



January 3, 2022

City of Gaithersburg  
Mayor, City Council & Planning Commission  
31 South Summit Avenue  
Gaithersburg, MD 20877

Sent via email to: [planning@gaitthersburgmd.gov](mailto:planning@gaitthersburgmd.gov)

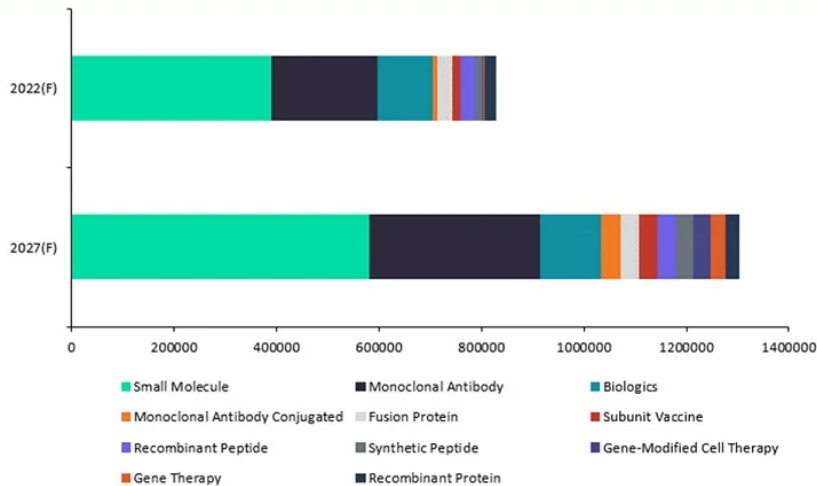
**Subject: Lakeforest Master Plan and Life Sciences**

The principals and primary investors in GlenLine have developed, operated, and invested in the Maryland life sciences community for over two decades. Collectively, we own and operate one of the largest life science portfolios in the Maryland cluster totaling over 1 million square feet stretching from Germantown to Silver Spring. Based on our depth of experience and knowledge of the local life science environment we are pleased to submit this letter in support of WRS Development's Lakeforest Sketch Plan and their proposed underlying development program. Specifically, we would like to share our vision to incorporate the full cycle of life science employment through workforce training, research and development, and biomanufacturing. The scale of the Lakeforest opportunity allows life science companies of varying sizes to collocate this full cycle in a single location as part of a walkable, vibrant community offering "a variety of jobs that offer new opportunities and upward mobility".<sup>1</sup>

*The Life Science Industry Today*

The wave of government and venture capital-led funding in the wake of COVID-19 has fostered a two-year cycle of unprecedented innovation and competition in the life science industry. This is creating sustained employment growth nationally as well as an industry-wide paradigm shift towards a category of therapies known as "large molecule" or "biologics" which encompasses the emerging fields of cell and gene therapy, monoclonal antibodies, and advanced protein and peptides synthesis.<sup>3</sup> These therapies are specifically targeted and derived from or mimic highly complex biological molecules; the most recognized biologic on the market is insulin. While these therapies offer tremendous potential, they are also much more costly and difficult to produce than the category known as "small molecule," which are chemically produced molecules found in almost all over-the-counter medications.<sup>4</sup> The industry trend towards these advanced therapies is so significant that large molecule sales are forecasted to surpass small molecule sales by 2027.<sup>3</sup>

Figure 1: Biologics Versus Small Molecules By 2027 Forecast Sales



## Maryland Outlook

In Maryland, the proximity to The National Institutes of Health (NIH), The Food Drug Administration (FDA) and long-standing major corporations have established The BioHealth Capital Region as the 4<sup>th</sup> BioHealth Hub in the United States behind only Boston-Cambridge, San Diego, and San Francisco.<sup>2</sup> However, only a small portion of the existing employment and company base is currently positioned to take part in the massive projected growth for advanced biologic therapies.

This next generation of growth requires cutting-edge facilities ideally proximate to research institutions, capital sources (public or private), a varied workforce, and dynamic, attractive locations to help companies hire and retain the best talent in a highly competitive market. This last piece is one area where we feel that Maryland is at risk of falling further behind its top three competitors due to an overreliance on older, car-dependent, facilities built for the previous generation of life science users. For the I-270 Corridor more specifically, there are a number of R&D facilities under development or in the planning stages, but a fully mature life science cluster requires manufacturing capacity in close proximity to R&D.

## Success Stories

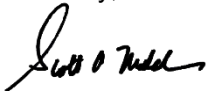
GlenLine has been actively focused on creating life science hubs across Montgomery County which offer walkable amenities, transit access, and a generally more appealing workplace to attract out-of-market companies or retain those already here. Our first life science project at 11333 Woodglen Drive in Rockville is home to Georgetown University's R&D lab and the Department of Defense Bone Marrow Research Program (administered by Georgetown). We are activating the surrounding space by improving the streetscape and open space around the project in conjunction with the redevelopment of three obsolete, surface-parked office buildings. Our TwinLabs project, adjacent to the Twinbrook Metro Station, was the first speculative, transit-oriented life science project in the market, and is currently over 80% leased to a range of biopharma companies standing up operations in the US or in Maryland, as well as homegrown companies expanding from incubator space. Lastly, we are working through a business case/feasibility study for a biomanufacturing workforce development center in downtown Silver Spring through a Montgomery County economic development fund grant.



