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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Site Off Princeton Road ■ Fitchburg, MA

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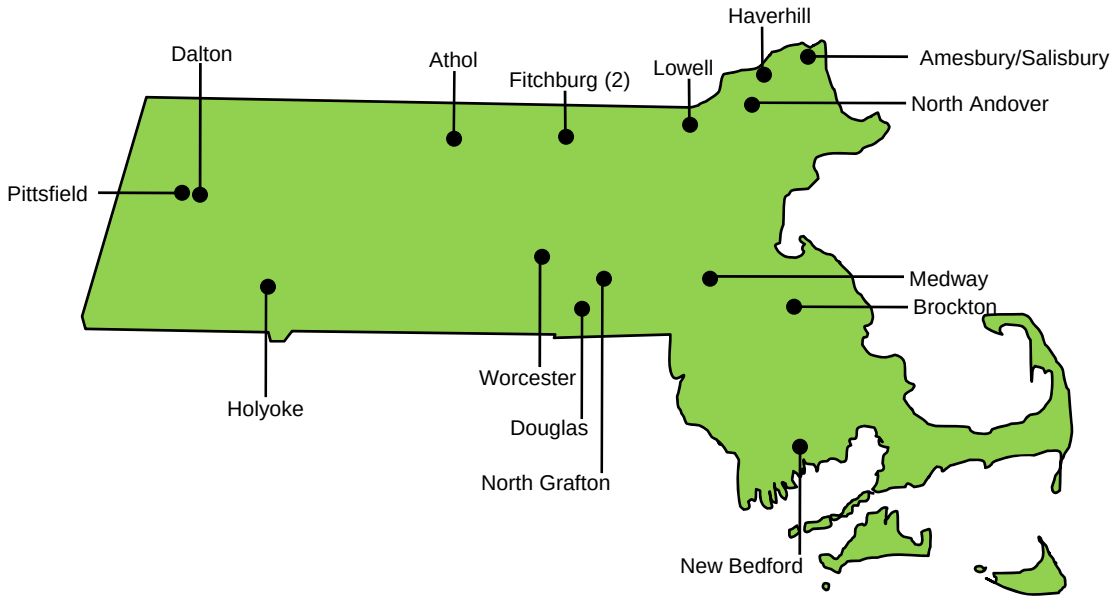
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Introduction

