



Due to a research error, the April 2007 edition of Select News contained an article regarding Main Line Health, which was originally published in 2001. We apologize for any confusion this may have caused.

■ TOP STORIES

Area Venture Capital Investment Comes Up Strong in First Quarter

Driven by strong interest in biotechnology and life sciences, first quarter venture-capital investment in the Greater Philadelphia region was the highest since the second quarter of 2006, according to a MoneyTree survey by PricewaterhouseCoopers and the National Venture Capital Association. Area venture firms invested \$164 million into 24 local companies for the first quarter of 2007. During the second quarter of 2006, 25 local companies raised \$230 million.

Nationally, investments in later-stage companies experienced the most significant growth, with \$3 billion invested in the first quarter, a 57 percent increase over fourth quarter 2006 and the highest amount invested in later-stage companies since the fourth quarter of 2000. Life sciences and biotechnology attracted the most investment, with \$2.6 billion invested in 198 deals. Medical devices experienced 60 percent growth from the fourth quarter of 2006, with \$1.1 billion invested in 96 deals.

A first quarter has not been as strong in venture-capital investments since 2001, when venture firms invested \$182.2 million in 25 businesses. The results of the report were based on data from Thomson Financial. The MoneyTree survey data reflects the amount received in a quarter, not the total amount committed.

Greater Phila. Life Sciences Guide Announced at BIO 2007

Several regional organizations recently announced the public launch of the Greater Philadelphia Life Sciences Guide - www.Look4Science.com - a new online, searchable database for the region's life science industry. Announced at BIO 2007 in Boston, the creation of this comprehensive tool was made possible by a broad-based group of economic development organizations and life sciences-focused associations, led by Select Greater Philadelphia, BioAdvance and the University City Keystone Innovation Zone (KIZ). The Guide will serve as a resource for emerging and established life science organizations as well as life science

companies interested in expanding in or locating to the Greater Philadelphia region.

“The Greater Philadelphia region is an established leader in the biosciences and as such needed a regional directory of resources available to existing and emerging life sciences companies,” said Thomas G. Morr, President and CEO of Select Greater Philadelphia. “This project has received strong support from the Greater Philadelphia bio/pharma industry and its rapid development demonstrates the unparalleled strength of our life sciences community. We will work aggressively to leverage this resource to deliver even more business opportunities to Greater Philadelphia.”

Those who utilize the Guide will have access to a searchable catalogue of accessible resources to help identify potential partners or industry-specific resources. In addition to industry organizations, the directory consists of companies and consultants supporting all aspects of the life sciences continuum – from pre-clinical development to product distribution. This includes information on biotech, pharmaceutical, medical device, diagnostics and bioinformatics companies, trade associations, economic development organizations, industry service providers of all types and investment and funding sources.

Since its launch six weeks ago, the directory has been populated by 600 organizations and continues to expand. The Guide is expandable with a planned second phase that will include Greater Philadelphia’s core research facilities, research institutions, foundations and healthcare services providers.

Fourteen regional organizations across Delaware, New Jersey and Pennsylvania have come together to support this important regional industry effort. The Greater Philadelphia Life Sciences Guide is being supported by Ben Franklin Technology Partners Southeastern Pennsylvania, Biotechnology Council of New Jersey, Bucks County Technology Partners, Delaware BioScience Association, Delaware Technology Park, Eastern Technology Council, Greater Philadelphia Keystone Innovation Zones, Innovation Philadelphia, Life Sciences Congress, Mid-Atlantic Capital Alliance, New Jersey Technology Council, Pennsylvania Bio, Rutgers-Camden Technology Campus, Inc. and The Science Center.

If you are a life science company or life science support service and have not signed up yet, please visit www.Look4Science.com today.

PCVB Announces New Greater Philadelphia Life Sciences Congress

The Philadelphia Convention & Visitors Bureau (PCVB) announced the formation of a new division, the Greater Philadelphia Life Sciences Congress. The mission of the Congress is to position the tri-state area as the leader in life sciences meetings and conventions. The meetings connect local leaders and businesses with national and international opportunities. In turn, this will help bring new companies to the region, new partnerships and an overall awareness of Philadelphia’s thriving business community.

The Greater Philadelphia Life Sciences Congress will serve as a connector to bridge the industry with national and international meeting planners to maximize the region’s opportunities for hosting science-related meetings and conventions. Specifically, the Congress will:

- Build meeting and convention attendance through access to academic institutions, hospital systems, research labs, biotechnology firms and the pharmaceutical industry;
- Network with the region’s top industry experts for speaking engagements and business opportunities; and
- Navigate convention, city and regional planning logistics.

