# ROWAN UNIVERSITY DEVELOPMENT OPPORTUNITY

Dr. Leo J. McCabe Blvd and Route 322 (Harrison Road) | Harrison Township | New Jersey NJ Medical, Office, Life Science, Life Style, and Educational Development Opportunity +-102.2 acres
Part of Block 2.02 Lot 4, Block
2.02 Lot 8 Block 333 Lot 1 SITE A +-20.8 acres Part of Block 2.02 Lot 1 SITE B +- 33 acres Part of Block 2.02 Lot 1 and



# PROPERTY DISCLAIMER

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This confidential offering memorandum contains brief, selected information pertaining to the business and affairs of the Properties and has been prepared by the Agent. Although this confidential memorandum has been reviewed by representatives of the Seller, it does not purport to be all-inclusive or to contain all of the information which a prospective purchaser may desire. Neither the Seller nor the Agent, nor any of their partners, officers, employees or agents have independently verified the information contained herein and they are not responsible for any errors or inaccuracies in the information. No representation or warranty, express or implied, is made as to the accuracy or completeness of this confidential memorandum or any of its contents, or any other written or oral communication transmitted to a prospective purchaser in the course of its evaluation of the proposed sale of the Properties. There is no representation as to the environmental condition of the Properties.

You agree that the memorandum and its contents are confidential, that you will hold and treat it in confidence and that you will not disclose this memorandum or its contents to any other firm or entity without prior written authorization. Photocopying or other duplication is prohibited. You will use this confidential memorandum only for the purpose of evaluating the possible acquisition of the Properties. All prospective purchasers agree that they will conduct their own independent investigation of those matters which they deem appropriate in order to evaluate this offering.

Seller and the Agent, expressly reserve the right at their sole discretion to reject any or all proposals, offers, or expressions of interest in the Properties and to terminate discussions with any party at any time with or without notice.

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# TERMS OF SALE OR LONG TERM LEASE **INTEREST OFFER** Block 2.02 Lot 1, 4, 5, 6, 7, 8, 9, 10, Block 2.02 Lot 1, Block 333 Lot 1, Block 4 Lot 1 **OFFERING PROCEDURE** Seller and Agent will assess the qualifications of any party submitting a nonbinding letter of intent in accordance with Seller's objectives. In making this assessment, Seller will consider a number of factors, including, but not limited to, price, affiliation structure with Rowan University, timing of closing, and the perceived ability of the investor to complete the transaction. OFFER DEADLINE Formal call for offers date will be on February 28, 2023, however may be extended by formal notification from Seller and or its Agent. All submissions must be emailed or hard copy delivered. Offers should be submitted in the form of a non-binding letter of intent and should specify the following: Offering Price and or long term land lease terms The specific lots the offer is for. Study Period (if any) Closing Period Earnest Money Deposit Contingencies (if any) Affiliation Agreement Commitment Background information on the purchasing entity (references; previously completed transactions; etc.) Sources of Funds (both equity and debt, if applicable) Consents and/or approvals needed for closing



# THE OFFERING

Address:

Acreage:

SITE A

SITE B

SITE C

SITE D

Newmark, as exclusive representative, is pleased to present the opportunity to acquire this development parcel situated off of Route 322 with immediate access to Route 55, and just minutes away from the New Jersey Turnpike exit 2. There are four total sites; Site A is positioned adjacent to Route 55 which totals 20.8 acres, Site B is located along the newly constructed Dr. Leo J. McCabe Blvd which is directly across the street from Site A totaling 33 acres, Site C is directly adjacent to Site B totaling 102.2 acres and Site D which is approximately 57 acres located on Route 322.

The Property is strategically located with immediate access/visibility to/from Route 322 & Route 55 and has great access to all the area's major highways including the NJ Turnpike, I-295, I-95, the Commodore Barry and Delaware Memorial Bridges. The subject property is within 20 miles of Philadelphia with access from the Benjamin Franklin, Walt Whitman and the Commodore Barry Bridges. There are 7 prominent medical schools within a 30 mile radius from the property.

The property currently has the Tech Park / Light Industrial Redevelopment Zone Overlay (TPL), which allows for multiple uses including Health Related Services and Facilities, Office, Research, and Hospital.

The offering provides a strategic advantage for developers given its proximity to the infrastructure and population bases of Philadelphia and Southern New Jersey. Suburban areas have become of critical importance for e-commerce and retail supply chain configurations with today's consumers frequently requiring expedited delivery.

