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Downtown Partnership – WBDC: “The Answer is Downtown”

By David P. Forsberg

The Worcester Business Development Corporation and the City of Worcester have recently forged another exciting partnership that will build on ongoing efforts to revitalize and re-energize the downtown. The new initiative will focus on reinvestment within the Federal Square area, which is home to the successful Hanover Theatre for the Performing Arts. The Theatre District will incorporate a coordinated approach, one similar to that used to restore the glorious theatre – combining private investment and market strategies with public programming and infrastructure support.

“It all starts with our shared vision for our downtown and coordination and partnership at all levels to make it a reality,” said Worcester City Manager Michael V. O’Brien. “The City and the WBDC each bring their unique expertise and resources to bear, with proven track records of success, to undertake these strategic building blocks that will serve to enhance the vitality of the entire Central Business District and surrounding neighborhoods.”

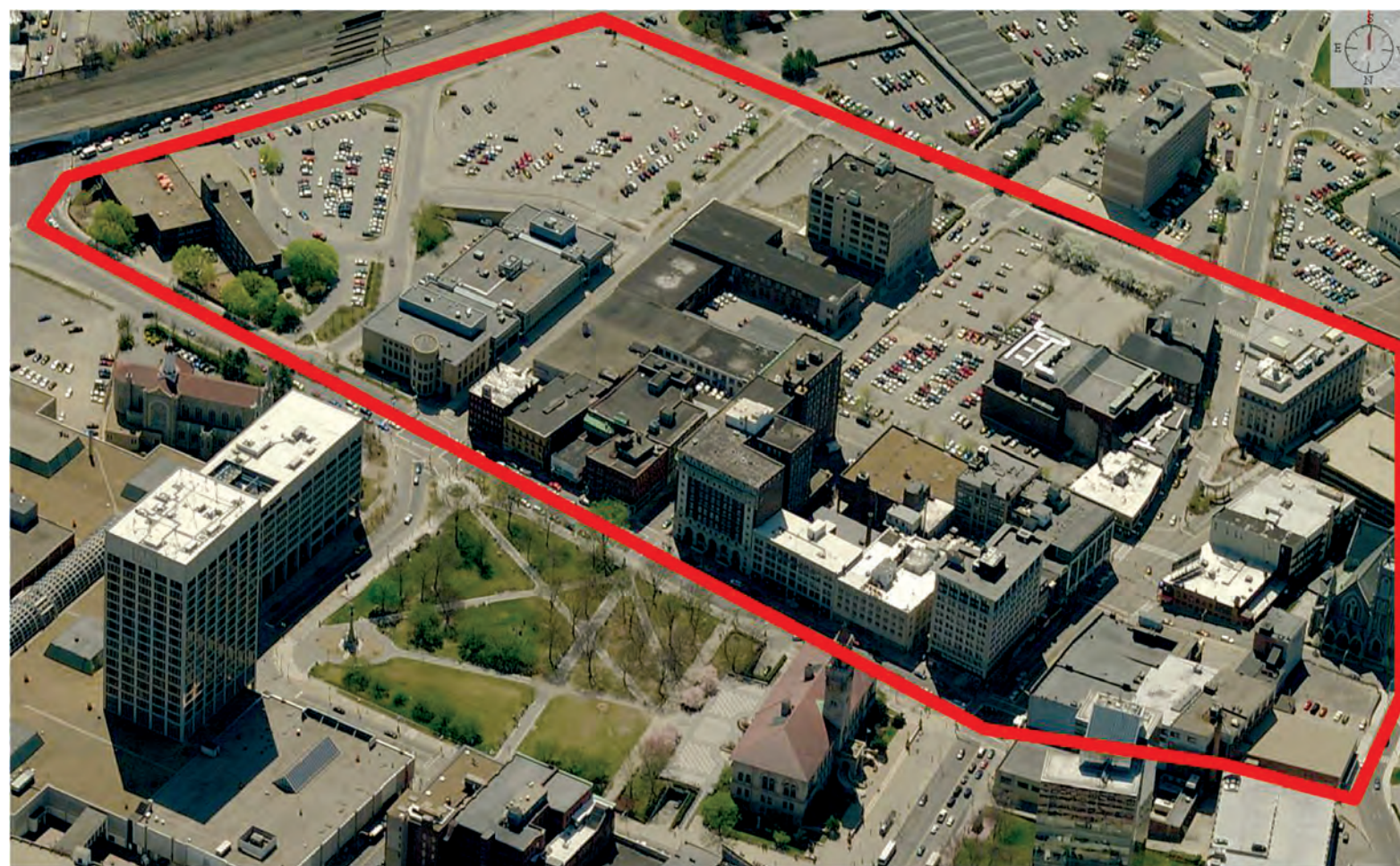
WBDC President David P. Forsberg agreed.

