

**MEDC** MARLBOROUGH  
ECONOMIC DEVELOPMENT  
CORPORATION

# ANNUAL REPORT

2021



# MESSAGE TO THE BOARD

Dear Board Members:

The City of Marlborough has continued to move forward despite the challenges faced in 2021. Together, with your help, we have achieved many of our economic development goals this year and had the pleasure of celebrating 15 years of MEDC at the Founders Reception in November.

I am proud to say that Marlborough continues to have one of the lowest tax rates in MetroWest and has maintained the lowest commercial and residential rate in the city over the last decade while upholding a business friendly reputation that helps to attract major employers and retain our existing business community - made up of companies of all sizes.

As we look to 2022, the City is well poised for continued growth within the life science and bio manufacturing sectors and I look forward to working with the MEDC team, my colleagues in the City Council, our City Departments, and all of you 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

As the COVID-19 pandemic continues to be in the forefront of our minds and we look towards the future communities across the world are grappling with what post-pandemic life will look like. What changes will stay? Will large corporations continue to primarily work from home? What will happen to those large office buildings?

I am happy to report that because of forward thinking and the proactive business friendly attitude that was established well before March of 2020, the City of Marlborough and the MEDC are well positioned for continued success in the years ahead. The life science industry and bio-manufacturing continue to grow in Massachusetts and Marlborough has an existing cluster of top-tier companies already operating in this space with the ability to move quickly and gain access to a variety of amenities, hotels, and much needed talent – proving that we are an attractive hub for this type of growth.

In 2021, companies such as Resilience Bio, BJ's and Aspen Aerogels chose Marlborough as their home. Resilience will bring 200 STEM related jobs to the city with an expansion at 92 Crowley Drive totaling 120K SF for their new state of the art R&D and manufacturing facility, whereas Aspen Aerogels is committed to leasing approximately 60K SF on Donald Lynch Blvd. bringing upwards of 60 jobs and new life to the area.

The MEDC continued to support small business and the hospitality industry as we navigate the ever-changing challenges the past two years have presented. We enhanced outdoor dining by providing 22 barrier covers for 5 restaurants in our downtown while also holding 70 ServeSafe / CPR training courses free of charge for our hotels and restaurant employees. We launched a Hidden Gems promotional video series as well as expanded on the Dine Local campaign to include all local service providers bringing more attention and direct engagement for our small business owners. Additionally, the MEDC worked with the city to secure a \$3M MassWorks Grant to help support revitalization efforts downtown.

The MEDC and the City of Marlborough celebrated 15 years of economic development achievements this year 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



