

# DISCOVERY SQUARE

## WHAT'S HERE IS WHAT'S NEXT



Accelerating advancements in medical research, technology and patient care in a fully integrated live-work-play ecosystem.







Beyond the threshold of idea and concept, step into a world of rich scientific research. A world where medical discovery is translated from **“bench to bedside”** in the **fastest to-market approval community in the US**. A world where the needs of the patient are resolved with, and alongside of, the world-renowned Mayo Clinic.

# THE ONLY ONCE-IN-A-LIFETIME OPPORTUNITY

Planned as a healthcare innovation campus within Rochester's Destination Medical Center, Discovery Square is located within Medical Alley, the #1 Health Tech Cluster in the world, in the fastest Speed to Market State in the US. Discovery Square will attract the world's leading medical practitioners, educators, researchers and businesses.



## ROBUST ECOSYSTEM

For more than 150 years, Mayo Clinic has cultivated a culture of collaboration in new medical innovation discoveries. Tenants at Discovery Square will have access to Mayo's core laboratory services and institutional knowledge that will aid in taking discoveries through the translation and application process into clinical practice.




## THE STATE FOR HEALTH INNOVATION

Minnesota is at the forefront of the medical technology revolution. As a national leader in healthcare performance, Minnesota is where healthcare and technology expertise intersect to drive the translation of medical science breakthroughs to reality. Minnesota is #1 in Speed to Market Approvals in the country, bringing ideas from "bench to bedside" at a rate you can't get anywhere else in the US. Further, Rochester is situated in Medical Alley, the #1 Health Tech Cluster in the World.



## THE CATALYST FOR COLLABORATION

Discovery Square will be a building that fosters knowledge. It will act as the heart of innovation for Destination Medical Center. The thoughtful building design will help promote spontaneous serendipity, allowing for collaboration, innovation and implementation for the future of health. With a focus on advanced and accelerated laboratory diagnostics, advanced manufacturing in regenerative medicine, and ultrasound imaging with machine learning, Discovery Square is the catalyst and magnet for collaborating with Mayo Clinic.



“ We’re in a digital world. We see so many opportunities to create a new vision for medicine. Bringing all kinds of people together who see that vision and want to realize that vision in one place, one community is a phenomenal idea. And it’s a great reality. ”

- Heidi Nelson, M.D., Chair of  
Department of Surgery & Director  
Microbiome Program, Center for  
Individualized Medicine, Mayo Clinic


Discovery Square is a unique, once-in-a-lifetime opportunity to collaborate with leading scientists in a building specifically designed to foster knowledge, cultivate innovation, encourage serendipity and above all else, accelerate medical translation.

## TRANSLATION HAPPENS HERE >>

This is **THE ONLY** integrated ecosystem where strategic collaborators can directly interface and leverage world-class Mayo Clinic expertise, facilities and capabilities to accelerate the translation of biomedical innovation into clinical practice. This is a place where collaboration is key and working together is the norm.

Discovery Square is a center of culture where it’s not just about the speed of scientific translation it’s about the ease of speed. Located in the heart of Downtown Rochester, Minnesota, Discovery Square is adjacent to the world-renowned Mayo Clinic campus, making Discovery Square part of a completely unique, robust ecosystem for entrepreneurs and innovators to stay ahead of what’s next.

You will benefit from this all-encompassing ecosystem and the proximity of these resources while living inside one of America’s Best Places to Live with access to nature, recreation and culture at a low cost of living and no traffic jams. Come to Discovery Square to be cutting edge without having to be cut throat.







Community

Educators

Clinicians

Researchers

Businesses

# fastest

to-market approval community

Envisioned and developed by Mortenson, this health technology and life sciences campus will establish a new address for medical breakthroughs, providing tenants unique opportunities for collaboration, chance encounters and speed-to-market support that is unmatched anywhere else in the US.