# PROPERTY QUICK FACTS Dr. Leo I. McCabe Blvd and Route 322 Part of Block 2.02 Lot 1 and +-102.2 acres Part of Block 2.02 Lot 4, Block +-20.8 acres Part of Block 2.02 Lot 1 +- 33 acres Part of Block 2.02 Lot 1 and Block 4 Lot 1 Part of Block 2.02 Lot 1, Block 2.02 Lot 4, 5, 6 7, 8, 9, 10 and Block 3.33 Lot 1 +-102.2 acres Part of Block 2.02 Lot 4, Block 2.02 Lot 8 Block 333 Lot 1 +-57 acres Part of Block 2.02 Lot 1, Block 2.02 Lot 4, 5, 6, 7, 8, 9, 10 and Block 3.33 Lot 1 +-20.8 acres Part of Block 2.02 Lot 1 ROWAN UNIVERSITY DEVELOPMENT OPPORTUNITY

# AFFILIATION AGREEMENT WITH ROWAN UNIVERSITY

## **ENGAGEMENT THROUGH UNIVERSITY PROGRAMS**

Rowan University desires a collaborative association with the developer purchasing the site and tenants leasing space within the future facilities. The framework for this concept is aimed at ensuring Rowan's academic programs grow from alliances with industry leaders and that students get real work environment experience which is in the interest of all parties involved. This framework is based on three points of expected engagement with the University that provide benefit to both parties. It is expected that the developer and tenants are active participants with programs in the university as well as the university overall.

## INDUSTRY ENGAGEMENT WITH UNIVERSITY

- Developer and tenants are active participants in industry roundtables and advisory groups aligned with university programs (Min 40 volunteer hours per year per tenant of 100,000 SF or larger)
- Provide feedback to programs and assist in driving initiatives that align with industry trends

**Example Industry Advisory Councils:** 

https://business.rowan.edu/about/advisory-boards-councils/entrepreneurship.html

https://business.rowan.edu/about/advisory-boards-councils/management-information-systems.html

https://business.rowan.edu/about/advisory-boards-councils/employer.html

## **WORKFORCE AFFILIATION**

The University is pursuing mutual alliances with companies who would lease or own the Properties and may have an interest in taking an active role in the academic mission of Rowan University, such as the following:

- Play advisory roles with the university programs offering intellectual capital and industry insights
- Work with the academic programs to include internships (One summer of semester internship for every 100,000 RSF of space occupied)
- Workforce training and research initiatives
- Work with Rowan University to leverage existing programs for training: i.e. EH&S, compliance, logistics training, etc.
- Create jobs and actively hire graduate students by maximizing cross-disciplinary opportunities

Link to academic degrees: <a href="https://www.rowan.edu/academics/degree\_programs.html">https://www.rowan.edu/academics/degree\_programs.html</a>

# AFFILIATION AGREEMENT WITH ROWAN UNIVERSITY (CONTINUED)

## **KEY ALLIANCE PARTNERSHIP**

Rowan University seeks to reach R1 status as an institution: Rowan University endeavors to realize this future. The University will explore the benefits of further integrating technologies into students' educational experiences, in creating the highest quality learning environment while preparing graduates for the ever challenging and rapidly changing job market and world. Private entity respondents are encouraged to indicate their insights and recommendations that integrate the academic and financial aspects together to assist in;

- ✓ Status as an R1 public research institution Potential ways and means of how respondents intend to assist and or support the University, in achieving its ultimate goal of elevating itself from R2 to an R1 public research university within the next (5) years.
- ✓ An ideal location for a Health and Life Science Research Center, with academic affiliation
  opportunities with the Rowan University School of Osteopathic Medicine, Cooper
  Medical School of Rowan University, Rowan University School of Nursing and Health
  Professions, and the School of Earth and Environment.
- Creation of new and meaningful curriculum and educational programs integrated with government and industry sponsored research applications beneficial to the University students, community and business partners.
- University's ability to support next-generation educational and workforce training and attain research and development (R&D) grant awards, aka living laboratory experiences.
- ✓ New academic affiliations entity respondent's offering ideas and or concepts capable of augmenting and expanding University curriculum to include but not limited to; (i) tailored workforce development and (ii) research programs and opportunities for Rowan graduates.

