infrastructure



Design & Construction Coordination Strategies



Design & Construction Coordination Strategies



1 LOBBY



1 LOBBY



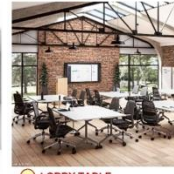
1 LARGE CONFERENCE



1 OPEN OFFICE



1 OPEN OFFICE



1 LOBBY TABLE



1 LOBBY BENCH



1 LOBBY COUCH



1 SMALL TABLE



1 HUDDLE CHAIR



LAB FLOORS - MIPOLAM 'MIXBLUE'



1 LOBBY CASEWORK 1



1 LOBBY CASEWORK 2



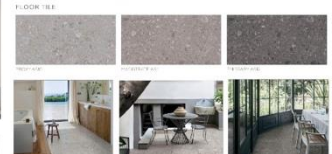
1 LOBBY CASEWORK 3



PAINT



1 TELEPHONE BOOTH



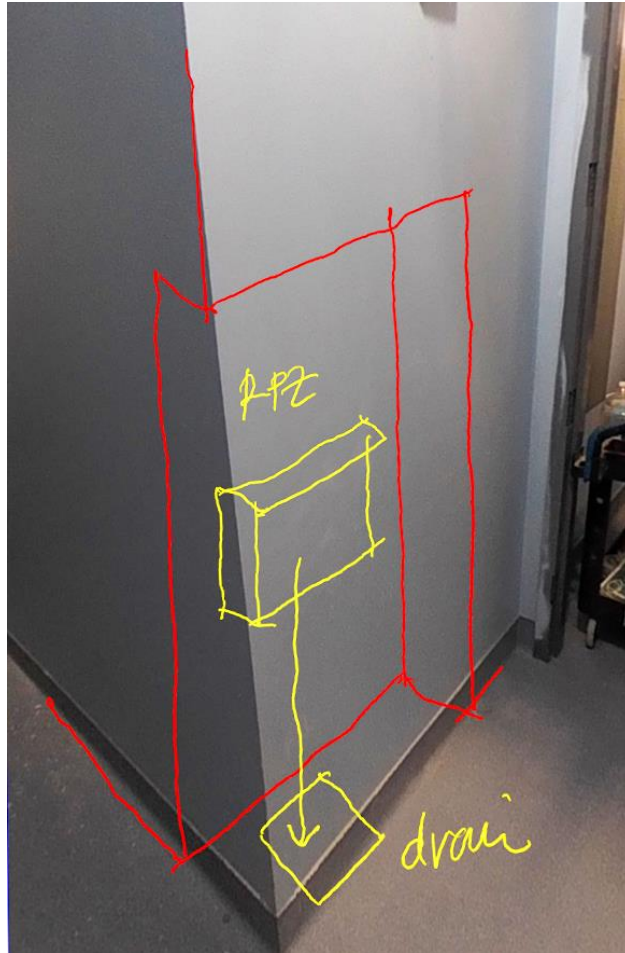
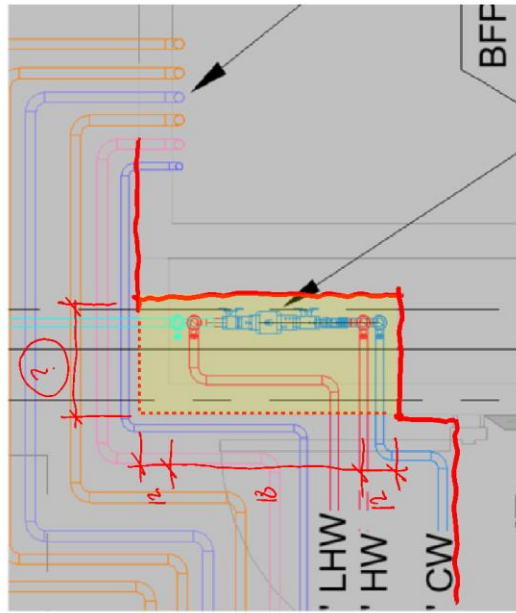
1 LOBBY FLOOR 1 - 'ASSEMBLE' PORCELAIN TILE



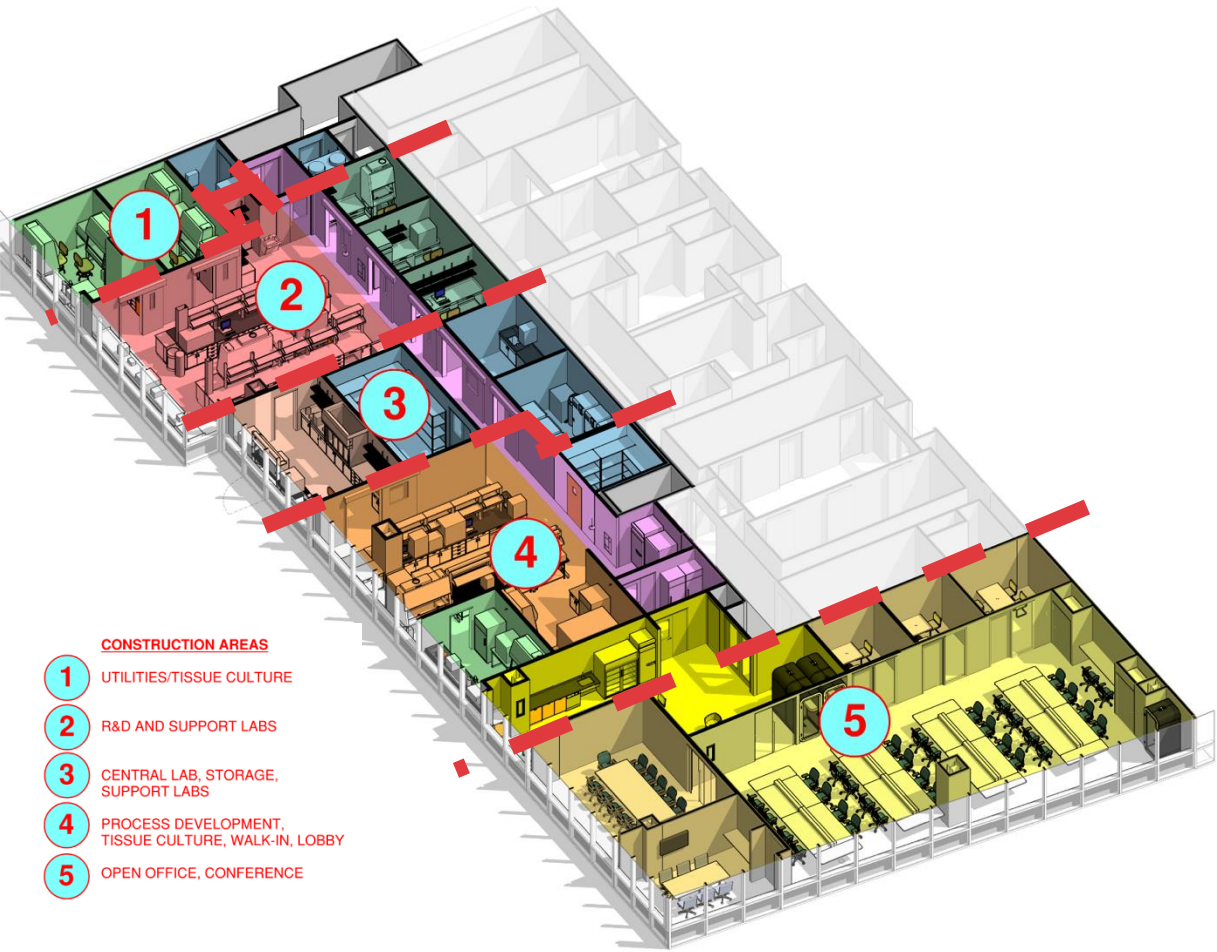
1 LOBBY FLOOR 2 - 'DIGNITARY' PORCELAIN TILE



1 LOBBY - NORTH ELEVATION

[illegible]