“The timing is perfect,” said Forsberg. “The WBDC Board of Directors has designated the downtown as our top priority. With all the great work being done by CitySquare II, the expansion of the Massachusetts College of Pharmacy and Health Sciences, and by other private interests, like the Mayo Group’s investment in the Franklin/Portland area, we felt it was crucial to maximize the potential of Federal Square and all that it has to offer to benefit all Worcester stakeholders.”

The WBDC has been evaluating a number of downtown areas for the last several months to determine where the organization was most needed and where it could make the biggest impact.

“We looked everywhere from North Main Street to the Canal District, from the Unum properties to Middle Main and on to Washington Square,” said Craig L. Blais, WBDC Executive Vice President. “The area which emerged, where we felt we could bring the greatest value and really enhance all the other important efforts designed to rejuvenate our downtown, was the area surrounding the Hanover Theatre.”

And, added Forsberg, the Theatre represents how several groups coming together for a common cause can result in a success story that touches many levels and many constituencies.



Downtown Worcester Master Plan

“We have a significant financial and, even more importantly, emotional investment in the Theatre,” said Forsberg. “The rebirth of the Hanover is a great achievement, but to ensure its future, upgrading the area around the Theatre is more than critical. Building off of the Theatre’s success will enable us to achieve an even bigger goal. Like Gateway Park, we want to step beyond the physical structures and create an exciting mixed-use community, a district with a strong identity, a place where people want to live, and work, and play.”

Timothy J. McGourthy, the City’s Acting Chief Development Officer and CEO of the Worcester Redevelopment Authority, added that this focused effort is a key catalyst for broader downtown revitalization.

“This partnership is based on shared priorities and a shared sense of urgency,” he said. “By focusing on the Theatre District, we accelerate our downtown strategy. Building on the Theatre’s success, complementing the work already begun at CitySquare and Federal Plaza, and creating a template for City/WBDC collaborations on other strategic opportunities throughout the downtown, can ultimately result in a better Worcester for everyone, businesses

and residents alike.”

At their 46th Annual Business Meeting held at the DCU Center, the WBDC announced significant early progress on the Theatre District initiative. The organization has retained the firm of Chan Krieger NBBJ to prepare a master plan and market study within the target area, which runs from High Street to Francis McGrath Boulevard and Franklin Street to Myrtle Street. The firm’s study will encompass a 30-acre parcel, and investigate ways to better link important institutions such as the Theatre, the Worcester Public Library, and the YWCA, while creating connections between Federal Square, the Worcester Common and CitySquare.

Blais further announced that the WBDC is negotiating to acquire three parcels in the vicinity of the Theatre. “This private investment is a critical step in the process of improving the environment around the Theatre,” he said. “Our goal is a lively district which attracts new businesses to an area that includes restaurants, housing and convenient parking.”

All parties agree that key stakeholders in the area will be encouraged to provide in-

put as the initiative progresses through its many stages of development.