## SUPPLEMENTARY CONSIDERATION

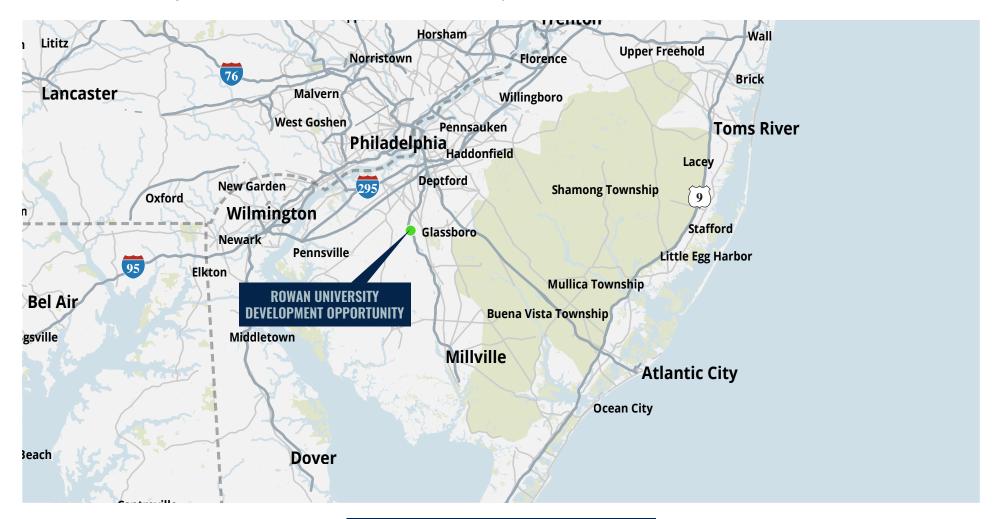
- ✓ Involvement in University's capital campaigns and securing higher quality contributions from the private sector
- ✓ Leverage broader economic and investment opportunities in conjunction with Rowan University to grow programs and expand commercial relationships (i.e., introduce Rowan to corporate partners)
- Strategic alignment with university and industry goals for growth and viability of the academic programs by investing in Rowan's programs, academic affairs and applied research.
- Offers containing greater amount of affiliation capabilities would receive strong consideration on behalf of the University



# **INVESTMENT HIGHLIGHTS**

The Site offering represents a tremendous opportunity for a developer to acquire or long term lease a large, strategically located site with Immediate access to Route 322 and Route 55.

- Premier location with access to all major highways
- Life Science and Health and Wellness users can affiliate with Rowan's academic programs
- · Area roadways and local demographics also favor medical and healthcare uses
- · Central location for agricultural or food service uses in Southern New Jersey





# **PROPERTY DESCRIPTION**

PROPERTY OVERVIEW

AddressDr. Leo J. McCabe Blvd and Route 322 (Harrison Rd)MunicipalityHarrison Township and the Borough of GlassboroZoningTech Park / Light Industrial Redevelopment Overlay

**SITE A** 

Allotted Buildable Area 180,510 SF

Block & Lot Part of Block 2.02 Lot 1

Land Area +- 20.8 acres Building Dimensions 330' x 547'

Maximum Building Height 35' or three (3) stories

SITE B

Allotted Buildable Area 570,000 SF

Block & Lot Part of Block 2.02 Lot 1 and Block 4 Lot 1

Land Area +- 33 acres Building Dimensions 500' x 1,140'

Maximum Building Height 35' or three (3) stories

SITE C

Allotted Buildable Area 780,000 SF

Block & Lot Part of Block 2.02 Lot 4, Block 2.02 Lot 8, Block 333 Lot 1

Land Area +- 102.2 acres Building Dimensions +- 102.2 acres 600' x 1,300'