Construction Key Plan / Scheduling



ID	Task Mode	Task Name	Duration	Start	Finish
1	Area 1 Construction [927/928/929/930/931/932/933]		34.5 days	Mon 6/28/21	Mon 8/9/21
2	Framing Inspection (IPS)		0.5 days	Tue 6/29/21	Tue 6/29/21
3	Install GWB (927/928/Airlock) (Plumblin)		3 days	Mon 6/28/21	Wed 6/30/21
4	Move Materials for Spackling/Casework (ALL TRADES)		0.5 days	Tue 7/6/21	Tue 7/6/21
5	Tape & Spackle (Plumblin)		3 days	Tue 7/6/21	Fri 7/9/21
6	Pull BAS Wiring (Hatzel & Buehler)		2 days	Tue 7/6/21	Wed 7/7/21
7	Pull Data Cabling LanConnect		2 days	Wed 7/7/21	Thu 7/8/21
8	Install VAVs (927/928/929/930/931/932/933) [8]		6 days	Thu 7/8/21	Wed 7/14/21
15	Install Branch Sprinklers (Oliver)		2 days	Thu 7/15/21	Fri 7/16/21
16	Install Door Frames (929/931) [2]		0.5 days	Tue 7/13/21	Tue 7/13/21
17	Install Steel Platform (Salvi)		1 day	Mon 7/12/21	Mon 7/12/21
18	Install GWB (932/933) (Plumblin)		1 day	Tue 7/13/21	Tue 7/13/21
19	Tape & Spackle (Plumblin)		2 days	Wed 7/14/21	Thu 7/15/21
20	Prime & Paint First Coat (Plumblin)		1 day	Sat 7/17/21	Sat 7/17/21
21	Install Door Frames (932/933) [2]		0.5 days	Fri 7/16/21	Fri 7/16/21
22	Install Casework (927/928)		4.5 days	Mon 7/12/21	Fri 7/16/21
27	Install Mullion Transition (Plumblin)		0.5 days	Tue 7/27/21	Tue 7/27/21
28	Install Ceiling Grid		6 days	Mon 7/26/21	Sat 7/31/21
35	Sheet Vinyl Flooring (Second Shift)		7 days	Thu 7/29/21	Thu 8/5/21
40	Paint Open Structure (930/932/933)		2.5 days	Wed 8/4/21	Fri 8/6/21
41	Install IT Rack (LanConnect)		0.5 days	Fri 8/6/21	Fri 8/6/21
42	Install SS Corner Guards [2] (Plumblin)		0.5 days	Mon 8/9/21	Mon 8/9/21
43	Utilities Room 931		1.5 days	Mon 8/2/21	Tue 8/3/21





Questions?





“B+Labs at the Cira Centre and PA Biotechnology Center ”

Lou Kassa -CEO

Elements of a successful life sciences cluster

Generator of innovations

- Universities (88 institutions within 50 miles)
- Research Institutions

Clusters of Expertise

Infrastructure (physical, regulatory)

Human Resources, Trained and Willing Workforce

Investment Funds (Venture, Government incentives)



Overview

- 58 Companies On-site
- 90 total company members
- Close to full capacity for 10 years
- 8 IPO's, billion dollars in company value created
- 7.3-billion-dollar economic impact last 5 years
- Top rated incubator in the country for most revenue/investment/grant dollars
- Within 100 miles of PABC is 80 percent of all US Pharma

Why are we so different?

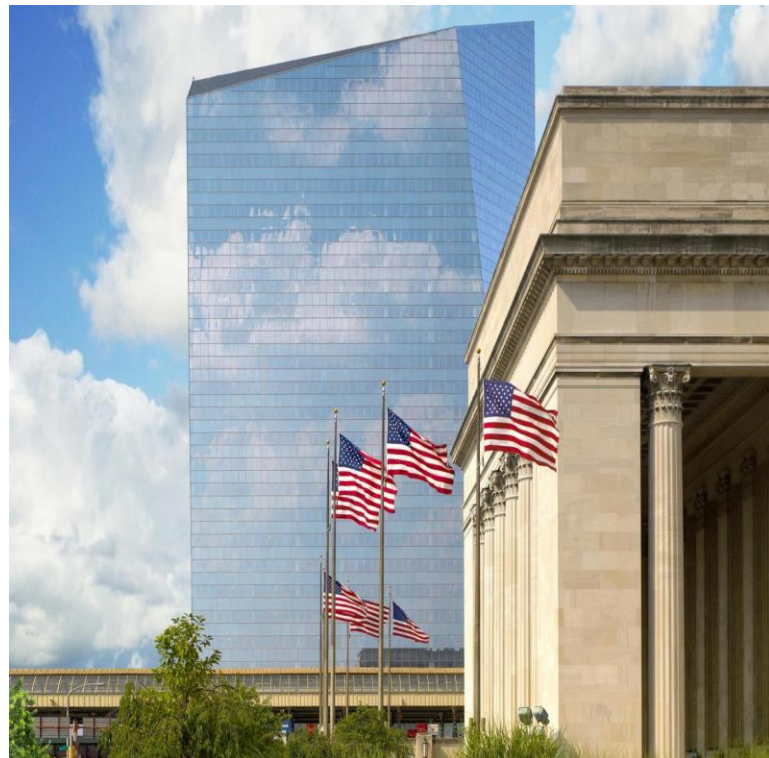
How the model evolved from 2014

- Non-profit at the heart of the Incubator
- Company Selection
- Focus on Ecosystem and Co-Collaboration
- A Know-How/Speed to Market model
- Academic Programming
- Common Equipment (Turn-key approach)
- Funding Opportunities (HatchBio Fund, Network, SBIR/STTR)
- Company Creation
- We don't kick companies out





POWERED BY THE PENNSYLVANIA BIOTECHNOLOGY CENTER



The background image shows a modern, multi-level interior space. On the left, a wide staircase with white steps and a glass railing leads up. In the center, there's a bar area with a white countertop, blue stools, and a wooden back wall with shelves. To the right, there are white tables and chairs. The ceiling is white with exposed pipes and modern lighting fixtures. The overall design is clean and contemporary.

B+Labs Replication

- The road to replication and why
- Feasibility Study
- Partnership with Brandywine Realty Trust
- Creation of B+Labs
- Demographics
- New ingredients

Q/A





INNOVATION TRIANGLE- WEST HARLEM

CITY COLLEGE/CUNY ASRC

- CUNY Advanced Science Research Center (ASRC)
- New York Structural Biology Center
- City College Center for Innovation & Discovery
- CUNY I-Corps
- Zahn Innovation Center

COLUMBIA UNIVERSITY

- Jerome L. Greene Science Center
- Zuckerman Mind Brain Behavior Institute
- Chan Zuckerberg Bio Hub
- Columbia Innovation Hub
- Columbia School of Engineering
- Gotham Foundries
- Barnard College Altschul Hall

FACTORY DISTRICT

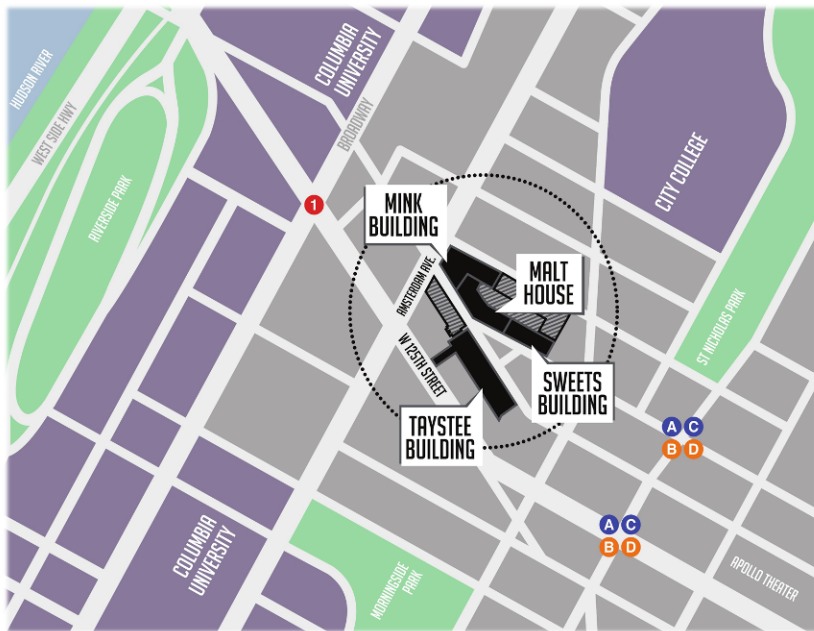
- Volastra Therapeutics
- Hemogenyx Pharmaceuticals
- Quicksilver Therapeutics
- Harlem Biospace
- Harlem Biospace@Mink (Private Labs)
- Columbia Int'l Hotel and Residence
- Stemology
- BioSapien
- Anew Material

- Renal Research Institute
- BioBus
- HYPOTHEkids
- Communitas America
- So Harlem Cultural Incubator
- Plowshares Roastery & Café
- RoverDx
- CarbonBridge
- West Harlem Development Corp.



