

MEDC MARLBOROUGH
ECONOMIC DEVELOPMENT
CORPORATION

ANNUAL REPORT

2022



MESSAGE TO THE BOARD

Dear Board Members:

The City of Marlborough continues its financial vitality while attracting industry of all sizes enabling us to provide quality services to our residents while maintaining the lowest tax rate in the region!

Our reputation of providing first class amenities for employers such as trails and conservation areas; restaurants and hospitality; entertainment; and of course, our business-friendly reputation continue to attract developers and companies of all sizes. A perfect example of this, is the 1000 Nickerson Road spec development with an optimal design for a GMP manufacturer or Biotech facility providing +120,000 square feet of rentable space. It is a good sign that the developers are confident they will find a tenant.

In November, we came together to celebrate at the vacant lot on Mechanic and Lincoln that once housed a historic train depot. It's been a long time coming, and I'm proud that together we get to be a part of this exciting transformation. This planned new retail and housing development will be breaking ground in a few short months and is vital in revitalizing the French Hill neighborhood with the added value of parking and restroom amenities at the Assabet Rail Trail.

Thanks to your input and feedback, we have added a "Development Projects" page accessible from the City's homepage to keep everyone abreast of proposed developments with the latest accurate information while allowing residents to ask questions and engage directly.

I look forward to working with the MEDC team, my colleagues in the City Council, our City Departments, and all of you in the coming year to continue making Marlborough an attractive place to live, work and play.



Mayor Arthur Vigeant, City of Marlborough

REFLECTING AND LOOKING AHEAD

BY MEREDITH HARRIS, EXECUTIVE DIRECTOR

This past year we really got back to holding meetings in person and traveling for tradeshow and events, and it's great to be feeling a sense of normalcy once again! Here at the MEDC, we had a fast paced year filled with innovation engagement and excitement.

We were excited to see two new GMP/Flex buildings being built on spec in Marlborough that are poised for future life science and biotech growth in the city. This is a good sign for the market and we are ready to absorb our share of the projected life science and biotech growth in the Commonwealth. With that being said, we are working with smart landlords that understand the importance of diversifying and are prepared to pivot should the market demand shift towards a different industry. In 2022, companies such as Lifeline Systems and PI-USA chose Marlborough as their home and Sartorius expanded into additional space. Lifeline will bring 100 jobs to the city with their move to 200 Donald Lynch Blvd, whereas PI-USA purchased a 100K SF building at 130 Lizotte Drive, and will bring 100 jobs to Marlborough over the next five years.

The MEDC continued to support small business and the hospitality industry by providing grants to two new small businesses - XL Batteries and Boro Burrito, and by hosting 87 ServeSafe / CPR training courses free of charge for our hotels and restaurant employees. We also launched Marlborough's first Restaurant Week bringing increased foot traffic and business to participating restaurants. We continued with our monthly podcast, completing our 29th episode in December with an average of over 550 views per episode. Additionally, the MEDC worked with the city to secure a \$2M MassWorks Grant to help support reconstruction efforts along Cedar Hill, \$43K to help the Council with meeting MBTA Community requirements, \$250K to continue running the Marlborough Commuter Shuttle, \$7,500 to put towards the Food Truck and Arts Festival, \$11K to promote travel and tourism in Marlborough and \$15K to install new and improved lighting and tables at Union Common encouraging take-out options from our downtown businesses.

Together with the City of Marlborough we are happy to celebrate another year of economic development achievements and we look forward to continuing our efforts in promoting Marlborough as the premier place to live, work, play and visit.