Maximum Building Height 35' or three (3) stories

SITE D

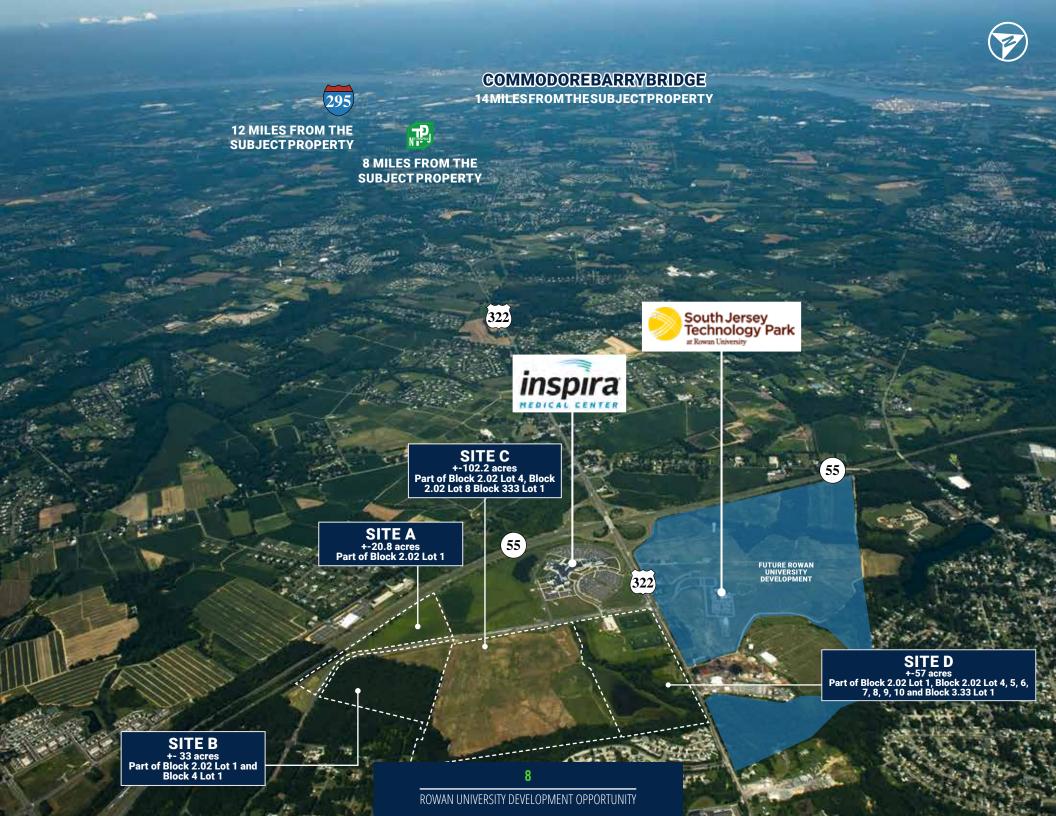
Block & Lot Part of Block 2.02 Lot 1, Block 2.02 Lot 4, 5, 6, 7, 8, 9, 10

and Block 3.33 Lot 1

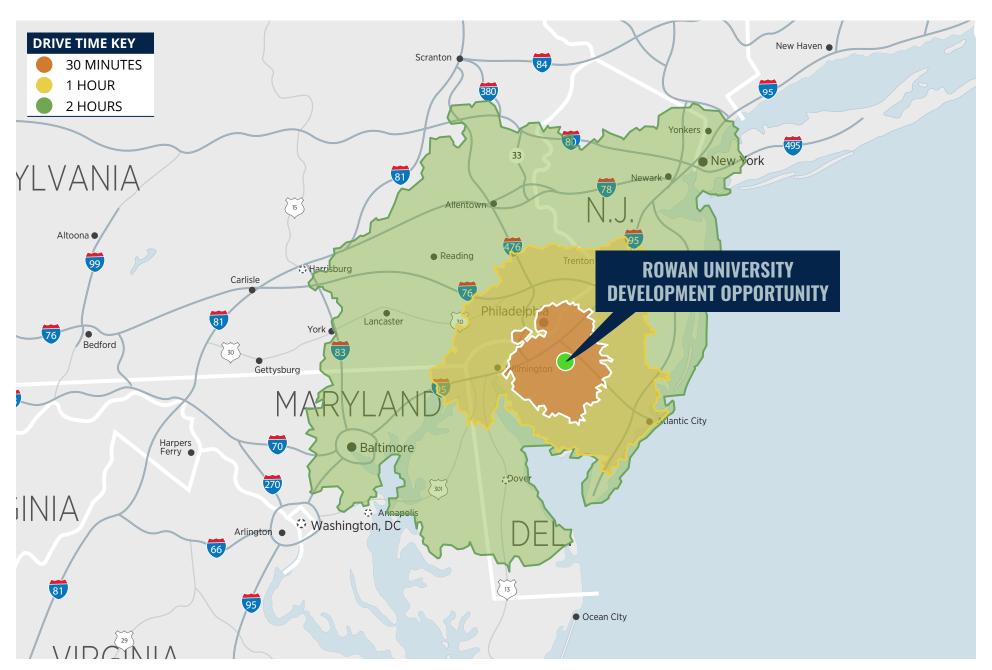
Land Area +- 57 acres

If a buyer were to purchase the Site D where the turf fields currently reside, buyer must relocate the turf fields across Route 322.





