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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Medway Business Park ■ Medway, MA

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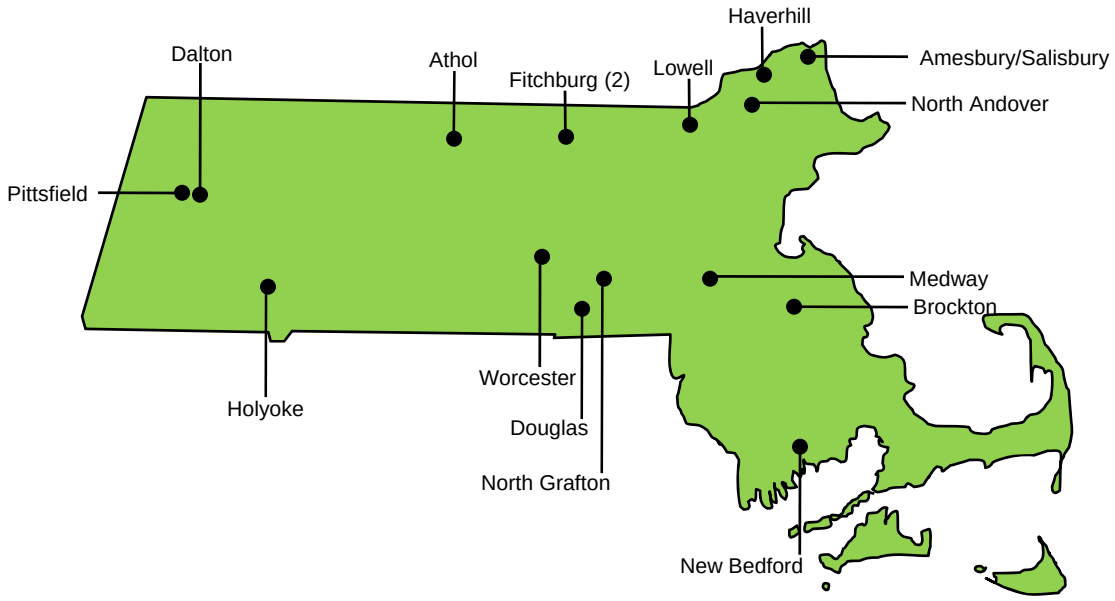
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Introduction