Expanding on this base of knowledge, GlenLine created a new platform called Vitrian, focused exclusively on the intersection of workforce and biomanufacturing real estate. Biomanufacturing offers high paying career opportunities for those with less than a four-year bachelor's degree and no prior science background with starting salaries well over 50% higher than the area median income. Furthermore, our examples have proven that adding this use to mixed-use environments creates a mutually beneficial outcome by attracting company investment, increasing diversity of the employment base, and functioning as the ideal integrated light manufacturing neighbor with virtually no impact on the surrounding mixed-use atmosphere. We have experienced firsthand how quickly these companies adjust their planning horizons and the necessity of speed to market. Outside of a few major international corporations, they tend to think in terms of months or quarters rather than years. To that end, we strongly recommend programming this use today and getting to work on the surrounding development and infrastructure.

We are very confident there will be significant interest from leading biopharma companies in growing their capacity and employment base within the Lakeforest Master Plan. However, this will only occur after we create a dynamic neighborhood with necessary infrastructure and attractive alternative uses and amenities to compete with other cutting-edge markets around the country.

Sincerely,



Scott A. Nudelman  
Founder and Managing Principal  
GlenLine Investments

1. Lakeforest Mall Master Plan MP-1-21 pg. 47
2. <http://www.biohealthcapital.com/> accessed 11/2/2022
3. GlobalData, Drugs Database referenced from <https://www.pharmaceutical-technology.com/comment/biologic-sales-small-molecule-sales/>
4. <https://pharmanewsintel.com/news/key-differences-in-small-molecule-biologics-drug-development>

**From:** [Derek Grego](#)  
**To:** [Planning External Mailing](#)  
**Cc:** [Scott Nudelman](#)  
**Subject:** Lakeforest Rezoning Letter of Support  
**Date:** Tuesday, January 3, 2023 3:38:53 PM  
**Attachments:** Lakeforest Rezoning Letter of Support - GlenLine.pdf

**This email is from an EXTERNAL source. Please use caution when opening attachments, clicking links, or responding.**

Dear Members of The Planning Commission,

Happy New Year, we hope this note finds you well. Please find attached our letter of support for the Lakeforest Mall Rezoning & Sketch Plan submission scheduled for January 17<sup>th</sup>. As experienced local operators of life science properties we strongly support the sketch plan's vision of a vibrant mixed-use community with the potential for diverse employment opportunities outlined in our letter of support. Please let us know if you have any questions or would like to discuss with us further.

Thanks for you time and consideration,  
Derek

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**Derek S. Grego**  
GlenLine Investments | Director

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Bethesda, Maryland 20814

**From:** [Judy](#)  
**To:** [Planning External Mailing](#)  
**Subject:** comments re: master plan for Lake Forest  
**Date:** Friday, January 6, 2023 10:08:12 PM

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I did hear the presentation at Asbury re: the proposed master development plan for Lake Forest Mall.

Viewing sections O and P which will face Odendhal Road I have the following comment. There has been approval in recent years to multi-family housing that fronts directly on major streets such as 355. It is extremely unattractive... placing housing in a noisy location... near air pollution aside from being ugly to those who drive by. Why not have a wide sidewalk with lovely trees with the housing set back from the road.

In addition, what happened to the idea of having some bungalow type stand alone housing in the mix. Decades ago apartment complexes were always built with playgrounds for young children. Why not adopt that policy for this new community. When my sons were young we lived in such a community and it was wonderful for parents and kids to have small neighborhood playgrounds. What about a community center for the entire project. How is area "J" being used..... how about a green area with a water feature. Please avoid those ugly multi family units that front directly on the road. Boulevards with trees and flowers will make a much more desirable community that will sell and be attractive to residents and businesses as well as those of us that may drive by.

I think the northern part of the community is well thought out with restaurants near the pond feature with a boardwalk idea. Please give more thought to beautification of the southern end near Odendhal. Asbury residents would walk over and through the community if it were attractive.

Thanks. Judy Grimley, Courtyard homes Asbury

**From:** [Judy Thomas](#)  
**To:** [Planning External Mailing](#)  
**Subject:** Lakeforest Mall Redevelopment -- two issues related to "green"  
**Date:** Saturday, January 7, 2023 11:35:22 AM

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Dear City Officials,

As a resident of AMV I recently heard a presentation by the developer who presented slides showing the proposal for Lake Forest Mall redevelopment. He highlighted the more than required green space and an accompanying slide showed where this was. Primarily it is located ACROSS RUSSELL AVENUE, where to access it one would have to cross this highway. In my opinion it is GREEN but not really usable in the sense I would hope for the new development. To consider all this land as part of the required percentage does a disservice particularly to potential residents in the new development. It seems to be there needs to be much more green space in the area where housing is located, especially multi-bedroom housing which would likely include children who need a safe place to play.

And speaking of green, the developer at the presentation was unable to commit to significant "green" construction of various structures. Given the urbanness of the area and the climate crisis it seems quite short-sighted to fail to develop in as green a way as possible. There are numerous examples in the country now where such construction has been built.

As you consider approval of the project I hope you will consider the two issues I raise.

Thank you for your work.  
Judy Thomas  
538 Russell Avenue