



■ TOP STORIES

Better Rail Funding for Amtrak Would Improve Regional Economy

While prospects are improving for long-term federal funding to improve Amtrak service, Greater Philadelphia regional business leaders, through the CEO Council for Growth, have launched an effort in Washington to advocate for permanent Amtrak funding to improve service, particularly in the Northeast Corridor. Amtrak needs a predictable budget so it can plan for repairs, upgrades and service improvements.

The proposed bill will provide about \$3.2 billion a year for six years to subsidize operations, repair and improve rail lines, and help states fund rail corridors. Permanent funding for Amtrak will improve northeast regional transportation and mobility and enhance Greater Philadelphia's economic vitality.

In fiscal 2006, reported ticket revenue nationwide was approximately \$1.37 billion, up 11 percent from the previous year. National ridership also rose one percent to 24.3 million passengers. In fiscal 2006, Northeast Corridor trains carried approximately 9.4 million passengers and generated roughly \$725 million in ticket revenue. Philadelphia's 30th Street Station is Amtrak's third busiest, with about 20 percent of Amtrak's riders passing through the station. Wilmington, DE plus Trenton and Princeton, NJ will all benefit from reliable Amtrak service.

Federal Grants to Support Regional Workforce Development in the Life Sciences

Last month, Greater Philadelphia's Life Sciences industry received \$6.6 million in federal grants to support regional workforce development in Delaware, New Jersey and Pennsylvania.

The grants were awarded to the Delaware Valley Innovation Network (DVIN), a collaboration of business, education, government, economic and workforce development leaders in the Greater Philadelphia region that works to transform the way the region prepares workers for the life sciences industry. The DVIN includes seven counties in Pennsylvania (Berks, Bucks, Chester, Delaware, Lancaster, Montgomery, Philadelphia), five counties in New Jersey (Burlington, Camden, Gloucester, Mercer, Salem) and New Castle County in Delaware.

The \$6.6 million consists of two grants from the U.S. Department of Labor Workforce Innovation in Regional Economic Development totaling \$5.1 million, and a \$1.5 million advanced

manufacturing grant from the Department in the biotechnology sector.

Greater Philadelphia is nationally recognized as a leader in the Life Sciences industry, which encompasses pharmaceutical, biotechnology and agricultural companies.

DVIN is a collaboration among Biotechnology Council of New Jersey; College and University Presidents Council (Greater Philadelphia Chamber of Commerce); Collegiate Consortium for Workforce and Economic Development; Delaware Bioscience Association; Delaware Department of Labor – Division of Employment and Training; Delaware Economic Development Office – Workforce Center of Excellence; Delaware Valley Innovation Network; Delaware Valley Industrial Resource Center; Innovation Philadelphia; New Jersey Department of Labor and Workforce Development; New Jersey Governor's Office of Economic Growth; Pennsylvania BIO Association; Pennsylvania Department of Labor and Industry; and the Pennsylvania Governor's Policy Office; Select Greater Philadelphia; and The Life Science Career Alliance.

Pennsylvania Awards \$17M in Health Research Grants

Last month, Pennsylvania awarded four grants for health research projects that will involve Greater Philadelphia institutions. The grants equal approximately \$17 million. Recipients of the grants include:

- The Wistar Institute (\$4.2 million) to generate a universal influenza A virus vaccine. Partners include Cheyney University, the Children's Hospital of Philadelphia (CHOP), Lincoln University, Temple University and the University of Pennsylvania (Penn).
- Penn (\$4.2 million) to evaluate knowledge of, and attitudes towards, the human papilloma virus (HPV) associated with cervical cancer and its vaccine. Partners include Albert Einstein Medical Center, Cheyney University, CHOP, Geisinger Clinic, the Family Council of Philadelphia and the City of Philadelphia.
- Penn (\$4.2 million) to study gene-environment interactions that increase the risk of lung cancer in African-American and Caucasian smokers and non-smokers. Partners include Penn State University Medical College and Lincoln University.
- Penn State University also received \$4.2 million to examine how genetics and modifiable risk factors increase colorectal cancer risk. The total funding came from the state's share of the national tobacco settlement for 2006-07.