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

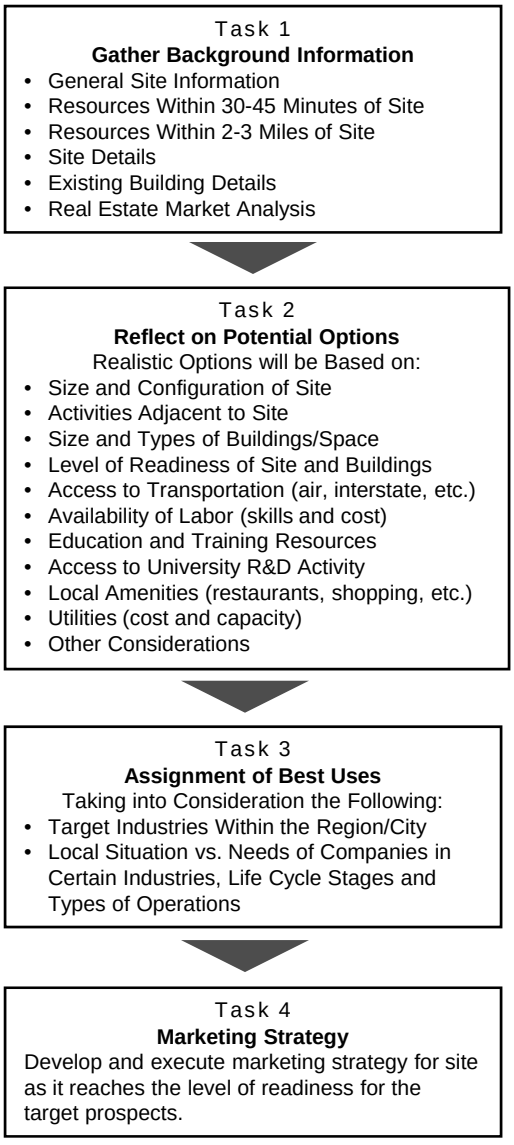


Figure 3 - Information Modules for Site Evaluation

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

Medway Business Park



Medway, MA

General Comments and Resource Assessment

Site Designation	Medway Business Park
Ownership	Town of Medway
General Description	Existing industrial park with available parcels.
Site and Building Readiness	Essential infrastructure is in place and some permits for overall park have been secured. Facility and construction permits would be required for individual sites.
Site/Building Amenities	None
Transportation Access	Air Access: Logan Int'l (37 mi) and TF Green (44 mi) Interstate/Limited Access Highway: Immediate access to I-495 from the business park.
Labor Resources	Moderate growth with balanced high school and college attainment resources. Older population within 30-minute commute area. Median household income 1.8 times national average. Significant manufacturing population within the general area. Unemployment rate in Medway/Milford area is 4.4%.
Education & Training	Nearby colleges include Framingham State College, Wellesley College, and Massachusetts Bay Community College.
University R&D Access	None locally
Local Amenities	Close proximity to retail/restaurants, printing services, and business supply stores in the surrounding area.
Utilities	Water, power and telecom in place. New sewer line being planned for the park.
Other Comments	Fairly close proximity to residential on east side of park.

