COMMONWEALTH OF MASSACHUSETTS

43D SITE EVALUATIONS



Prepared for:
Massachusetts Alliance for Economic Development
Massachusetts Executive Office of Housing and Economic Development

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Grafton Science Park ■ Grafton, MA

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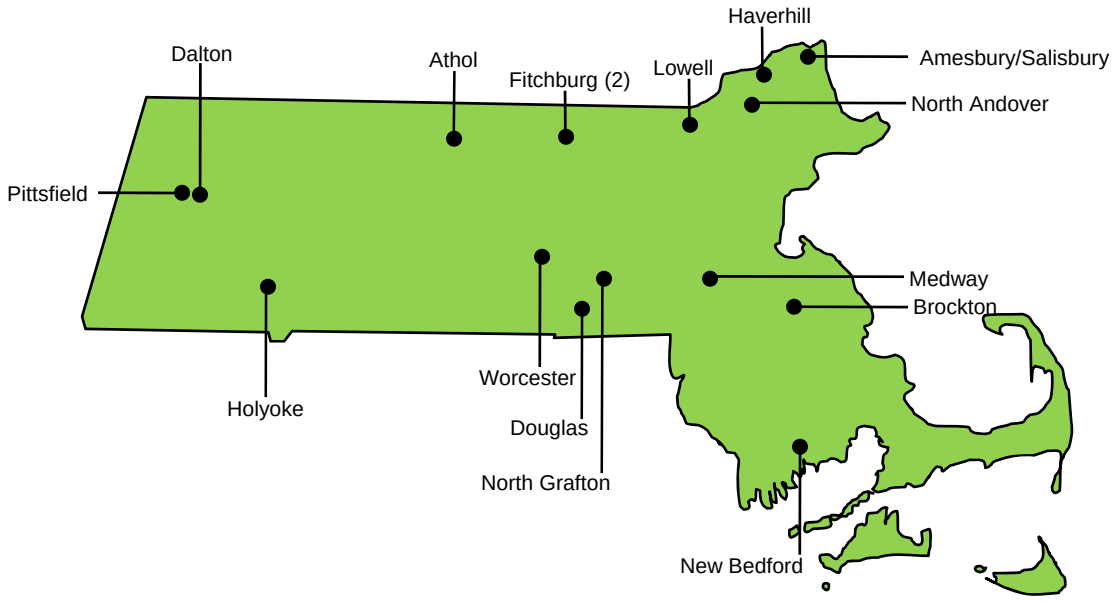
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Introduction

As part of an overall initiative to identify, evaluate and ultimately market sites under Massachusetts General Law Chapter 43D, The Massachusetts Alliance for Economic Development (MAED) along with the Massachusetts Executive Office of Housing and Economic Development retained Moran, Stahl & Boyer, a nationally known site selection and economic development consultant, to perform evaluations of selected sites (see Figure 1 below). The evaluation included on-site reviews, input from site contacts, data collection, and ultimately an assessment of site resources, best uses for the site, and recommendations for any site upgrade required to achieve a needed level of readiness.

Figure 1 – Location of the 43D Sites That Were Included in the Site Evaluation Process

Location	Description
Pittsfield	Former GE site being developed as William Stanley Business Park of the Berkshires
Dalton	Ashuelot Park (former Beloit manufacturing complex currently owned by Crane & Co.)
Holyoke	Multiple sites within Crossroads Business Park off I-91
Athol	North Quabbin Business Park at corner of SR 2 and SR 32
Fitchburg (2)	Sand and gravel operation off Airport Rd and site off Princeton Road (former sludge pits)
Lowell	Downtown Lowell Hamilton Canal District
North Andover	1600 Osgood Street (former Lucent Technology complex)
Haverhill	Industrial land off SR 125/Hilldale Avenue on NH/MA border
Amesbury/Salisbury	Golden Triangle site at intersection of I-95 and I-495
Worcester	South Worcester Industrial Park
Douglas	Current sand and gravel operation and other adjacent lots off SR146 and Gilboa St
North Grafton	Grafton Science Park adjacent to the Tufts University School Veterinary Medicine
Medway	Medway Industrial Park at I-495 and SR 109
Brockton	Former Howard Johnson and other food processing plant at 309 Battles St
New Bedford	Former Polaroid office and manufacturing complex in the New Bedford Business Park



Site Evaluation Overview

Site evaluation is a multi-step process that includes information gathering, reflecting on options, and assigning best use(s) as outlined in Figure 2 . Information is packaged into seven modules as noted in Figure 3 and presented as tabular data, maps and photographs. A sample Site Evaluation Form is presented at the end of this section.