# **DRIVE TIME MAP**





# **GREATER PHILADELPHIA OVERVIEW**

Greater Philadelphia, the nation's seventh largest metropolitan area, is situated in the heart of the Northeast Corridor, and is the keystone of major north-south, eastwest highway and rail networks. More than 100 million people are within a one day drive of Philadelphia. The Greater Philadelphia market area spans thirteen counties in Southeastern Pennsylvania, Southern New Jersey, and Northern Delaware.

Philadelphia boasts strong economic fundamentals. The Philadelphia Region ranks seventh in terms of gross metropolitan product, fifth in terms of personal income and is the nation's fourth largest media market. The strength and desirability of Greater Philadelphia is characterized by its economic diversity and population density. Philadelphia's location, its high concentration of educational, medical and government facilities, and a strong transportation network underscore these strengths. Residents of the Philadelphia area have always enjoyed a quality of life ranked among the highest in the country. In addition to the numerous and growing number of high quality urban housing opportunities, there are abundant desirable suburban communities that are easily accessible by one of the country's best highway and mass transit systems.

# **MARKET AT A GLANCE**

- Lower cost of living than the other major northeast metros including New York, Boston, Washington, D.C. and Baltimore
- Population 6.0 million (7th among large U.S. metros)
- Employment 2.8 million (6th among large U.S. metros)
- Personal Income \$337 billion (5th among large U.S. metros)
- Philadelphia's Amtrak station is the 3rd busiest in the country
- Three major shipping ports served by one of the few regions with Class 1 railroads
- Average of 125 cultural events take place every day
- 13 companies on the Fortune 500 list with their headquarters (HQs) in the region; 30 on the Fortune



# **ECONOMY**

Greater Philadelphia has one of the most diverse economies in the nation. Sectors such as Education and Health Services, Professional and Business Services, and Financial Services require highly educated and skilled workers, which make up 46% of the region's total employment.

#	COMPANY	INDUSTRY	EMPLOYEES
1	Jefferson Health System Inc.	Healthcare and Social Assistance	18,740
2	University of Pennsylvania	Educational Services	16,160
3	University of Pennsylvania Health System	Healthcare and Social Assistance	14,941
4	Temple University	State Related Institution of Higher Learning	14,000
5	Comcast Corporation	Media and Technology	12,858
6	Christiana Care Health System	Hospital and Outpatient	10,500
7	UPS	Air freight express services	10,261
8	Main Line Health	Healthcare Service	10,075
9	Bank of America Corp.	Finance and Insurance	10,000
10	Drexel University	Research University	9,829
11	Vanguard Group	Investment Products	9,722
12	Verizon Communications Inc.	Information—Telecommunications	9,054
13	Einstein Healthcare Network	Healthcare Services	8,992
14	Temple University Health System	Healthcare Services	8,975
15	Wells Fargo (includes former Wachovia Bank)	Finance and Insurance	8,870
16	Southeastern Pennsylvania Transportation Authority (SEPTA)	Transportation and Warehousing	8,800
17	Virtua	Healthcare Services	8,400
18	Wawa, Inc.	Retail Trade—convenience store	8,333
19	Wal-Mart	Retail Trade – discount department stores	7,996
20	Siemens Medical Solutions USA, Inc.	Manufacturing	7,546

Rowan University is a leading employer in Southern NJ with over 3,500 employees.

# TRANSPORTATION INFRASTRUCTURE & ACCESS

- 100 million people are within a one-day drive
- Served by 30 airlines offering more than 550 daily departures to 128 cities, including 40 international destinations
- New York City and Washington D.C. are within a 2.5 hour drive; highspeed Amtrak Acela service to both
- Philadelphia is home to the 3rd busiest Amtrak station in the U.S.
- 3 Class 1 railroads Canadian Pacific, CSX, and Norfolk Southern provide direct service to the Port of Philadelphia
- The Delaware River Port Complex comprised of active, full-service marine terminals in Delaware, New Jersey and Pennsylvania, is an active conduit for international trade and comprises three major ports with full-service docking facilities





# **LABOR POOL**

With a labor force of approximately 3 million people, there is an abundant supply of skilled workers available in virtually all occupations.