JANUS

FACTORY DISTRICT



- Columbia University
- Volastra Therapeutics
- Hemogenyx Pharmaceuticals
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- City College/CUNY ASRC
- HYPOTHEkids
- Communitas America
- So Harlem Cultural Incubator
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- Anew Material
- BioSapien
- Quicksilver Therapeutics

FACTORY DISTRICT

THE TAYSTEE LAB BUILDING

450 WEST 126TH STREET
350,000 RSF

THE MALT HOUSE

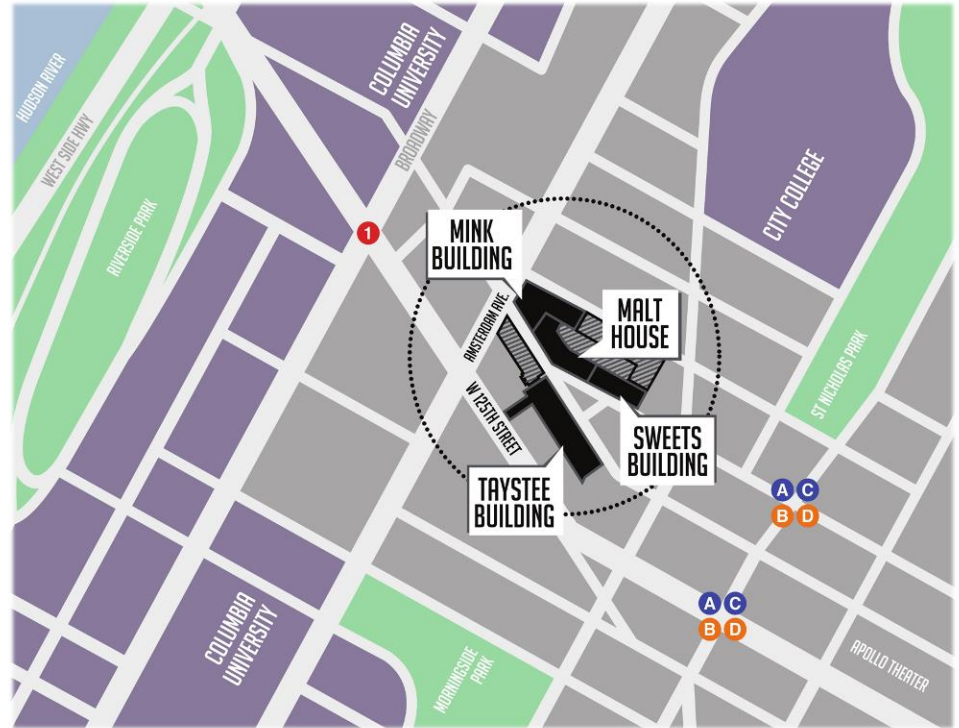
461 WEST 126TH STREET
200,000 RSF

THE MINK BUILDING

1361 AMSTERDAM AVENUE
150,000 RSF

THE SWEETS BUILDING

423 W 127TH STREET
50,000 RSF

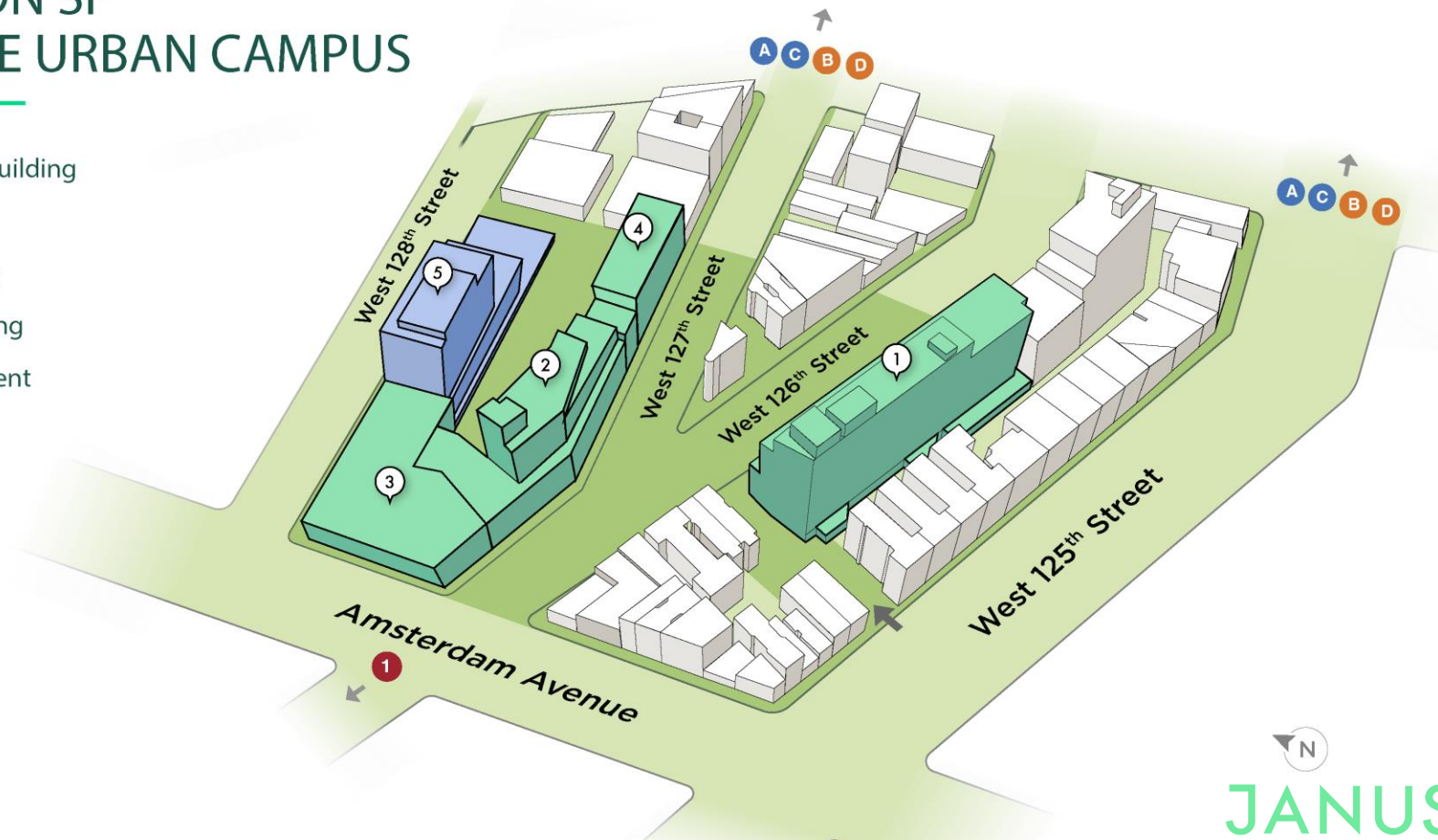


FACTORY DISTRICT

1.1 MILLION SF WALKABLE URBAN CAMPUS

1. The Taystee Lab Building
2. The Malt House
3. The Mink Building
4. The Sweets Building
5. Future Development

-  Existing
-  Future Development



THE TAYSTEE LAB BUILDING

450 WEST 126TH STREET

- 350,000 rsf
- LEED-Silver certified
- Direct 125th Street entry
- Two lobbies/cores
- Multiple floorplate sizes/configurations
- Multiple private terraces
- Peerless engineering and infrastructure
- As-of-right and discretionary economic incentives



THE MALT HOUSE

461 WEST 126TH STREET

- 200,000 rsf
- Multiple floorplate sizes/configurations
- 25,000 sf shared outdoor courtyard
- Multiple private terraces
- Energy-saving, tenant-controlled VRF HVAC in each unit
- As-of-right and discretionary economic incentives



THE MINK BUILDING

1361 AMSTERDAM AVENUE

- 150,000 RSF
- State-of-the art infrastructure engineered by BR+A including private HVAC for each suite
- Multiple floorplate sizes/configurations
- As-of-right and discretionary economic incentives



THE SWEETS BUILDING

423 W 127TH STREET

- 50,000 RSF
- Small floorplates/direct elevator suite entry
- Private HVAC for each suite
- As-of-right and discretionary economic incentives
- Additional future development potential



JANUS

TENANT ECONOMIC INCENTIVE BENEFITS

REAL ESTATE TAX EXEMPTION

Factory District tenants enjoy an enhanced 25-year Industrial and Commercial Abatement Program (ICAP) real estate tax benefits that significantly reduce tenants' exposure to real estate tax increases. Savings range from \$6 to \$11 prsf and even higher in comparison to competitive location.

COMMERCIAL RENT TAX EXEMPTION

Factory District tenants are exempt from the occupancy tax that tenants pay south of 96th Street. CRT exemptions save tenants from an annual tax of 3.9% of the rent, representing savings of over \$3-\$5 per square foot per year.

UTILITY SAVINGS PROGRAMS

Qualifying Factory District tenants benefit from reduced electric rates from two programs: ECSP and BIR. The ECSP program reduces the entire electric bill by approximately 15% to 20% annually for twelve years; the BIR program reduces the entire electric bill by an additional 12% to 15% for fifteen years. Combined savings range from approximately 27% to 35% of total electric costs. Tech, life science and other manufacturers may also benefit from savings on gas charges.