“The process will be collaborative and inclusive,” said McGourthy. “Chan Krieger NBBJ will meet with all the current property owners and institutions in the study area.”

The City and the WBDC will co-host a major charrette, and a stakeholders committee that will meet regularly to take input and to share ideas about the future of the district.

The WBDC also committed to funding and assisting the Worcester Redevelopment Authority in the preparation of an Urban Revitalization Plan for sections in and around the study area that do not lend themselves to market solutions. Additionally, the WBDC agreed to assist the Hanover Theatre with any future capital campaigns and to explore the possibility of expanding fundraising efforts to the area around the Theatre in order to create a branded, destination entertainment district.

“It all began with the Hanover Theatre,” said Blais. “They deserve our ongoing support. But we feel strongly that the time is now for this partnership with the City, be-

DOWNTOWN | continued on page 6

PROGRAM

Welcome.....	Andrew B. O’Donnell
Invocation.....	Reverend Monsignor Francis Scollen St. Peter’s Church
Introductions.....	Andrew B. O’Donnell
Greetings.....	Mayor Joseph C. O’Brien
Remarks.....	City Manager Michael V. O’Brien
Call to Order.....	Andrew B. O’Donnell
Ascertain Quorum.....	Dix F. Davis
Report of the Nominating Committee.....	Sandra L. Dunn
Recognition of Outgoing Directors.....	Andrew B. O’Donnell David P. Forsberg
SBA Small Business Award.....	Joyce A. Stewart
The Goddard School	
Downtown Presentation.....	Craig L. Blais David P. Forsberg
Bowditch Award Presentation.....	Craig L. Blais Lieutenant Governor Timothy P. Murray
Bowditch Recipients Remarks.....	Lt. Governor Murray
Introduction of Keynote Speaker.....	David P. Forsberg
Keynote Speaker.....	Anthony Flint
Closing Remarks.....	David P. Forsberg

Lt. Gov. Timothy P. Murray Receives 2011 Bowditch Award

By Craig L. Blais

WORCESTER—Bob Bowditch, one of the founding members of the Worcester Business Development Corporation, said it best by interrupting a speaker who was explaining the role and hopes for the newly created WBDC at a community meeting held in the 1960’s in downtown Worcester. He said “We do not hope for the WBDC to succeed, we “expect” the WBDC to succeed.”

Fittingly, the WBDC has named this prestigious award in honor of Mr. Bowditch’s legacy and have used his test of expectations to select the annual recipient. This year the WBDC has chosen our very own Lieutenant Governor Timothy P. Murray.

From the halls of Worcester City Hall as a young City Councilor to the top of Beacon Hill in Boston, Tim has far exceeded Mr. Bowditch’s “expectations” for economic development in the City of Worcester. During his tenure on the Worcester City



BOWDITCH AWARD | continued on page 6

Building Roads Towards the Future

By Julie A. Holstrom

SHREWSBURY—On January 25, 2011, the Worcester Business Development Corporation sold CenTech Park East, an 85-acre industrial development in the Town of Shrewsbury, to CenTech Park, LLC, marking the successful completion of the WBDC's latest infrastructure development project in the Town of Shrewsbury.

The CenTech Park East project is a proposed light industrial park that is located on 85 acres of surplus Grafton State Hospital land. Purchased by the WBDC in 2009, the development of CenTech Park East will yield complementary uses to CenTech Park, the adjacent 121-acre technology park.

In 2008, the WBDC and the Town of Shrewsbury were awarded a \$2 million grant from the U.S. Department of Commerce, Economic Development Administration (EDA) and the Town of Shrewsbury received a \$1 million Public Works

Economic Development (PWED) grant from the Commonwealth of Massachusetts to fund the construction of infrastructure, including a 1,800 linear foot industrial access road, to service the CenTech Park East project.

