



# PIDC 2019 ANNUAL REVIEW

Driving growth to every corner of Philadelphia



**2019** PIDC continued to drive growth to every corner of Philadelphia—closing **195 transactions in 87% of the city's zip codes**. To achieve our mission, we focused on three core strategies—supporting growing businesses, investing in high-impact community revitalization, and creating workplaces for the future. 2019

## SUPPORTING GROWING BUSINESSES

PIDC invests flexible, affordable capital in growing companies because local businesses create jobs, build wealth for entrepreneurs, and stabilize neighborhoods. We fill critical funding gaps for business owners who might lack access to traditional capital. In 2019, PIDC provided **73 loans** totaling more than **\$11.3 million** of capital to small and mid-sized businesses in every corner of Philadelphia. We invested in companies like **Winnie's Manayunk**, a woman-owned restaurant serving fresh, locally sourced, made from scratch dishes, which used PIDC funds to refinance high-cost debt and fund the business as it grows its catering

division. **REC Philly**, a space for creatives, was able to transition from a small warehouse to a 10,000 SF Center City facility in the Fashion District Philadelphia with financing from PIDC.

Through our **Contract Line of Credit**, designed for small, minority, women, and disabled-owned companies in need of capital to bridge contract receivables, PIDC supported the growth of companies like **SPN Construction**, a South Philadelphia construction company which specializes in providing home modifications for individuals who have physical or mental disabilities.

PIDC supports businesses and nonprofits undertaking capital projects such as building acquisition, renovation, leasehold improvements or equipment purchases that need additional financing to complete the project. **O Z Collaborative**, an immigrant-owned architectural design company, used PIDC funds to acquire and renovate property for a West Philadelphia architectural studio. Woman-owned brewery **Triple Bottom Brewing** was able to open a neighborhood brewery with a



**Eatible Delights in Mt. Airy**

social mission in Callowhill with the help of PIDC. PIDC also helped **Women in Dialogue**, a Germantown non-profit that brings communities together by bringing women together on common concerns, move to a new location.

Our **Commercial Mortgage Loan**, developed for small businesses and nonprofits to purchase their existing locations, supported Black-owned catering company **Eatible Delights** in funding the purchase of commercial property in Mount Airy, moving expenses, and new equipment.



**SPN Construction in South Philadelphia**



**REC Philly in Center City**



**Winnie's Manayunk in Manayunk**



Women in Dialogue in Germantown



Triple Bottom Brewing in Callowhill

PIDC supports early stage entrepreneurs with **Ben Franklin Technology Partners** as the investment fund manager for **StartupPHL Seed Fund II**. In 2019, the fund made **24 investments** for a total of **\$420K** within the physical science, IT, and health/digital health sectors, 50% of which were minority and/ or women-led businesses.

This year PIDC further expanded our business support services—educational workshops, one-on-one counseling, and networking events—designed to support business growth. In 2019, PIDC

held **55 workshops** with **1,337 attendees** covering topics from project development to mindfulness for entrepreneurs to employment law. In partnership with nonprofit Clarifi, PIDC held its second year of **PIDC/Clarifi Boot Camp**—a financial coaching and credit counseling program for entrepreneurs — with a **cohort of 30**. PIDC also continued its partnership with **Your Outsourced CFO** in which **10 PIDC clients** received one-on-one financial consultation. Plus, PIDC held a variety of EXELs (Executive Leadership Series) forums with **30 CEO participants**.



O Z Collaborative in West Philadelphia

## PIDC HAS MOVED

In 2019, PIDC moved within our same Centre Square building on 1500 Market Street. We are now in a new office space on the 35th floor with a revamped look. Our new space has been designed to help PIDC be more efficient and effective at achieving our mission — driving growth to every corner of Philadelphia. We're incredibly proud that our project team was filled with Philadelphia-based businesses, with a focus on women and minority-owned businesses and our very own clients.



## INVESTING IN HIGH-IMPACT COMMUNITY REVITALIZATION

PIDC invests in real estate projects that create good jobs, provide essential goods and services, and stimulate additional investment in our neighborhoods. In 2019, PIDC invested **\$47 million** through **16 loans** in catalytic projects in neighborhoods throughout Philadelphia.

2019 was another significant year for PIDC's **New Markets Tax Credit** program. We invested in anchor projects like **Golaski Labs**, a mixed-use development from Minority Business Enterprise (MBE) development firm Mosaic Development Partners, located in a designated Opportunity Zone census tract in the historic Philadelphia community of Germantown; the new construction of the **Drexel P-SLAMS** K-9 school campus that will co-locate Powel Elementary School and Science Leadership Academy Middle School in one facility in the Powelton Section of Philadelphia; a new Northeast Philadelphia-based campus for not-for-profit corporation, **PATH (People Acting to Help)**, Inc. to better serve persons needing mental, behavioral health, and/ or intellectual disabilities services; and a new South Kensington ceramic facility for **The Clay Studio**.