RELOCATION AND EMPLOYMENT ASSISTANCE PROGRAM (REAP)

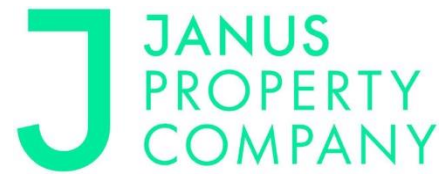
Factory District tenants that relocate jobs from outside New York City or from below 96th Street in Manhattan are eligible to receive REAP business income tax credits equal to \$3,000 per employee per year for twelve years. A company relocating 200 employees would receive a \$600,000 per year income tax credit under REAP representing savings of between \$15 and \$30 prsf per year.

Qualified Opportunity Zone

Investments in the Zone allow for a reduction or deferral of capital gains taxes on other investments.

START-UP NY (PENDING)

If the current program is extended and the Factory District approved, eligible businesses will operate tax-free for 10 years. For the first five years, employee wages are eligible for a personal income tax exclusion; for the next five years, no taxes on income up to \$200K for individuals, 250K for head of household and 300K for taxpayers filing a joint return.



www.JanusProperty.com
www.TheFactoryDistrict.com



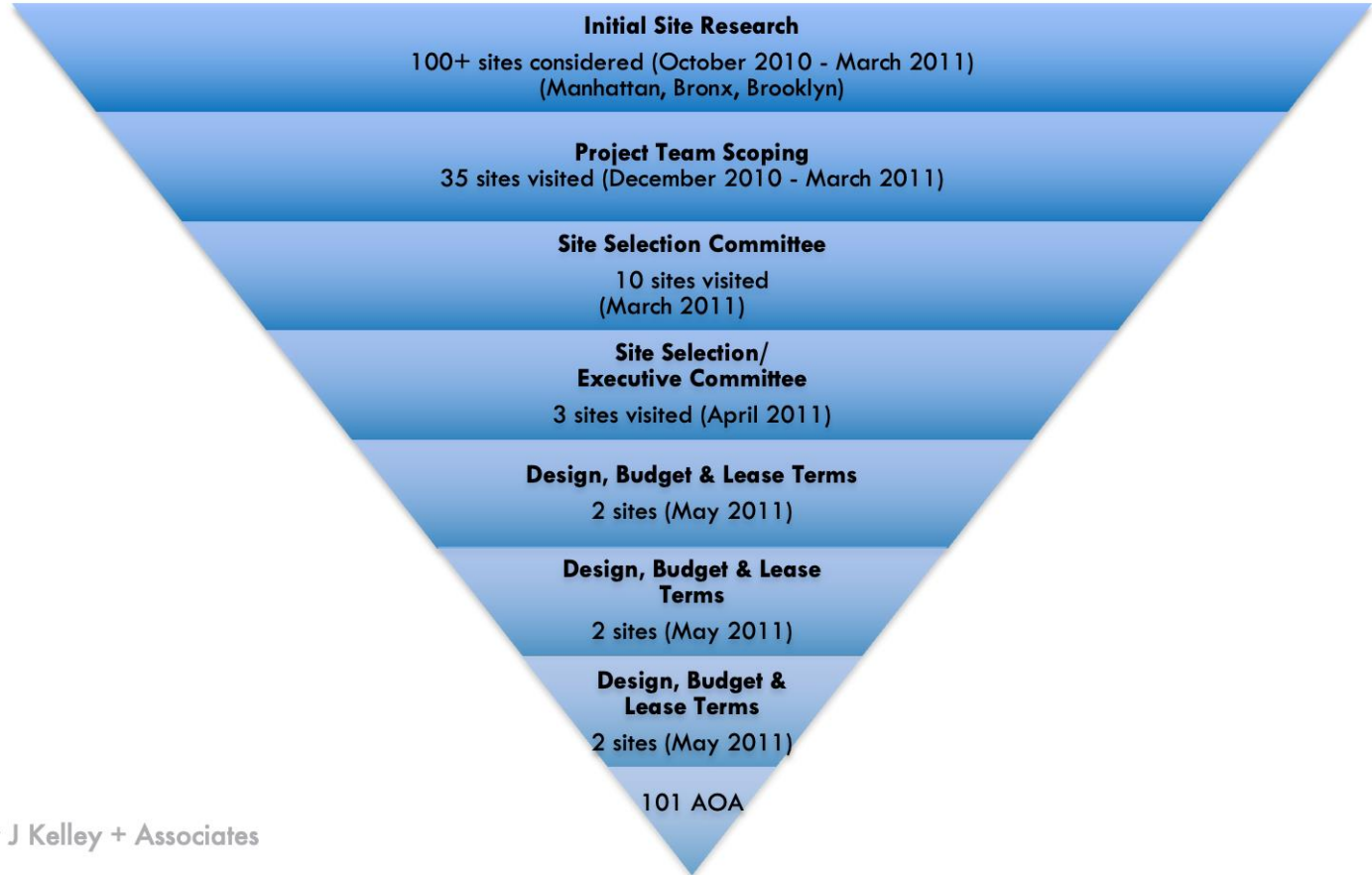


NANCY J KELLEY
+ ASSOCIATES

THE NEW YORK GENOME CENTER:

*HIGH THROUGHPUT GENOME
SEQUENCING URBAN LABORATORY*

NYGC SITE SELECTION PROCESS



NYGC INITIAL SITE CONSIDERATIONS

○ Building Metrics

- Gross floor area (sf)
- Availability (sf)
- Typical floorplate (sf)
- Building stories
- Floors available
- Year built

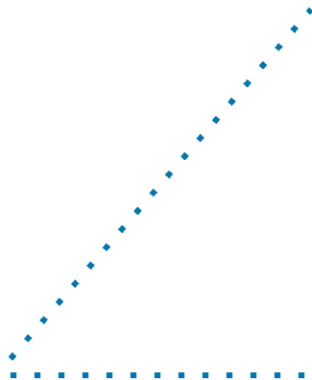
○ Business Terms

- Rent/TIs (base only)
- Ownership/lease structure

○ Design Aspects

- Appeal/type of neighborhood
- Own entrance possible?

○ Scorecard



Scorecard
Size/configuration of floorplate
Floor-to-floor heights
Dedicated shaft space
Roof space available for equipment
Contiguous growth capacity
Building identity & presence
Neighborhood
Available transportation
Natural light
Floor loads
Power and data
Column spacing

A HOME FOR NYGC



CHALLENGE

175,000 sf of first-class space for:

- Sequencing
- Bioinformatics
- Genomics Research
- Innovation Center
- Data Warehouse
- Conferences and training
- Office

SOLUTIONS

101 Avenue of the Americas:

- Recently vacated
- 435,000 sf
- 23 stories
- Built in 1992
- Owner: Edward J. Minskoff Equities
- In Soho, just north of Canal Street