The success for this development project is due to the continued collaborative spirit between the Towns of Shrewsbury and Grafton. During the construction of the original CenTech Park, the towns developed an Intermunicipal Agreement for the water and sewer services as a creative way to solve budget and capacity issues for needed infrastructure. In 2005, the communities once again collaboratively constructed CenTech Boulevard, paving the way for the CenTech Park East project.

Today, the Intermunicipal Agreement between the two communities has been extended to service the CenTech Park East project with the Town of Grafton supply-



Federal, state, and local officials break ground at the new Centech Park East.

ing the water and sewer capacity to the development project.

With the infrastructure scheduled for completion in the spring of 2011, the CenTech Park East development will be able to support 650,000 square feet of light industrial and manufacturing businesses and create approximately 600 jobs for Shrewsbury and the surrounding communities.

“The completion of the infrastructure and the subsequent sale of the CenTech Park East development is a true success story for the Town of Shrewsbury and the Commonwealth of Massachusetts,” said David Forsberg, President of the WBDC. “This project is a prime example of the effective use of federal and state resources, taking vacant, underutilized state property and transforming it into an active technology park.”

Land Transfer Allows for Completion of Bio-Tech Park

By Roberta L. Brien

WORCESTER—On January 25, 2011, the Worcester Business Development Corporation (WBDC), acquired from the Commonwealth of Massachusetts 32 acres of land contiguous to the Worcester Biotechnology Research Park, in a transaction with the state's Department of Capital and Asset Management (DCAM).

The 32 acre parcel is located on Plantation Street, north of Biotech V and abuts Worcester State Hospital and Green Hill Park to the west. The parcel will accommodate a parking garage, and two buildings on the site.

The transaction was a partnership between the WBDC and the University of Massachusetts Medical School (UMMS). UMMS

financed the transaction and purchased 27 acres of the property for construction of a parking garage. The garage, currently being designed for approximately 1300-spaces, will be used by faculty, staff and students who work on the campus.

The investment by UMMS is a direct result of the need for additional parking with the construction of the new \$330 million Albert Sherman Center. Opening in late 2012, the Albert Sherman Center, a 500,000-square-foot research and educational facility, will contain laboratory space for more than 100 researchers and education and support space for the growing academic community at UMMS.

The garage will be located about

one-third of a mile from the medical school's main campus and will be served by a shuttle bus. UMMS will begin site preparation for the new parking structure in the summer of 2011. Construction is estimated to take approximately 18 months.

The WBDC retained five acres of the property along Plantation Street to construct an 80,000–100,000 square-foot building for medical offices and biomedical research.

An extensive planning and design process ensured that the future building would complement the existing biotech park buildings, the UMASS campus, and the neighboring garage. There will be 300 parking spaces in the garage for use by the tenants in the adjacent building. Additionally, WBDC also retained the development rights to another development site on the property. This option site allows for the potential of an additional 62,000 square feet of development and approximately 180 additional surface parking spaces.

The land is the final parcel of the Massachusetts Biotechnology Research Park, which the WBDC developed in the 1980's and 1990's. The development is fully permitted and is truly pad ready.



Rendering for proposed 80,000-100,000 square foot Biotech VI building.



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WBDC Sells Ownership Interest in Gateway Park

By Jonathan M. Weaver

WORCESTER—This past year, the Worcester Business Development Corporation (WBDC) sold its interest in Gateway Park to Worcester Polytechnic Institute (WPI). The sale came after a ten year partnership that resulted in the redevelopment of thirteen acres of contaminated and blighted properties at the northern end of Main Street in Worcester. WBDC and WPI forged a new agreement which designates the WBDC as a development consultant.

In 1999, the Gateway partnership began an extensive master planning process that studied a 54-acre area around Grove, Salisbury, and Prescott Streets. The area had become a victim of industrial disinvestment as Worcester's manufacturing base declined in the 1970's and 80's. The remaining industrial and commercial structures were underperforming and environmentally contaminated.