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

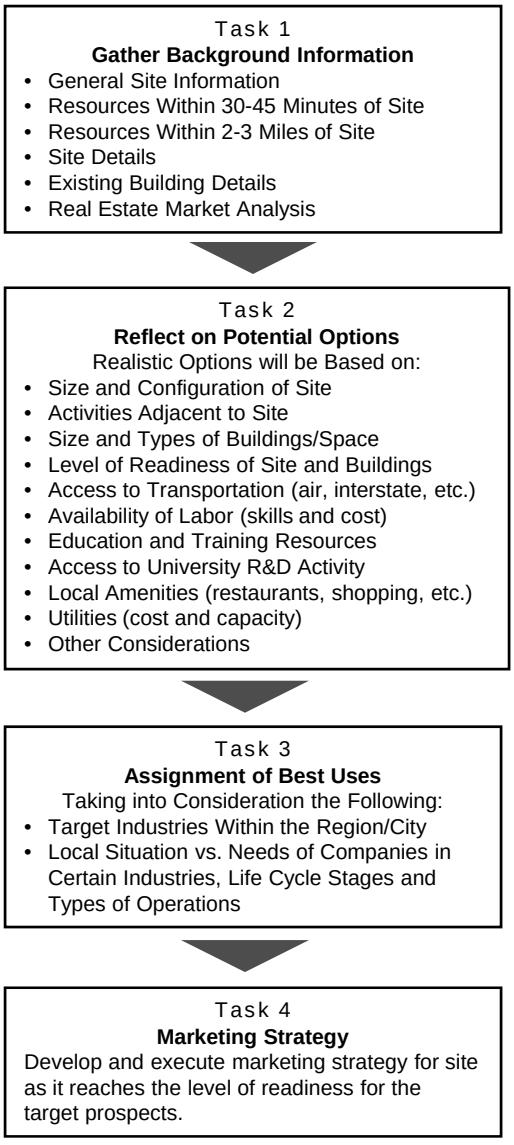


Figure 3 - Information Modules for Site Evaluation

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

Highest/best use for site/buildings

1. Considerations for improving the site
2. Other recommendations

Site Off Princeton Rd



Fitchburg, MA

General Comments and Resource Assessment

Site Designation	Address or other designation
Ownership	City of Fitchburg
General Description	Former paper mill sludge disposal area owned by the City of Fitchburg.
Site Readiness	Level 6, undeveloped site
Site Amenities	None
Transportation Access	Air Access: Manchester-Boston Regional (39 mi) and Logan Int'l (63 mi). Interstate/Limited Access Highway: Located within 2 miles of Route 2 which is a four-lane limited access highway
Labor Resources	Modest population growth rate with significant industrial labor base.
Education & Training	Fitchburg State (local) and Mount Wachusett Community College
University R&D Access	Worcester Polytechnic Institute and UMass Lowell
Local Amenities	Accessible to restaurants and shopping in Downtown Fitchburg. Royal Plaza Hotel and Coco Key Water Resort (one mile away) will be opening in 2009.
Utilities	Full utilities accessible to adjacent property (recycled paper processing operation)
Other Comments	The site will require significant excavation, remediation (sludge removal), regrading, and other preparation prior to building construction.