Partners include Select Greater Philadelphia, Biotechnology Council of New Jersey, Inc., Delaware Bio, and Pennsylvania Bio. Greater Philadelphia is a current and future leader in life sciences research, biological development and manufacturing, pharmaceutical commercialization and renowned health care. All of these key areas, as well as solid partnerships with Delaware, New Jersey and Pennsylvania and private companies make the region a global life sciences destination.

NJ Passes Legislation Providing Property Tax Relief

Legislation was passed in New Jersey last month that will bring property tax breaks to approximately 95 percent of the state's homeowners. Overall, 1.9 million homeowners will receive reductions averaging nearly \$1,100 per household. Homeowners with annual incomes up to \$100,000 will receive a 20 percent reduction in property taxes either by credit or rebate. Those with incomes between \$100,000 and \$150,000 will receive a 15 percent reduction and homeowners with incomes between \$150,000 and \$250,000 will get a 10 percent reduction.

Also under the new legislation, tenant rebates will double to at least \$250,000 million statewide, which includes approximately one million renters. The legislation also caps annual property tax increases for schools and local governments at four percent. Some exemptions are permitted, however, including debt service and healthcare cost obligations.

SELECT NEWS

Third Annual State of the Region to Take Place This Month

The regional business community, elected officials and economic development executives from northern Delaware, southern New Jersey and southeastern Pennsylvania are invited to attend the third annual regional forum, the State of the Region. It will be held Tuesday, May 22nd from 8:00 – 10:00 a.m. at Drexelbrook. The address is Drexelbrook Drive and Valley Road in Drexel Hill, PA.

At the event, Select Greater Philadelphia will release its 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 forum will include featured speaker Douglas Conant, President and CEO, Campbell Soup Company and a panel discussion on technology transfer as an example of the power and influence of our region's colleges and universities. The panel will include Richard Caruso, Chairman of the Board, Integra LifeSciences Corporation; Chris Coons, New Castle County Executive; and P. Sherrill Neff, Founding Partner, Quaker BioVentures.

Select Markets Region at Expansion Management's Roundtable in the Rockies Program

Last month, officials from Select participated in *Expansion Management* magazine's Roundtable in the Rockies program, a premier source for education and networking in the economic development industry. This unique forum allowed Select to connect directly with eight leading national site consultants and learn more about what they are looking for from economic development communities.

For more information on *Expansion Management's* Roundtable conferences, please visit: <http://www.expansionmanagement.com/PDF/07Roundtables.pdf>

Select Supports New Castle County Economic Development Council at Legislative Breakfast

This month, officials from Select attended the New Castle County Economic Development Council's Legislative Breakfast in support of the organization and to learn more about the Council's key initiatives. Held on May 4th in Newark, the main speaker was Delaware Governor Ruth Ann Minner. Gov. Minner discussed several major business issues and outlined some of her economic and educational initiatives.



(Left to Right: Bob Chadwick, New Castle County Chamber of Commerce, Stuart Litvin, Select Greater Philadelphia, Governor Ruth Ann Minner, Phil Hopkins, Select Greater Philadelphia and Jeff Stone, Delaware Economic Development Office)

CEO Council for Growth Endorses Air Space Redesign

The Federal Aviation Administration (FAA) has announced a plan for rerouting air traffic in the Northeast in an attempt to curb delays caused by crowded airspace, while also addressing community concerns related to noise mitigation. The FAA proposed reducing airline delays at the Philadelphia International airport (PHL) by vectoring planes taking off to the west in six directions at 1,000-3,000 feet. In response to concerns raised by residents of Delaware County, the FAA announced plans to reduce the number of planes taking off to the west from six to three.

In today's global economy, having a world class airport is essential for economic growth. The airport system is one of the region's largest economic engines, generating \$14 billion annually to the local economy and employing 34,000 workers. The air traffic control tower at PHL is currently the busiest in the FAA's eastern region. The CEO Council for Growth, a unit of the Greater Philadelphia Chamber of Commerce, feels it is important that the air space serving Greater Philadelphia is re-engineered to create a more efficient air traffic flow and supports the FAA's balanced approach.

The airport system is one of the Greater Philadelphia region's largest economic engines, generating \$14 billion annually to the local economy and employing 34,000 workers. The CEO Council for Growth will continue to support efforts to improve and expand the region's major infrastructure assets.

For more information, [click here](#).

IN THE NEWS

London Firm to Open First International Headquarters in Greater Phila.