The end result of the evaluation is to address the following questions:

- What types of resources (labor, transportation, education, R&D, industry employment, etc.) are accessible to the site?
- What are the primary attributes of the site and related buildings (as they exist)?
- What level of readiness is the site and related buildings (as they exist), including completion of any studies and securing any permits?
- What are the soil conditions and the presence of rock outcrops and wetlands/flood plain that may impact site development?
- What level of local market competition exists?
- What types of industries and operations would be most interested in the site and related buildings (as they exist)?

With this information, the site owner and/or developer can formulate a strategy for highest/best use as well as for marketing the site and seeking prospects with the most interest.

Figure 2 - Site Evaluation Process

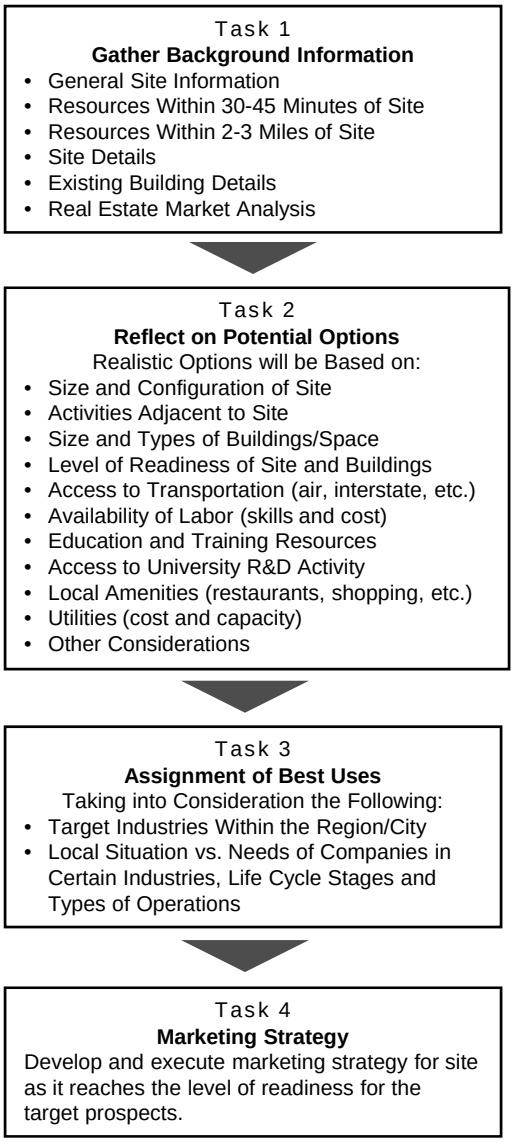


Figure 3 - Information Modules for Site Evaluation

Module 1:
Evaluation of Site

- General Comments and Resource Evaluation
- Recommendations for Site Use and Improvement

Module 2:
General Site Information

- Site designation
- Economic development region
- Address/location of site
- Local contact information
- Property owner(s)
- Current real estate broker
- Map identifying site location

Module 3:
Resources Within 30-45 Minutes of Site

- List regional airport(s) and travel distances
- Demographic map (population concentration) within 30-minute commute distance
- Demographic profile within 30-minute commute distance
  - Population
  - Average annual growth rate over past five years
  - Adult population with HS diploma only*
  - Adult population with 4-year college and above*
  - Median household income*
  - Population in the 25 to 34 year old cohort*

  * Compare with national averages
- Description of housing cost and supply within 30-45 minutes of site

Comment:
For the prospective company, the information related to a 30-minute commute from the site is of greater value than region or metro area data.

Module 4:
Resources Within 2-3 Mile Proximity to Site

- Distance to interstate or major limited access highway
- Condition of access road (pavement condition, shoulders, turning lanes, lights at intersections, etc.)
- Existence/plans for any of the following on the access highway between site and interstate: major shopping areas, schools, hospitals, parks or residential developments
- Access to public transportation (rail and/or bus)
- Access to any of the following amenities within two miles of the site: restaurants, shopping areas, banking, daycare, gym/workout facilities, outdoor trails, personal services
- Access to any of the following business services: copy/printing, office supplies, computer retail/service, etc.

Comment:
The resources that are within close proximity are important for headquarters, back office and R&D operations, and are less important for manufacturing operations.