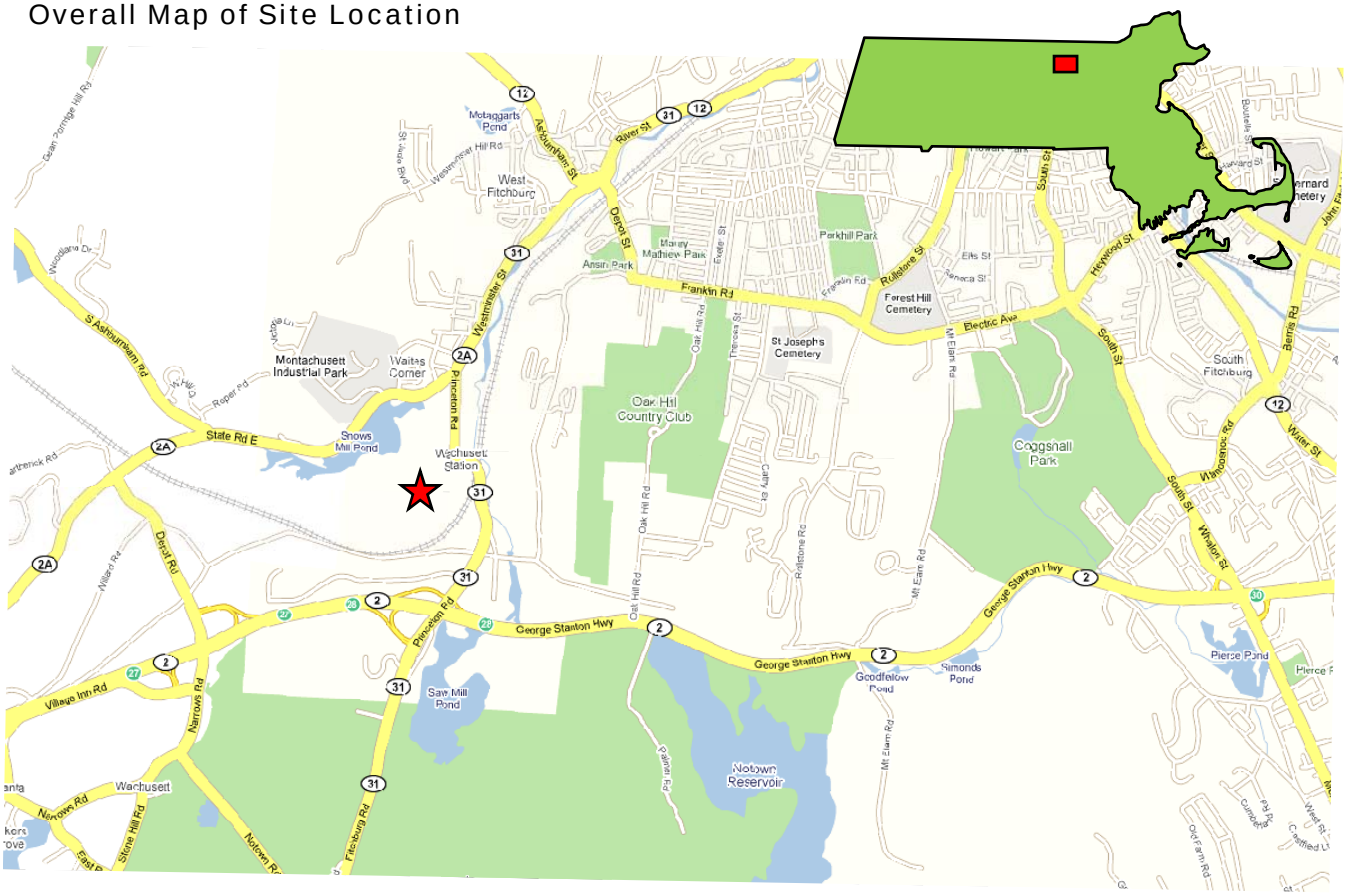
Recommendations

- Convenient access to route 2 makes the site well positioned for industrial operations. The proximity to paper mill and other industrial facilities makes the site more conducive for manufacturing rather than office or R&D.
- Site will be most desirable if, at a minimum, has been fully remediated, leveled, utilities run directly into the site, and all required studies and permits completed.
- Some industrial prospects would find the site more desirable if there was a 50,000+ sqft spec building already built on the site.

General Site Information

Site Designation	Former Paper Mill Sludge Processing Site
Region	North Central
Address/location	Located off Princeton Rd (SR 31) 2 miles north of SR 2
Local contact Phone No. E-mail Address	Dan Curley 978-345-1018 dcurley@fitchburg-ma.gov
Property Owner(s)	City of Fitchburg
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	Manchester-Boston Regional (39 mi) Logan Int'l – Boston (63 mi)
Distance to Major Cities	Worcester (29 mi) Greenfield (46 mi) Manchester, NH (61 mi) Boston (62 mi)
Demographics W/ 30-Minute Commute	**Input**
Overall population	269,900
Growth rate (2000-2006)	3.8% / Mass Avg = 0.67% / Nat'l Avg = 6.4%
Adult population with HS diploma only	30.4% / Mass Avg = 28.2% / Nat'l Avg = 30.2%
Adult population with 4-year+ college	26.6% / Mass Avg = 37.0% / Nat'l Avg = 27.0%
Median household income	$37,004 / Mass Avg = $59,963 / Nat'l Avg = $48,451
Population in 25 to 34-year old cohort	11.9% / 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 97 73 110

Local Access Information

Description	Input
Distance to interstate/major highway	Rt 31 (<0.1 mi), Rt 2 (<1 mi), and Interstate 190 (8 mi)
Condition of access highway	Route 2 is a four lane limited access highway
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	Closest access to retail, restaurants, and personal services is in nearby downtown Fitchburg located about 4.4 miles away
Access to any of the following business services: copy/printing, office supplies, computer retail/service, etc.	Located within 10 minutes of both Office Max and Staples business supply stores