101 AVENUE OF THE AMERICAS

LOCATION & ACCESSIBILITY



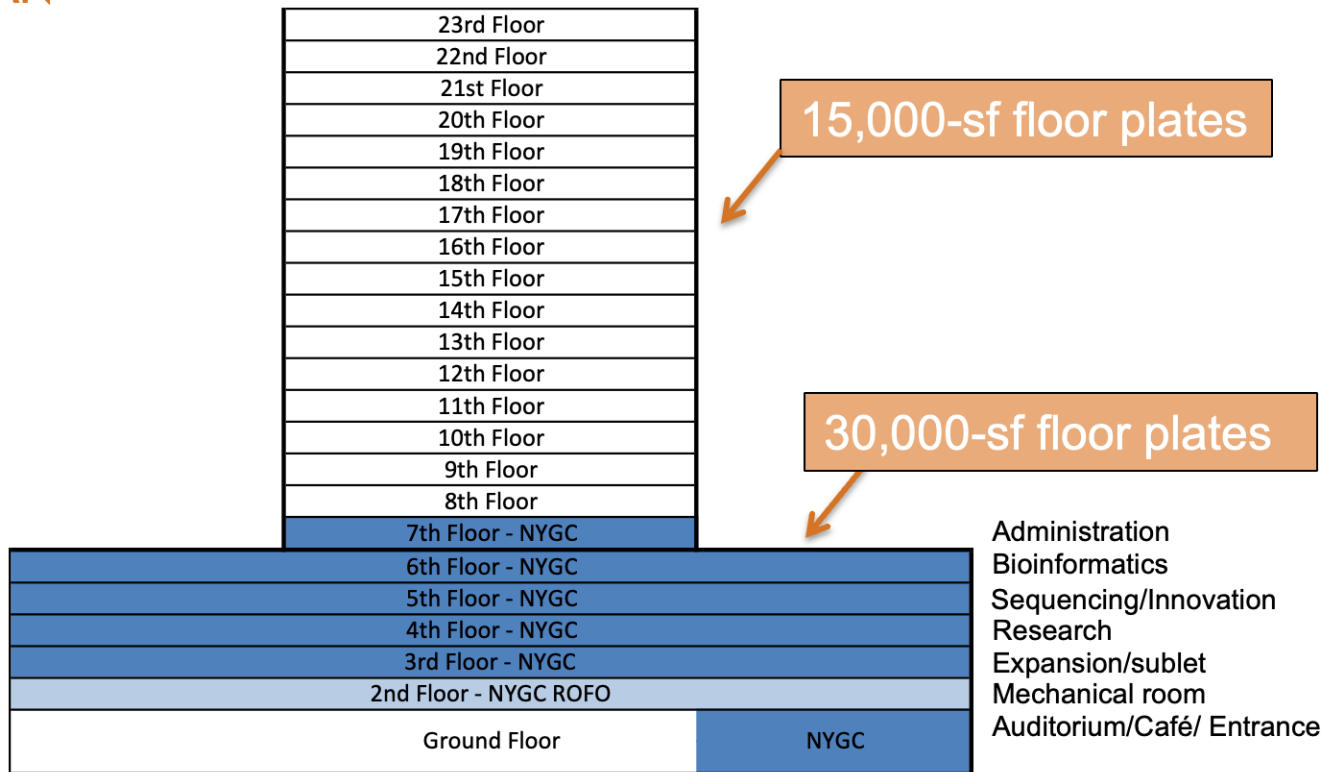
NYGC LEASE SIGNING

24 JULY 2012



101 AVENUE OF THE AMERICAS

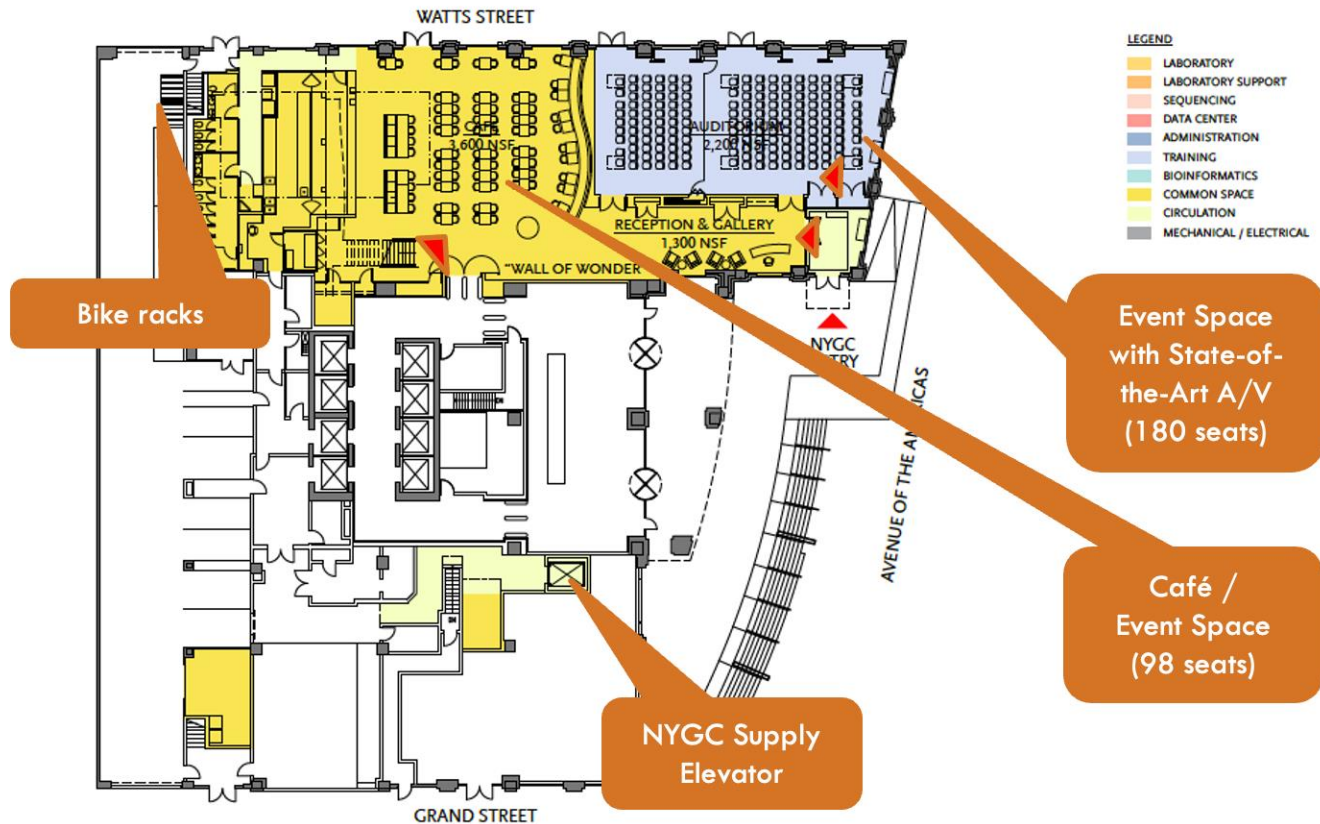
STACKING PLAN



ENTRANCE



GROUND FLOOR PLAN



AUDITORIUM SPACE BEFORE