Module 5:
Site Details

- Aerial photo of site noting proximity to other businesses, retail options and nearby residential properties
- Site plan of developed site/park
- Overall size of site/developable acres
- Level of site readiness to build new or move into existing structures
- Zoning classification/description and maximum allowable build-out (sf)
- Use/zoning of adjacent land
- Presence of wetlands or sections within 100-year flood plain
- Greenfield or brownfield site and current land cover
- Site studies completed, such as:
  - Environmental review (Phase 1 and 2)
  - Environmental Impact Study
  - Wetlands and flood plain review
  - MEPA review
  - Archaeological sites review
  - Traffic impact study
  - Soils analysis
- Site plans prepared
  - Overall site plan
  - Runoff Water Management Plan
- Permits secured
  - Site plan approval
  - Overall environmental permit
  - Wetlands permit
  - Highway access/curb cut permit
  - Army Corps permit (100-yr. flood plain)
  - Steep slope permit
  - Other permits
- Overview on utility services (power, gas, water, sewer, and telecom)
  - Name of utility
  - Capacity/availability (particularly water)
  - Dual feed/backup for power and telecom
  - Cost of power (cents/kWh)

Comment:
Site details provide not only general attributes of the site but also factors that help define the level of readiness of the site. Refer to Tables 3 and 4 for details on site readiness.

Module 6:
Existing Building Details

- Number of buildings on site
- Designated use(s) of buildings (office, light manufacturing, warehouse, lab, etc.)
- Age and condition of each building and class of office space (A,B or C)
- Overall square footage and size of floor plate for each building
- For industrial buildings: ceiling height, column widths, slab thickness, crane rails in place, etc.
- Parking capacity (open or garage)
- Lease or buy options
- Offering price/lease rate for space
- Level of building readiness (months to move in)
- Is this a LEED certified building?

Comments:

- For office space, parking capacity is often quoted in spaces per 1,000 sf of office.
- LEED Designation: the U.S. Green Building Council has defined The Leadership in Energy and Environmental Design (LEED) Green Building Rating System™ to encourage and accelerate global adoption of sustainable green building and development practices.

Module 7:
Real Estate Market Analysis

- Overall market situation (strong or weak)
- Average purchase price for land in similar situation (stand alone, within office or industrial park, etc.)
- Description of comparable property/building
- Average lease rate for comparable space
- Other information about local market

Comment:
The ability to define comparable market data will be determined by the level of specialization and unique features the site offers. The average lease rate for generic office and industrial space and gross inventory of space (in metro areas) will be the easiest information to gather from the marketplace.

Figure 4 – Sample Site Evaluation Sheet

General Comments and Resource Assessment

Site Designation	Address or other designation
Ownership	Current owner(s) of site
General Description of Site and Buildings	Overall size of site and usable acres as well as size of buildings and floor plate
Readiness of Site and Buildings	The time required to complete the site and/or building before the prospective company can have employees productively at their jobs
Site/Building Amenities	Parking, café, locker rooms, trails, etc.
Transportation Access	Air, interstate, rail, port and public transportation
Labor Resources	Population growth, education levels and specific industry presence
Education & Training	Two/four-year colleges and other technical/business training resources
University R&D Access	R&D as an economic engine and the support of specific industries
Amenity Access	Access to shopping, restaurants, personal services, gym, bank, etc.
Utilities	Note any extreme situation in capacity or cost for water, electric power, gas, sewer or telecom
Other Comments	Unique aspects of site or situation

Recommendations

1. Highest/best use for site/buildings
2. Considerations for improving the site
3. Other recommendations

Grafton Science Park



North Grafton, MA

General Comments and Resource Assessment

Site Designation	Grafton Science Park – Tufts University School of Veterinary Medicine
Ownership	Tufts University
General Description	98-acre science park located within the Tufts University School of Veterinary Medicine's Grafton campus.
Site and Building Readiness	Multiple sites of various sizes within the park.
Site/Building Amenities	Access to Tufts University resources
Transportation Access	Air Access: Logan Int'l (44 mi) and TF Green (44 mi) Interstate/Limited Access Highway: Access to Rt 30 and to I-495 and Mass Pike Rail Access: MBTA commuter rail station within ½ mile of the park
Labor Resources	Commute zone covers broad area from Worcester to Framingham with population of nearly 700,000. Good supply of both high school and college graduates with significant resource/competition for labor resources from a substantial number of life sciences companies within the region.
Education & Training	Located on campus of Tufts University School of Veterinary Medicine with access to Worcester/Framingham colleges and universities.
University R&D Access	Located within the Tufts University School of Veterinary Medicine campus and close proximity to Worcester Polytechnic Institute and UMass Lowell. Commuter rail access to Downtown Boston allows for numerous potential partnerships and research opportunities.
Local Amenities	None
Utilities	All utilities available. Cost of electric power is very high ($0.20/kWh). High water consumption may be an issue.
Other Comments	Park currently is host to Swine Research Center and the Tuft's Infectious Diseases Research Center.

