MISSION

Our goal is to accelerate your success in life sciences. Whether you are looking to lease or invest in a research center or life sciences property, or you need project management or construction management services, our team has the market knowledge and connections to ensure on-time and under-budget delivery of the most sophisticated projects.

The Colliers Life Sciences Group will work with you to find the right environment that enables research and innovation while ensuring efficiencies and minimizing costs. By combining our global perspective with deep knowledge of your specific market, we are able to execute swiftly and empower your company to focus on your next breakthrough.

3 KEY BENEFITS OF PARTNERING

1  GLOBAL NETWORK

Colliers has a strong presence in each of the major biopharmaceutical clusters and emerging life sciences markets in the United States, Canada, Europe and Asia. We maintain industry connections around the globe so that we are best equipped to ensure that your most valuable assets are safe and optimized.

2  DEDICATION TO SERVICE EXCELLENCE

We believe that industry-leading life sciences companies and researchers are changing the world one discovery at a time. The Colliers Life Sciences Group provides services and real estate solutions that allow you to focus on what you do best: scientific innovation. Our team has earned a solid reputation for rapid, successful delivery of life sciences projects — including vivarium, GMP and non-GMP research and development, bioprocessing, manufacturing and packaging, and production facilities — while effectively meeting our clients’ operational and financing goals.

3  INDUSTRY KNOWLEDGE

Our Life Sciences Group maintains relationships with industry experts including engineers, designers and developers to heighten client value and ensure our leading-edge understanding of industry products and services. We recognize the unique challenges life sciences organizations must overcome and pride ourselves on working with you each step of the way.
CAPABILITIES

› Client strategy
› Portfolio optimization
› Merger and acquisition support and consulting
› Incentives and site selection
› Facilities planning
› Valuation and appraisal
› Project management and delivery
› Workplace consulting
› Corporate real estate strategy
Eastern Connecticut University Saves Energy and Money With Retro-commissioning Initiative

Challenge
Eastern Connecticut University approached Colliers about a multi-phase retro-commissioning initiative as part of the university’s participation in the CT Energy Efficiency Fund’s RCx Program. The initiative included 13 academic halls, a residence hall, dining hall, library, student center, public safety, heating plant and science center buildings covering 688,183 GSF. The goals included improving building energy and operating performance, improving the buildings’ ENERGY STAR rating and increasing the satisfaction of occupants.

Strategy
The Colliers team created a plan that implemented unoccupied air flow, dual enthalpy economizer sequences and critical valve differential pressure reset of hydronic systems, among other processes.

Results
As a result of the modifications, the university anticipated an annual energy savings of $263,342, which would pay the estimated implementation cost of $518,044 in 2.6 years. With the added CEEF RCx program incentives of $270,470, the retro-commissioning would pay for itself within one year. The project saved 1,511,648 kWh per year which was the equivalent of saving 1,154 metric tons of CO2.

Science Park Achieves High Leasing Rates Despite Challenging Market

Challenge
Science Park Development Corporation is a not-for-profit organization created in the 1980s to redevelop the former manufacturing campus of the Winchester Repeating Arms Company in New Haven, CT into a research complex. Today, the Science Park at Yale includes two laboratory and office buildings totaling 165,000 rentable square feet.

Science Park Development contracted Colliers to manage leasing for the Science Park at Yale. The complex — occupied mostly by early-stage science companies — was in an almost constant state of flux with major tenants sometimes going out of business.

Strategy
The science community in New Haven is dominated by Yale University and Yale-New Haven Hospital. The Colliers leasing team has drawn upon strong connections with Yale and the economic development staffs of the City of New Haven and the State of Connecticut to ensure that every company looking for lab space in New Haven makes a visit to Science Park. The team worked closely with ownership to help tailor space offerings in the complex to the needs of tenants looking for space.

The Colliers leasing team focused on frequent and focused communication with all involved parties including ownership, property managers and tenants as well as with brokers and other deal-makers in the local market.

Results
Over the past eight years, the leasing team has overseen more than 120,000 square feet of leases, maintaining an occupancy rate of nearly 90%.
Tengion Signs Lease for First-of-its-Kind Manufacturing Facility

Challenge
Tengion is a development-stage regenerative medicine company that required a first-of-its-kind facility utilizing current good manufacturing practices (cGMP) to manufacture autologous cells for the regeneration of bladder cells. The building required spaces for quality assurance, quality control, tissue culture and an open sterile manufacturing room for an incubator farm to produce the replacement bladders.

Tengion hired the Colliers team to perform a site-selection survey with a comparative analysis between two states, Pennsylvania and North Carolina. The site had to be free of vibrations that might impact the analytical equipment, have the potential to accommodate 2,000 amps of power, offer access to dark fiber and provide sufficient equivalent dwelling units (EDUs) to accommodate an effluent for discharge into the public sewer system.

Strategy
Within 90 days, the team identified and analyzed multiple sites in North Carolina and Pennsylvania using a weighted matrix of critical issues to achieve Tengion’s design and construction goals.

Since this was the first facility approved for this type of manufacturing by the FDA, careful consideration had to be given to security, attractiveness of the environment, ease of servicing the mechanical infrastructure and the ability to maintain a sterile, controlled environment with redundant utilities and power. It also needed to be located in an area with access to experienced biological technicians and scientists.

The decision was made to shortlist only newly constructed properties with a minimum 28-foot clear ceiling height to accommodate a “catwalk mezzanine” and a background of minimal power interruptions. As a result of assessing this short list, Tengion signed a letter of intent for a lease of approximately 48,000 square feet of offices, analytical labs and sterile manufacturing space in Pennsylvania. The overall cost of the project was approximately $25 million for the infrastructure and critical utilities alone.

Results
With help from the Colliers team, Tengion was able to produce the best quality site in advance of the timeline goal for occupancy. Colliers secured a market-appropriate rental rate with access to every critical utility required for the construction of the facility.

Additionally, as part of the coordination between the State of Pennsylvania and Tengion, the Colliers team facilitated a grant of $1.25 million to be used in the construction of the facility.
Colliers left no stone unturned in the process to identify the best site. After extensive geographic studies, they were able to convert a reluctant seller into a grateful participant in the sale of the property.

— Mark Rodenberger  
Senior Vice President  
ALMAC FACILITIES
We’ve got you covered.

OUR DIFFERENCE

We are enterprising. As an industry-leading global real estate company with more than 15,000 skilled professionals operating in 68 countries, what sets Colliers International apart is not what we do, but how we do it.

Our unique culture encourages our people to think differently, to share innovative ideas and to create effective solutions that accelerate our clients’ success. Many of the world’s most innovative and successful companies choose us when they need trusted, expert advice.

OUR SERVICES

The foundation of our service is the strength and depth of our specialists. Our clients depend on our ability to draw on years of direct experience in their local markets. Our professionals know their communities and the industry inside and out. Whether you are a local firm or global organization, we provide creative solutions for all of your real estate needs.

We deliver a comprehensive portfolio of real estate services to occupiers, owners and investors across all sectors worldwide. In addition to these sectors, we provide our clients with a deep level of knowledge in specialized industries and product types including law, technology and logistics.
COLLIERS AT A GLANCE

Revenue
$3.3B
(US$)

Established in
68 countries

Transaction value
$127B
(US$)

Managing
2B
(square feet)

Lease/sale transactions
69,000

Assets Under Management
$26B+

Comprised of
17,000+
professionals

All statistics are for 2018, are in U.S. dollars and include affiliates.