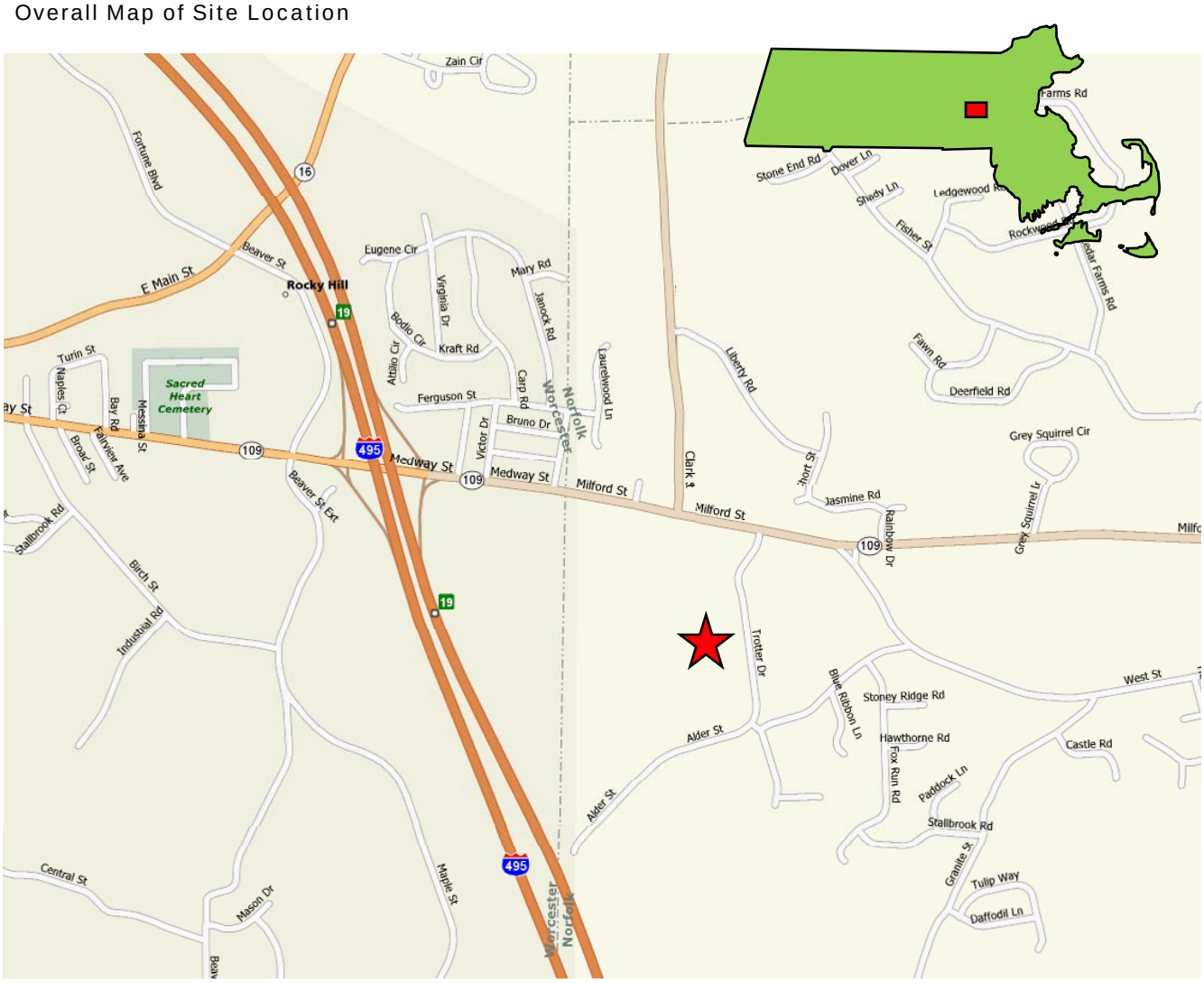
Recommendations

- Strategically located off of I-495 at SR 109, suitable for manufacturing and back office operations.
- The "no frills" presentation with limited amenities would be attractive to certain low profile companies.
- Access to SR109 does not have a traffic light which may make it difficult during high traffic times to gain access to I-495.
- The close proximity to residential will most likely eliminate certain process type manufacturing operations.

General Site Information

Site Designation	Medway Business Park
Region	MetroWest
Address/location	I-495 at SR109
Local contact Phone No. E-mail Address	Adam Ploetz 774-760-0495 adam@arc-of-innovation.org
Property Owner(s)	Town of Medway, MA
Current Broker Contact Phone No. E-mail Address	

Overall Map of Site Location



General Proximity Information

Description	Input
Closest regional airport(s) with travel distance	Logan Int'l – Boston (37 mi) TF Green – Providence (44 mi)
Distance to Major Cities	Framingham (11 mi) Worcester (33 mi) Providence, RI (35 mi) Boston (40 mi)
Demographics W/ 30-Minute Commute	**Input**
Overall population	743,094
Growth rate (2000-2006)	3.08% / Mass Avg = 0.67% / Nat'l Avg = 6.4%
Adult population with HS diploma only	23.9% / Mass Avg = 28.2% / Nat'l Avg = 30.2%
Adult population with 4-year+ college	26.7% / Mass Avg = 37.0% / Nat'l Avg = 27.0%
Median household income	$84,302 / Mass Avg = $59,963 / Nat'l Avg = $48,451
Population in 25 to 34-year old cohort	10.2% / 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	 129 154 120

Local Access Information

Description	Input
Distance to interstate/major highway	Rt 109 (<0.1 mi) and Interstate 495 (<1 mi)
Condition of access highway	Direct access to I-495 from the business park.
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)	None
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	Close proximity to retail/restaurants located on other side of I-495 in Milford.
Access to any of the following business services: copy/printing, office supplies, computer retail/service, etc.	Access to printing services and business supply stores (Staples) in the surrounding area.

Site Characteristics

Description	Input
Overall size of site/developable acres	
Cost of Land ($/Acre)	
Zone classification/description and maximum allowable build-out (SF)	
Use/zoning of adjacent land	
Level of site readiness	
Presence of wetlands or sections within 100-year flood plain	
Greenfield or Brownfield site and current land cover	
Site studies complete, such as: • Environmental reviews • Environmental Impact Study • Wetlands and flood plain review • MEPA review • Archeological 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:	