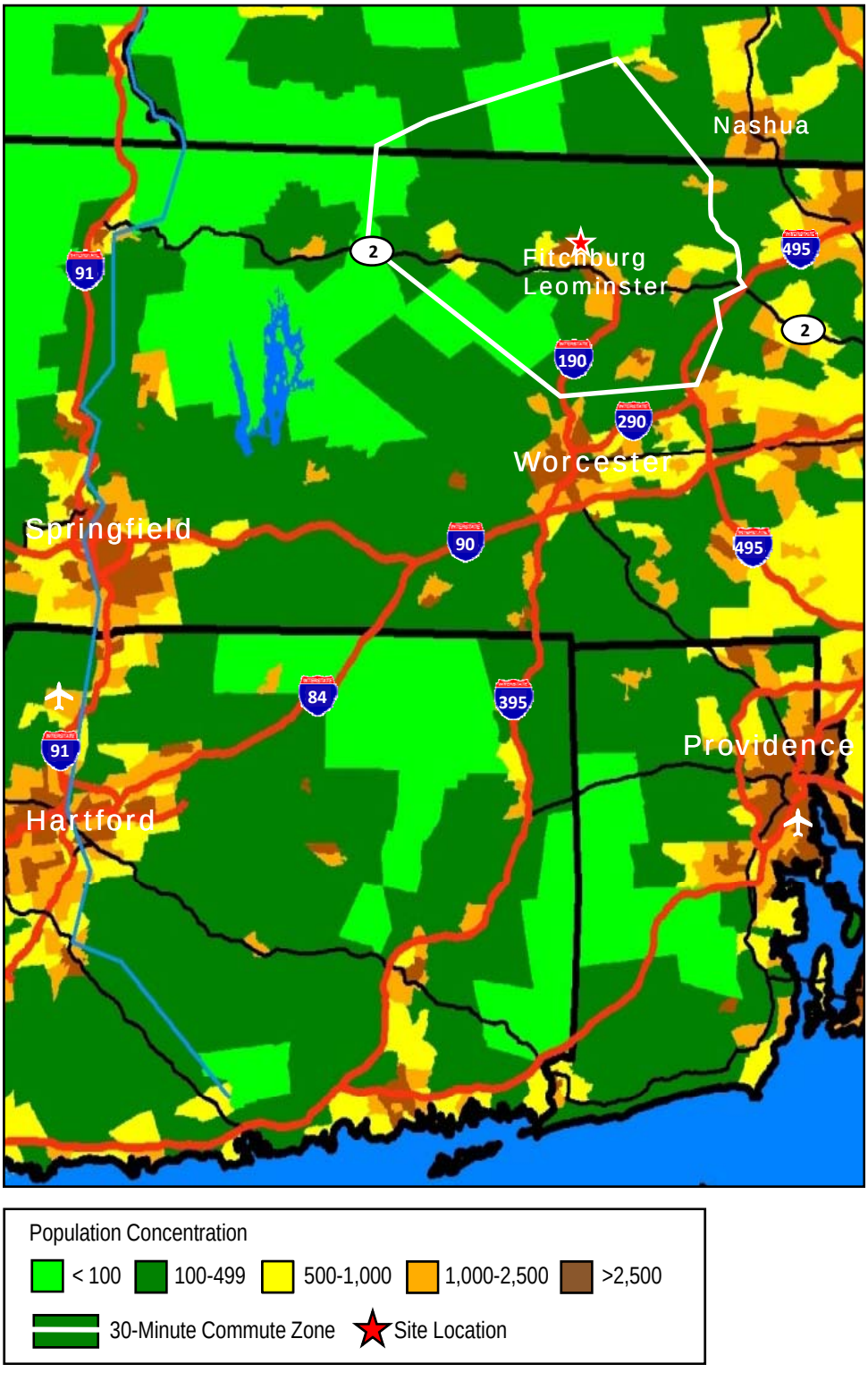
Site Characteristics

Description	Input
Overall size of site/developable acres	~25 acres
Cost of Land ($/Acre)	
Zone classification/description and maximum allowable build-out (SF)	Industrial
Use/zoning of adjacent land	Industrial
Level of site readiness	Level 6, very low level of readiness
Presence of wetlands or sections within 100-year flood plain	None
Greenfield or Brownfield site and current land cover	Former paper sludge disposal area
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	No studies completed
Site plans prepared • Overall site plan • Runoff Water Management Plan	None
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:	None

