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Upcoming Events:

- May 19 - Lehigh Valley Developer's Event with the NJ Chapter & LVEDC
Location: Candlelight Reception & Conference Center, Bethlehem, PA
- June 20 - SIOR / TriState / CCIM Golf Outing
Location: Plymouth Country Club
- Sept 22 - 3rd Annual Eastern PA Property Summit - Location: Reading Country Club

**555 E. North Lane
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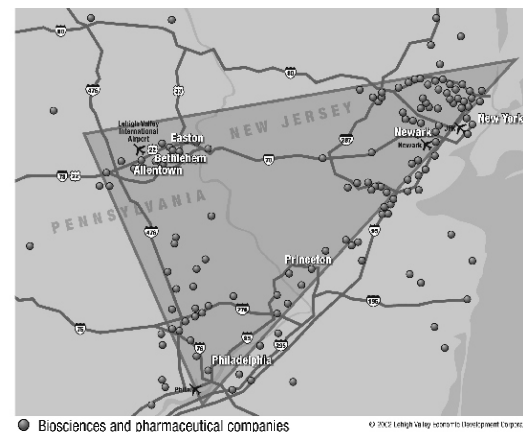
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The Philadelphia Regional Chapter Society of Industrial and Office Realtors



Successful biotechnology companies know that when it comes to selecting a location for their business, two factors top the list: a strong research capacity and an economic environment that transforms research into successful commercial activity. Across the nation, 9 metro areas (Boston, Los Angeles, New York, Philadelphia, Raleigh-Durham, San Diego, San Francisco, Seattle and Washington-Baltimore) have proven to be leaders in these areas. Not only do they account for 75% of the country's biotech firms; 75% of the biotech companies born within the last 10 years are quartered there.

Remarkably, 3 of these areas (New York, Philadelphia and Washington-Baltimore) are concentrated within the Mid-Atlantic region. Both public and private investment reflects that concentration, according to Dr. Pradip Banerjee, CEO of the Philadelphia Science Center. In remarks made at a recent SIOR luncheon at the Philadelphia Country Club, Dr. Banerjee indicated that 'the region benefits from about \$1 billion in NIH research grants and over \$3 billion in corporate R&D annually'. Other keys to the emergence of the region as a key BioPharm center include the extraordinary intellectual infrastructure represented by the regions many colleges, universities, and hospitals, together with well established corporate players and an entrepreneurial spirit that seems to run with the land.



Located strategically within the heart of this corridor is Pennsylvania's Lehigh Valley, which is poised to become the next biotechnology and pharmaceutical hot spot. Near the Pennsylvania / New Jersey border, the Lehigh Valley is rapidly gaining recognition from entrepreneurs and established life science businesses alike who are attracted to the Lehigh Valley's:

- Central Location relative to the massive biotech corridor running from Boston to Washington, D.C.
- Critical mass of existing biopharm, life science and medical device companies that provide supplies, services and infrastructure support as well as the largest concentrations of life science employees in the world.
- Educational environment, as part of the larger community which is home to one of 11 colleges and universities active in life sciences education and groundbreaking research.
- Leading U.S. News & World Report- ranked hospitals involved in numerous nationally recognized drug protocols for cancer and infectious disease.

These and other factors should combine to make not only the Lehigh Valley but the Mid Atlantic Region as a whole a continuing force in the BioPharm industry. We in the Lehigh Valley are excited to be a part of that future, and embrace the opportunity to support ongoing growth by the industry in our community.

**- Megan Longenderfer, VP of Marketing & Public Relations
Lehigh Valley Economic Development Corporation**

SIOR Member Spotlight:

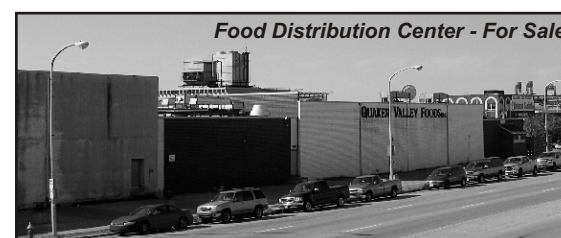
Linford L. Good, SIOR, CCIM
High Associates, Ltd.



Mr. Good has been a member of SIOR since 1988 and is currently serving as a director for the Philadelphia chapter.

As the senior vice president of brokerage services for High Associates, Ltd. he is responsible for managing the activities of the sales and leasing team including selling and leasing industrial/commercial properties for corporations, private industry, and individual investors. His team also handles the leasing activities for nearly 6,000,000 square feet of real estate which comprises the High portfolio.

SIOR Featured Listing:



3101 S. 3rd Street, Philadelphia, PA

- 60,000 +/- SF
- 6 +/- Acres
- Office Space Available
- Immediate Possession
- Cooler & Freezer Space
- 10 Tailgate Loading Docks
- Rail Possible
- Immediate Access to I-95 & I-76 & Walt Whitman Bridge to NJ

**For More Information Contact:
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