**The Impact Development Fund** is an innovative use of New Markets Tax Credits to finance neighborhood development projects and businesses in communities often overlooked by

lenders. In 2019, PIDC lent **\$3.3 million** to two borrowers in the second round of the fund. PIDC's first investment was to real estate development company the **Spak Group** for construction of a Southwest Philadelphia mixed-use, mixed income building. The second investment was to real estate development firm **U3 Ventures** for the acquisition and historic renovation of a commercial building in West Powelton.

In 2019, PIDC completed approximately **\$312 million** in tax-exempt bonds for nine entities, which included charter schools, nonprofit organizations, and the City of Philadelphia. PIDC also administered **62 grants** totaling **\$124 million** for stormwater and capital projects.



The Clay Studio in South Kensington



Golaski Labs in Germantown



PATH in Northeast Philadelphia



Drexel P-Slams in Powelton

### WELCOME TO OUR 2019 INVESTORS!

In 2019, PIDC successfully raised **\$5.2 million** to invest needed resources in neighborhood development and growing small businesses.

#### THANK YOU TO OUR INVESTORS:

- CDFI Fund
- HSBC Good to Grow
- PNC Bank
- Wells Fargo Regional Foundation



Iovance Biotherapeutics



Tape Philadelphia: Enter the Cocoon

## CREATING WORKPLACES FOR THE FUTURE

PIDC transitions underutilized assets into productive use to bring new life to major areas of the city in transition and develop the next generation of job-creating real estate.

At the **Navy Yard**, 2019 was a big year for development, placemaking, and investment. **Iovance Biotherapeutics** held a groundbreaking at the Navy Yard for its 136,000 SF facility to support U.S. production of tumor infiltrating lymphocyte (TIL) cell therapy products. **Tape Philadelphia: Enter the Cocoon** — an immersive art experience at the Navy Yard made of 21.5 miles of translucent tape — welcomed **nearly 10,000 visitors**. PIDC released an RFQ seeking a new development partner to launch

the Navy Yard’s next stage of growth as a world-class business, manufacturing, R&D, and life sciences hub, as well as a new and vibrant residential and mixed-use district. Powered by a 52-megawatt unregulated electric grid, the Navy Yard has invested over **\$45 million** in this electric utility which is one of the most advanced private electric distribution systems on the East Coast.

PIDC, the City, and our partners continue to make strides along the **Lower Schuylkill River** as part of the effort to transform this once derelict industrial district into a thriving center for modern manufacturing and logistics. A total of over **\$145 million** in public and private investment into the district has helped to

attract **70 new companies** creating **370 new jobs**. In 2019, PIDC completed the **Southwest Capital Access Plan**, outlining the key challenges and providing tactical ways PIDC and partner organizations can improve capital access for small businesses and other stakeholders in Southwest Philadelphia.

PIDC finalized the terms of a land swap that will provide access to our **Bartram’s South** development site while also extending the Bartram’s Mile segment of the Schuylkill River Trail farther south into Southwest. And finally, PIDC wrapped up its role as the co-chair of the Philadelphia Housing Authority’s **Bartram Choice Neighborhood Task Force** for the Bartram’s Village housing complex.

## FUTURE OF WORK & LIFE SCIENCES

The original home of cell and gene therapy, Philadelphia possesses a remarkable biotechnology and life sciences community that continues to rapidly grow. Pioneering biotech companies, such as **Adaptimmune**, **WuXi Advanced Therapeutics**, and **Iovance Biotherapeutics**, are growing and thriving at the Navy Yard, alongside exciting life sciences companies such as **GSK**, **Coriell Life Sciences**, **Vincera Institute**, and **Jefferson Health**. Working with the Philadelphia Department of Commerce, we released a market study of the Philadelphia life sciences lab market, which identifies the Lower Schuylkill as one of the locations in Philadelphia that can support development of new lab space. To support continued growth of the biotech sector, in 2019, PIDC partnered with **RESGroup** on a strategic analysis of life science lab space, as well as collaborated with **CEO Council for Growth** and **Ninigret Partners** on a comprehensive assessment of Greater Philadelphia’s cell and gene therapy assets and infrastructure. The goal was to identify gaps and develop strategies to support sustained growth and expansion of the cell and gene therapy sector.



