



PROPOSED ZONING TEXT AMENDMENT HIGHWAY MAJOR RETAIL



DEVELOPMENT TEAM



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)



Demolition of AstraZeneca Campus
50 Otis St (2020)



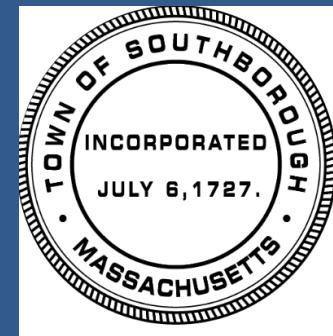
Present Day Amazon Robotics Campus (2023)
50-54 Otis St

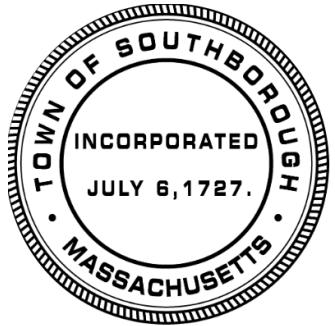


Former AstraZeneca Headquarters
50 Otis St (2017)



*TOWN OF SOUTHBOROUGH
2021 MASTER PLAN
OBJECTIVES*





TOWN OF SOUTHBOROUGH
2021 MASTER PLAN
ECONOMIC DEVELOPMENT OF RTE. 9

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."

OBJECTIVE:

Improve the diversity of commercial activity within 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-3.7: 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.

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 ¹

; or do or act anything in relation thereto.

¹ 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.

L O C U S M A P



ZONING – FIRST STEP

- **Work with the Planning Board to prepare draft Zoning Amendment to diversify allowed uses.**
- **Seek Select Board support.**
- **Fall Town Meeting Warrant for consideration of Zoning Amendment.**
- **If adopted, any development would require Planning Board approvals.**

GENERATING INTEREST

- **Adoption of new zoning could generate real interest in users who are capable of satisfying criteria.**
- **Redevelopment of underutilized commercial sites consistent with the Town's Master Plan concerning economic development.**
- **Generation of new annual tax revenues, building permit fees consistent with the Town's Master Plan concerning economic development.**
- **Employment opportunities (full time and temporary construction employment)**