Recognizing the potential and importance of the area due to its role as one of the gateway's to the City, the WBDC and WPI acquired thirteen acres of manufacturing and commercial buildings including Ziff Paper, New England Plating Company, Parker Metals Corporation, and portions of the former Worcester Vocational High School.

Through a significant private investment and a \$200,000 grant from the City of

Worcester's Brownfields Cleanup Revolving Loan Fund, the properties were demolished and cleared of environmental hazards.

Once demolished and clean, the partnership worked with the City of Worcester to secure a Public Works and Economic Development (PWED) grant from the Commonwealth of Massachusetts Department of Transportation. The grant funded the creation of Washburn Way, a new access road which created five new development parcels.

Due to the importance of available parking in Worcester, the partnership took a leap of faith and constructed an 850 space parking complex. The garage was financed with \$8 million in private financing and a \$2.5 million grant from the U.S. Department of Commerce, Economic Development Administration (EDA).

The master plan identified the area as a perfect candidate for a mixed use redevelopment focusing on Worcester's strength in biotechnology and the life sciences. In order to kick off the development, WPI invested \$42 million to construct the WPI Life Sciences and Bio-engineering Center.

The Center is now home to award winning research facilities including the Massachusetts Biotechnology Institute, Blue Sky Bio-

tech and RXi, a biotechnology company founded by Nobel Laureate Craig Mello, specializing in the study of RNA.

Construction of the next building at Gateway Park is expected to begin in April of 2011. This project will add another 92,000 square feet of development to the park. Adjacent to this development, the WBDC is preparing the former Worcester Vocational High School properties for re-

development as rental housing. The Gateway Park Master Plan envisioned housing as a key component to activate the area.

The award winning partnership between the WBDC and WPI received the prestigious Phoenix Award from the US EPA for their efforts in Brownfields redevelopment as well as the Excellence in Economic Development Award from the U.S. Department of Commerce.



Construction on the next building at Gateway is expected to begin in April of 2011.

Voke School Redevelopment Underway

By Jonathan M. Weaver

WORCESTER—The former Worcester Vocational High School complex, known locally as the "Voke" School, was vacated in 2006 when operations moved to a new, state-of-the-art facility on Skyline Drive.

In anticipation of its closing, the Voke School was included in the Gateway Park Master Plan. The Master Plan identified the building as an ideal location for housing on one of Worcester's most important intersections and adjacent to the succes-

ful Gateway Park, a mixed use redevelopment focusing on biotechnology and life science research.

On September 20, 2010 Congressman James P. McGovern (D-MA), members of the Worcester legislative delegation, local officials from the City of Worcester, and representatives of the Worcester Business Development Corporation (WBDC) gathered to officially kick off Phase 1 of the Former Worcester Vocational High School (Voke School) redevelopment.

High School (Voke School) redevelopment.

The current Voke School was constructed through several additions since the school opened in 1908. Three brown-brick buildings were constructed first, forming a 'U' shape around Grove Street, Salisbury Street, and Major Taylor Boulevard. Later a gymnasium and welding shop were constructed in the center of the U shaped buildings. Finally, the Worcester Industrial Technical Institute (WITI) building was constructed, changing the U shape into a solid square.

Since being vacated by the Worcester School Department in 2006, there have been numerous environmental issues complicating the redevelopment of the properties. Two leaking underground storage tanks were removed in 2000. Unfortunately, a significant amount of oil had leaked out of the tanks and underneath the still active parts of the school complex. New Garden Park, Inc, a non-profit company that assisted the WBDC and Worcester Polytechnic Institute (WPI) in the environmental cleanup of Gateway Park, purchased the building from the City of Worcester and sought to find the funding necessary to redevelop the structure with the help of another local non-profit, Worcester Common Ground.