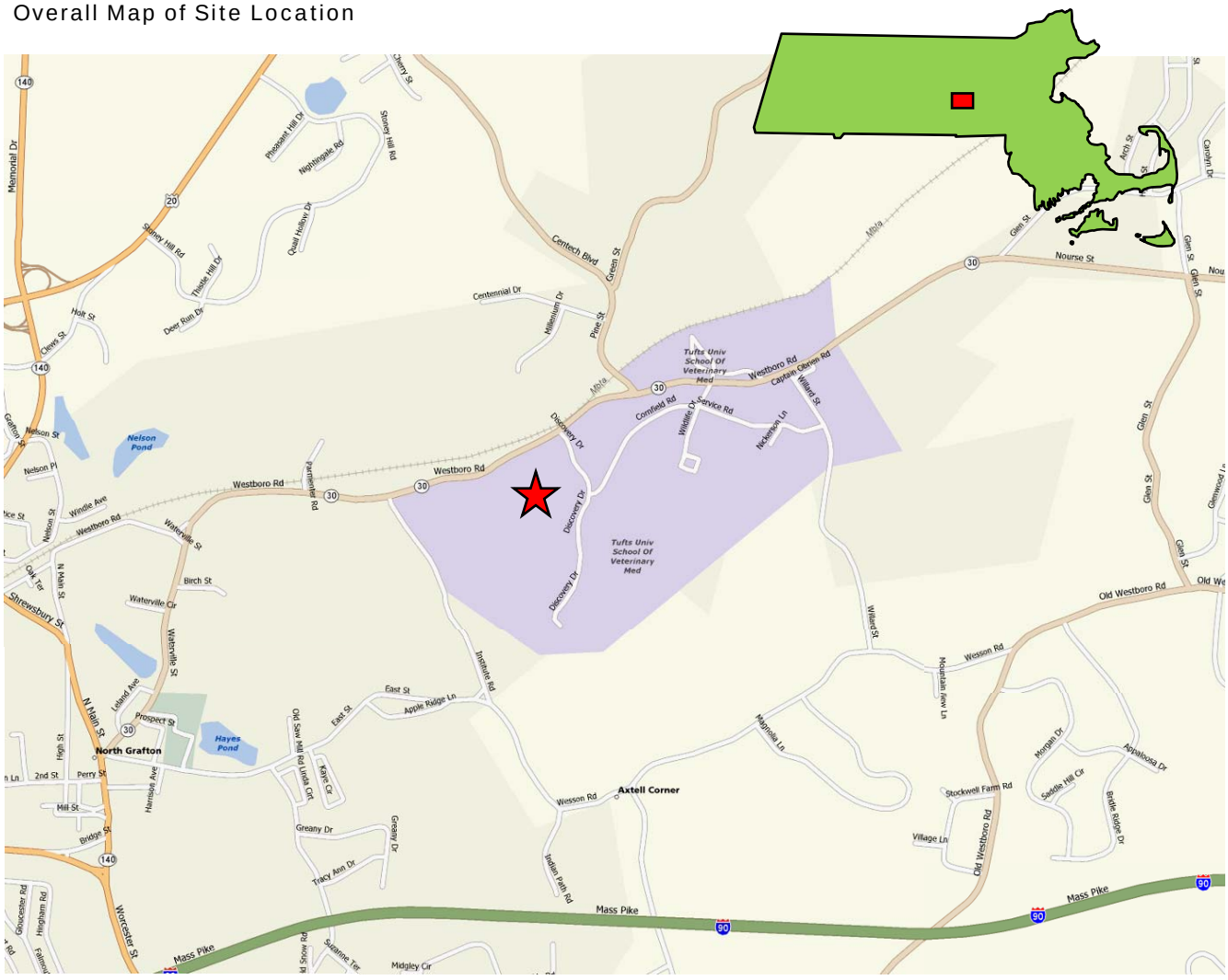
Recommendations

- The most probable use for the park is for those companies that engage in some aspect of veterinary health science due to the presence of the Tufts University School of Veterinary Medicine, or some aspect of biotechnology due to the proximity of R&D activities at UMass Worcester and WPI. However, high water users may be an issue for this site due to water resource issues in the region.
- Non-science related firms will most likely seek other site options closer to I-495.
- Due to the high purchase/lease cost and the earlier life cycle stage of the companies with the most potential interest in the site, it may be more effective to construct a multi-tenant building with flexible leasing options that allow expansion and contraction as needed.
- The very high energy cost will most likely be an issue for companies with energy-intensive operations.
- Centech park, located within a mile of the Grafton Science Park with~40 acres available in 8+ acre lots may be a strong competitor. It also has direct access to commuter rail service to Boston.

General Site Information

Site Designation	Grafton Science Park – Tufts Cummings School of Veterinary Medicine
Region	South Central
Address/location	200 Westboro Road, North Grafton, MA
Local contact Phone No. E-mail Address	Jean Poteete, Senior Campus Planner 508.887.4740 Jean.poteete@tufts.edu
Property Owner(s)	Tufts University
Current Broker Contact Phone No. E-mail Address	None

Overall Map of Site Location



General Proximity Information

Description	Input