THE YEAR IN NUMBERS



500

Jobs Created
in the City



350K SF

Commercial
Space Occupied



15,000+

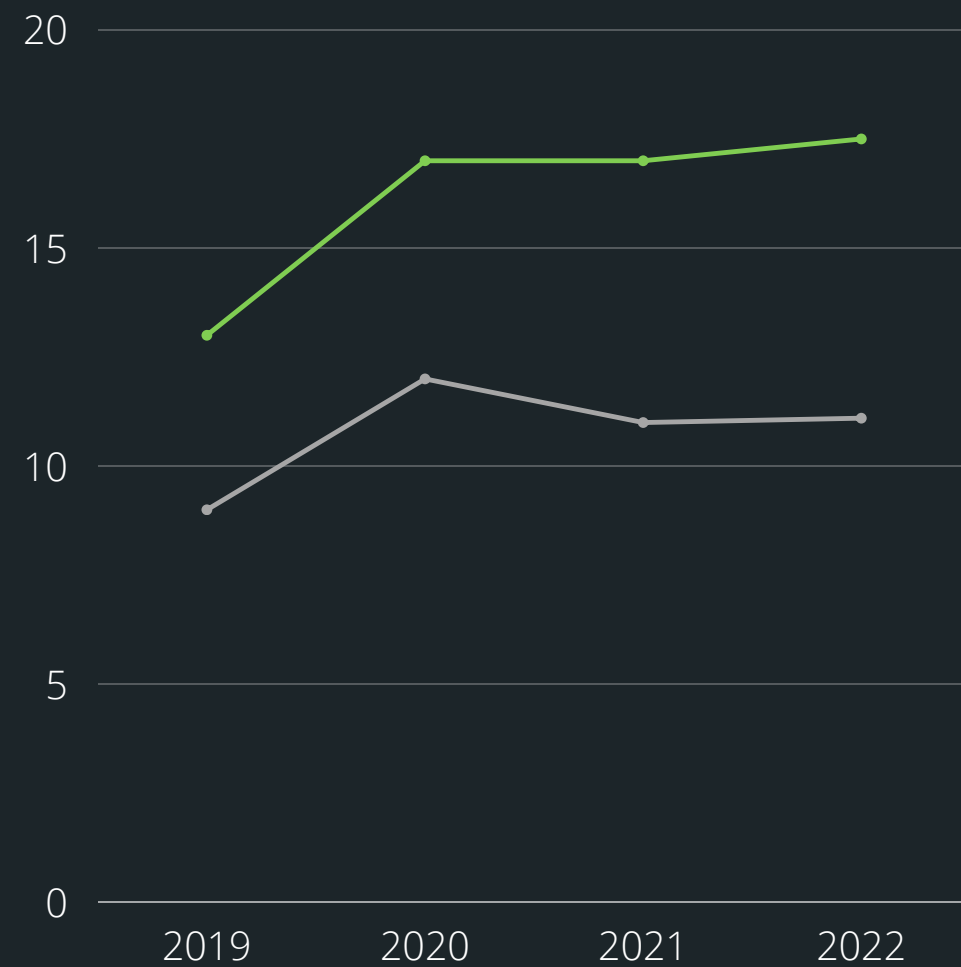
Combined
Video Views



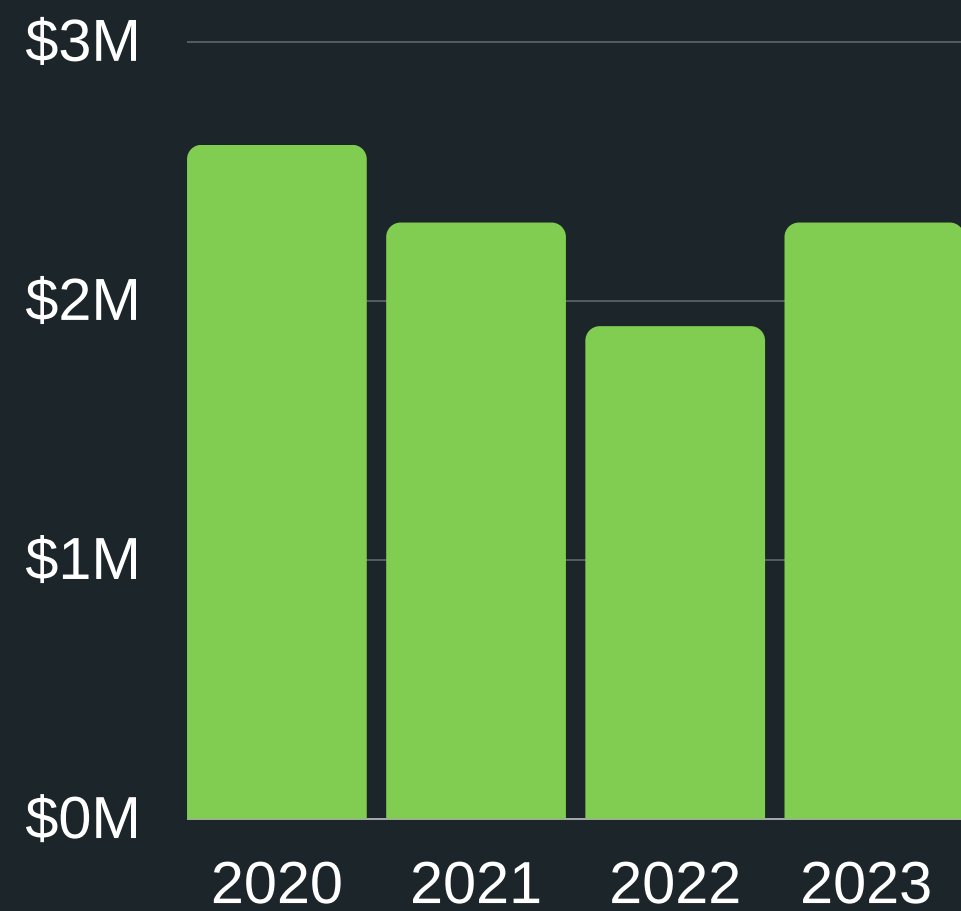
\$50,000

Awarded to
Businesses

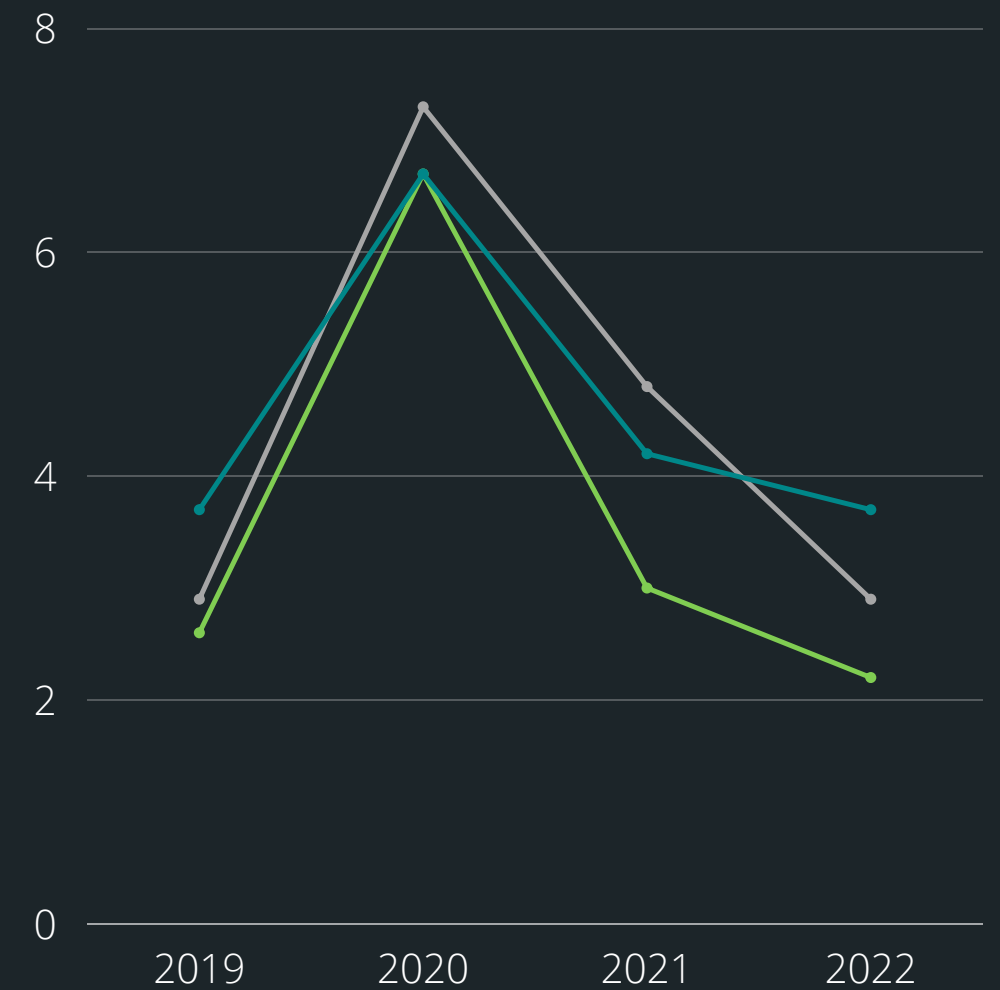
CITY STATS



VACANCY
OFFICE/OVERALL



NEW GROWTH



UNEMPLOYMENT
MARLBOROUGH/MASS/US

SUPPORTING SMALL BUSINESS

BORO BURRITO OPENS ON BOSTON POST ROAD EAST

Assisted small business owner, David Greenhalgh, with rental assistance and purchasing of equipment through MEDC's ToolBox allowing him to open a new concept on the East Side of the City.