1,000

Jobs Created  
in the City



380K SF

Commercial  
Space Occupied



28,000+

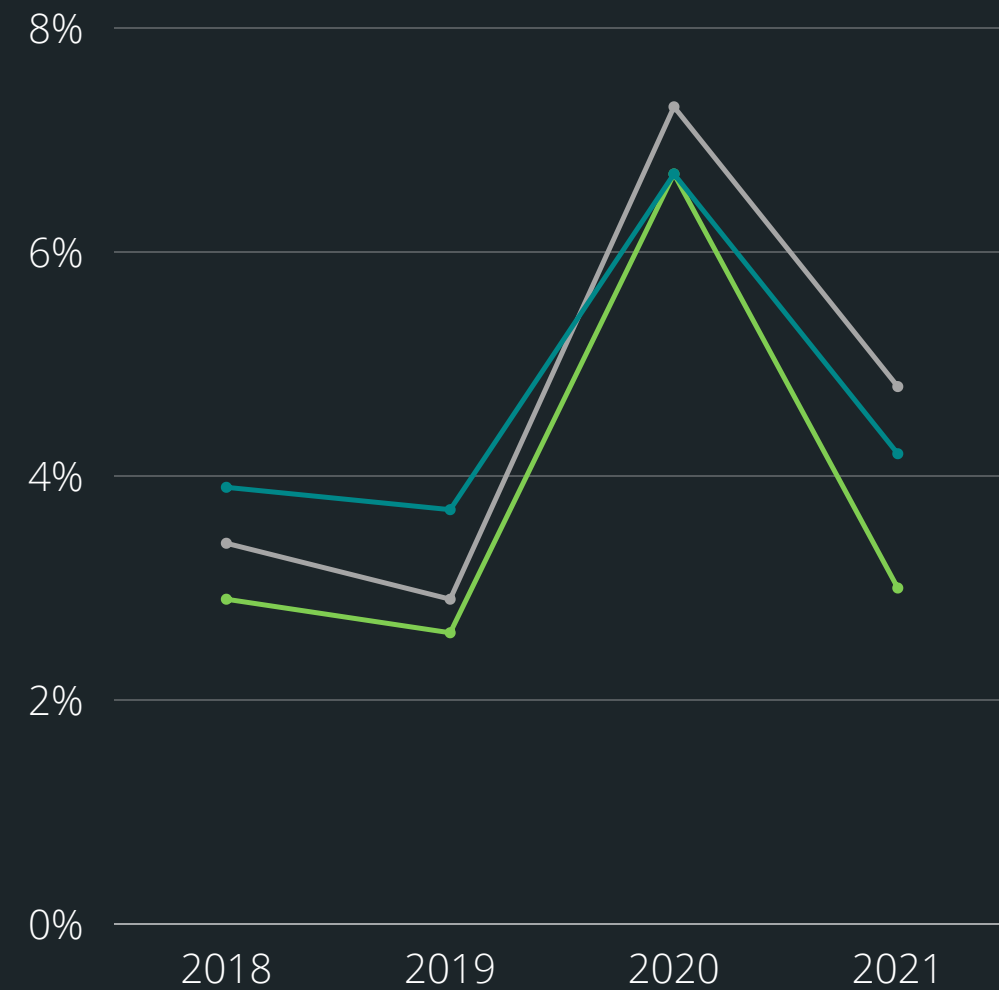