## PHASE 1 BUILDING

**Building:** 90,000 square feet

**Maximum Contiguous:** 11,000 square feet

## AMENITIES

- › Professionally Programmed Building to Ensure Professional and Social Interactions Among Tenants
- › Infrastructure for Wet, Dry Labs, GMP Facilities
- › Collaborative Team Spaces
- › Multiple Shared Conference Rooms per Floor
- › On Site Café
- › Access to Retail, Restaurants, Hotels and Professional Services

## ACCESS TO MAYO CORE SERVICES

### Genome Analysis Core

- › Genotyping
- › Gene Expression Genome, Exome and Transcriptome Sequencing

### Cytogenetics Core

- › FISH Analysis
- › Chromosome Analysis
- › FISH Probe Development and Validation

### Proteomics Core

- › Protein and Peptide Separation
- › Differential Proteomics by Mass Spectrometry
- › Peptide Synthesis

### BAP

- › Nucleic Acid Extraction
- › Plasma/Serum Separation

### Immunochemical Core Lab

- › Mass Spec, Cobas, Elisa and

RIA Platforms for Small Molecule Analysis and Other Analytes

### Metabolomics Core

- › Mass Spectrometers, Liquid and Gas Chromatography Platforms to Identify and Analyze Metabolites

### Microscopy and Cell Analysis Core

- › Electron Microscopy
- › Light Microscopy
- › Flow Cytometry

### Nuclear Magnetic Resonance

- › NMR Microscopy
- › NMR Spectroscopy

### X-Ray Imaging Core

- › CT Scanning
- › C-Arm Portable X-ray Fluoroscopy
- › Bi-plane Fluoroscopy
- › Micro-CT Scanning

INNOVATE

TRANSLATE


COLLABORATE

CO-DEVELOP

PRODUCE

DISTRIBUTE





Phase 1 of Discovery Square will create a new epicenter that connects Mayo's unique capacities to the rest of the health technology and life sciences community and will put "science on display" for the world to see.

Discovery Square is **THE ONLY** place in the country where businesses achieve this level of access to the number one rated hospital in the U.S.

As a business operating in Discovery Square, meetings can be established with Mayo Clinic Ventures staff for routine reviews of new intellectual property. The collaboration can extend to opportunities for evaluation and co-development of new and existing technologies.

Discovery Square businesses have a strategic workforce advantage. Mayo Clinic College of Medicine and Science offers cutting edge programs in biomedical research, medical and clinical education. World-class faculty have the ability to tailor innovative training and curriculum to meet companies' evolving staffing needs.



# AMERICA'S DESTINATION FOR HEALTH

Known first and foremost as the home to Mayo Clinic, the heartbeat of the city, Rochester, Minnesota is one of the most educated cities in the world and home to some of the brightest and best minds in the medical industry.

Providing the setting for "America's City for Health & Wellness," Rochester is a city bustling with local culture and cuisine, community involvement, education and the arts. Nestled in the deeply-carved valleys of the Zumbro river, Rochester boasts an abundance of natural beauty with 3,500 acres of park land and over 85 miles of paved trails, which helps to keep the local population active all year long.

The city is designed with health and wellness in mind, walkable, safe streets with minimal traffic or congestion, provide clean air quality, short commutes and easy access in and around the city. The above average household income bracket and statistically low cost of living contribute to the overall health and happiness of the cities inhabitants as well.

The Mayo Clinic attracts a highly educated and diverse cultural range of people from all over the world that contribute to the vitality of the city. The steady influx of visitors, educators, medical professionals and businesses is creating a spur of growth in Rochester that shows no sign of slowing, as the cities infrastructure continues to evolve and expand to promote a happy, healthy population.