Accessing and excavating the contaminated soil was estimated to cost \$1.2 million. The oil's location underneath the gymnasium, welding shop, and WITI building required the buildings be demolished prior to soil excavation. With the help of \$400,000 grants from the US EPA, MassDevelopment, and the WBDC, the project was able to commence. The first phase of the project demolished the structures and removed the contaminated soil, preparing the building for redevelopment.



An excavator prepares to demolish portions of the former Vocational School.

Following the environmental remediation, the U shaped brown-brick buildings will remain and be redeveloped into rental housing. WinnDevelopment of Boston, MA is currently under agreement to complete the renovation. Demolition, soil excavation, and follow-up testing is expected to be completed by June 2011. The renovation of the property into housing should begin thereafter.

"This is an incredibly exciting day in our efforts to revitalize downtown Worcester," Congressman James McGovern said. "This is an important step in helping Gateway Park reach its full potential. I want to commend Lieutenant Governor Murray, City officials, the WBDC, New Garden Park, Inc and Worcester Common Ground for all of their tremendous work on this project."



Remnants of the former Worcester Industrial Technical Institute. Demolition should be completed this spring.



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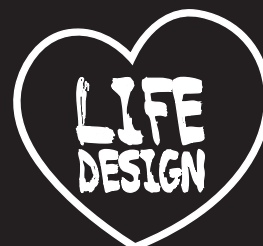


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Sowing the Seeds of Growth in Worcester

Flourishing Partnership with New England Certified Development Corporation

By Joyce A. Stewart

WORCESTER—Worcester Business Development Corporation (WBDC) is rolling out loan opportunities to small business owners investing in the growth of their companies through the Small Business Administration (SBA) 504 Loan Program. The WBDC, an authorized Certified Development Corporation (CDC) since 1985, provides SBA 504 loans for the acquisition of fixed assets to the expanding business community.

Our recent partnership with New England Certified Development Corporation (New England CDC) with five offices in the region strengthens our mission of economic development through 504 lending. Elizabeth Trifone, Vice President of New England CDC reflects "We are the only CDC in New England that offers a suite of other financing products to complement the 504 programs, including asset-based lines of credit, term loans, mezzanine investments, and bridge and down payment financing through our affiliate, BDC Capital Corporation."

Partnering with local financial institutions, the crucial funding options help establish possibilities thereby making economic realities for many. With more than 40 third party lenders utilizing the 504 Loan Program in Worcester County, the WBDC proudly connects these important services with potential business applicants.

The Small Business Jobs and Credit Act of 2010 (H.R. 5297) signed into law in September, 2010 by President Obama leads the efforts to ensure all small businesses have access to capital and the resources needed to help boost our economy and guarantee America's competitiveness in the marketplace.

Some of the highlights of this law enable 504 Loan Applicants a one-time fee waiver and increasing the debenture amount from \$2 million to \$5 million a project in consideration of increased development costs of buildings and sites. WBDC advocated for these legislative opportunities, enabling the expansion and development of the Worces-

ter County businesses through established relationships with lenders, applicants, business seminars and local exhibitions as well our current loan customers.

In 2010 WBDC's loan applications and approvals on behalf of small businesses to acquire land and buildings which support the various types of operations ranged between \$7 million to \$10 million! WBDC loan services have enabled growth opportunities in a wide array of industries including retail, fabrication, hospitality, small manufacturers, concrete, and innovative systems such as radar, satellite and new aviation technologies.

"Our own investment in business and economic development is to strategically re-invest towards the next project within the Worcester County and Commonwealth," stated Craig L. Blais, Executive Vice President of the WBDC.

In 2011, a combined \$29 million invested dollars will surge into our local business economy producing 315 jobs generated from these small business loans throughout Central Massachusetts.

WBDC is celebrating its continued loan partnerships with UniBank, Commerce Bank, Webster Five Cents Savings Bank, United Bank, and Leominster Credit Union.

Our municipalities are now gaining new revenues from the relocation and redevelopment of tax producing real estate previously not on tax rolls.

