

MEDC
MARLBOROUGH
ECONOMIC DEVELOPMENT
CORPORATION

ANNUAL REPORT

2024



MESSAGE TO THE BOARD

Dear Board Members:

Each year, we take some time to look back and evaluate how we did as an organization in terms of setting and achieving our goals. I am continually impressed with both the team and the Board of Directors in helping to not only set and achieve our objectives each year but in many cases, we exceed the expectation, keeping Marlborough at the forefront of people's minds.

In December, the City Council and Mayor announced that the average single-family home in Marlborough will see a \$183 increase in taxes which is lower than the average single family home tax increase in any of the surrounding communities. That is something we all should be proud of as the core mission of this organization is to stabilize the residential tax rate. By attracting new commercial taxpayers, like Sartorius, and encouraging growth within our existing companies such as the expansion of Cytiva this year, we are able to achieve that goal.

We continue to build Marlborough's exposure both locally and nationally by attending trade shows and conferences in different parts of the country, while also hosting events such as the WBJ Life Sciences Forum right here in the city inviting both state and local leaders to experience what we have to offer. We were able to play a role in helping our restaurant industry this year in defeating Question 5 on the ballot, protecting many of our small business owners and local employees from potential closures.

Once again, as we look to the future, your input and feedback is not only welcomed but encouraged. I want to thank everyone for your participation in the Board of Directors Spotlight Series. It is this type of innovation and forward thinking that helps MEDC continue to not only be relevant but groundbreaking.

We look forward to continuing to work with Mayor, J. Christian Dumais, the City Council and all of the City Departments in 2025 and beyond.
Andrea Pion, Board Chair



A MOMENT OF REFLECTION

BY MEREDITH HARRIS, EXECUTIVE DIRECTOR

I am proud to say that Marlborough and the MEDC continue to be successful in terms of economic development but more importantly in terms of innovation, engagement and forward thinking.

2024 was another year packed full of investment, job growth, ribbon cuttings and planning for the future. A lot of time was spent this year looking at zoning districts across the city. We worked with a local developer to think critically about an area of the city, Lizotte Drive, that has been sitting vacant for over a decade and strategized on how to maximize potential, provide housing for new and existing residents and bring revenue back to the city. We also worked with the city and our state partners to ensure that Marlborough is compliant when it comes to Multi-Family MBTA 3A zoning, while simultaneously supporting the City Council in approving the long-awaited Donald Lynch Boulevard Zoning District. This new zoning sets the groundwork for future growth along the Donald Lynch Boulevard corridor, which is becoming increasingly important as we see companies like Aspen Aerogels and Sartorius investing in this area of our city.

We worked with Cytiva on a Tax Increment Financing (TIF) Agreement, unlocking a \$25M investment and a 50K SF expansion at the Results Way location. With this investment, Cytiva plans to build multiple new state of the art lab facilities and a regional training center, bringing 108 jobs to the city and close to 5,000 visitors annually that will eat in restaurants, shop in our local businesses and stay at one of our 10 hotels.

The MEDC continued to support small business and the hospitality industry by providing grants totaling \$239,285 to 11 new or existing small businesses for improvements and/or expansions, and by hosting 173 hotel and restaurant employees for ServeSafe / TIPS / CPR training courses, free of charge to them and the businesses. We hosted our 12th Annual Founders Reception at the newly opened Wemmy's Kitchen and Lounge downtown, completed our 47th episode of our bi-monthly podcast, hosted the 5th Annual Food Truck and Arts Festival, played a role in reviving the Downtown Village Association and helped two of our Pop-Up Shop users launch brick and mortar retail locations along Main Street.

In terms of dollars, the MEDC worked with the city to secure \$25,500 in grant funding to help support our hospitality, cultural and tourism efforts and an additional \$425,000 to continue operating the Marlborough Commuter Shuttle.

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 in 2025.



THE YEAR IN NUMBERS



200

Jobs Created
in the City



100K SF

Commercial
Space Occupied



38,000+

Combined
Video Views



\$239,285

Awarded to
Businesses

CITY STATS



VACANCY
OFFICE/OVERALL



NEW GROWTH



UNEMPLOYMENT
MARLBOROUGH/MASS/US

SUPPORTING SMALL BUSINESS

DOWNTOWN POP-UP SHOPS

The Downtown Pop-Up Shops had a very successful second year on Weed Street in which they were open for 32 weeks straight and housed 21 unique makers, artists, and creators. In 2024, Rocks & Roots and Vibes Candles, which both began as vendors in our shops, opened storefronts in downtown Marlborough.

TOOLBOX EFFORTS

Awarded 11 grants to both new and existing businesses, totaling \$239,285. Grant funds were used to help open or expand operations, and make improvements to existing facilities.

