

GLOUCESTER MARINE
GENOMICS INSTITUTE

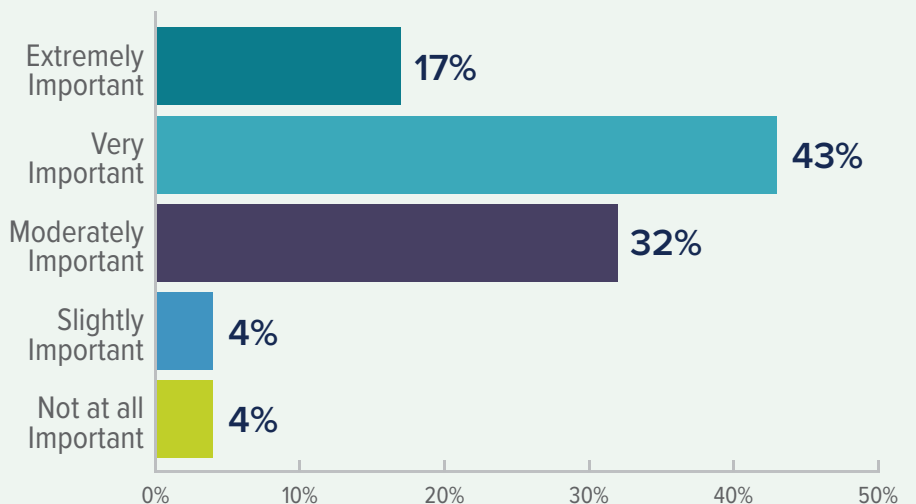
SCIENCE COMMUNITY SURVEY RESULTS

AS part of our mission to bring world-class science to Cape Ann, Gloucester Marine

Genomics Institute has undertaken an effort to understand interest in, and appetite for, locating a biotechnology/biomanufacturing facility here. During this past May we sent a survey to a very carefully curated list of biotech leaders and real estate professionals who serve the life sciences industry. We received 70 completed surveys, with respondents evenly divided between those two segments.

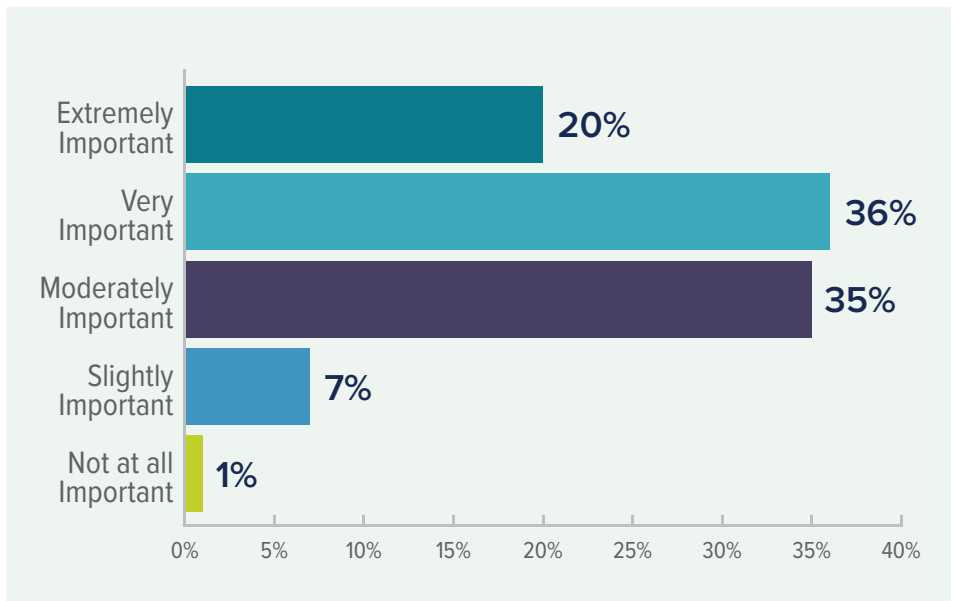
The survey, which was developed by GMGI's Science Community Committee with valuable input from industry leaders, identified the key criteria involved in the facility location decision-making process and aligns them with Gloucester's multi-faceted proposition.