Adaptimmune



Coriell Life Sciences

# 2019

# BY THE NUMBERS

## 195



TRANSACTIONS

## 49.1



ACRES OF LAND  
SALES CITY-WIDE

## \$522M



IN FINANCING

## 87%



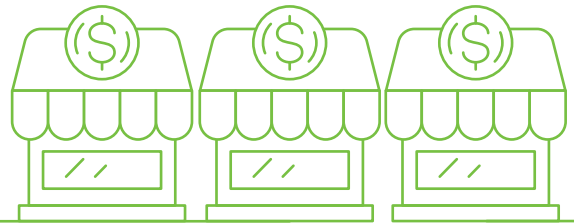
OF ZIPCODES  
RECEIVED INVESTMENTS

## SUPPORTING GROWING BUSINESSES

Small businesses drive the local economy, create jobs, build wealth for entrepreneurs, and stabilize neighborhoods.

## \$11.3M

73 LOANS



## 65%

WOMEN + MINORITY + DISABLED  
OWNED BUSINESSES

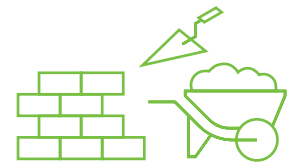
## \$155k

AVERAGE LOAN SIZE



## \$4M ▶ 15

CONTRACT LINE  
OF CREDIT CLIENTS



## TECHNICAL ASSISTANCE

## 55

WORKSHOPS



## 1,337

WORKSHOP  
ATTENDEES



## 10

BUSINESSES

PARTICIPATED IN  
1-ON-1 CONSULTS WITH

YOUR  
OUTSOURCED CFO



## 30

BOOT  
CAMPERS

WITH  
PIDC & CLARIFI



## 30

CEOs

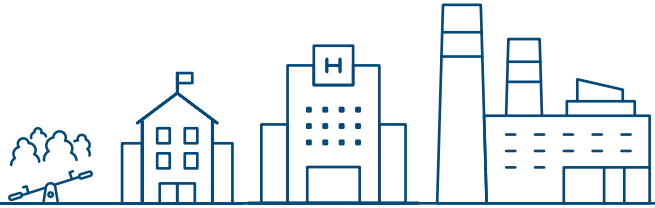
WITH  
THE EXEL SERIES



## INVESTING IN HIGH-IMPACT COMMUNITY DEVELOPMENT

These anchor projects can be a catalyst for community revitalization by creating good jobs, providing essential goods and services, and stimulating additional investment in our neighborhoods.

**\$48M**  
16 LOANS



COMMUNITY & EDUCATION, HEALTH, MANUFACTURING & INFRASTRUCTURE



### PROJECT TYPES

MIXED-USE, OFFICE, NEIGHBORHOOD RETAIL

ARTS, CULTURE & HOSPITALITY



**\$148M**  
TOTAL PROJECT COST

**\$3.3M**  
IMPACT DEVELOPMENT FUND



**\$36M**

NEW MARKETS TAX CREDITS ALLOCATION DEPLOYED



**\$32.3M**

INVESTED IN LOW INCOME COMMUNITIES

## CREATING WORKPLACES FOR THE FUTURE

Transitioning underutilized assets into productive use brings new life to major areas of the city in transition, creates jobs, and develops the next generation of job-creating real estate.

**49**

ACRES OF LAND SALES CITY WIDE



**31**

ACRES OF LOGISTICS & DISTRIBUTION SALES



**\$145M**

TOTAL INVESTMENT LOWER SCHUYLKILL RIVER

## NAVY YARD

**70**  
NEW COMPANIES

NEW COMPANIES

**175**  
TOTAL COMPANIES

TOTAL COMPANIES

**15k**  
TOTAL EMPLOYEES

TOTAL EMPLOYEES

**70+**  
COMMUNITY EVENTS

COMMUNITY EVENTS

**153k**  
VISITORS

VISITORS

PIDC is a nonprofit partnership founded in 1958 by the City of Philadelphia and the Chamber of Commerce for Greater Philadelphia. PIDC has worked with a diverse range of clients and settled over **7,500 transactions** – including more than **\$17 billion** of financing and more than **3,200 acres** of land sales which have leveraged over **\$30 billion** in total investment and assisted in retaining and creating hundreds of thousands of jobs in Philadelphia.

## FAREWELL JOHN GRADY & WALT D'ALESSIO



PIDC bids farewell to President John Grady as he transitioned to his new private sector role in January 2020. John has amassed a multitude of accomplishments as the long-time senior leader and president of PIDC after more than 21 years of leadership and more than 8 years as PIDC's president. We're thankful for his leadership in driving growth to every corner of Philadelphia.



After 48 years of service to PIDC, M. Walter D'Alessio retired and chaired his last PIDC Board meeting in April 2020. Walt has brought a continuity and focus to Philadelphia's economic development strategy over his 60-year career. PIDC thanks, honors, and congratulates Walt for his unparalleled career and matchless contributions to the prosperity and quality of life in Philadelphia.

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*\* as of February 2020*

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Driving growth to every corner of Philadelphia

1500 MARKET STREET • SUITE 3500 WEST • PHILADELPHIA, PA 19102 • PIDCPHILA.COM • 215.496.8020

