

## Atlantic Organizational Highlights

### Founded in 1972

Atlantic Management is a Framingham, Massachusetts-based real estate firm engaged in the acquisition, development, and management of commercial real estate throughout New England

### Currently own and manage ~6 million SF of property

In-house asset and property management to maintain a close relationship with our tenant base and Town officials

### **Over 4 Million SF of property previously developed**

Ground-up new construction & redevelopment of existing properties

### **50+ Years Experience**

Working with local municipalities in the permitting, repositioning, and development of under-utilized real estate property and land to realize benefits for local communities



## METROWEST / I-495 RE-ZONING & DEVELOPMENT PROJECTS



## Marlborough Hills – Marlborough, MA



#### **Property Highlights:**

- Land Area: 110 Acres 750.000 SF Lab/R&D/Office
- 163 hotel rooms
- 10,000 SF daycare center • 473 residential units 50,000 SF of amenity space

### **Zoning & Permitting**

2013: Atlantic worked with the City of Marlborough to re-zone the campus allowing Atlantic to develop a cutting-edge, mixed-use "Live-Work-Play-Stay" master planned campus

- The new Results Way Mixed-Used Overlay District allowed for multiple future "by-right" uses on the property including Lab, Office, R&D, Industrial, Residential, Retail & Hospitality
- Atlantic Management worked closely with the Marlborough City Council and Departments throughout the Site Plan application and review process



## Marlborough Hills – Marlborough, MA



### **Economic Impact (Taxes & One Time Fees)**

Real Estate Taxes, Personal Property Taxes, Excise Taxes, Room & Meal Taxes

- FY 2012 Campus Assessed Value: \$28,869,490
- FY 2012 Campus Property Taxes = **\$838,370**
- FY 2025 Campus Assessed Value: \$231,993,230
- FY 2025 Campus Property Taxes = **\$4,108,360**
- Estimated Building Fees = \$4,188,500





Former HP North Entrance (2013)



Quest Diagnostics North Entrance (2023)

## Otis Street – Westborough, MA

### **Property Highlights**

- Mixed-Use Campus (104 Acres, Three Buildings Totaling 700,000 SF)
- Mission Critical High Bay Robotics Manufacturing, R&D, Office, Sub-Same Day Warehouse/Delivery Station

**Re-zoning Efforts:** Throughout the 4-year duration of the three projects, Atlantic Management worked closely with the Town of Westborough and the Westborough Planning board to amend the zoning along Otis Street to allow increased land use flexibility to continue the growth of robotics research and development along the Otis Street Corridor.

Atlantic Management assisted the Town in their efforts to obtain \$9 million in MassWorks and MassDOT grant funding for future street infrastructure improvements along Otis Street.

### **Economic Impact (Taxes & One Time Fees)**

- FY 2020 Assessed Value (three properties): \$14,636,601
- FY 2020 Property Taxes (three properties): **\$258,597**
- FY 2025 Assessed Value (three properties): \$108,314,600
- FY 2025 Property Taxes (three properties): \$3,414,978
- Estimated Building Fees: \$1,250,000 (projects ongoing)









Present Day Amazon Robotics Campus (2023) 50-54 Otis St



## LOCUS MAP



# TOWN OF SOUTHBOROUGH 2021 MASTER PLAN



June 14, 2022



While the approval of the Downtown District Bylaw is a significant step in realizing the Downtown Initiative vision, there is still considerable work to be done as reflected in the goal and recommendation in the final section of this chapter.



#### Southborough's Other Villages

Cordaville, Southville and Fayville, shown in **Figure 4-3** remain important community hubs in the each of the geographical neighborhoods of the Town.

The 2008 Villages chapter provided information on the history, boundaries, current land usage, community concerns and development opportunities for each of the four areas. Refer to the 2008 Master Plan for these data.

The second Economic Development goal and associated recommendations address key issues and opportunities across the Villages. objectives identified for these three Villages in 2008 were addressed by the goals and recommendations in other chapters within the 2021 Master Plan.