Brand Guardians, a London-based brand strategy and research firm, announced last month that it is locating its first international office in Greater Philadelphia. The company says it chose this region for its vibrant business and life sciences community and its central location, which offers clients access to both government (Washington, DC) and financial (New York City) centers. The U.S. headquarters will specialize in aligning brand strategy with business operations, complementing the firm's existing strengths in brand strategy, brand research and intellectual property. The firm's clients will draw from the full range of services and counsel provided by both the London headquarters and the U.S. base in Greater Philadelphia.

Information regarding the exact number of employees expected to be hired has not yet been released.

Call for Nominations – Deloitte’s 2007 Greater Philadelphia Tech Fast 50

Nominations are now being accepted for Deloitte's 2007 Greater Philadelphia Technology Fast 50, which ranks the 50 fastest growing technology, media, telecommunications and life sciences companies in Greater Philadelphia. This includes companies with proprietary technology or intellectual property. The deadline for nominations is May 31, 2007. Winners will be announced in October 2007.

Fast 50 winners are selected based on percentage revenue growth over five fiscal years (2002 to 2006). To be considered, entrants must meet the following criteria:

1. Must own proprietary intellectual property or proprietary technology that contributes to a significant portion of the company's operating revenues or devotes a significant proportion of revenues to research and development of technology.
2. Base-year operating revenues must be at least \$50,000 and current-year operating revenues must be at least \$5 million. Companies are required to submit tax returns or audited financial statements with their nomination to complete their eligibility.
3. Must be in business a minimum of five years.
4. Must be headquartered within the Greater Philadelphia region. Subsidiaries or divisions are qualified if they have some public ownership and are separately traded.

To apply, please visit www.Fast50.com or email phillyfast50@deloitte.com to request a form.

ECONOMIC DEVELOPMENT NEWS FROM AROUND THE REGION

Bucks County

New Bucks Hospital Will Focus on Breast Cancer

Last month, the Comprehensive Breast Care Institute at DSI of Bucks County was licensed as a general hospital that will focus on diagnosing and treating all stages of breast cancer and performing cosmetic procedures. The new hospital is an affiliate of Diversified Specialty Institutes, a Nashville-based company that operates small, specialized hospitals and dialysis centers.

The goal of the breast institute is to offer women a faster diagnosis and treatment so patients will have fewer days to worry and to allow better coordination among doctors who provide the various types of treatment.

The new facility is a 12,000-square-foot, 24-bed, \$55 million hospital. It contains new imaging equipment, including a breast PET scanner. The hospital is expected to perform 7,500 imaging scans and 3,500-4,000 surgical procedures in the first full year of operation. It also will contain a medical spa that will offer complementary therapies such as Reiki, hypnotherapy, massage, reflexology and acupuncture.

AE Polysilicon to Locate at the KIPC in Bucks County

A New Jersey-based manufacturer of products in solar energy and semiconductor industries, AE Polysilicon, will build a \$70 million manufacturing facility with close to 150 new employees at the Keystone Industrial Port Complex (KIPC) in Falls, PA. Approximately 20 acres have been acquired for a new manufacturing facility and corporate headquarters at the site.

This operation will be located in a Keystone Opportunity Improvement Zone (KOIZ), a designated area in which companies apply for exemption from certain state and local taxes through 2018.

This is the third manufacturing company to announce plans for locating manufacturing facilities at the KIPC in the past year, two of which were international companies.

The KIPC is a strategically located commercial real estate site for heavy industrial tenants and is one of 12 Keystone Opportunity Zones in Pennsylvania.

Burlington County

New Hotel Coming to Mount Laurel

Starwood Hotels & Resorts Worldwide Inc. announced that it has signed a deal with Grande Properties LLC of Philadelphia to build a 150-room hotel, with the brand name aloft, in Mount Laurel, Burlington County. The hotel will be built on an 11-acre site. This high-tech hotel is the first hotel to "open" in virtual reality on the Internet, giving consumers a sneak peak at the product, while offering the company instant feedback on the concept and design. The rooms will feature 9-foot ceilings, oversized windows, large "signature" beds, oversized walk-in showers, wireless Internet access and connections for cell phones, mp3 players, PDAs and laptops that can be linked to the large, flat panel, high-definition television. Groundbreaking is anticipated for the end of summer 2007 and the hotel is expected to open in July 2008.

In addition to the aloft hotel in Mount Laurel, Starwood will open aloft hotels in Lexington, Mass., Tucson, Ariz., Cherry Creek, Colo., and San Francisco in 2008. The company predicts that by 2012, there will be 500 properties worldwide.