- Highest award rate for 1st professional degrees
- 35% of the population 25 years and older have a bachelor's degree or higher; compared to the U.S. average of 28%
- 13% of the population 25 years and older have advanced degrees, well above the U.S. average of 10%
- Greater Philadelphia is the 7th largest labor force among the nation's largest metro areas
- Over 1.15 million workers, worked in Knowledge Occupations as defined by the Economic Development Administration (EDA), comprising 40.6% of total employment
- \$127,000 Gross Regional Product per worker demonstrated Greater Philadelphia's high level of productivity versus the \$117,000 national average in 2013

# FOOD PRODUCTION / DISTRIBUTION IN SOUTHERN NEW JERSEY

Southern New Jersey is well positioned to profit from the expansion of e-commerce, with a large, densely populated region and its location along the I-95 corridor. In addition, the area is rich in farming and agriculture, with a long history of food production and processing. The labor pool in southern New Jersey has vast experience in the food sector, making it an easy choice for food production and distribution. The industrial market has seen an influx of businesses which specialize within the food sector, including SunBasket, Freshly, Lineage, Thomas Foods, Rastellis, Thistle and Misfits Markets.

# **QUICK FACTS:**

- New Jersey has 10,000 farms on approximately 750,000 acres, growing more than 100 different crops.
- New Jersey has a diverse agricultural industry, which ranks in the top four in the country in cranberry production each year.
- Division of Agricultural and Natural Resources partnered with Rowan University to create the "Farmland Assessment" tool which allows users to view and print soils reports by tax parcel.



# NEW JERSEY IS A NATIONAL TOP TEN PRODUCER OF FRUITS AND VEGETABLES

2020 STATISTICS	PRODUCE	RANK	PRODUCTION	PRODUCTION VALUE	ACRES
	Eggplant	1st	14 millions Ibs.	\$8.1 million	700
	Bell Peppers	2nd	104.5 millions Ibs.	\$56 million	3,800
	Spinach	3rd	19.5 millions lbs.	\$6.2 million	1,700
	Tomatoes	3rd	79.5 millions lbs.	\$48 million	3,100
₽.	Cranberries	4th	531,000 millions lbs.	\$20.4 million	3,000
1	Asparagus	4th	5.7 millions lbs.	\$14.9 million	1,900
	Peaches	4th	15.2 millions lbs.	\$21 million	3,800
	Blueberries	5th	45 millions Ibs.	\$76 million	8,400
	Squash	5th	28.5 millions lbs.	\$11.1 million	3,700
	Cucumbers	6th	27 millions Ibs.	\$7.9 million	1,800
<i></i>	Sweet corn	9th	5.1 millions lbs.	\$18.2 million	6,300

New Jersey Department of Agriculture 2021 Annual Report and Agricultural Statistics