Recipients included: Aero Coffee Roasters, Ember & Alma Cocktail Bar, Picco, Loop CO2, Moeshmallows, USA Ninja Challenge, Vibes Candles, Halie Jean Aesthetics, Spirit in Motion Dance Academy, Word on the Street, Marlboro Pharmacy & Wellness Center



SUPPORTING BIG BUSINESS

EXPANDING THE PIE



CYTIVA EXPANSION

MEDC worked with the Mayor and City Council on a Tax Increment Financing Agreement (TIF) to help secure a large scale investment (\$25M) from Cytiva at 100 Results Way, filling 50K SF, bringing 108 jobs, and approximately 5,000 visitors annually to the city.

SARTORIUS GRAND OPENING

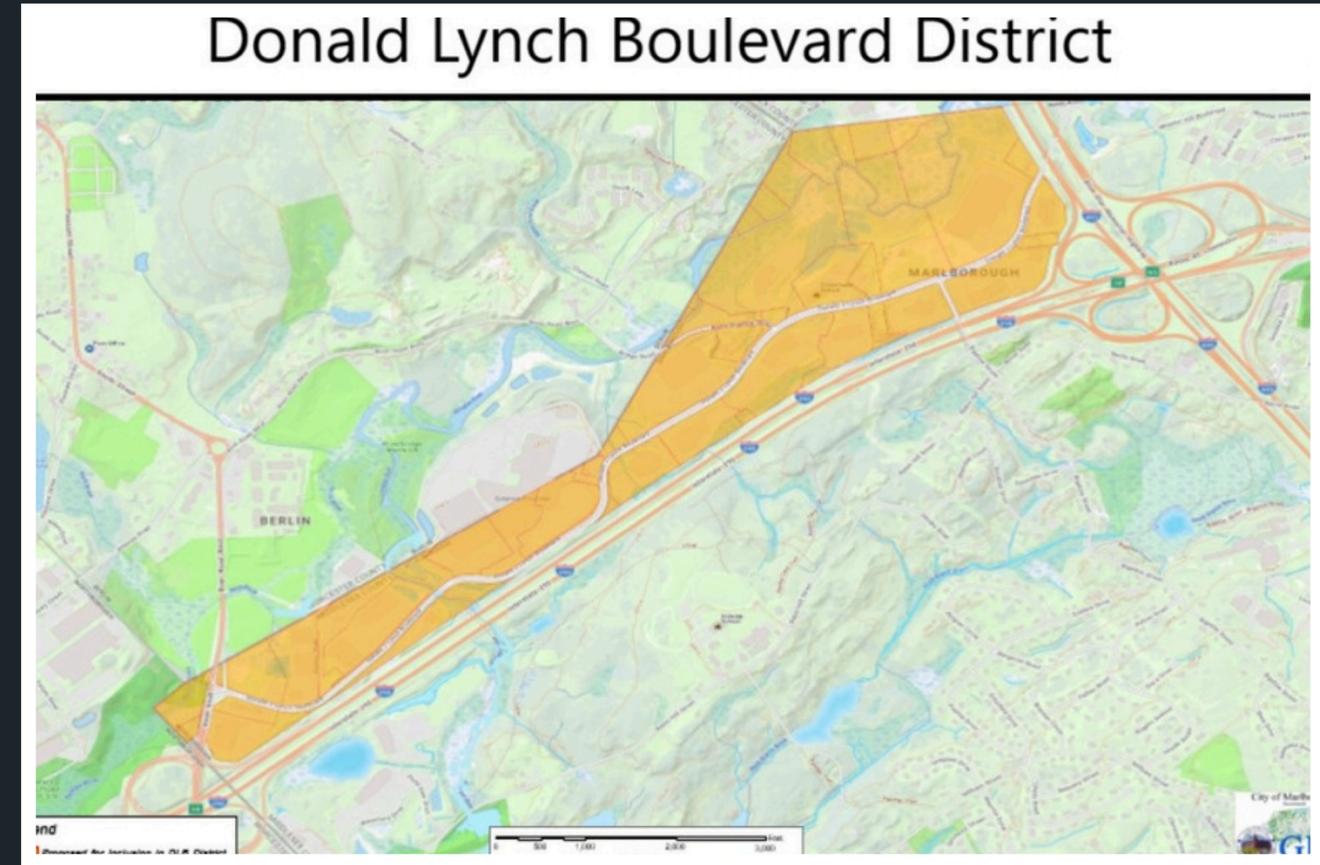
The City of Marlborough welcomed several state officials including Massachusetts Secretary of Economic Development, Yvonne Hao, to celebrate alongside Sartorius for their grand opening and ribbon cutting for the newly constructed center for bioprocessing innovation.



