

Longfellow Real Estate Partners Brings Aboard Managing Director for West Coast Growth and Operations

Life Science/Tech-Focused Firm Also Expands Staff and Community Involvement in Research Triangle Park and Boston

(San Diego, CA. / Durham, N.C) - February 4, 2019 - [Longfellow Real Estate Partners](#) has hired San Diego-based real estate veteran Nick Frasco as Managing Director, West Coast. In his new role, Frasco will oversee the strategic growth and operations of the fast-growing firm's West Coast portfolio.

The move follows Longfellow's recent acquisitions of the 318,969 SF Inspire and 37,555 SF Roselle campuses in Sorrento Valley with plans to substantially upgrade and improve those properties. In addition to growing in San Diego, Longfellow has acquisition and development plans for other West Coast life science and technology markets.

"Longfellow's impressive track record on the East Coast and its vision for West Coast operations as well as the exceptional quality of its people and strong team culture are immensely appealing," says Frasco. "I look forward to helping to establish Longfellow as a premier West Coast life science and tech real estate investor, developer, and operator by creating an ecosystem for our tenants that promotes innovation, wellbeing and overall success."

Frasco most recently served as Senior Director in the San Diego office of real estate capital markets intermediary HFF, where he was responsible for over \$2 billion of life science, office, and industrial investment sales. He is a 2007 graduate of the University of Southern California, Marshall School of Business, BSBA Real Estate Development. Frasco will continue to reside in San Diego with his wife and two daughters.

Team News in Durham and Boston

Longfellow also maintains hub headquarters in Boston (where the company was founded) and Durham, a key part of North Carolina's Research Triangle region. The company is expanding staff and its community involvement in both markets:

- In Durham, Marlee Helbig has joined the team as Director of Marketing. Helbig is a 20 year veteran of the Triangle real estate market.
- Also, in Durham, Holly Forghetti has joined the team as new Lease Administrator.
- In RTP, Partner Jessica Brock has joined the board of the Research Triangle Regional Partnership, a major economic development catalyst.
- Ellie McIntosh, Marketing Manager at Longfellow has joined the board of Volunteers of the American Marketing Association as the Vice President of Community Relations and Nonprofits.

Quote from Adam Sichel, Managing Partner:

“Our rapidly expanding team will help ensure our tenants receive industry leading service and will keep our sights constantly on the future. At the same time, our involvement in the communities we call home will make us all stronger, all better prepared to make the most of our bright futures.”

Images

Images of the Inspire campus and head shots of Nick Frasco and Marlee Helbig are [here](#).

About Longfellow Real Estate Partners

Longfellow Real Estate Partners serves the unique demands of science and technology companies and focuses on the most innovative cluster locations in the US. The firm acquires and develops facilities in strategic locations and builds long-term relationships with research-centric organizations including life science companies, universities, medical centers and research institutes. The principals of Longfellow have acquired or developed more than 5 million square feet of laboratory and high tech space over their careers including numerous high profile projects on the East Coast. The Company’s institutional capabilities and entrepreneurial vision enables Longfellow to deliver high quality laboratories and innovation space while satisfying each tenant’s unique requirements. For more information about Longfellow, please email info@lfrep.com.

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