Closest regional airport(s) with travel distance	Logan Int'l – Boston (44 mi) TF Green – Providence (44 mi)
Distance to Major Cities	Worcester (9 mi) Framingham (18 mi) Boston (37 mi) Providence, RI (40 mi)
Demographics W/ 30-Minute Commute	**Input**
Overall population	679,961
Growth rate (2000-2006)	3.65% / Mass Avg = 0.67% / Nat'l Avg = 6.4%
Adult population with HS diploma only	24.47/ Mass Avg = 28.2% / Nat'l Avg = 30.2%
Adult population with 4-year+ college	23.6%/ Mass Avg = 37.0% / Nat'l Avg = 27.0%
Median household income	$63,412 / Mass Avg = $59,963 / Nat'l Avg = $48,451
Population in 25 to 34-year old cohort	12.5%/ Mass Avg = 12.7% / Nat'l Avg = 13.3%
Cost of Living (Nat'l Avg = 100) • Overall Cost of Living • Cost of Housing • Cost of Utilities	Reference: Sperling's Best Places web site 130 164 110

Local Access Information

Description	Input
Distance to interstate/major highway	Rt 30 (<0.1 mi), Interstate 290 (9 mi), and Interstate 495 (10 mi)
Condition of access highway	Two-lane rural road
Existence/plans for any of the following on the access highway between site and interstate: major shopping areas, schools, hospitals, parks or residential developments	None
Access to public transportation (rail or bus)	Within a mile of commuter rail station
Access to any of the following amenities within two miles of the site: restaurants, shopping areas, banking, daycare, gym/workout facilities, outdoor trails, personal services	None
Access to any of the following business services: copy/printing, office supplies, computer retail/service, etc.	None