Chester County

Hunt Auctions Plans New Facility in Chester Co.

Hunt Auctions, Inc., a sports memorabilia company, received \$1.3 million for its expansion to a new facility in Lionville, Chester County. The new facility meets their need for product storage, offers a larger staging area due to their continuing growth and market demand, and provides room for future expansion. Hunt Auctions plans to hire additional employees to facilitate product cataloging and shipment. The company consistently ranks as one of the top vintage sports memorabilia auction firms in the country with numerous record prices to its credit. Funding was provided by the South East Economic Development Company of Pennsylvania (SEED Co) and the United States Small Business Association (SBA).

Delaware County

Venture Capital Firm to Encourage New Investments in Pennsylvania

Zon Capital Partners L.P., a venture capital firm based in Radnor, Delaware County, received \$500,000 from the state. The funding is to be used towards encouraging new investments in prospering Pennsylvania companies. The firm is required to provide a three-to-one match, generating another \$1.5 million in commitments to Pennsylvania businesses that are creating jobs in high-growth areas with above-average salaries. The funding was approved by the Ben Franklin Technology Development Authority (BFTDA). In 2003, the state committed \$2 million to Zon through the BFTDA. The investment brought in more than \$15 million to the Commonwealth from outside sources, far exceeding its \$8 million required match.

This funding is part of a \$725,000 investment to leverage an additional \$1.5 million from private sources to spur business development and create new opportunities. The BFTDA also approved funding for two Keystone Innovation Zones (KIZ) to the Columbia Alliance for Economic Growth and the Philadelphia Industrial Corporation.

Montgomery County

Villanova Building New College of Nursing

Last month, Villanova University broke ground on a new building for its College of Nursing. The new building will support the college's initiatives including student learning in technology-driven clinical simulation labs and will enhance an environment for teaching and scholarship. The 75,000-square-foot building will contain a 200-seat auditorium and 200-seat lecture hall. In addition, it will house seminars, classrooms, simulation labs, a simulated nurses' station and a

center for nursing research and scholarship. The building is expected to open by summer 2008.

J&J Constructing \$181M Building in Montgomery County

Last month, Johnson & Johnson Pharmaceutical Research & Development LLC (J&JPRD) began construction on a new \$181 million building in Montgomery County, Pennsylvania. The building will add new laboratory and office space and will generate 120 new jobs. Expected to be completed in 2009, the 150,000-square-foot building will serve as the East Coast hub for discovery research and early clinical development.

J&JPRD currently employs 680 people at its research and development campus that is also located in Montgomery County. Pennsylvania is offering J&JPRD up to \$2.3 million in grants and tax credits for the project.

J&JPRD is part of Johnson & Johnson, the world's most broadly based producer of healthcare products. This new project is another way the company is leveraging drug discovery and drug development in a variety of therapeutic areas to address unmet medical needs worldwide.

New Castle County

New Network Developed to Promote Newark

The New Castle County Chamber of Commerce and local government, business and education leaders have announced a new partnership called The Greater Newark Network: *Promoting Innovation and Economic Development*. The Network is a partnership between the New Castle County Economic Development Council, the Chamber of Commerce and local government, business and education leaders, that will work together to promote the county as a destination for business. The primary goal of the Network is to be proactive in retaining current employers and attracting new ones to the area. In addition to supporting state and local development efforts, the group also hopes to promote the Newark area as a corridor for high-tech businesses.

Designed to supplement existing efforts to identify roadblocks and leverage assets to economic growth in the area, the new organization pulls together representatives of Newark City government, the University of Delaware, Delaware Technical and Community College, Delaware Technology Park and W.L. Gore. The Network will hold monthly joint meetings with members of the New Castle County Economic Development Council. Meetings will be open to the public.

Philadelphia County

Hotel Construction Begins in Preparation for Bigger Convention Center

A 650-room Renaissance hotel is planned for Broad Street, three blocks north of City Hall. The new hotel marks Center City's first big lodging project in more than six years and is expected to have more than 80,000 square feet of meeting and banquet space – comparable to the Marriott, Philadelphia's largest hotel. Currently, the site is a parking garage and the headquarters of Parkway Corp., a partner in the development.

The development is planned due to the impending start of construction to expand the Convention Center, from 13th to Broad Street between Arch and Race Streets. The expansion is expected to be completed by the end of 2009.

The Renaissance hotel is a joint effort of Parkway, Marriott International Inc. and other developers. Currently, Renaissance is the only major Marriott hotel brand not represented in Center City.



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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