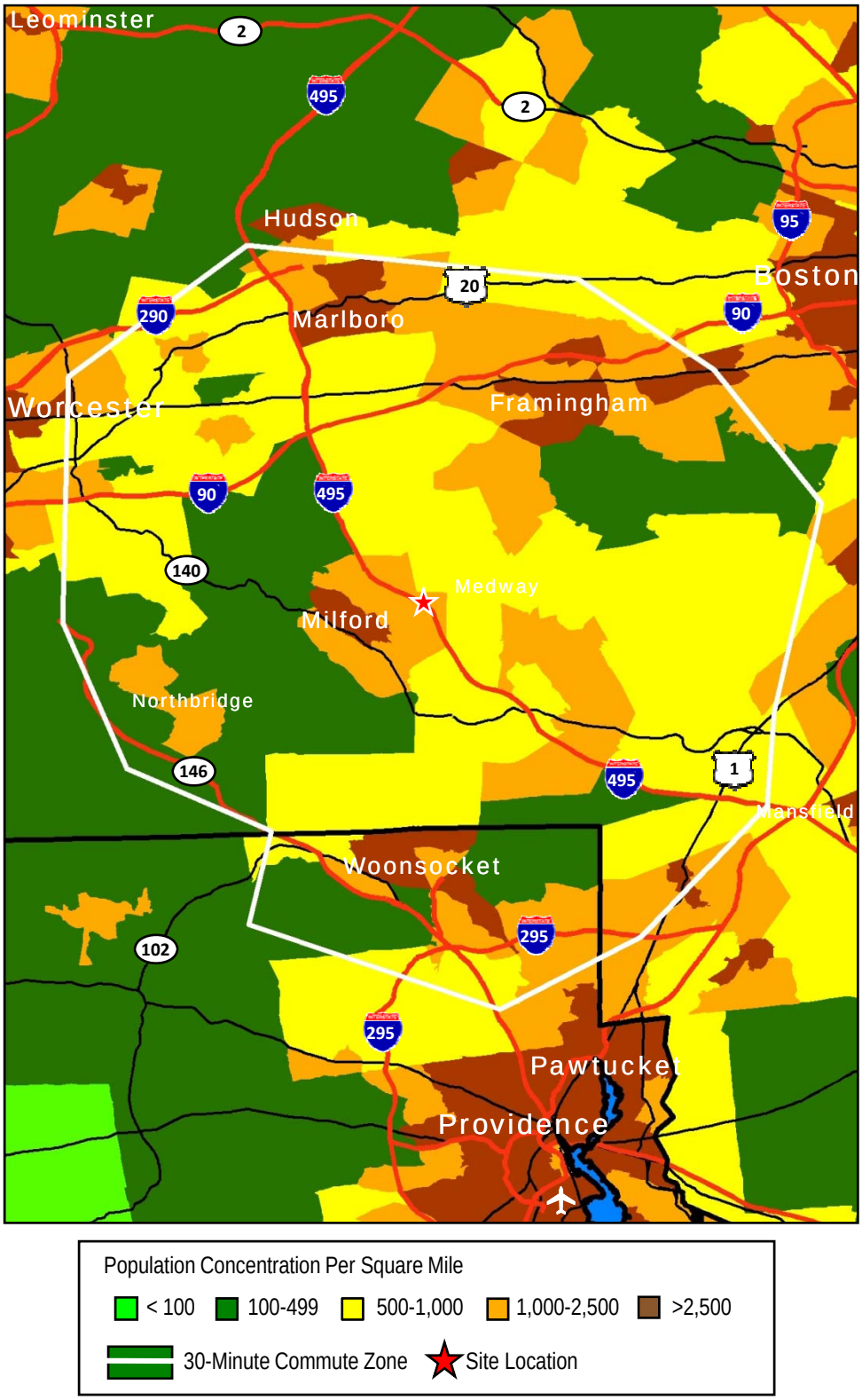
Site Characteristics

Description	Input
Electric Power Service • Utility • Cost (cents/kWh) • Dual feed available (Y/N)	 • • • •
Gas Service • Utility • Cost	 • •
Water Service • Utility • Capacity • Cost	 • • •
Wastewater Service • Utility • Capacity • Cost	 • • •
Telecom Service • Utility • Cell Phone Service	 • • Yes

Existing Building Characteristics

Description	Input
Number of buildings on site	
Sale/Lease of Building Space ($/sf)	
Designated use(s) of buildings (office, light manufacturing, warehouse, lab, etc.)	
Age and condition of each building	
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	
Level of building readiness (months to move in)	
Is this an LEED certified building?	