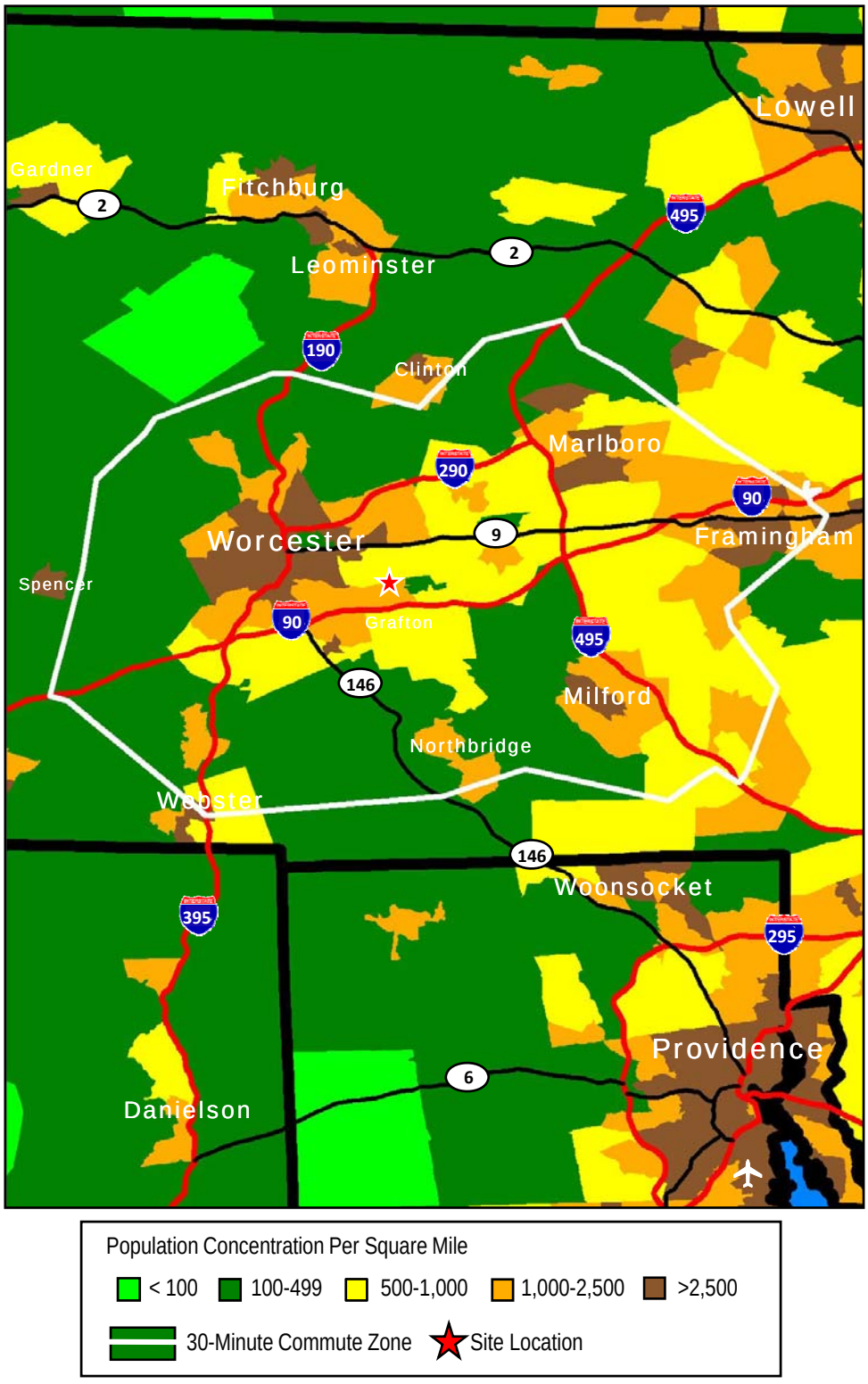
Site Characteristics

Description	Input
Overall size of site/developable acres	98 acres
Cost of Land ($/Acre)	Long term ground leases available at $1.70 per FAR/sf (2008)
Zone classification/description and maximum allowable build-out (SF)	Office/Light Industry with Campus Development Overlay
Use/zoning of adjacent land	Institutional (including R & D), industrial and residential (latter buffered by wetlands)/Adjacent zoning is Office/Light Industry with Campus Development Overlay with R-40 zoning to south
Level of site readiness	Phase I (348,00 sf) is pad ready, with one building under construction. Phase II (356,000 sf) has water main; gravel road access.
Presence of wetlands or sections within 100-year flood plain	Wetlands present.
Greenfield or Brownfield site and current land cover	Greenfield site with mixed fields and woods.
Site studies complete, such as: • Environmental review (Phase I/II) • Environmental Impact Study • Wetlands and flood plain review • MEPA review • Archeological sites review • Traffic impact study • Soils analysis	 • No • Yes • Yes • Yes • Yes • Yes • Limited soils analysis has been completed
Site plans prepared • Overall site plan • Runoff Water Management Plan	 • Yes, conceptual master plan prepared • Stormwater Management Plan designed for Phase I (348,000 sf)
Permits secured • Site plan approval • Overall environmental permit • Wetlands permit • Highway access/curb cut permit • Army Corps permit (100-yr. flood plain) • Steep slope permit • Other permits:	 • Master plan has been approved; Project plan approval is project-specific • Yes • Wetlands have been delineated in past, but wetlands permit is project specific • Yes • N/A • N/A • Sewer extension permit, NPDES Construction Stormwater management permit, and local water and sewer connection permits, are project –specific

Site Characteristics

Description	Input
Electric Power Service • Utility • Capacity • Cost (KWH) • Dual feed available (Y/N)	 • National Grid • 10 MVA (with infrastructure upgrades) • $.20 per kwh • Yes; to be installed in 6 months.
Gas Service • Utility • Capacity • Cost	 • NStar • 30,000 cfh • variable
Water Service • Utility • Capacity • Cost	 • Grafton Water District • 870,000 gallons per day excess daily capacity • $4.57 per thousand gallons
Wastewater Service • Utility • Capacity • Cost	 • Grafton Sewer Department • 520,000 gallons per day excess daily capacity • $1.75 per thousand gallons
Telecom Service • Utility • Capacity • Dual feed available (Y/N) • Cell phone	 • Verizon • T2 • No • Yes