1 Gloucester is just 35 miles from Kendall Square. **How important is this proximity to the life sciences center of gravity when considering locations for a biomanufacturing facility?**



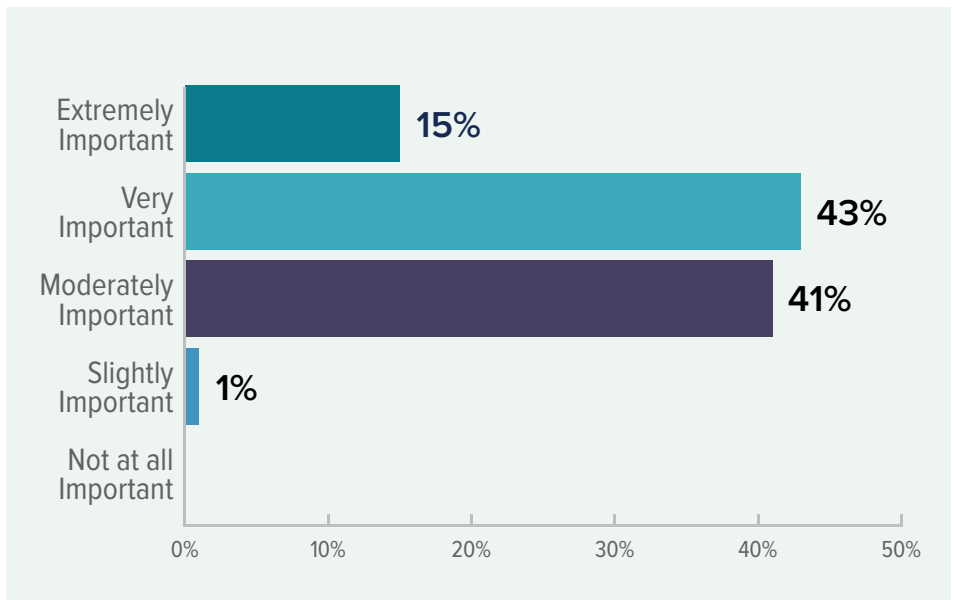
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The conventional belief is that biotechs and biomanufacturing facilities should be located in the general vicinity of other life sciences organizations. At GMGI we've found that the local "North Shore of Boston ecosystem" of 38 biotechs with 12–750 employees within 17 miles of our lab has been a key strategic resource. **How important is it to have similar organizations nearby when you are considering locations for a biomanufacturing facility?**



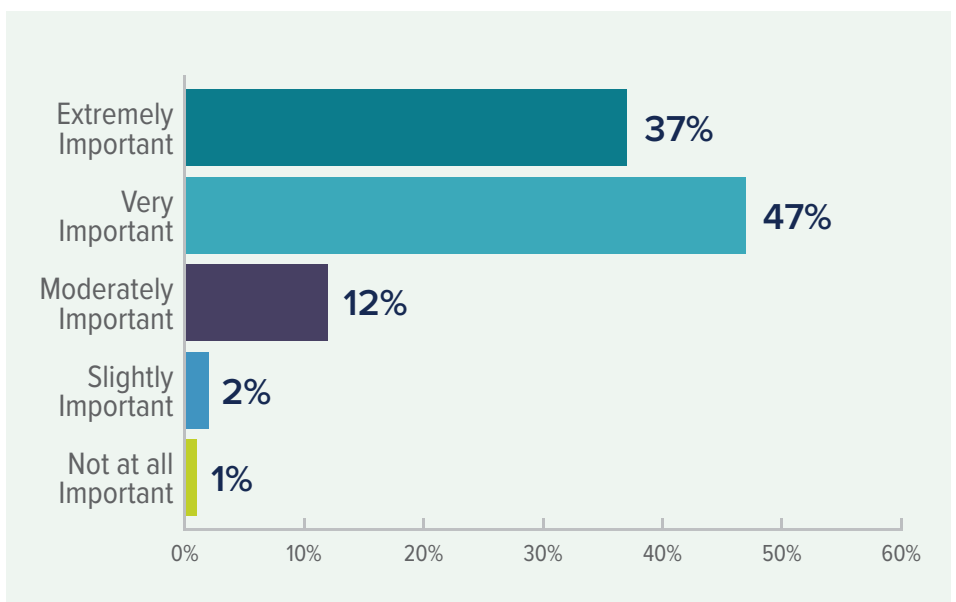
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A pre-pandemic MassBio survey found that 61% of respondents commute over 45 minutes and 39% over an hour. GMGI scientists spend an average of 14 minutes traveling to our state-of-the-art genomics lab on the Gloucester waterfront. **When you are considering locations for a biomanufacturing facility, how important is the length of the commute?**