"The SBA 504 Loan Program is a win-win situation, providing the revitalization necessary to grow our business communities progressively forward," noted David P. Forsberg, President of WBDC.

Current SBA Approvals

SBA 504 LOAN RECIPIENT	LOAN AMOUNT
READY MIX CONCRETE BATCH PLANT Douglas, MA	\$278,000
ALL SEASON LANDSCAPE & MAINTENANCE Leominster, MA	\$137,000
HOTEL, RESTAURANT Devens, MA	\$5,000,000
MANUFACTURER & DESIGNER OF SUBSYSTEMS FOR RF SIGNALS Dudley, MA	\$954,000
MANUFACTURER OF SINGLE ENGINE AMPHIBIOUS AIRCRAFTS Worcester, MA	\$1,155,000
RETAILER & INSTALLER OF OVERHEAD DOORS Worcester, MA	\$153,000
TWIN SHAFT CENTRAL CONCRETE MIXING PLANT North Oxford, MA	\$1,196,000
WHOLESALE OF GENERAL HARDWARE PRODUCTS AND SUPPLIES Worcester, MA	\$587,000

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The Goddard School Receives 2011 WBDC / SBA Award

By Joyce A. Stewart

AUBURN—On April 28, 2011, the DCU Center hosted the Worcester Business Development Corporation (WBDC) Annual meeting breakfast. Honoree, The Goddard School, received the 2011 WBDC/SBA Award which spotlights a successful 504 SBA loan recipient who exemplifies the program and mission to create jobs, while enriching the community and adding much needed tax revenues.

WBDC is the locally authorized provider of the U.S. Small Business Administration financing program known as the 504 Loan. The 504 Loan provides small businesses access to long term, fixed rate financing with public-private partnerships to energize successful economic growth and development both here in the City of Worcester and surrounding communities.

In 2006, the partnership of WBDC/SBA, Commonwealth National Bank (now, United Bank) and Matt and Sheri Flandreau, founders of The Goddard School, made the Flandreau's goal into reality of 1.5 million investments to acquire the facility located on Route 20 in Auburn, MA. "This was a great move for us, allowing us to trade the lease expense for equity in our own site. When our banker Carl Bindoo told us the 504 loan program required only 10% down with a 20 year fixed rate, all the pieces came together" said Matt Flandreau.

Matt and Sheri Flandreau began The Goddard School in 2001 as on-site owners and business managers with 18 full time teachers (all certified in the State of Massachusetts with experience in excess of 3

years) and able to accept up to 127 children. The school is open Monday through Friday from 7 am to 6 pm year round, offering a variety of developmentally appropriate programs for children from 6 weeks to 6 years old. They offer before and after school enrichment and summer camp programs. The Goddard School is located at 494 Washington Street, Auburn, MA and on the web at AuburnMA@goddardschools.com.

Goddard Systems, Inc. is a national franchise recently named #1 Childcare Franchise in the United States, by Entrepreneur magazine, for the ninth consecutive year (January 2010) and one of the Top 200 Franchise Systems (in worldwide sales), by Franchise Times, for the fourth consecutive year (October 2010); Goddard Systems,

Inc. (GSI) is expanding The Goddard School® network throughout the United States. Headquartered in King of Prussia, Pennsylvania, GSI currently licenses 370+ franchised schools with more than 43,000 students in 34 states. With a successful system in place and dedicated franchisees, GSI is the acknowledged leader in franchised childcare and a premier childcare provider in the United States.