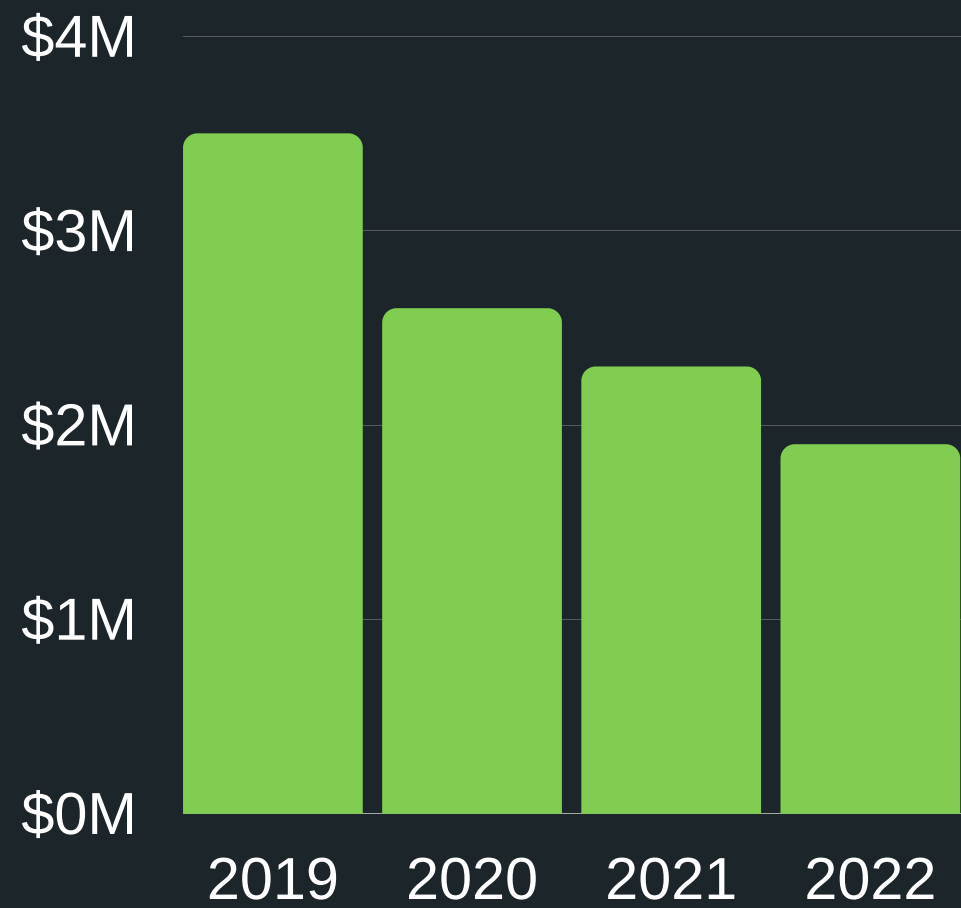
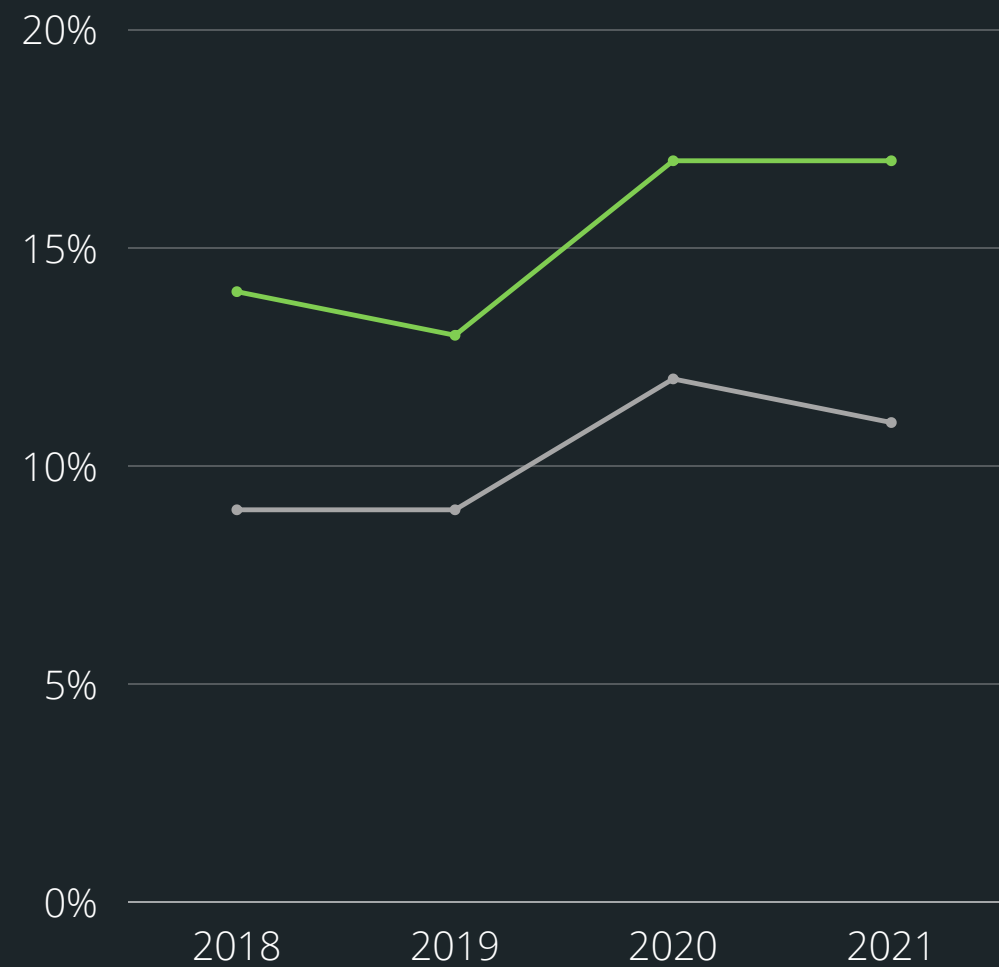
Combined  
Video Views