Rutgers Receives \$1.5M Grant

The Rutgers-Camden Technology Campus announced it has received a \$1.5 million grant to support a new business incubator for biotechnology and Life Sciences companies. The U.S. Economic Development Administration funded the grant. The investment is part of a \$3 million investment that is expected to create 255 jobs and generate more than \$17 million in private investment. The money will also be used to construct wet lab space, which is specially equipped with water, ventilation and other features for drug and chemical testing for 18 laboratories in the incubator.

University of Delaware's Business School Ranked 29th

The University of Delaware's Lerner College of Business and Economics was ranked 29th among the nation's top 58 public university programs on the second annual *BusinessWeek* review of the "Best Undergraduate B-Schools. It was also ranked 61st among 500 schools earning international accreditation from the Association to Advance Collegiate Schools of Business.

Rankings were based on a survey of 77,000 graduating seniors at the 123 eligible programs. Corporate recruiters were polled for information on median starting salaries for graduates and what schools sent the most grads to 35 top MBA programs. Schools were also ranked based on academic quality, average SAT scores, ratio of full-time faculty to students, average class size, the percentage of business majors with internships and the hours students spend every week on schoolwork.

SELECT NEWS

Select Completes Life Sciences Marketing Mission to Milan

Approximately 1,000 life sciences executives participated in the BIO-Europe Spring conference last month in Milan, Italy. At this season's conference, Life Sciences industry leaders took a closer look at industrial ("white") biotechnology and its interface with the world of healthcare.

Select's Business Development Vice President, Jeanne O'Connor, traveled to Milan to market the region at the conference and forge partnerships and develop biotech company leads. She also met with biotech associations with whom Select can collaborate with for future European and Canadian outreach and met with Greater Philadelphia area Life Sciences executives who can assist in future marketing missions and deepen Select's connection to the region's life science community.

BIO-Europe Spring was an important focal point for companies seeking to identify new business opportunities and strike deals to drive future business. The conference featured representatives from Johnson & Johnson, Bristol-Myers Squibb and Windhover Information Inc. who analyzed new industry trends and discussed how biotech companies can face their current challenges. Attendees used a proprietary online partnering system to set up individual meetings with potential partners.

Bucks County Breakfast Forum and State of the Region

The Bucks County Breakfast, part of the County Breakfast Series, presented by the Greater Philadelphia Chamber of Commerce (GPCC) and Wachovia, will be held on April 12 from 8:00 – 10:00 a.m. at the Belle Voir Manor on the Delaware, 1601 State Road, Bensalem, PA.

The breakfast will focus on the positive economic growth impacts of the region's higher education institutions. The program will also provide an update on Select Greater Philadelphia's progress in the past year and an outline of the economic development organization's new Business Ambassador Initiative.

This breakfast concludes the County Breakfast Series which culminates into the State of the Region event which will be held May 22nd from 8:00 – 10:00 a.m. at Drexelbrook in Drexel Hill, PA. The regional business community, elected officials and economic development executives from northern Delaware, southern New Jersey and southeastern Pennsylvania are invited to attend.

At the State of the Region, Select Greater Philadelphia will release its 2007 Regional Report, a comprehensive analysis of how Greater Philadelphia's 11-county region compares to competitor regions on a number of key indicators and metrics. The report will also feature a quantitative analysis of the impact of the higher education industry on the regional economy.

The event will include featured speaker is Douglas R. Conant, President and CEO, Campbell Soup Company and a panel discussion to explore technology transfer as an example of the power and influence of our region's colleges and universities. The panel will include Richard E. Caruso, Ph.D., Chairman of the Board, Integra LifeSciences Corporation; Katherine Chou, Executive Director, Office of Technology Transfer, Thomas Jefferson University; Christopher A. Coons, New Castle County Executive; and P. Sherrill Neff, Managing Partner, Quaker BioVentures; and moderator, Tara L. Weiner, Managing Partner, Greater Philadelphia, Deloitte.

The Breakfast Series and the State of the Region are a collaboration with the Mercer Regional Chamber of Commerce, New Castle County Chamber of Commerce, the Princeton Regional

Chamber of Commerce, Select Greater Philadelphia and the Southern New Jersey Chamber of Commerce.

For more information about the County Breakfast and the State of the Region, visit www.greaterphilachamber.com.

Be Counted in the Greater Philadelphia Life Sciences Guide

Is your company or organization in the Life Science industry? If so, we ask you to join in a truly collaborative tri-state initiative to assemble an online directory of life sciences resources within the 11-county Greater Philadelphia region (11-counties within northern Delaware, southern New Jersey and southeastern Pennsylvania).