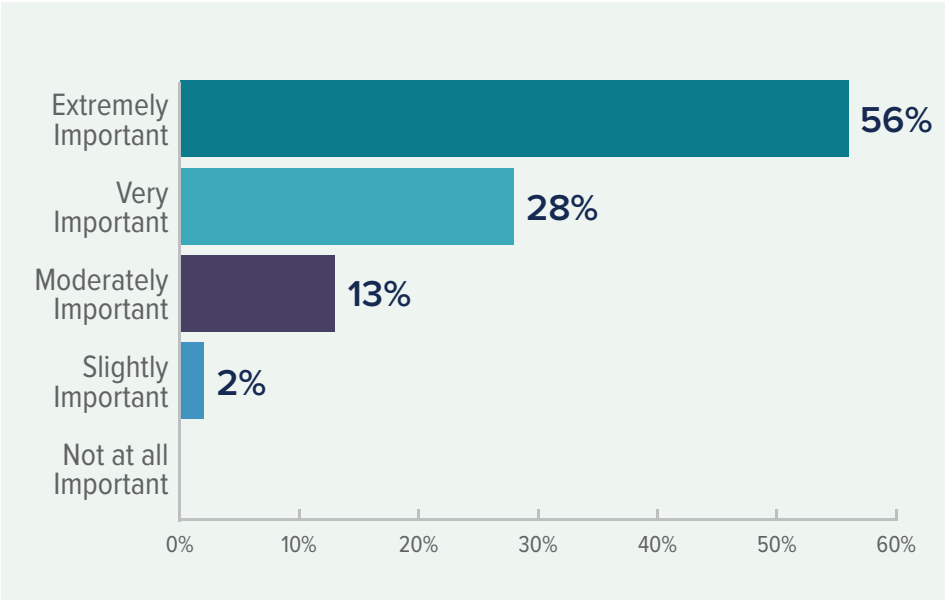
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Gloucester Biotechnology Academy is a workforce training program with a well-deserved national reputation that prepares recent high school graduates for successful careers as life sciences lab technicians. The fifth class will graduate in June of 2021 and in the following September the Academy will launch a new curriculum to train students for a range of biotech jobs—with a focus on biomanufacturing. **How important is this kind of workforce pipeline when you are considering locations for a biomanufacturing facility?**