**#1**

Best Place to Live in the U.S. for 2016

*livability.com*

**#1**

State for Doing Business

*Forbes*

**#1**

Health Technology Cluster for Innovation

*Medical Alley Innovation Report*

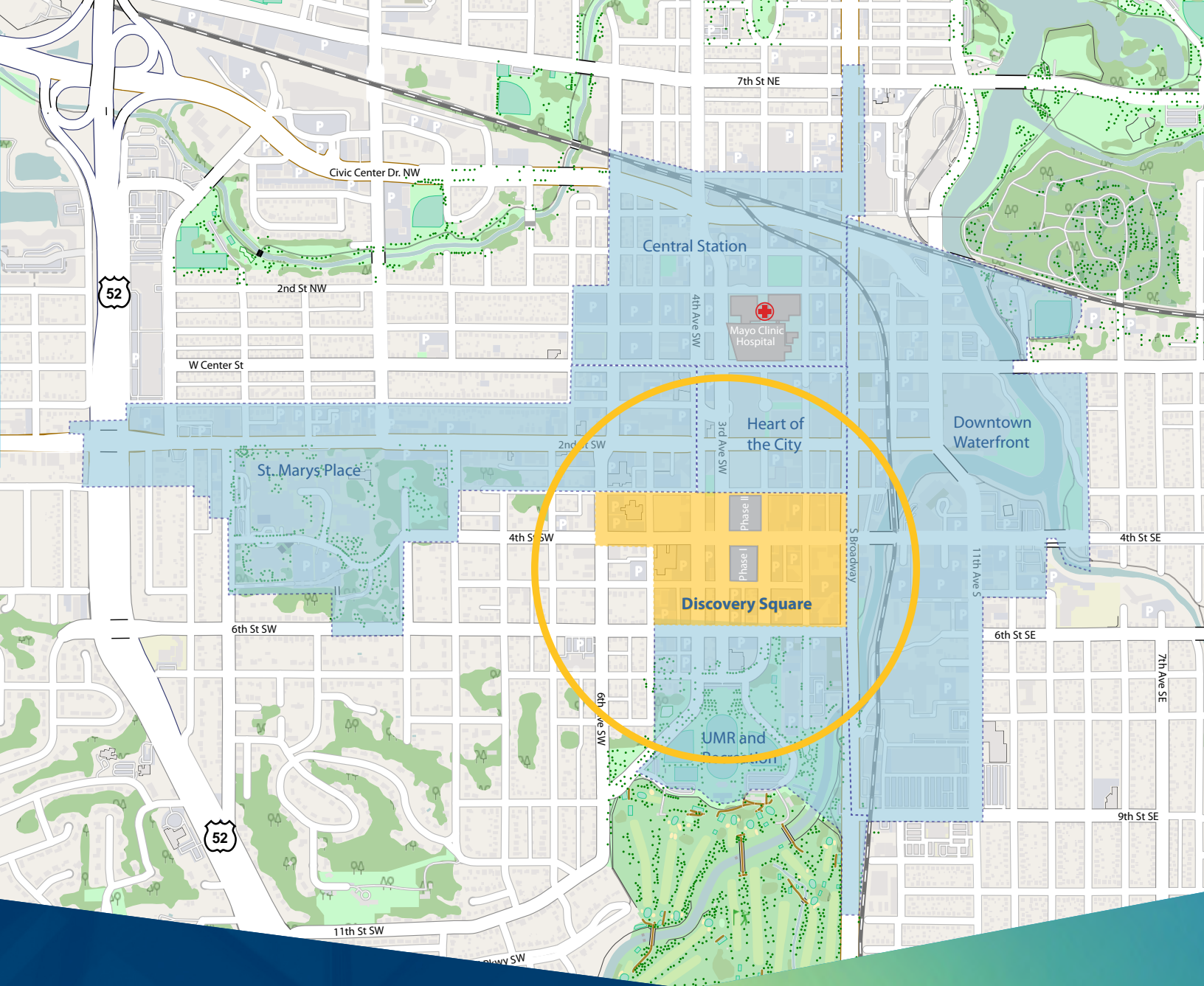
## GLOBAL CONNECTIONS PROVIDE LOCAL ADVANTAGES

- > Large and specialized FedEx facility; Rochester International Airport
- > Largest bio specimen database linked to electronic medical records
- > Significant corporate partners

## INNOVATIVE LEADERS COLLABORATE FOR SOLUTIONS

- > Mayo Clinic has more than 150 years of seeing and solving the most complex health issues, including rare disorders and orphan diseases
- > A venture organization experienced in incubating, funding and launching life science based-businesses





Rochester, Minnesota, America's City for Health and Wellness, is known for its safe, walkable streets, minimal congestion and short commute times with Mayo Clinic located in the heart of the city. Over 3 million people visit Rochester each and every year. Approximately, 3,000 patients and companions visit Rochester on any given day.