AUDITORIUM/TRAINING CENTER



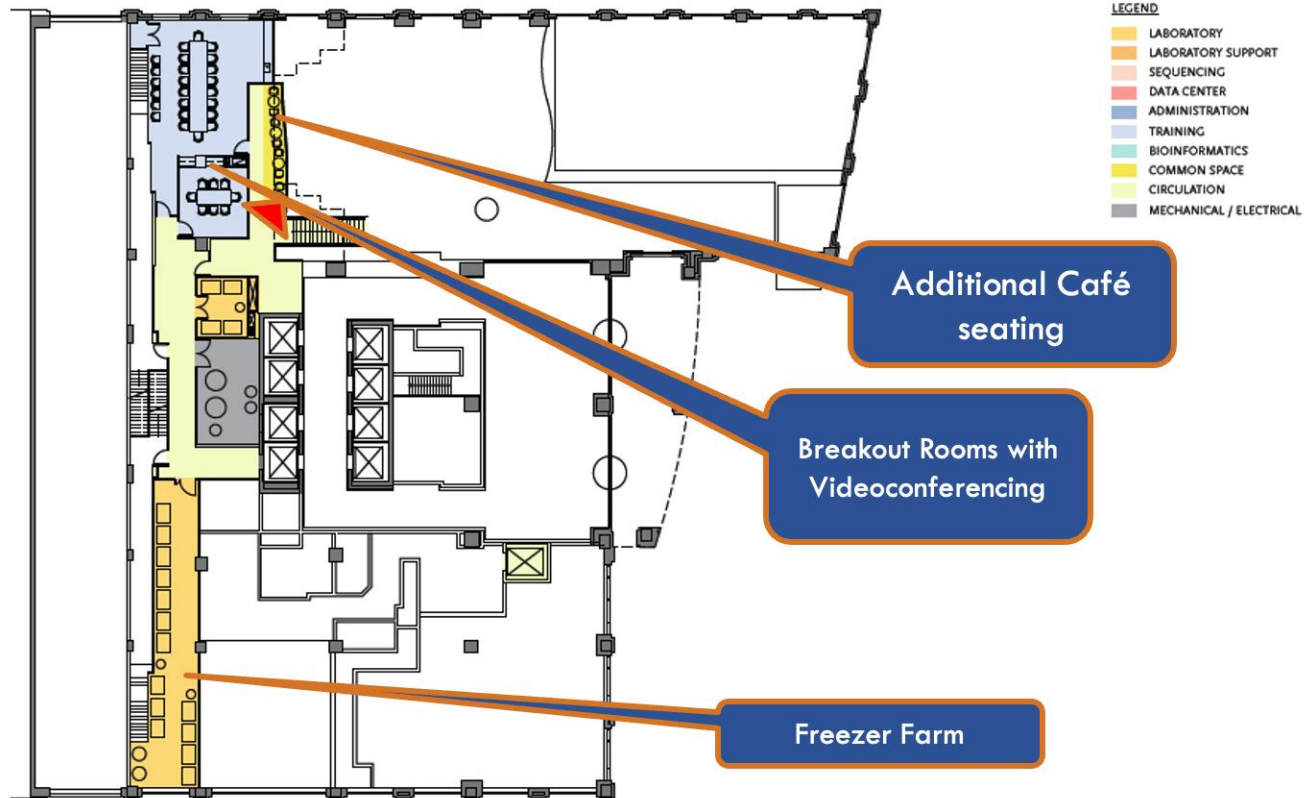
CAFÉ SPACE BEFORE



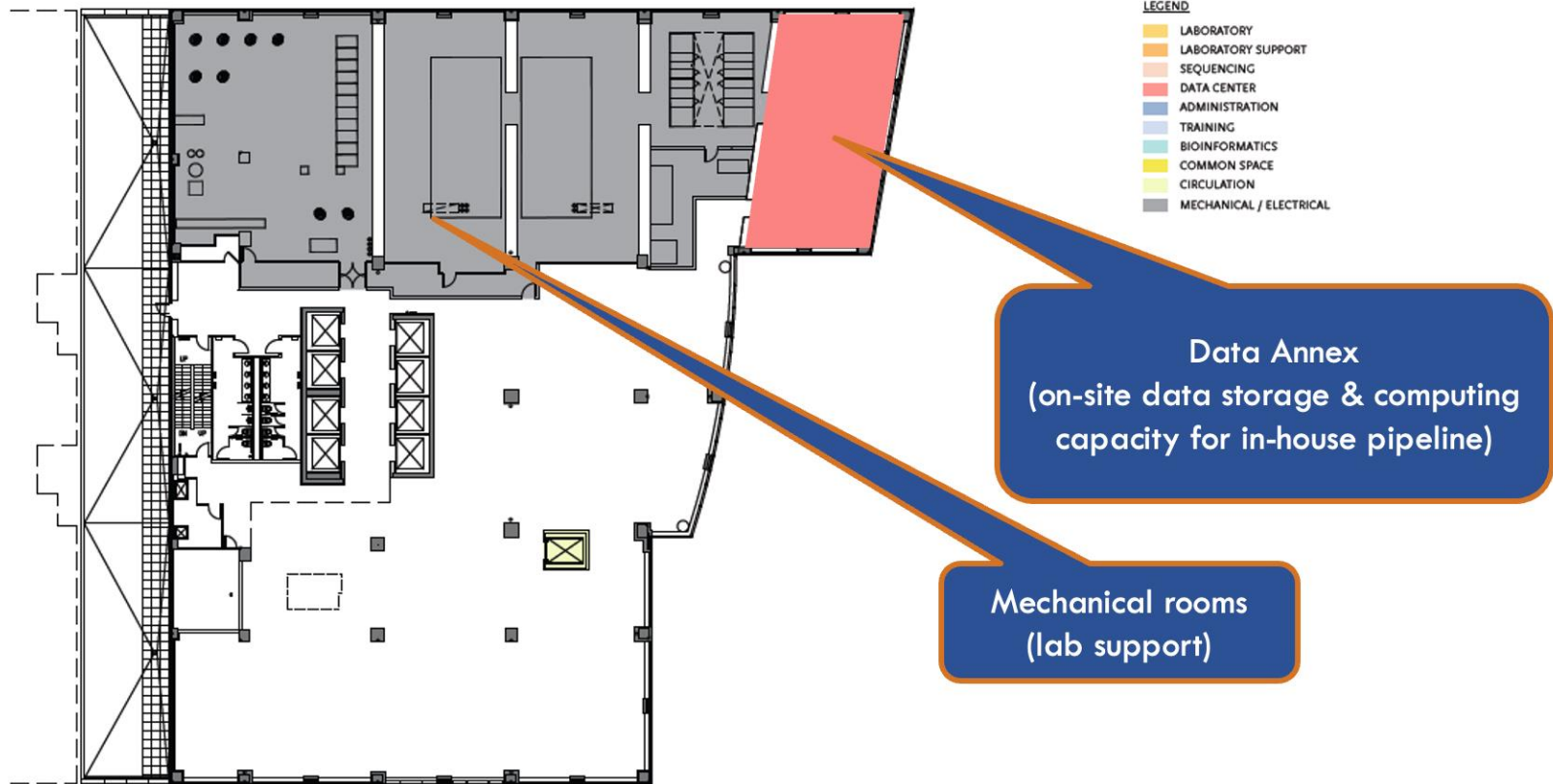
CAFÉ



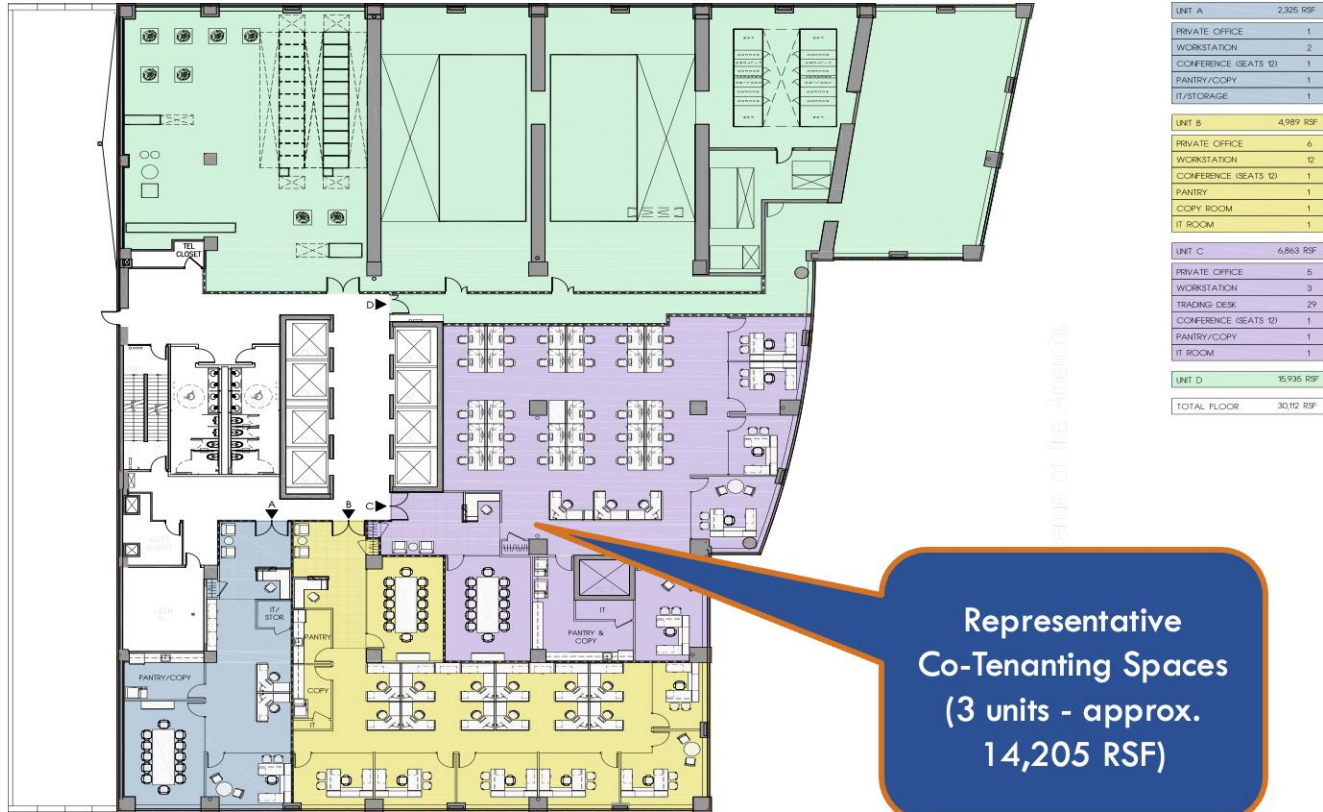
MEZZANINE PLAN



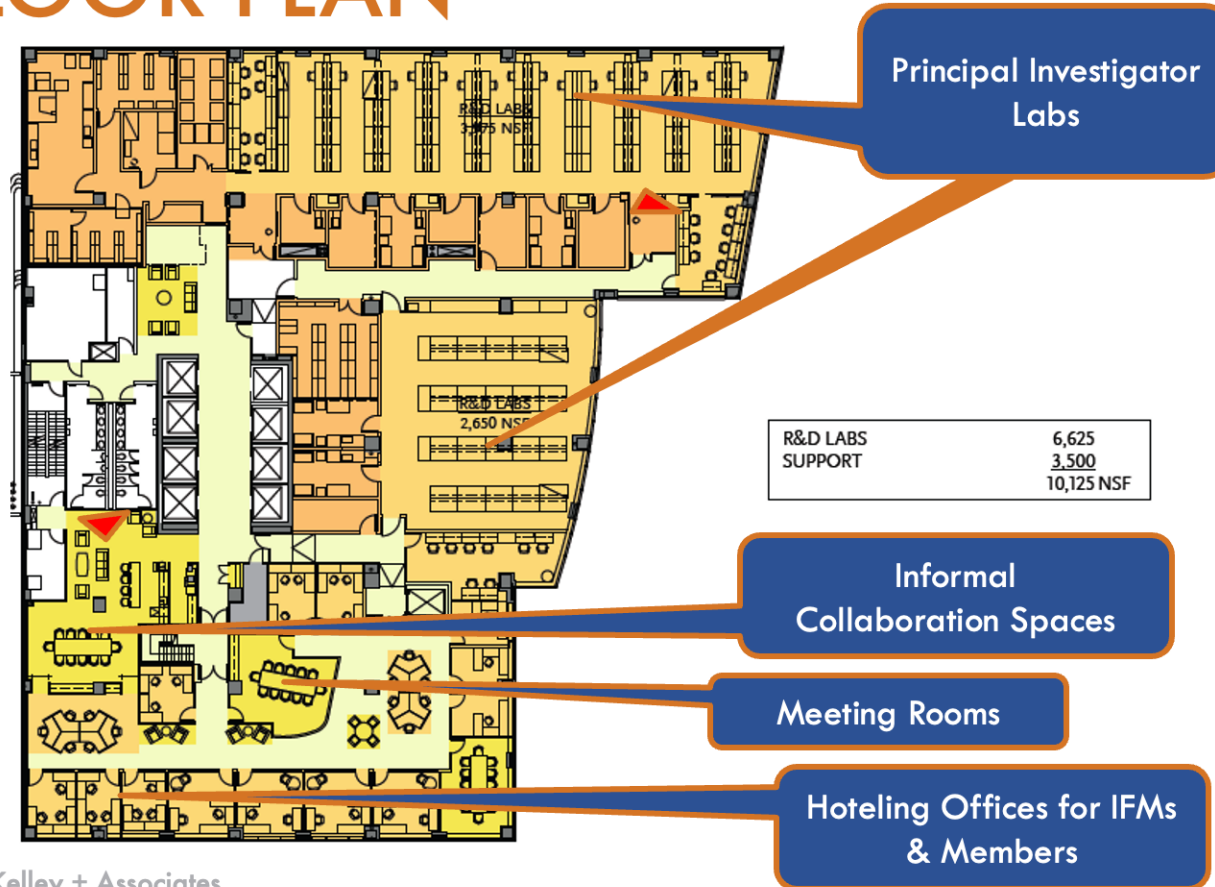
2ND FLOOR PLAN (MECHANICAL)



2ND FLOOR PLAN (CO-TENANTING)