TOOLBOX EFFORTS

Awarded two new businesses - XL Batteries and Boro Burrito - grant funds to help open their business in Marlborough.



SUPPORTING BIG BUSINESS

EXPANDING THE PIE

MEDC worked with Mayor Vigeant to present a Tax Increment Financing Agreement (TIF) to both the City Council and the State Economic Assistance Coordinating Council (EACC), securing Physik Instrumente's (PI) move to Marlborough. They will bring 100 jobs to the city, filling 100K sf of existing, vacant space.

Marlborough Finance Committee green lights Physik Instrumente TIF

By Maureen Sullivan - November 29, 2022



*Physik Instrumente plans to move to this building on Lizotte Drive, should the city approve a TIF agreement.
(Photo/Maureen Sullivan)*

MARLBOROUGH – Physik Instrumente is ready to move from Auburn to Marlborough, pending an approval of the Tax Increment Financing (TIF) agreement by the City Council.

HOSPITALITY AND TOURISM



PHANTOM GOURMET

29M Media Impressions
400K+ Social Media Engagements
550K+ Social Media Video Views
172 On-Air Marlborough Restaurant Features
260+ TV Advertisements



RESTAURANT WEEK

Restaurant Association Collaboration
14 Participating Businesses
7 Prix-Fixe Menu Options
Confirmed Revenue Increase
Confirmed 1st Time Guest Increase
366 Facebook Page Followers



FOOD TRUCK / ARTS FESTIVAL

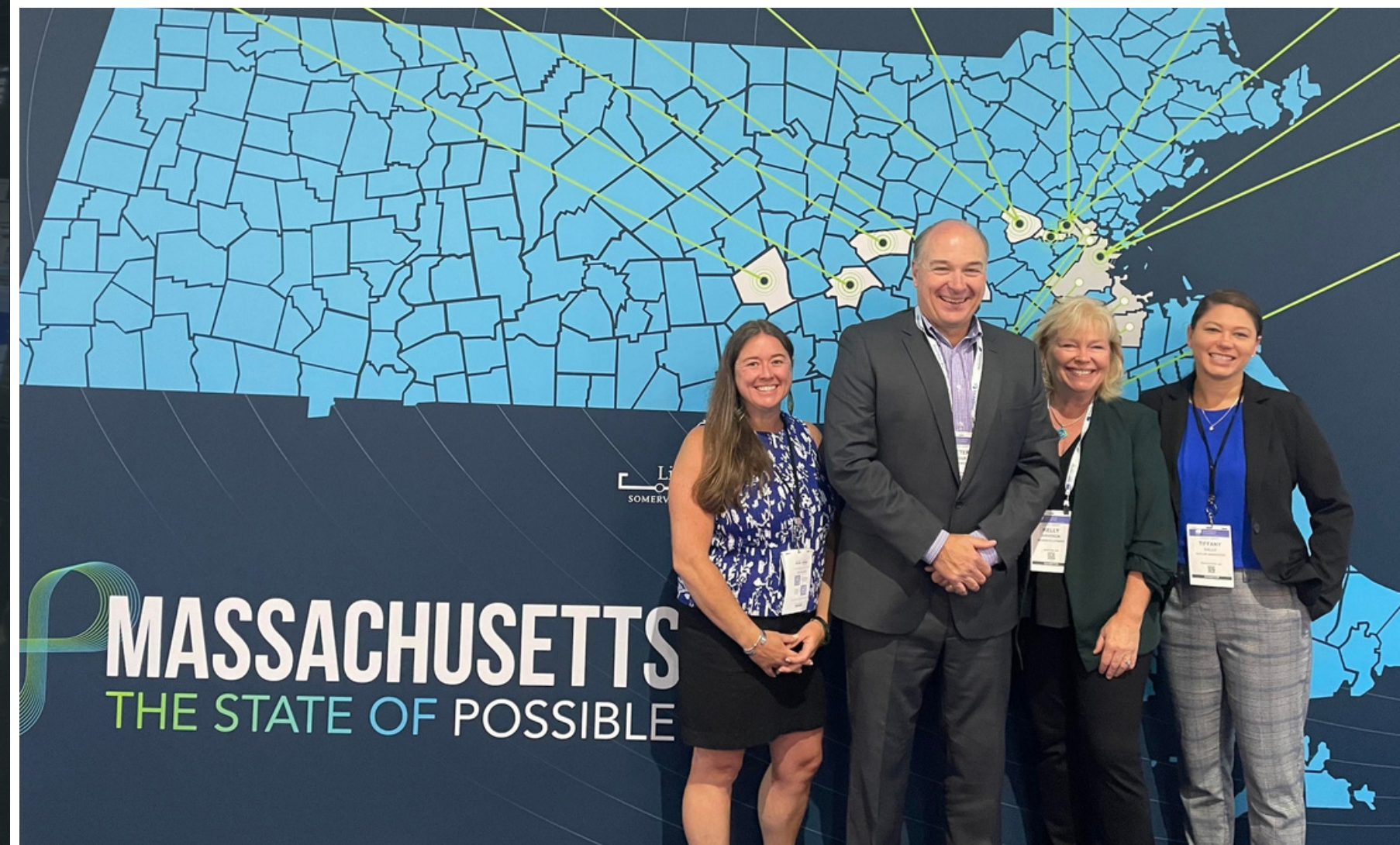
Estimated 5,000 Attendees
20+ Local Artists
3 Breweries, 1 Restaurant
5 Live Bands, 1 Dance Troupe
12 Community Groups
15 Student Volunteers