Demographic Map Covering 30-Minute Commute Zone Around Site



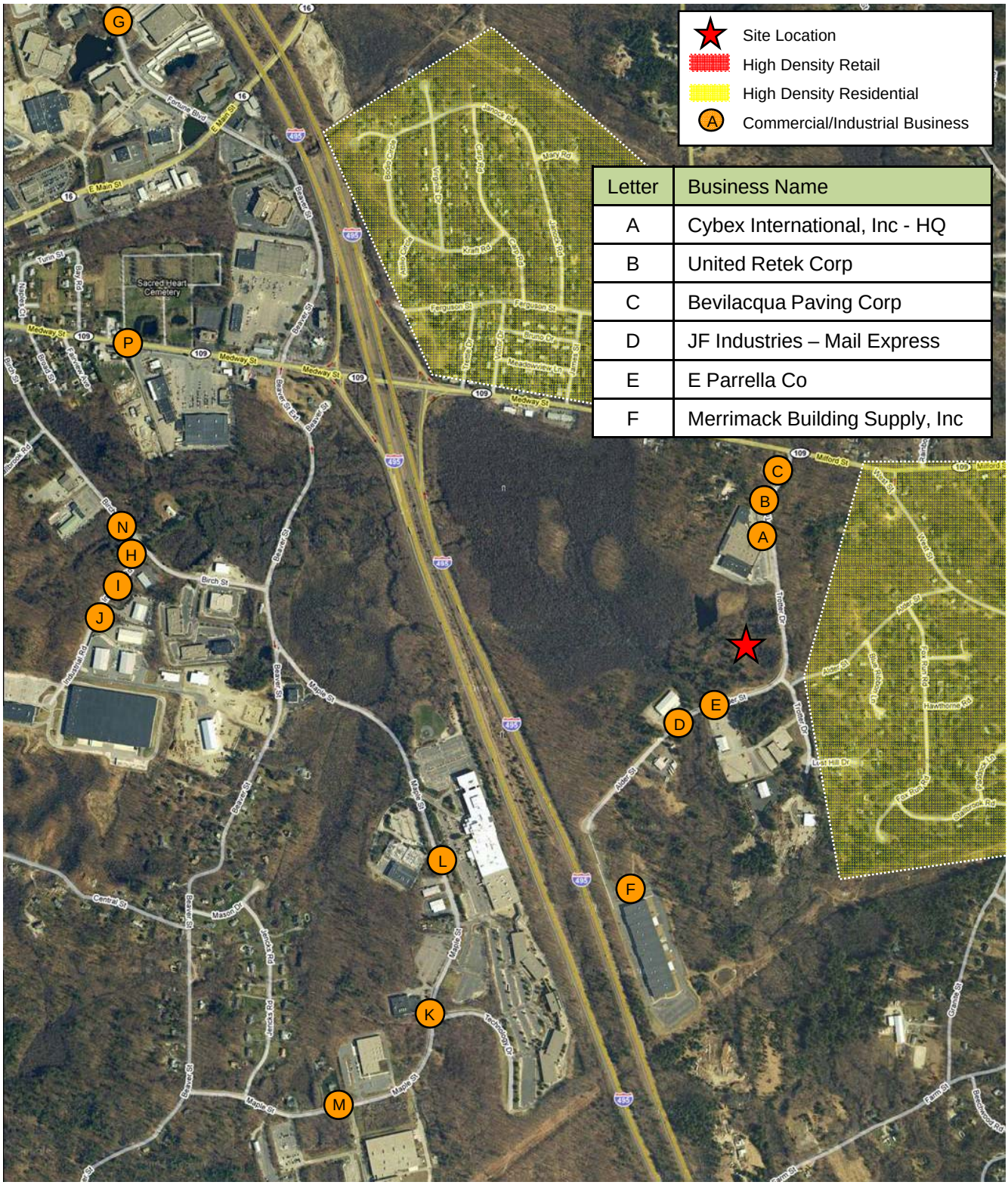
Nearby Commercial and Industrial Businesses