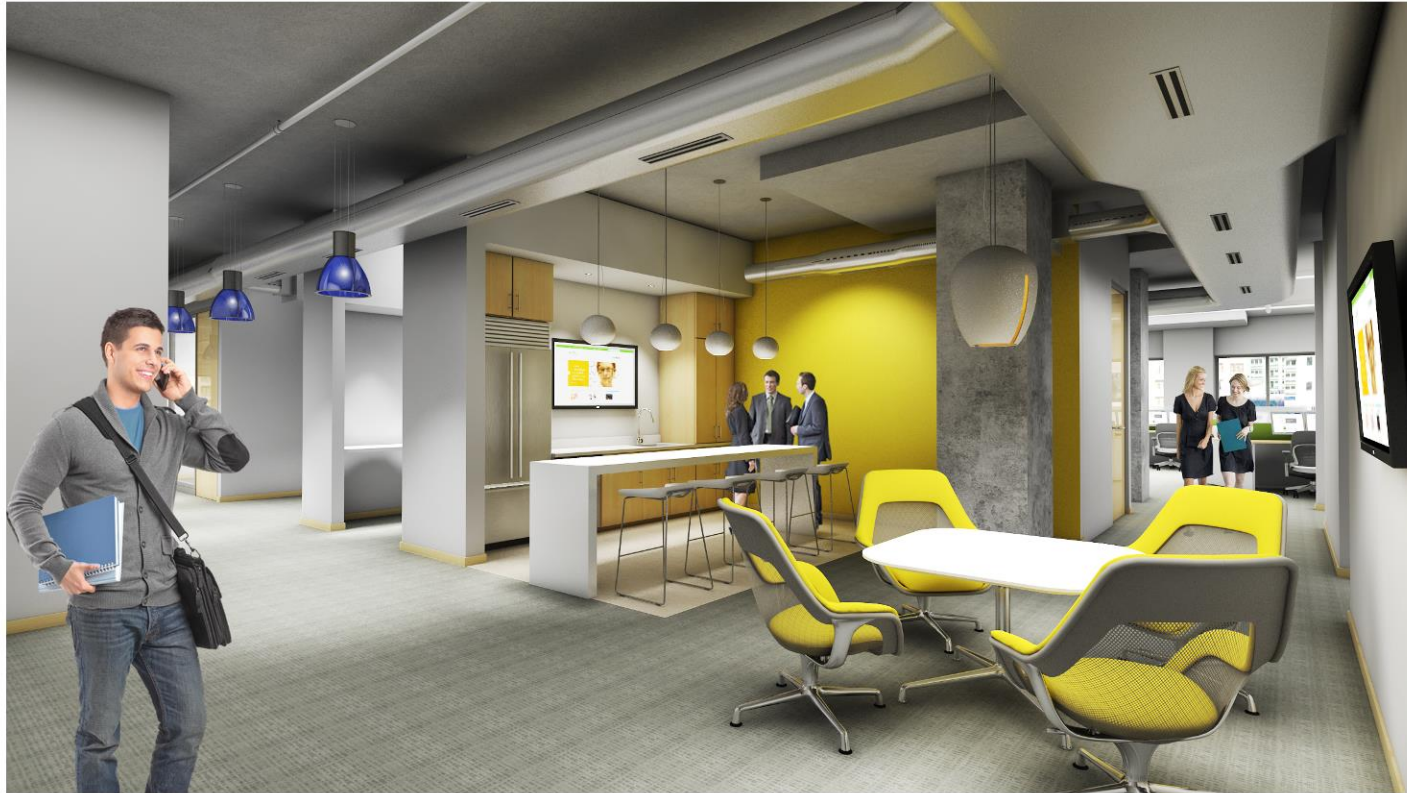
4TH FLOOR PLAN



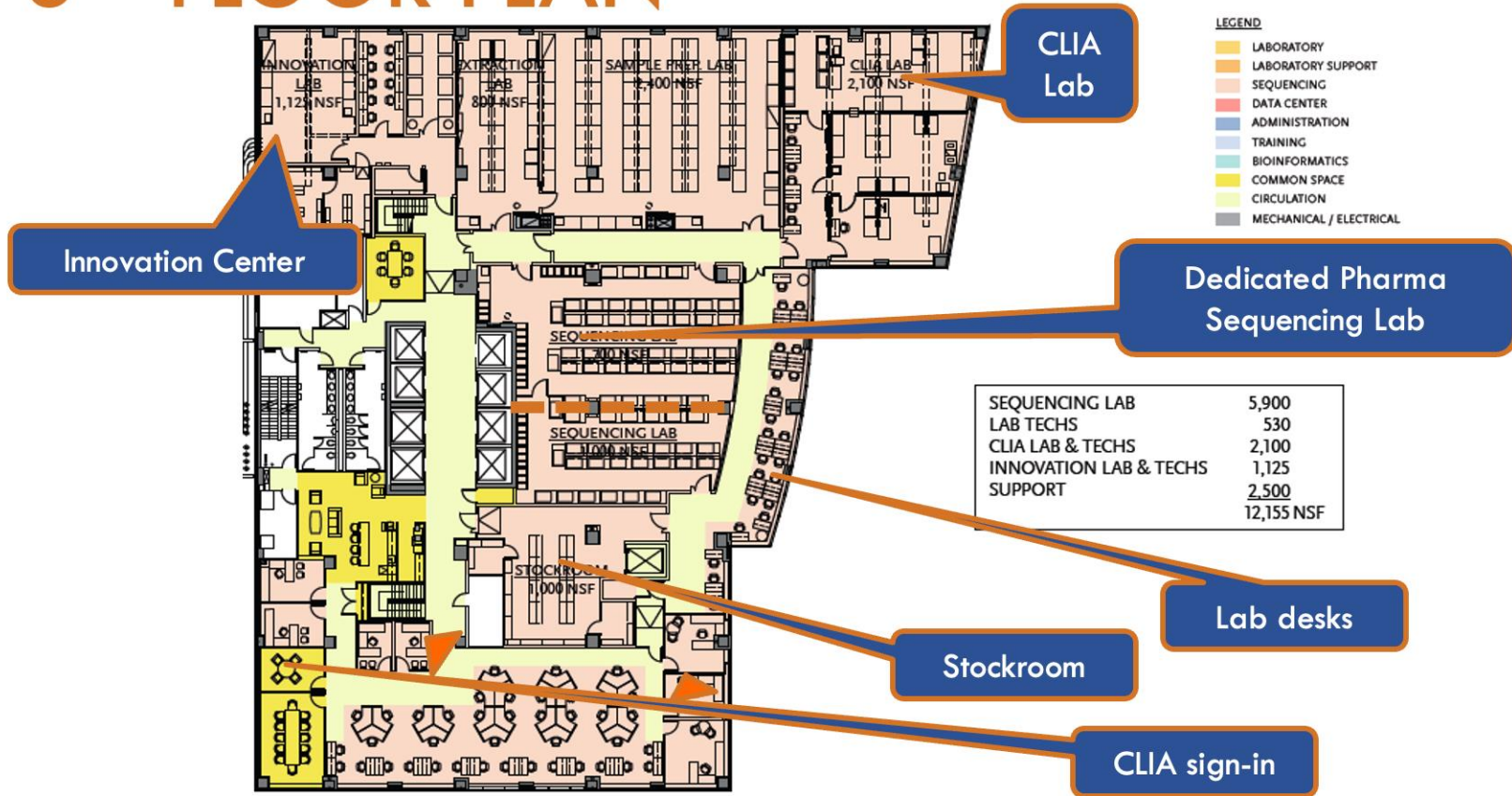
4TH FLOOR LABORATORIES



COLLABORATION SPACES



5TH FLOOR PLAN



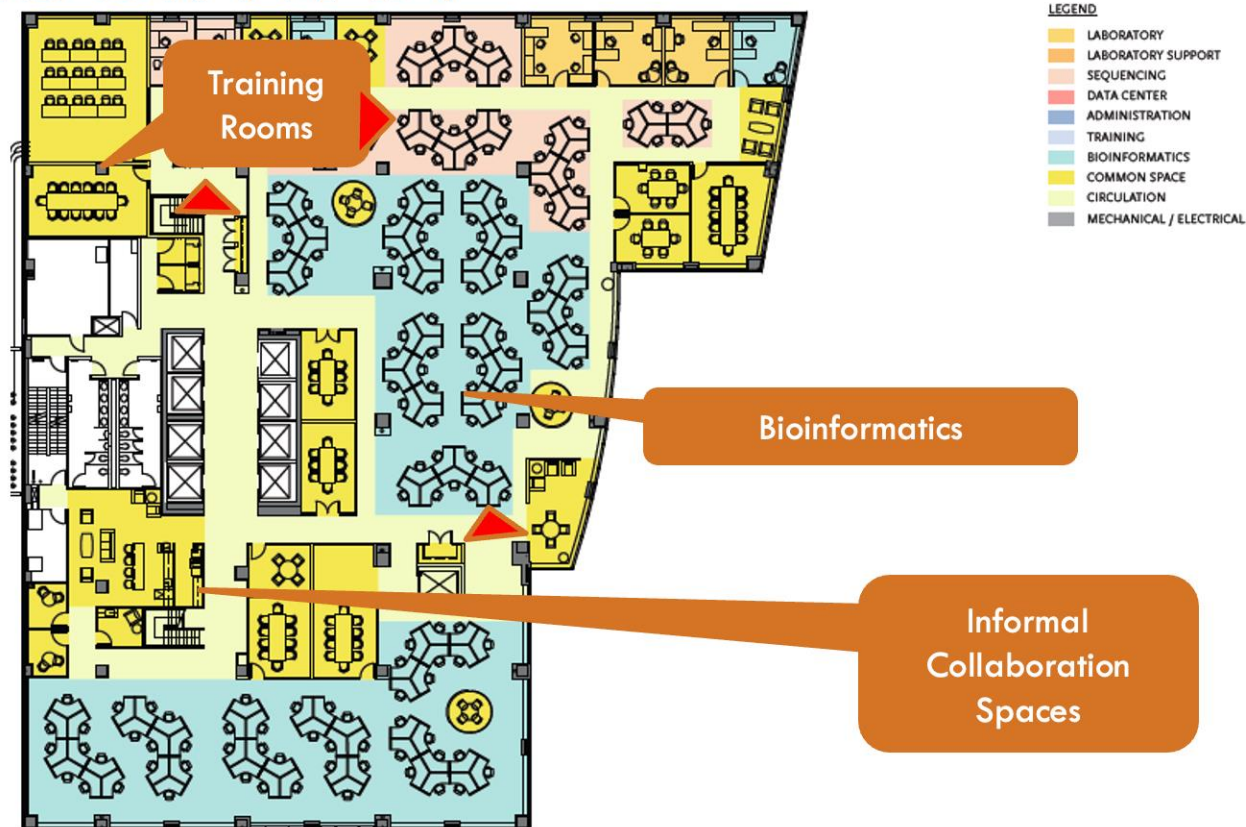
5TH FLOOR SEQUENCING LAB



COLLABORATION SPACES



6TH FLOOR PLAN



BIOINFORMATICS OPEN PLAN



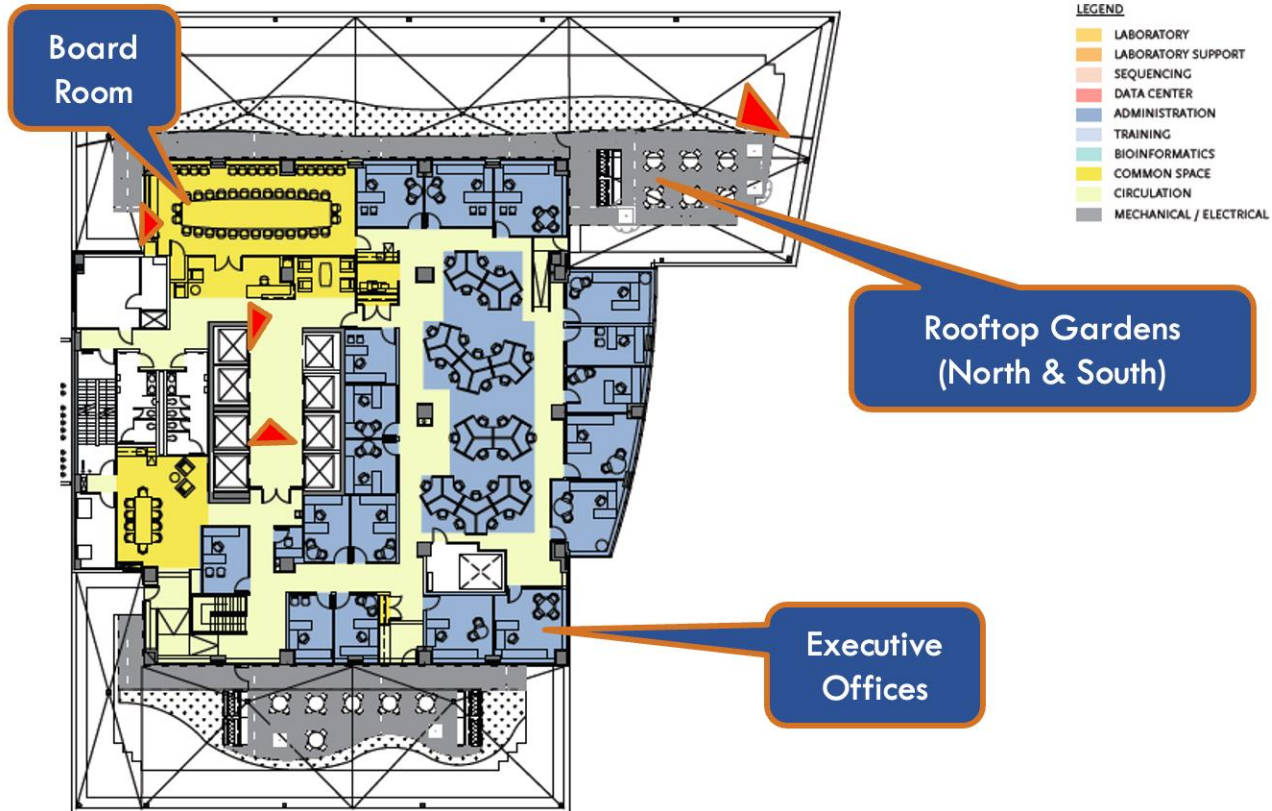
BIOINFORMATICS OPEN PLAN



COLLABORATION SPACES – VIEW 2



7TH FLOOR PLAN



7TH FLOOR ELEVATOR LOBBY



RECEPTION DESK AREA



BOARD ROOM



NORTH ROOF DECK BEFORE



ROOF DECK AFTER



THANK YOU!



Nancy J Kelley + Associates

617-519-6144

nancy@nancyjkelley.com

www.nancyjkelley.com

[@nancyjkelley](#)

WEST END LAB TOUR



MATT MALONE

TACONIC PARTNERS
Senior Vice President

2025: A Year of New Possibilities



**Global Network,
Local Impact**



**Insider Market
Intelligence**



**Drive Innovation &
Industry Leadership**



**Partnerships &
Collaborations**



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