In its finished form, the online Life Sciences Guide will be an online, searchable, frequently updated database containing life science organizations and companies that support the Life Science industry. The online guide will be free for all in and outside the region to use.

Pharmaceutical, medical device, diagnostics, biotech companies and other sector-specific organizations and firms that support the industry such as those specializing in business development, contract research, equipment, facilities, regulatory consultants, finance sources and IT services should be included in the Guide.

To sign up your Life Science company, visit www.lookforscience.com.

This effort is a collaborative effort with Ben Franklin Technology Partners Southeastern Pennsylvania, BioAdvance, Biotechnology Council of New Jersey, Bucks County Technology Partners, Delaware BioScience Association, Delaware Technology Park, Eastern Technology Council, Greater Philadelphia Keystone Innovation Zones, Greater Philadelphia Life Sciences Congress, Innovation Philadelphia, Mid-Atlantic Capital Alliance, New Jersey Technology Council, Pennsylvania Bio, The Science Center and Select Greater Philadelphia.

PA, NJ Companies Collaborate to Improve Port of Philadelphia

Enterra Solutions, LLC, a software services firm based in Yardley, PA, and Holt Logistics Corp., a transportation services provider based in Gloucester City, NJ, have formed a strategic alliance to improve operations and security at the Port of Philadelphia. Enterra's software services will integrate security, compliance and performance management functionality with a state-of-the-art system for responding to weapons of mass destruction and natural disasters. These services will be implemented at the Port's Packer Avenue Marine Terminal and will also cover the surrounding distribution area and intermodal infrastructure. Holt will provide services to protect the port's vital transportation systems.

Abbott Laboratories to Market New Cancer Test Developed by Greater Philadelphia Firm

MacroArray Technologies, LLC, a biotechnology research firm has developed a new test for prostate cancer that will be marketed by Abbott Laboratories. The new test called PCADM-1, tests urine for a gene that is over-expressed in malignant prostate tissue. This test is expected to offer advantages over the widely used prostate-specific antigen (PSA) tests, which, when they register a high level, do not necessarily indicate prostate cancer.

Approximately 1.6 million men undergo prostatic biopsies, and of these, approximately 70 to 75 percent have negative results. Under the MacroArray test, in blinded studies of 533 patients, 21 percent of patients who initially tested positive did not have prostate cancer.

The PCADM-1 gene was discovered by researchers at the Drexel University College of Medicine in Philadelphia. Prostate cancer screening is a \$1 billion industry worldwide.

PAFA & Jefferson Medical College Announce Partnership

The Pennsylvania Academy of the Fine Arts (the Academy) and Jefferson Medical College of

Thomas Jefferson University have partnered to create a fine arts program that integrates the principles and sensibilities of the fine arts into medical training. Taught by prominent instructors from both organizations, the program will feature a series of engaging exercises that incorporates principles of the fine arts in pathology, surgery, forensics and medical practice.

The Applied Arts Program will consist of five workshops, each of which addresses a different component of art as it relates to medicine in the areas of patient diagnosis, clinical rounds, anatomy lessons, surgery and healing. The ultimate goal is to prepare medical school students to become better, well-rounded doctors through the study of art and its applications to medicine.

The inaugural workshop took place last month as part of a commemoration of the arrival of Thomas Eakins' *The Gross Clinic*, at the Academy. Jefferson was home to *The Gross Clinic* since 1878 until the recent sales of the painting to the Academy and the Philadelphia Museum of Art. The Applied Arts Program coincides with Jefferson's goal of providing its students with a competitive edge throughout their educational experiences and careers.

ECONOMIC DEVELOPMENT NEWS FROM AROUND THE REGION

Bucks County

Millions in State Loans to Support Hundreds of Jobs

The Pennsylvania Industrial Development Authority (PIDA) has provided \$3.6 million in funding to help create and retain approximately 300 jobs in metal fabrication, masonry product manufacture and behavioral health care in Bucks and Dauphin Counties. Three Bucks County companies are receiving funding: Liberty Bell Properties LLC, \$520,000 to acquire a new and larger facility; Shabates LLC, \$450,000 to build a 17,000-square-foot building for light industrial or manufacturing companies; and Fleck Realty Holdings LP, \$1.05 million towards a new 30,000-square-foot facility.

All three companies were sponsored by the Bucks County Economic Development Corp. The balance of the funding will go towards a project in Dauphin County.