Site Characteristics

Description	Input
Electric Power Service • Utility • Cost (cents/kWh) • Dual feed available (Y/N)	• Located at perimeter of site • • •
Gas Service • Utility • Cost	• Located at perimeter of site •
Water Service • Utility • Capacity • Cost	• Located at perimeter of site • •
Wastewater Service • Utility • Capacity • Cost	• Located at perimeter of site • •
Telecom Service • Utility • Dual feed available (Y/N)	• Located at perimeter of site •

Demographic Map Covering 30-Minute Commute Zone Around Site



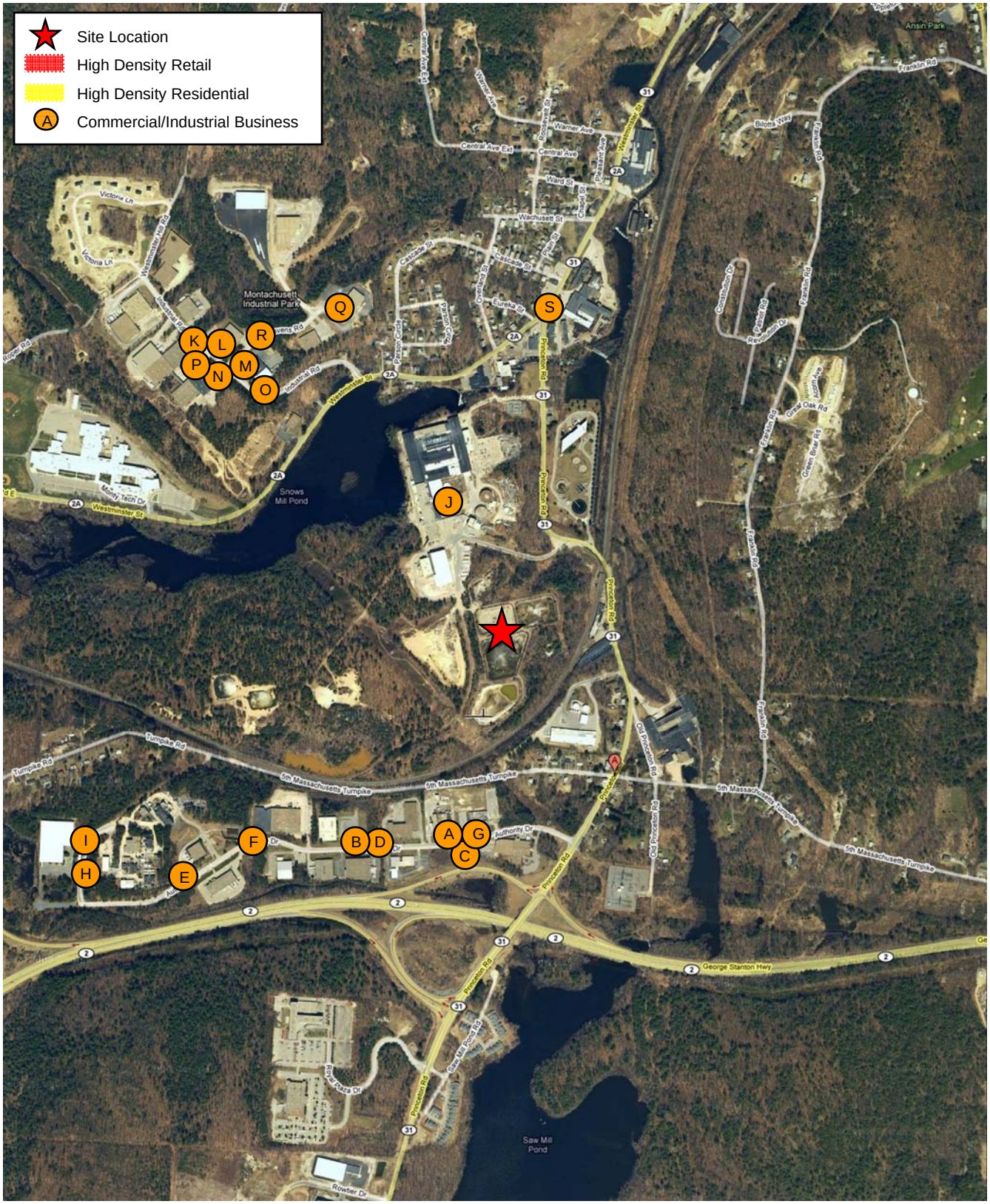
Nearby Commercial and Industrial Businesses