Demographic Map Covering 30-Minute Commute Zone Around Site

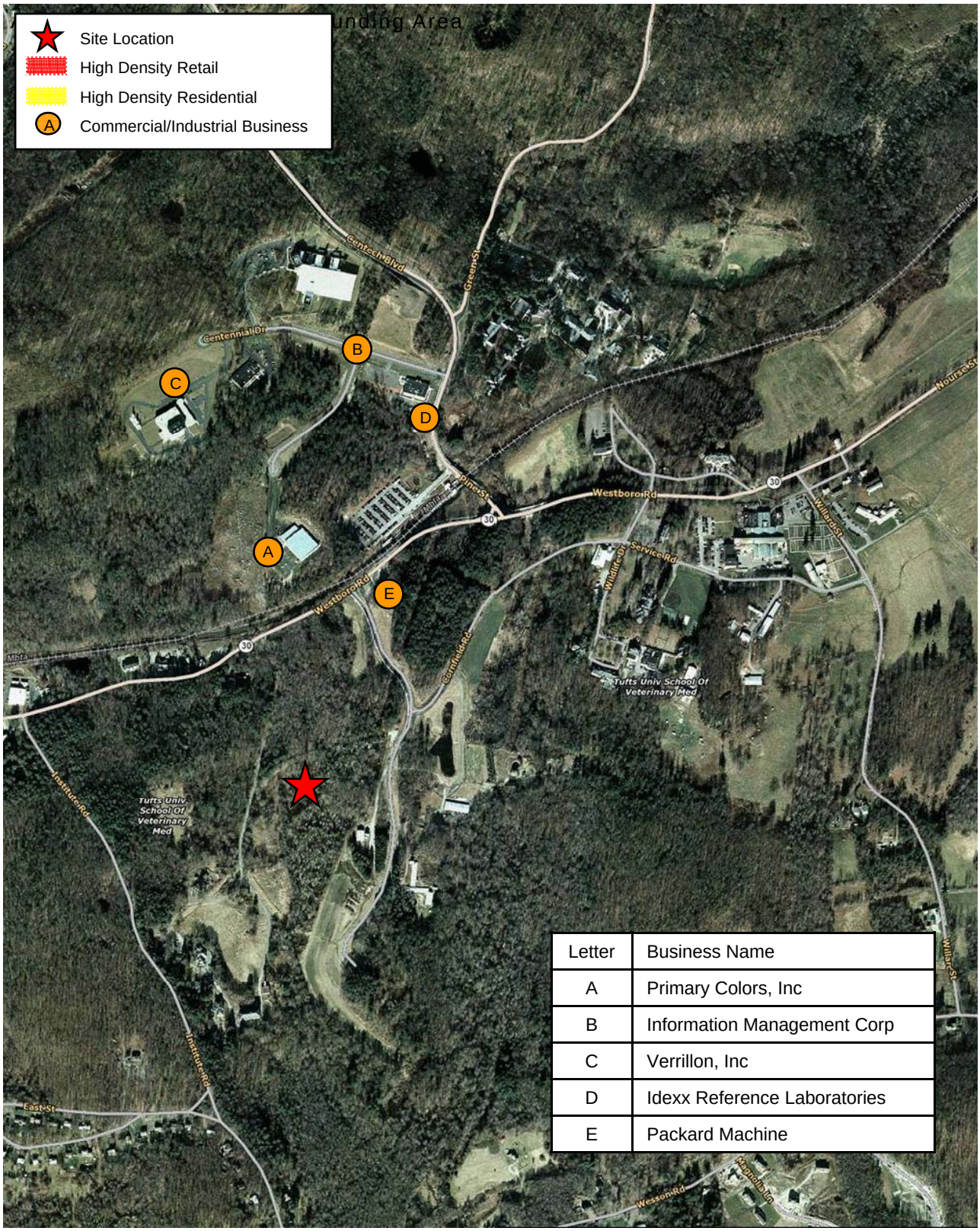


Nearby Commercial and Industrial Businesses

Letter	Business Name	Employment	Line of Work
A	Primary Colors, Inc	20	Mfg cyclic crudes, intermediaries, and dyes
B	Information Management Corp	22	Prepackaged software services and custom computer programming
C	Verrillon, Inc	30	Mfg fiber optic strands and organic fibers
D	Idexx Reference Laboratories	5	Testing laboratories
E	Packard Machine	2	Machine shop
-	National Grid USA Service Co, Inc	1,300	Misc. vehicle management, consulting, business, and engineering services
-	PFPC, Inc	1,200	Accounting, auditing, and bookkeeping services
-	Astra USA, Inc	800	Pharmaceutical preparations
-	Singapore Resources, Inc	675	Electrical apparatus, equipment wiring supplies, and construction materials
-	Astrazeneca, LP	600	Pharmaceutical preparations
-	Washington Mills Ceramic Corp	533	Mfg abrasive tumbling stones
-	Aggregate Industries	150	Mfg ready-mixed concrete
-	Employment and Training Administration	110	Job corps center
-	Wyman-Gordon Co - HQ	100	Mfg nonferrous forgings
-	Washington Mills Electro Minerals Co, Inc	100	Mfg abrasive products
-	Corespan Corp	50	Project management, IT consulting, and staff augmentation
-	Horace Mann Educational Associates	50	Educational, vocational, and residential services for the mentally retarded

Nearby Retail Businesses, Food Establishments, and Banks

Retail Businesses	Food Establishments	Banks
Super Stop and Shop	Sebastian's Seafood and Grill	Bank of America
Target Stores	Fancy Pizza	Sovereign Bank