# LIFE SCIENCE MARKET OVERVIEW

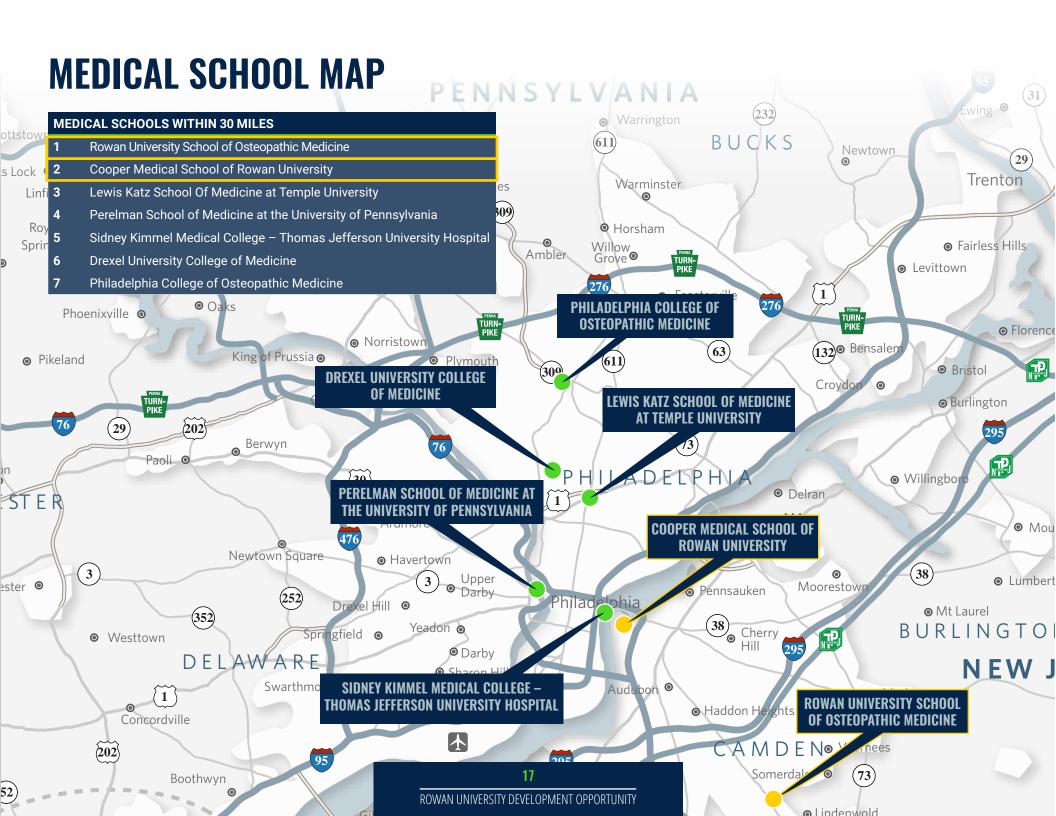
Greater Philadelphia benefits from one of the country's largest concentrations of specialty life sciences space, with local and institutional developers adding to the inventory as demand has risen. Fueled by record investment and growing national stature as a high-impact scientific hub, overall activity in Greater Philadelphia's diverse life sciences sector accelerated in 2021.

As a Top 10 U.S. Life Science Market, Greater Philadelphia is one of the largest life science markets by employment (55,000 jobs) and laboratory inventory (11.3 million square feet) nationwide, supported by its rich concentration of colleges and universities, renowned healthcare institutions and strong legacy of pharmaceutical manufacturing. Additionally, public and private funding for life science firms across Greater Philadelphia has grown dramatically in recent years.

Greater Philadelphia's world-class healthcare and educational institutions continue to foster expanding innovation in biotechnology research and development, especially relating to novel gene and cell therapies. This has led to Greater Philadelphia adopting the moniker "Cellicon Valley" and caused out-of-market life science firms working in these spheres to relocate or establish satellite facilities in the region. However, the dearth of existing laboratory space in University City, Greater Philadelphia's primary life science submarket, is driving tenant demand – which presently totals nearly one million square feet – to proposed projects and is encouraging landlords of traditional office properties to pursue partial or full conversions.

Consequently, Greater Philadelphia is ranked among the top 10 life science markets in the United States according to an analysis by Newmark Research, which considered a combination of four factors – market maturity, market momentum related to capital markets and leasing activity, demographic and structural components that support the life science cluster, and future growth potential – to generate life science cluster scores for major cities across the country on a scale of 100.





# **HEALTH AND WELLNESS FACILITIES**

Operators in the Health and Wellness Facilities industry provide short-stay patients and long-stay residents with a full range of services in addition to basic skilled nursing and custodial care. Facilities typically supply rooms, meals, social activities, personal care, 24-hour nursing supervision and access to medical services when needed. In addition, most nursing facilities offer interim medical care (after a hospital stay) and respite care (short-term relief for those who are caring for family members).

Revenue for the Nursing Care Facilities industry has grown at an annualized rate of 0.7% to \$141.8 billion over the five years to 2022. Revenue has grown steadily during most of the period alongside the continued aging of the baby boomer population, which spurred demand for much needed industry services. The number of adults aged 65 and older has increased an annualized 3.0% over the five years to 2022. The aging population is expected to return the industry to growth in 2022, with revenue forecast to rise 4.0% during the current year.