The key themes are:

- Evaluate town owned properties for reuse and repurposing
- Improve connectivity within and between the Villages
- Expand retail services, where viable, particularly around the Train Station..

#### Route 9 Corridor

Route 9 is an integral part of the community, making Southborough accessible to major thoroughfares which connect residents and business to other parts of Massachusetts and beyond. This high traffic area is the preferred focus of industry and commerce because of its easy transportation access and because it is relatively separated from residential areas of Southborough.

The 2008 Master Plan recommended the preservation of the Town's limited acreage of commercially zoned land for business use. However, the coronavirus pandemic which began in 2020 and has spanned two years to date, has changed the landscape of traditional office-based work, with many employers allowing for remote work. Industry experts expect that many workplaces will continue to allow remote or hybrid working schedules after the pandemic subsides. This may result in businesses reconfiguring their space requirements for shared office space in close proximity to where employees live, or possibly leaving the Town.

| #      | GOAL   |
|--------|--|
| ED-3.0 | Develop an economically strong, diverse, and self-sustaining business community i.e., an economic engine along the Route 9 corridor  |
| #      | RECOMMENDATIONS  |
| ED-3.1 | Increase use-intensity for currently underutilized property parcels  |
| ED-3.2 | Increase commercial tax revenue by reducing office space vacancies and encouraging development on targeted, high-potential sites (such Dell Technologies)  |
| ED-3.3 | Improve the Town's commercial marketing position by better distinguishing Southborough from surrounding towns (Westborough, Framingham, Northborough, Marlborough, Ashland, Hopkinton)   |
| ED-3.4 | Stay connected and actively participate in the Route 9, 190, 1495 state highway projects   |
| ED-3.5 | Continue to look for ways to leverage the Route 9 corridor for increased Capital<br>Improvements Program (CIP) tax revenue e.g., creating a District Improvement Financing<br>(DIF) district   |
| ED-3.6 | Continue to develop/improve the sidewalk network along the Route 9 corridor  |
| ED-3.7 | Explore the opportunity, in collaboration with the Planning Board (PB), to revise zoning regulations for Route 9, to allow for mixed-use development and taller buildings with the aim of reducing vacancy rate and providing expanded amenities to offices and residents  |
| ED-3.8 | Establish a quarterly meeting or "roundtable" forum between local/regional business<br>leaders, the Economic Development Committee (EDC) and the Planning Board (PB) to discus<br>infrastructure and business issues, including last-mile transportation to encourage the use or<br>public transit and reduce congestion and environmental impacts |
| ED-3.9 | Evaluate options for resourcing the grant research and application process particularly for<br>large scale projects which would be difficult or expensive for the Town to support on its own<br>including wastewater, connectivity, and targeted development through DIF and other<br>programs   |

## ARTICLE \_\_: To see if the Town will vote to amend the Zoning Code of the Town of Southborough, §174-2.B entitled: "Definitions" by adding the following new definition:

**HIGHWAY MAJOR RETAIL** – A large format, single tenant (including affiliates of the principal tenant) retail sales and services facility containing no less than 50,000 gross square feet devoted to the sale to an end user of traditional and customary grocery store items that contain a range of food products that are fresh, packaged or prepared (excluding storage) and also including but not be limited to, sales and services of the following: household goods, optical, pharmacy, liquor, automotive parts, food service and fueling stations, provided that all the following criteria are met:

- a) The Highway Major Retail use is located on a single Lot (which may be partially located in another jurisdiction) having a minimum Lot area of 20 acres; and
- b) The principal structure devoted to Highway Major Retail use shall contain a minimum of 125,000 gross square feet of floor area; and
- c) The Lot has frontage on a public or private way that connects directly to a limited access highway with a minimum of two travel lanes in each direction and controlled by State or Federal Departments of Transportation; and
- d) The Lot does not abut any residential zoning district nor located within 500 feet of a residential district boundary; and
- e) The principal structure devoted to Highway Major Retail use shall be set back a minimum of 500 feet from the limited access highway referenced in (c) above; and
- f) The Highway Major Retail use is part of, or adjacent to, an industrial/office park environment.

