

SCA Pharmaceuticals Case Study



Challenge

SCA Pharmaceuticals wanted to establish a 503B compounding facility that would provide the highest quality, sterile admixture services and prefilled oral syringes to hospital pharmacies, thus allowing hospitals to avoid wasted product, eliminate patient safety concerns, and be cost effective.

Based in Arkansas, SCA sought an east coast location to service existing customers and have the additional bandwidth to attract new hospitals. The company conducted an extensive, seven-state search that included New Hampshire, Massachusetts, Rhode Island, Connecticut, New York, New Jersey and Pennsylvania. They faced regulatory hurdles, as well as a need to identify local incentives to help offset their start-up costs. Other key factors involved in their search criteria included a need for a strong local labor force and convenient access to a major airport.

Results

The NAI Hunneman Advisory team led an extensive search of the market that included over 100 sites. We conducted detailed property inspections and narrowed the field to two states that offered the opportunity to maximize local incentives prior to SCA's team from Arkansas coming in for property tours.

The end result was a new 90,000 SF facility in Windsor Locks Connecticut located next to Bradley International Airport which will employ upwards of 300 people when the facility opens in the third quarter of 2017.