# PARTNERSHIP

Nationally recognized team of specialized experts in development, design-build and leasing.

## MORTENSON

Founded in 1954, Mortenson is a U.S.-based, family-owned construction and real estate development company. As one of the nation's top builders, Mortenson provides a complete range of development and construction services, including site acquisition, financing, planning, program management, preconstruction, general contracting, construction management, design-build and turnkey delivery.

Mortenson was chosen by Mayo Clinic in September 2016 as the development partner for Discovery Square. The launch of Discovery Square, which will include Mayo and other private businesses, is a key milestone for Destination Medical Center, the largest public-private partnership in Minnesota state history, and one of the largest economic development initiatives in the U.S.

## RSP ARCHITECTS

RSP was founded in 1978. They serve a diverse range of clients nationally and internationally. From Fortune 100 companies to start-ups. RSP provides architectural design services; tenant improvement and workspace strategies; master planning; interior design; gaming layouts; facility management analytics; asset management; facility planning; and experience design. Their clients are category leaders in hospitality, corporate, government, retail, healthcare, education, institutional, tribal gaming and science and technology industries. RSP was selected as the lead architect on the Discovery Square project.

## HOK

HOK is a global design, architecture, engineering and planning firm. HOK uses design to enrich people's lives and help organizations succeed. HOK's mission is to deliver exceptional design ideas and solutions for their clients through the creative blending of human need, environmental stewardship, value creation, science and art. Their design solutions result from a collaborative process that encourages multidisciplinary professional teams to research alternatives, share knowledge and imagine new ways to solve the challenges of the built environment. HOK has assisted RSP in the development of planning Mortenson's Development at Discovery Square.

## MEDICAL ALLEY ASSOCIATION

Medical Alley is home to the organizations that have defined healthcare – Mayo Clinic, Medtronic, 3M Healthcare, UnitedHealth Group, Boston Scientific, Smiths Medical, Abbott. It's where healthcare and technology expertise blend to drive the Digital Health revolution, from Optum and RedBrick Health to Zipnosis, Sansoro Health and Learn to Live. It's where frontiers are being explored and lives are being saved, from the National Marrow Donor Program Headquarters and the Mayo Center for Regenerative Medicine, to game-changing companies like Stemonix, Rebiotix and CVRx. Medical Alley ranks as world's #1 Health Technology Cluster for innovation, outpacing Northern California, Boston, and Israel. In 2015, Medical Alley was enshrined in the Smithsonian as one of 6 American "Places of Invention." any others.

## COLLIERS INTERNATIONAL | MINNEAPOLIS ST. PAUL

Colliers International is an industry leading global real estate company. Colliers' enterprising culture encourages Colliers people to think differently, share great ideas and create effective solutions that help clients accelerate their success. Colliers International is the advisor of choice for many of the world's most innovative and successful companies. Colliers delivers a full range of services to real estate occupiers, owners and investors across all sectors worldwide, never competing with clients, preferring instead to remain the ultimate and unbiased choice in global real estate services. Colliers will serve as the leasing agent and oversee tenant recruitment in partnership with Mortenson, the DMC Economic Development Agency, and many others.

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## PROJECT PARTNERS:







“ This is an exciting project for Rochester. The Destination Medical Center and its sub-districts will stand as an example for the city of the future - a re-imagined home for innovation. For the community, state of Minnesota and leaders in the life-science industry, this major achievement will transcend the previously established limits of how we define dimensional access to health and wellness. ”

- Andre Terzic, M.D., Ph. D., Director, Center for Regenerative Medicine, Mayo Clinic

# LEASING CONTACT



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