The location of industry facilities is influenced by the geographic distribution of the population of individuals aged over 65 years old. According to the US Census, the Mid-Atlantic and Southeast regions are home to the largest proportion of people aged 65 and over, while these regions have the smallest proportion of people under age 18. Nursing care is particularly important in rural areas, given the slightly larger percentage of the elderly in rural areas than in urban areas. Moreover, rural elderly individuals are older than urban elderly individuals, with the average age rising along the continuum from urban to rural areas. Rural areas are also home to a greater proportion of the oldest population segment.

According to data from the US Census Bureau and IBISWorld estimates, the number of adults aged 65 and older is forecast to increase at an annualized rate of 2.8% to 67.6 million over the five years to 2027. To account for these demographic changes and the rising cost of healthcare, federal funding for Medicare and Medicaid is slated to rise an annualized 6.7% to \$1.6 trillion over the five years to 2027. The industry is expected to continue expanding, as the growing number of adults aged 65 and older will likely drive growth. These favorable demographic trends are expected to outweigh potential impediments to growth, and consequently, revenue is expected to increase, rising at an annualized rate of 4.7% to \$178.0 billion over the five years to 2027.



# **WELLNESS VILLAGE**

A **Wellness Village** offers integrated, preventative and comprehensive wellness and healthcare programs of the highest quality to the world-wide clients seeking the best.

- A major center for regional economic development and job creation
- World-class clinics in major areas of medicine owned and operated by the practicing physicians
- Nutrition & Hospitality Center
- Health & Exercise Programs
- Music & Art Therapy
- Natatorium/Aquatic Therapy
- Spiritual, Yoga & Meditation Therapy
- Residential cottages/hotel for patients & visitors
- Mixed-use retail facilities

With a change in the population and with a focus on prevention and not just treatment, a Wellness Village offers great opportunities for regional economic development with world class clinics in major areas of medicine operated by practicing physicians.





# **GREATER PHILADELPHIA INDUSTRIAL MARKET**

The Greater Philadelphia Industrial Real Estate Market, as analyzed by Newmark, measures 502,748,161 square feet of warehouse/R&D/flex space. The market is comprised of three submarkets including Southeastern PA, Suburban NJ, and Delaware.

The Greater Philadelphia Industrial Market is one of the top five industrial markets in the country, with robust speculative development and a superior labor pool, the Greater Philadelphia marketplace has responded quickly to the steadily growing tenant demand.

Greater Philadelphia's three markets, Southeastern Pennsylvania, Southern New Jersey and Delaware, all realized robust quarterly and annual occupancy gains. In total, 7 million SF of net absorption was tallied for the year to date, with 22.6 million SF currently under construction. Unprecedented demand for industrial product of all subtypes in the Greater Philadelphia Market is expected to continue, which will lead to sustained, if not elevated, leasing activity and rental rate growth throughout 2023.

# **CURRENT CONDITIONS**

- Asking rental rates for warehouse and distribution space increased by 6.8% since last quarter to a current average of \$6.79/SF.
- The overall vacancy rate declined from 4.9 % to 3.7% year-over-year.
- Construction activity increased to 22.6 million square feet in the second quarter.





# **ZONING SUMMARY**

# (TPL) TECH PARK / LIGHT INDUSTRIAL REDEVELOPMENT ZONE OVERLAY FOR HARRISON TOWNSHIP AND THE BOROUGH OF GLASSBORO (South Side)

## 1. Purpose

To provide a set of permitted uses that are complimentary to and encourage desirable growth in the Tech Park / Light Industrial Redevelopment Plan area, as outlined on the Redevelopment Plan map.

#### 2. Permitted Uses

- Educational and office uses related to the University:
  - a. Scientific research laboratories.
  - b. University Administrative offices.
  - c. Classrooms as associated uses.
  - d. Incubator spaces.
- General business offices, including administrative, banking, data processing, executive, professional sales or other uses of the same general character.
- Warehouse, storage house or distribution center, including a truck terminal. (The definition of "warehouse" shall be limited to inside storage of goods intended for distribution and personal property goods for individual storage. The storage of goods and materials of any kind and nature outside is prohibited.)
- · Light industrial uses.
- Research, development and testing of new products, laboratories.
- Aquaponics and related Sustainable Agricultural Uses, including Greenhouses.
- Recreation and Entertainment related uses associated with the Regional Sports and Entertainment Redevelopment Plan area, such as offsite parking facilities, bus depot or similar.
- Mail-order merchandise facility.
- Hospital and Health Related Services.
- Printing, publishing, lithographing, binding or similar processes.



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