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Working together in Quincy to attract the biotech and life sciences industry sector

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Massachusetts is a world leader in the biotechnology industry providing home to over 500 bioPharma companies, which employ over 48,000 individuals across the Commonwealth. Although there are various pockets of this industry cluster throughout the state, it is no secret that Cambridge is the most desirable location from a regional, national and even international perspective.

In Quincy, community leaders are partnering to promote the many advantages of locating biotech and life science companies in this city of over 94,000 just eight miles south of Cambridge. Quincy's close proximity and convenient access to Boston and Cambridge via major highway interstates, water transportation to Logan International Airport, four MBTA Red Line train stops (known as the Commonwealth's biotech spine), commuter and commercial rail service, a quality workforce, 27 miles of coastline and a diverse community make Quincy a very attractive location for companies and their employees.

Quincy is Platinum rated by MassBIO, the highest rating for a community seeking to attract and support biotechnology companies. The Platinum rating means the community has features such as commercial sites designated for biotech uses, streamlined permitting, and abundant sewer and water capabilities. In addition Quincy has adopted the National Institutes of Health Guidelines on rDNA Research providing a predictable environment that welcomes biotechnology facility projects. In collaboration with representatives of the Massachusetts Biotechnology Council (MassBIO), the Massachusetts Life Sciences Center and the Massachusetts Alliance for Economic Development - leading organizations that facilitate the growth of this industry in the Commonwealth - the city of Quincy is positioning itself as a community ready to meet the expectations of this growing and dynamic industry sector.

Under the leadership of mayor Thomas Koch the city is partnering with the Quincy Chamber of Commerce and prominent commercial property owners in the city to aggressively market the community to the biotech and life science industry. These partners include the Flatley Co., owners of the 175-acre Crown Colony office Park; Daniel Quirk, owner of the 110 acre Fore River Shipyard; Quincy Mutual Insurance; and the Street-Works/Beale Companies, partners in the \$1.6 billion redevelopment of downtown Quincy. Working together through the dedication of staff and financial resources the city has created an overall marketing initiative designed to promote the many attributes of the city of Quincy as a whole, with one voice and one vision.

The marketing campaign kicked-off at the Bio International Conference held June 18th - 22nd in Boston this year. The city of Quincy was a co-sponsor of the Massachusetts Pavilion in an effort to promote the city at the largest gathering of this industry cluster in the world. "Attracting biotech companies to the city of Quincy will provide quality jobs for our residents and strengthen our commercial tax base," said mayor Koch. "Quincy has unmatched potential and resources, and

promoting Quincy at the 2012 BIO Conference is one example of how we are going to make sure national and international markets are aware of the amenities we have to offer as well."

Next on the calendar is the AdvaMed MedTech National Conference that will be held for the first time in Boston from October 1st - 3rd. Quincy will have a prominent presence as a participant and co-sponsor of the Massachusetts Pavilion in an effort to market the city to medical device companies from across the country.

The city has a variety of site location options for small biotech start-ups, expanding mid-sized ventures, or seasoned life science companies looking for a large campus style setting. Companies looking for attractive lease rates; easy access to national and international markets; quality infrastructure; and a first class environment to attract a quality workforce through easy commuting, affordable housing, and a variety of recreational amenities will find the city of Quincy a perfect fit.

The \$1.6 billion new development planned for Quincy Center boasts of over one million s/f of by-right zoning for laboratory research and biomanufacturing. In addition, the downtown development project includes 600,000 s/f of new retail and service space, an entertainment center, medical center and wellness facility, higher education component, and over 1,500 residential units. Adjacent to the Quincy Center MBTA Red Line Train Station, the new Quincy Center is designed to be a first class urban environment where one can work, live and recreate without getting into a car.

Another excellent location opportunity is the Crown Colony Office Park located directly off I-93, Rtes. 3 and 128, and abutting the Quincy Adams Red Line MBTA Station. The 175-acre Crown Colony Park is master planned for up to 20 first-class office buildings amid extensive landscaping and greenspace. Thirteen buildings encompassing 1.5 million s/f have already been established and now four additional sites totaling 775,000 s/f are available by The Flatley Co. for development, and pre-permitted for medical use.

A third prominent opportunity for the biotech industry sector is the 111-acre former Fore River Shipyard, which boasts of tremendous waterfront access to a deep water ship channel, birthing spaces and a commercial rail running through the site. A completed master plan for the property emphasizes smart growth and transit oriented development principals, making this site a very attractive waterfront location. Positioned for redevelopment, the site provides a blank slate for a company looking to create a campus setting tailored to their unique needs and standards.

Community leaders are bullish on the notion that there is no better place to meet all of the biotech and life science industry needs than Quincy. It is evident that many leading private sector enterprises agree as the following well-known corporate entities call Quincy Massachusetts home: Boston Scientific, Systagenix, Stop & Shop/Ahold USA, State Street, Iceland Air, New England Fertilizer, Quincy Mutual Fire Insurance, Harvard Pilgrim Healthcare, Twin Rivers Technologies, Bluefin Robotics, New England Aquarium, Granite Telecommunication, Arbella Insurance, Cerebral Palsy of Massachusetts, Blue Cross Blue Shield and Boston Financial Data Services to name a few. Whether a company requires public transportation, a deep sea port, commercial rail, a beautiful waterfront, access to major highways, proximity to Boston, abundant water and sewer capacity, a quality workforce or a diversified community - Quincy is the place to live, work and invest in. Through the leadership of mayor Koch, various corporate partners in the community are eager to convince you that here in Quinc, we mean business!

Dean Rizzo is president of the Quincy Chamber of Commerce.