Border's Books	Subway	Citizens Bank
CVS Pharmacy	Burger King	Savers bank



Letter	Business Name
A	Primary Colors, Inc
B	Information Management Corp
C	Verrillon, Inc
D	Idexx Reference Laboratories
E	Packard Machine

Pictures of Site/Facility



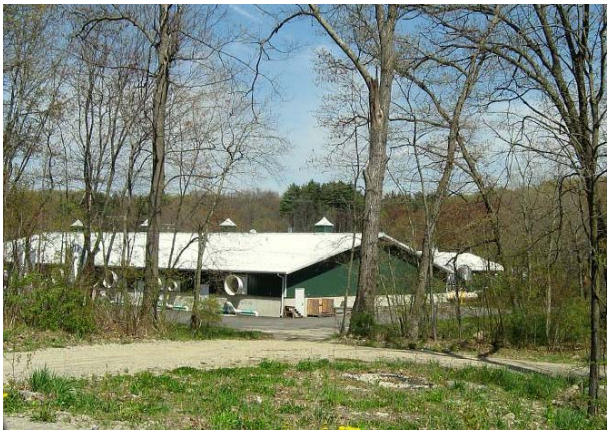
Overall View of Available Green Space



Discovery Drive Towards End of Site



Construction of Disease Research Bldg Across From Site



Existing Swine Research Center Within Park



Example of Tufts Campus Building Architecture



Neighboring Centech Park

Housing Examples Within Surrounding Area

$200,000



Worcester
$203,900 l 3 Bed, 2 Bath
1,414 Sq. Ft. l 0.13 Acres



Shrewsbury
$209,900 l 3 Bed, 1 Bath
1,011 Sq. Ft. l 0.15 Acres



Grafton
$219,900 l 3 Bed, 1 Bath
1,300 Sq. Ft. l 0.53 Acres

$250,000



Worcester
$254,900 l 4 Bed, 1.5 Bath
1,605 Sq. Ft. l 0.18 Acres



Shrewsbury
$252,000 l 3 Bed, 1 Bath
1,621 Sq. Ft. l 0.18 Acres



Grafton
$244,900 l 3 Bed, 2 Bath
1,631 Sq. Ft. l 0.15 Acres

$350,000



Worcester
$349,900 l 3 Bed, 2.5 Bath
1,998 Sq. Ft. l 0.2 Acres



Shrewsbury
$349,900 l 4 Bed, 2 Bath
2,100 Sq. Ft. l 0.34 Acres



Grafton
$349,900 l 4 Bed, 2 Bath
2,300 Sq. Ft. l 0.93 Acres

Commercial Real Estate Situation

- The current office market situation in the 495 West area is soft. Vacancy rates of 20% are quite high and represent over 2.4 million square feet.
- The net adsorption has been negative meaning there was a rise in inventory.
- Lease rate for Class A space is $20.40/sf and for Class B space is $17.60 – some of the lowest rates in the Greater Boston area.