Letter	Business Name	Employment	Line of Work
A	Spectro Analytical Instruments	n/a	Mfg and distribute elemental analysis instruments for a wide variety of industries
B	Lock Inspections, Inc	31	Mfg packaging machinery
C	Magmedix, Inc	4	Wholesale medical and hospital equipment
D	Cristy Corp	12	Mfg chemical preparations
E	A-1 Overhead Door, Inc	10	Repair and install garage doors
F	Boutwell Owens & Co, Inc	160	Commercial printing, lithographic
G	Omnova Solutions	28	Mfg industrial inorganic chemicals and plastic materials/resins
H	Publishers Storage and Shipping Corp - HQ	66	Special warehouse and storage
I	Chemdesign Corp - HQ	90	Mfg industrial organic chemicals, industrial inorganic chemicals, and perform commercial physical research
J	Intercontinental Recycling	n/a	Paper recycling
K	Avery Dennison	220	Mfg plastic products
L	Cano Corp - HQ	10	Mfg wood and non-wood office furniture, partitions
M	Modu Form	75	Mfg public building and non-wood office furniture
N	Vinyl Technologies, Inc	35	Mfg industrial machinery
O	Rocheleau Tool & Die Co, Inc	18	Mfg misc industrial machinery
P	Denardo Cable & Wire Co, Inc	45	Wholesale electrical equipment
Q	Alpha Rho, Inc	n/a	Mfg rigid plastic boxes
R	Terra Therm, Inc	n/a	Soil remediation services
S	New England Keyboard, Inc	50	Mfg computer and interface boards
-	Munksjo Paper, Inc	154	Mfg coated/laminated paper

Nearby Retail Businesses, Food Establishments, and Banks

Retail Businesses	Food Establishments	Banks
Wal-Mart	Friendly's Restaurant	Bank of Fitchburg
Market Basket Grocery	Boston Market	Bank of America
CVS/Walgreen's	Centre Pizza Restaurant	Sovereign Bank
Staples/Office Depot	McDonald's/Burger King/Subway	TD Banknorth

Aerial View of Site and Surrounding Area



Pictures of Site/Facility



Overall View of Site



Access Road and Former Rail Line



Adjacent Paper Recycling Facility



Adjacent Paper Recycling Facility

Housing Examples Within Surrounding Area

$200,000



Fitchburg
$204,800 l 3 Bed, 2 Bath
1,520 Sq. Ft. l 0.27 Acres



Leominster
$207,900 l 3 Bed, 1 Bath
1,613 Sq. Ft. l 0.24 Acres



Gardner
$205,000 l 3 Bed, 2 Bath
1,900 Sq. Ft. l 0.23 Acres

$250,000



Fitchburg
$249,900 l 3 Bed, 2 Bath
1,456 Sq. Ft. l 0.3 Acres



Leominster
$254,750 l 3 Bed, 1 Bath
1,545 Sq. Ft. l 0.17 Acres



Gardner
$249,800 l 3 Bed, 2.5 Bath
2,182 Sq. Ft. l 0.25 Acres

$350,000



Fitchburg
$349,900 l 3 Bed, 2.5 Bath
2,020 Sq. Ft. l 0.46 Acres



Leominster
$349,900 l 4 Bed, 2 Bath
3,270 Sq. Ft. l 0.32 Acres



Gardner
$339,900 l 4 Bed, 2.5 Bath
1,956 Sq. Ft. l 0.28 Acres