RE-ZONING EFFORTS

DONALD LYNCH BOULEVARD

The Marlborough City Council unanimously approved the re-zoning of Donald Lynch Boulevard in August to encourage both growth and walkability while maximizing potential along the corridor. The zoning allows for new uses to be permitted by right and by special permit in the district. Future projects could include, but are not limited to, additional restaurants, drive-thrus, mixed-use developments, medical offices and more.



MULTI-FAMILY MBTA 3A OVERLAY

The City Council unanimously approved the new MBTA 3A zoning district. The district will be divided into three subdistricts - Royal Crest/Briarwood, Lincoln/Mechanic Street and Simarano Drive. Any proposed development in the subdistricts will need to meet a series of requirements, including but not limited to a number of affordable units.

LIZOTTE DRIVE OVERLAY

The City Council approved the Lizotte Drive Overlay which would allow for a multi-family development in a commercial area that has been vacant for over a decade.



HOSPITALITY AND TOURISM



PHANTOM GOURMET

- 33.4M Media Impressions
- 216K+ Social Media Engagements
- 1.1M+ Social Media Video Views
- 88 On-Air Marlborough Restaurant Features
- 260+ TV Advertisements

RESTAURANT WEEK

- Restaurant Association Collaboration
- 21 Participating Businesses
- 6 First Time Participants
- 14 Prixe-Fixe Menu Options
- 478 New Facebook Page Followers

FOOD TRUCK / ARTS FESTIVAL

- Estimated 4,000 Attendees
- 21 Local Artists
- 3 Breweries, 3 Restaurants
- 4 Live Bands, 1 Live Mural Artist
- 15 Community Groups
- 12 Student Volunteers

BUILDING THE BRAND

ENSURING MARLBOROUGH IS ON THE MAP



WBJ LIFE SCIENCES FORUM

We were excited to both sponsor and host the WBJ Life Sciences Forum in Marlborough, welcoming business leaders from across the region and State Officials to the newly renovated Courtyard by Marriott hotel to discuss opportunities for growth, the importance of industry clusters and resources available to new and growing companies in Central Mass.



BOD SPOTLIGHT / ED IN OUR CITY

MEDC launched two new video series, BOD Spotlight and ED In our City, to increase awareness of what we do as an organization and showcase the hardworking and diverse individuals that guide us each and every day via the Board of Directors. Twelve BOD Spotlights were produced with 17,600+ views along with five ED in our City videos accounting for over 4,200 views.

EED PODCAST

MEDC continued running our bi-monthly live video podcast, Exploring Economic Development with MEDC, airing our 47th episode in December, with 11,000+ views for the year, allowing the team to demonstrate how we partner with a variety of state, regional and local economic development partners to maximize investment and growth in Marlborough.

BUSINESS ATTRACTION AND RETENTION EFFORTS



24 company visits with Mayor Dumais
169 business attraction / retention meetings
MEDC attended RE+ Clean Energy Conference
in Anaheim alongside Team Massachusetts
and the MD&M Expo in Minneapolis reaching
over 80 businesses nationally

SCHOOL TO BUSINESS



WORK-BASED LEARNING PARTNERSHIPS WITH MARLBOROUGH PUBLIC SCHOOLS

MPS continued to partner with two local businesses Patriot Ambulance and Technium, to offer students with work-based learning opportunities and career pathway programs. Technium hired one of the students at the end of the inaugural year and partnered with MPS/MEDC to produce two podcasts increasing awareness of the programs. MEDC made one additional connection to a local daycare looking to partner in the new school year.

2024 BOARD MEMBERS

EXECUTIVE COMMITTEE

Chair

Andrea Pion
The DAVIS Companies

Vice Chair/ Secretary

Dave Walton
Patriot Ambulance, Inc.

Treasurer

Dan Stanhope
AAFCPAs

Members

J. Christian Dumais
City of Marlborough, Mayor

Michael Ossing

City of Marlborough, Council President

Richard Tomanek

Former GM, Embassy Suites Hotel

Joe Santos

L&S-Boule Insurance

Luiz Thomaz DaCosta

Modular Concepts

George Aronstein**

Brian Bouvier

Ellen Carlucci

Dharmendu Damany

Brian Douglass**

Walter Dwyer

Diane M. Fratoni

Melynda Gallagher

Christopher Horblit

Tye Jordan

Marcus Kemblowski*

David McCay

Greg Mitrakas

Molly Brodeur Nesbitt

Jon Pezzoni

Maurice Phelan

Bryan Schneidmuller

Larissa Thurston*

Steve Uliss

*Served Partial Term

**Interim Member

2024 Marlborough City Council

Mark A. Vital

David Doucette

Robert Preciado

Teona C. Brown

John J. Irish

A. Trey Fuccillo

Donald R. Landers, Sr.

Sean A. Navin

Mark A. Oram

Michael H. Ossing

Kathleen D. Robey

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