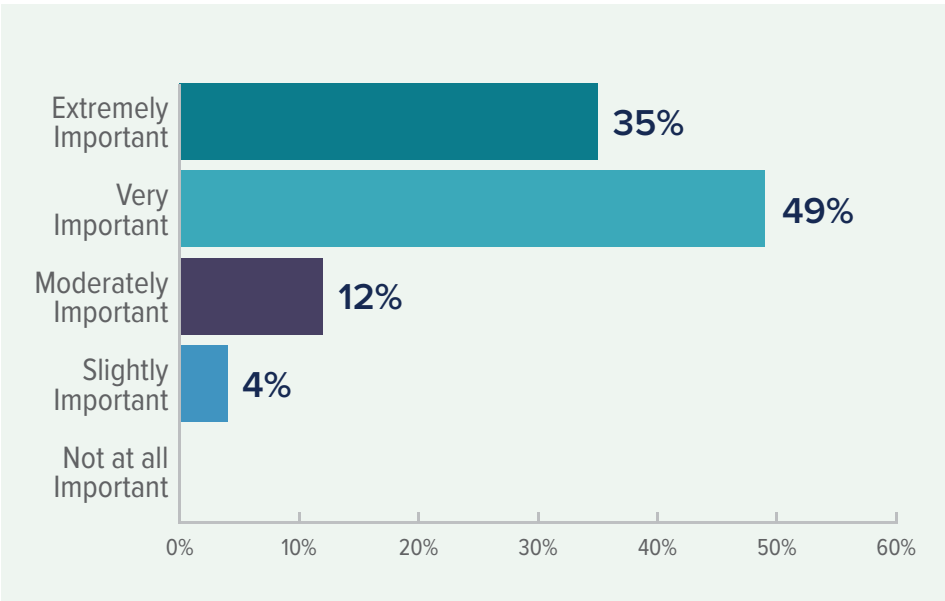
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Gloucester Biotechnology Academy has gone through the permitting process and outfitted a state-of-the-art biomanufacturing lab learning environment. The build-out cost \$176 per sq ft and the lease for the space is \$13 per sq ft—or \$3,440 per month. **How favorably do you view these costs?**



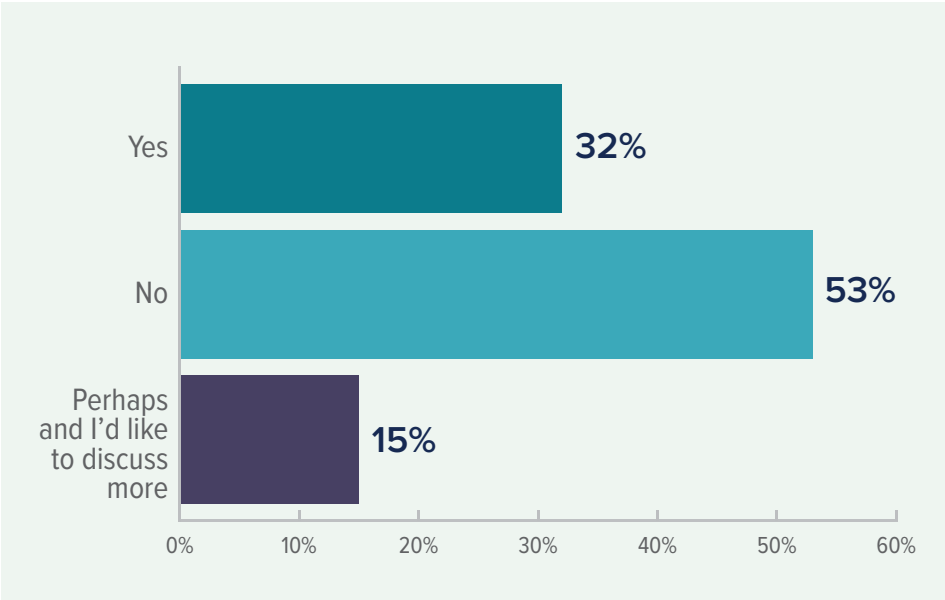
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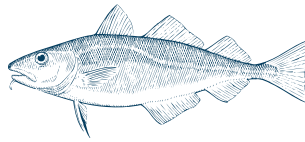
Gloucester has been awarded a platinum rating from MassBio as a location with the highest level of readiness for new construction or for the renovation of existing real estate. In addition, there is a science workforce of over 48,000 within a 1-hour drive. What's more, Gloucester has several land/facility sites immediately available. **How important are these attributes when you are considering locations for a biomanufacturing facility?**



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Gloucester's readiness for biomanufacturing activity is currently supported by 10 industrial buildings with immediate availabilities ranging in size from 10,000–30,000 sf and 5 properties that each offer 5–10 acres of development opportunity. **Do you know a biomanufacturing tenant, real estate advisor or developer who would be interested in learning more about these opportunities?**





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