#### ; or do or act anything in relation thereto.

## ARTICLE \_\_: To see if the Town will vote to amend the Zoning Code of the Town of Southborough, Section §174-8.6 entitled: "IP Industrial Park District", to allow the following use by special permit in the IP Industrial Park District:

- C. Uses requiring a special permit are as follows:
- (16) Highway Major Retail<sup>1</sup>

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<sup>&</sup>lt;sup>1</sup> On a Lot or Lots directly abutting a Highway Major Retail use, it shall be allowed to develop by a granting of a special permit from the special permit granting authority, supporting and/or complementary retail uses such as food service, general retail and general and/or personal services provided that the said uses on all directly abutting Lots shall not exceed 50,000 gross square feet in the aggregate. For purposes of this footnote, a Lot directly abutting a Highway Major Retail use, shall be deemed to include a Lot or Lots that may be separated from the Lot containing the Highway Major Retail use by a public or private way. On such qualifying Lots, supporting and/or complementary uses may be in one or more structures.

### RIEMER BRAUNSTEIN



Robert C. Buckley rbuckley@riemerlaw.com (617) 880-3537 direct (617) 692-3537 fax

July 9, 2025

#### VIA FEDERAL EXPRESS AND EMAIL: adennington@southboroughma.com

Andrew R. Dennington, II, Chair Select Board Town of Southborough 17 Common Street Southborough, MA 01772

#### RE: Warrant Article Petition - October 2025 Special Town Meeting

Dear Mr. Chairman and Members of the Select Board:

Please be advised that this office and the undersigned represent Atlantic Management Corporation ("Atlantic") and its affiliates as it relates to the property located at 21 Coslin Drive, Southborough, Massachusetts and identified on the Town's Assessors Map as Parcel ID: 25-0000-004-A (the "Property"). The Property is located in the Industrial Park (IP) Zoning District.

We are respectfully submitting for the Board's consideration, a proposed draft warrant article for placement on the upcoming 2025 Town Meeting Warrant. The purpose of the warrant article is to amend the IP District zoning provisions to include a new use category which has been carefully defined within the zoning bylaw to allow for a large format retail store where a certain percentage of the store's square footage contain grocery store items and sales and services related to household goods, optical, pharmacy, liquor, food service and automotive parts. Additionally, it includes specific criteria to allow for these uses that are unique to the Property. These criteria include, requirements related to minimum lot size, size of building, frontage, setback and proximity to a limited access highway that would be applicable only to the Property. This approach will allow the proposed uses to be permitted at the Property while preventing the same use classification from being applied to other parcels within the IP District without meeting these narrowly defined criteria.

The proposed use would support expanded economic development opportunities, enhance the commercial tax base and contribute to job growth in a manner consistent with the Town's Master Plan. The proposed warrant article language has been crafted to permit these new uses subject to control by the Town through site plan review and special permit process.

> Riemer & Braunstein LLP 700 District Avenue 11th Floor · Burlington, MA 01803-5008

Andrew R. Dennington, II, Chair Town of Southborough Page 2 July 9, 2025

A copy of the proposed draft warrant article is enclosed for your review. We would welcome the opportunity to discuss the proposal with the Board at your next meeting on July 15<sup>th</sup> and to receive any feedback or recommendations you may have.

In addition, we would request that your office transmit the enclosed draft warrant article to the Planning Board for their consideration and commencement of the statutory hearing process pursuant to M.G.L. Chapter 40A, Section 5.

In the interim, if you have any questions, please contact me.

Very truly yours, bert C. Buckley

Meme Luttrell, Chair, Planning Board (via email: mluttrell@southboroughma.com)
Karina Quinn, Town Planner (via email: kquinn@southboroughma.com)
James F. Hegarty, Town Clerk (via email: jhegarty@southboroughma.com)
Joe Zink, Atlantic Management Corporation (via email: jzink@atlanticmanagement.com)

#### REVISED

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