Burlington County

Burlington County Receives Economic Boost, New Jobs

Dietz & Watson Inc., a producer of deli meats based in Philadelphia, is opening a new 266,000-square-foot distribution center in Burlington County. Once in full operation, the distribution center will bring 100 new jobs to the region. The Burlington County Board of Freeholders has authorized a \$2 million interest-free revolving loan for this project. The company will invest approximately \$14 million to buy the land and refurbish an existing warehouse.

Camden County

New Investment in County's Million Dollar Redevelopment Project

The residential component of the Voorhees Town Center in Voorhees, NJ, Camden County, received an investment of \$14.5 million from Grosvenor Investment Management, formerly known as Legg Mason Real Estate Services Inc. The company put this investment towards the construction of 425 residential units that will be a mix of apartments and condominiums. This project is part of Pennsylvania Real Estate Investment Trust's renovations to the Echelon Mall in Voorhees that is approximately 1.2 million square feet. The entire redevelopment project will cost \$150 million total.

Chester County

German Company to Establish East Coast Presence in Chester County

SunTechnics Energy Systems Inc., a subsidiary of Conergy AG, a public German holding company, will establish an East Coast presence in Greater Philadelphia after acquiring Mesa Environmental Sciences Inc., a privately held company based in Malvern, PA. Headquartered in Sacramento, CA, SunTechnics expects to have roughly \$100 million in projects over the next three years in its new Chester County location.

SunTechnics chose the Greater Philadelphia region as the site for its new location because of the Commonwealth's increasing commitment to renewable energy and the recent establishment of programs that support clean air use and solar energy. Greater Philadelphia's central location in the mid-Atlantic region was also cited as a contributing factor.

Delaware County

DelCo Memorial Hospital Receives \$3M Upgrade

Delaware County Memorial Hospital (DCMH) received \$3 million in upgrades to medical equipment, expected to benefit approximately 15,000 patients annually. DCMH is part of the Crozer-Keystone Health System, which operates five hospitals in the county. The hospital is the first in the health system's network to have an SPECT-CT, a scanner that combines the functions of an X-ray and CT scan into a single image. In addition to the new scanner, DCMH received a new digital mammography system and two new state-of-the-art CT scanners. The upgraded scanners will allow radiologists to make quicker and more accurate diagnoses, enabling them to treat patients faster.

Gloucester County

County Hospital Wraps up Work Force Program

Last month, Underwood-Memorial Hospital, Gloucester County's largest employer, completed a one-year training program that improved the skills of more than 1,100 employees.

The program was funded by a \$249,200 grant from the New Jersey Department of Labor Workforce Development Training. The program provided computer training, leadership/supervisory skills, customer service management, business communications and team building courses. It also included instruction on lean manufacturing for health care, a program aimed at reducing costs and increasing efficiencies throughout the hospital.

Underwood-Memorial Hospital is affiliated with Thomas Jefferson University and Hospital of Philadelphia, employs 1,800 workers and has a medical staff of more than 350 people.

Strong South Jersey Industrial Market Spurs New Development

DP Partners, a Nevada developer, will begin construction of a second distribution center in Logan, NJ. The decision is based on South Jersey's strong industrial market. The new building will be constructed on approximately 25 acres of land and be approximately 365,760 square feet in size. It is expected to be completed by the end of 2007.

In 2006, DP Partners completed construction of the first 359,573-square-foot building in 2006 and is currently negotiating for a tenant to take all of the space. The buildings are part of the developer's plan for the LogistiCenter located near Center Square Road in Logan.

Philadelphia County

NJ Developer Plans New Residential Development on Delaware River

New Jersey developer, Churchill Development, is planning to build a \$460 million residential community along the Delaware River in Northeast Philadelphia. The community will consist of a mix of 1,700 condominiums, townhouses and flats on 58 acres of land on State Road. The community will be called Independence Point and the firm expects to break ground in fall 2007. Phase one will consist of 180 units.



SELECT NEWS is the monthly newsletter of Select Greater Philadelphia, an affiliate of the Greater Philadelphia Chamber of Commerce. Select Greater Philadelphia is dedicated to marketing our region nationally and globally as well as attracting, growing and retaining companies to firmly establish Greater Philadelphia as a top-tier place to do business. The Greater Philadelphia region is comprised of 11 counties across southeastern Pennsylvania, southern New Jersey and northern Delaware.

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