Letter	Business Name	Employment	Line of Work
A	Cybex International, Inc - HQ	210	Mfg high-end fitness equipment
B	United Retek Corp	9	Engineering and business consulting services
C	Bevilacqua Paving Corp	50	Highway/street construction
D	JF Industries – Mail Express	30	Local trucking and storage
E	E Parrella Co	n/a	Mfg bowling balls
F	Merrimack Building Supply, Inc	n/a	Building materials supplier
G	Milford Mfg Services	100	Printed circuit boards
H	NOVA Sports USA	8	Adhesives and sealants
I	Quality Insulation	50	Drywall installation contractor
J	Plumb House	20	Nonresidential construction
K	Waters Corp - HQ	n/a	Mfg analytical laboratory equipment
L	Biomeasure, Inc	76	Commercial physical research
M	Chase Thermographers	2	Commercial printing
N	Test Site Services, Inc	5	Testing services
O	Thermo Fisher Scientific	n/a	Mfg analytical instruments
P	Strategic Technology Group	n/a	Business consulting services
-	CGIT Systems, Inc	10	Management services company
-	EMC Corp	340	Computer storage devices
-	Saint Gobain Container, LLC	230	Mfg glass containers
-	Thermedics Detection Inc	200	Mfg industrial instruments
-	Avecia, Inc	140	Mfg specialty chemicals
-	Brine, Inc	130	Mfg sports and athletic goods
-	General Display, Inc	100	Mfg signs/advertising specialties
-	Nobilis Software, Inc	30	Computer programming services

Nearby Retail Businesses, Food Establishments, and Banks

Retail Businesses	Food Establishments	Banks
Target	Applebee's Grill	Bank of America
Super Stop and Shop	Friendly's Restaurant	Strata Bank
Staples	Ninety Nine Restaurant	Middlesex Savings Bank
Ace Hardware	KFC, Pizzahut, McDonald's, Wendy's	Benjamin Franklin Bank

Aerial View of Site and Surrounding Area



Letter	Business Name
A	Cybex International, Inc - HQ
B	United Retek Corp
C	Bevilacqua Paving Corp
D	JF Industries – Mail Express
E	E Parrella Co
F	Merrimack Building Supply, Inc

Pictures of Businesses Within the Business Park



CYBEX Exercise Equipment Co



CGIT Management Services Co



International Union of Operating Engineers



JF Industries Mail Express



Adjacent Residential Development



Merrimack Building Supply Co

Housing Examples Within Surrounding Area

$200,000



Franklin
$219,900 l 2 Bed, 1.5 Bath
898 Sq. Ft. l 0.07 Acres



Medway
$210,000 l 3 Bed, 2 Bath
1,832 Sq. Ft. l 0.7 Acres



Milford
$209,900 l 3 Bed, 1.5 Bath
1,461 Sq. Ft. l 0.2 Acres

$250,000



Franklin
$254,900 l 4 Bed, 1 Bath
1,686 Sq. Ft. l 0.2 Acres



Medway
$249,900 l 3 Bed, 1 Bath
909 Sq. Ft. l 0.27 Acres



Milford
$259,000 l 3 Bed, 1 Bath
1,189 Sq. Ft. l 0.19 Acres

$350,000



Franklin
$350,000 l 4 Bed, 2 Bath
2,000 Sq. Ft. l 0.65 Acres



Medway
$349,900 l 3 Bed, 1.5 Bath
1,821 Sq. Ft. l 1.02 Acres



Milford
$349,900 l 4 Bed, 2.5 Bath
1,900 Sq. Ft. l 0.7 Acres

Industrial Real Estate Situation (Southern Boston Area Submarket)

- The current industrial market situation in the southern Boston area submarket is soft. Vacancy rates of 13.7% are about average for the region and represent over 9.5 million square feet.
- The net adsorption for the first quarter was only 22,300 sf which is only 10% of the western submarket and new construction was 82,000 sf.
- Lease rate for warehouse/distribution space is $5.30/sf , the lowest rate in the Greater Boston area.