\$44,600

Awarded to  
Businesses

# CITY STATS



VACANCY  
OFFICE/OVERALL

NEW GROWTH

UNEMPLOYMENT  
MARLBOROUGH/MASS/US

# SUPPORTING SMALL BUSINESS

## DANCING ORCHID SOAPWORKS MOVES TO MAIN STREET

Assisted small business owner, Patricia Murray, with rental assistance through MEDC's ToolBox and facilitated an incentive at the state level through MOBD's Vacant Storefront Program.

## TOOLBOX EFFORTS

Awarded three existing businesses - SD Visual Images, The Prospector and Venture X - grant funds to help grow, expand or upgrade their facades.



# 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 BJ's move to Marlborough. They will bring 800 jobs to the city, filling close to 200K sf of existing space, and build a 120K sf parking garage.

## BJs Wholesale Club plans to move headquarters from Westborough to Marlborough

Jeff Malachowski MetroWest Daily News

Published 12:34 p.m. ET April 23, 2021

[View Comments](#)



BJs Wholesale Club is seeking to move its corporate headquarters from Westboro to Marlboro. *Daily News And Wicked Local File Photo/Dan O'Brien*

MARLBOROUGH — BJ's Wholesale Club Holdings Inc. is seeking to move its corporate headquarters to Marlborough.

FOOD & SPIRITS

OPEN 7 DAYS

# HOSPITALITY AND TOURISM



## BE LOCAL

21 Participating Businesses  
\$500 in Gift Cards Ruffled  
75 Participants  
70+ Social Media Posts



## PHANTOM GOURMET

28.6M Media Impressions  
224K+ Social Media Engagements  
161 On-Air Marlborough Restaurant Features  
260+ TV Advertisements



## FOOD TRUCK AND ARTS FESTIVAL

Estimated 5,000 Attendees  
20+ Local Artists  
3 Breweries, 2 Restaurants  
4 Live Bands



# BUILDING THE BRAND



## EXPLORING ECONOMIC DEVELOPMENT WITH MEDC

MEDC launched a live video podcast in early 2021 with the intention of engaging directly with different audiences on a more intimate level. To date, there have been 20 episodes featuring guests from across the Commonwealth, company representatives from within our business community and leaders from our city departments, to discuss various topics relating to economic development and the City of Marlborough.

EPISODE 20



DIVING INTO OUR LIFE SCIENCE HUB WITH JON WEAVER FROM MBI

Exploring Economic Development with MEDC

Exploring Economic Development with MEDC



# SCHOOL TO BUSINESS



## MAKING CONNECTIONS

MEDC has continued to work with MPS administrators to facilitate school to business connections, providing our students with opportunities for work based learning and hands on training provided by companies in our community. To date, one program is up and running, a partnership with Patriot Ambulance, and one other is underway - slated to launch in 2022.



GUIDE THE  
FUTURE  
GENERATION OF  
LEADERS IN THE  
WORKFORCE

MARLBOROUGH HIGH SCHOOL

# WORK-BASED LEARNING (WBL) PROGRAM



LEARN HOW TO INVOLVE  
STUDENTS AT YOUR COMPANY!



BUSINESS PARTNERS

NEEDED FOR THE  
EXPANSION OF THE

WBL PROGRAM:

- MANUFACTURING
- HEALTHCARE
- INFORMATION TECHNOLOGY
- AND MORE!

ANY BUSINESSES INTERESTED CONTACT:

Meredith Harris

MHarris@marlboroughedc.com



# LOOKING TO THE FUTURE

## LINCOLN/MECHANIC PREMISES

2018

City partners with MEDC to purchase 5 parcels of land at the corner of Lincoln and Mechanic Streets

2019

City receives \$2M MassWorks Grant for infrastructure upgrades along Lincoln Street and City Council adopts Neighborhood Business District zoning

2020

MEDC starts speaking with and vetting interested developers

2021

MEDC is contacted by a reputable developer regarding a proposal for a mixed-use project

2022

Developer begins due diligence on proposed project and intends to come before City Council

# 2021 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  
Brian Douglass  
Chris Berglund\*  
Christopher Horblit  
Daniel Stanhope  
David McCay  
Dean Dorazio  
Diane M. Fratoni  
Elaine Osgood  
Ellen Carlucci  
Greg Mitrakas  
Joe Santos  
John Logomasini  
Karthik Kuppusamy  
Katrina Iserman  
Tim Nelson  
Tom Clay  
Ryan Gagne

\*Served until 4/2021

## 2021 Marlborough City Council

**Laura J. Wagner**  
**David Doucette**  
**J. Christian Dumais**  
**Robert J. Tunnera**  
**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



## MAILING ADDRESS

91 Main Street, Suite 204,  
Marlborough, MA 01752



## EMAIL ADDRESS

[mharris@marlboroughedc.com](mailto:mharris@marlboroughedc.com)



## PHONE NUMBER

(508) 229-2010