BUILDING THE BRAND



TRADE SHOWS AND MEETINGS ARE BACK IN PERSON

MEDC attended BIO International in San Diego and the PACK Expo in Chicago reaching over 75 businesses nationally. In Marlborough, MEDC organized over 30 company visits with Mayor Vigeant and facilitated business attraction / retention meetings with over 150 companies.



SCHOOL TO BUSINESS



QUEST DIAGNOSTICS PARTNERS WITH MARLBOROUGH PUBLIC SCHOOLS

A truly innovative and unique partnership resulted in Quest Diagnostics presenting Marlborough High School with a generous donation of close to \$100K to fund online SAT and AP test preparation for disadvantaged students. The program is designed to support up to 300 students over a two year period.

FOSTERING THE WORKFORCE PIPELINE



ACADEMIC PROGRAMS:

- ▶ Early College
- ▶ Work-based Learning
- ▶ Nationally Recognized STEM

Partnering with Top-Tier Companies

Marlborough Economic Development (MEDC) focuses on school-to-business initiatives to cultivate a highly educated workforce within Marlborough, Massachusetts. By promoting work-based learning programs in the public schools, local businesses are contributing to the development of a competitive foundation of knowledge and skills.



Connect with us today!

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LOOKING TO THE FUTURE

NEW DEVELOPMENT

1000 NICKERSON
120K SF
FLEX/R&D/BIO GMP

150 HAYES MEMORIAL
150K SF
FLEX/GMP

COMMUTER SHUTTLE

14+ CONSISTENT
RIDERS

SECURED \$250,000
GRANT
UPDATED BRANDING

DEVELOPERS PAGE

WORKED WITH CITY TO
LAUNCH
COMMUNICATIONS PAGE

ADDED AND
MAINTAINED 3
PROJECTS ON SITE

LINCOLN / MECHANIC

FINALIZED SITE PLAN
APPROVAL

RECEIVED CITY COUNCIL
SPECIAL PERMIT
APPROVAL



2022 BOARD MEMBERS

EXECUTIVE COMMITTEE

Chair

Andrea Pion
The DAVIS Companies

Vice Chair/ Secretary

Dave Walton
Patriot Ambulance, Inc.

Treasurer

Michael Murphy
D.F. Murphy Insurance Agency

Members

Arthur G. Vigeant
City of Marlborough, Mayor

Michael Ossing
City of Marlborough, Council President

Richard Tomanek
Embassy Suites Hotel

William Pezzoni
Day Pitney LLP

Brian Bouvier

Ellen Carlucci

Brian Douglass

Walter Dwyer

Diane M. Fratoni

Ryan Gagne

Melynda Gallagher

Christopher Horblit

Katrina Iserman

Karthik Kuppusamy*

David McCay

Steve Messineo

Greg Mitrakas

Elaine Osgood

Joe Santos

Dan Stanhope

Luiz Thomaz

Steve Uliss

*Served until 8/2022

2022 Marlborough City Council

Laura J. Wagner

David Doucette

J. Christian Dumais

Teona C. Brown

John J. Irish

Sean A. Navin

Donald R. Landers, Sr.

Mark A. Oram

Michael H. Ossing

Samantha Perlman

Kathleen D. Robey

THANK YOU!



CONNECT WITH US



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