In addition to meeting state licensing requirements, individual Goddard franchisees must comply with internal quality standards/inspections to assure the highest standard of health, safety and overall

program quality. On site ownership is a requirement of franchisees along with continued training on an ongoing basis through "Goddard University," site own-

er/directors are then free to manage the business and customize their services and programs in response to local demand. Matt and Sheri Flandreau's commitment to quality care and healthy surroundings can be found the minute you step through the doors of The Goddard School. From the colorful themes that change seasonally, to the size and attention in the individual rooms by teachers and staff you know that you are in a special place. The children's lifestyle and routines benefit from Sheri establishing a nutritional curriculum prior to the First Lady's campaign! Innovative programs and practices with fully licensed childcare franchise following The GoddardSchool® FLEX™ Learning AdvancED-Accreditation. The learning environment includes a core curriculum emphasizing early childhood development and incorporates enrichment programs in manners, fitness, foreign language, art history, music appreciation, dance, math, sign language and world cultures.

The school's community outreach, coordinated by the administration staff, enriches the seniors at Eddy's Pond (elderly retirement residence) through programs interacting with students and residents, Auburn Youth and Family Services, a scholarship program available to alumni and giving trees for Auburn families. The town of Auburn benefits from tax revenues, job creation, and community support from this business that develops healthy, well cared for futures for all their students.

Private investment working for the public good.



Sheri and Matt Flandreau, owners of The Goddard School® in Auburn receive the SBA Award.

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- 28 acres available—sub-dividable to your requirements
- Accommodate 50,000-300,000 sf

For more information about this exciting development, please contact the WBDC at (508) 755-5734
www.worcesterbdc.com

CENTECH PARK EAST


New Technology Park—Space Available For Sale!!

The Worcester Business Development Corporation (WBDC) newest industrial development in the Town of Shrewsbury, CenTech Park East, is available for new light industrial/manufacturing development opportunities!

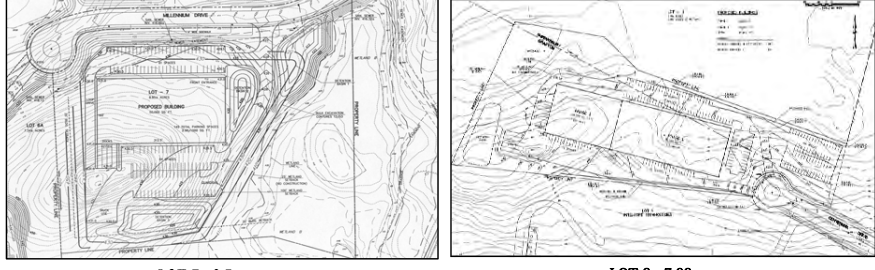
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- All Utilities Available to Site
- Accessible to MBTA Commuter Rail and major highways (Rt. 20, I-90, etc.)

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Lot 2—9.09 acres—can accommodate a building of 115,000 sf
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Lot 4—13.92 acres—can accommodate a building of 127,000 sf

For more information about this and other development opportunities, please contact the Worcester Business Development Corporation at (508)755-5734.
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CENTECH PARK—WHERE INNOVATION LIVES



Light Industrial/Manufacturing Properties Available For Sale!

The Worcester Business Development Corporation (WBDC) has two lots remaining in the successful, 121-acre CenTech Park, located in the Town of Grafton. Share the park with State Street Bank, Verrillon, TriTech Software, Primary Colors, IDEXX, and UMASS.

- Pad-Ready, Build-to-Suit
- All Utilities Available to Site
- Accessible to MBTA Commuter Rail and major highways (Rt. 20, I-90, etc.)

Lot 7
9.5 Acres
Accommodate approximately 50,000 sf building
Available for Sale—\$500,000

Lot 3
7.93 Acres
Accommodate approximately 80,000 sf building
Available for Sale—\$710,000

For more information about this and other development opportunities, please contact the Worcester Business Development Corporation at (508)755-5734.
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AVAILABLE MEDICAL OFFICE SPACE




New Construction Medical Office Building Adjacent to Biotech Park and UMass Medical School. Attached Parking & Water Views.

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RETAIL DEVELOPMENT OPPORTUNITY

COLD SPRING BROOK, SUTTON, MA



Prime Retail Development Opportunity!!

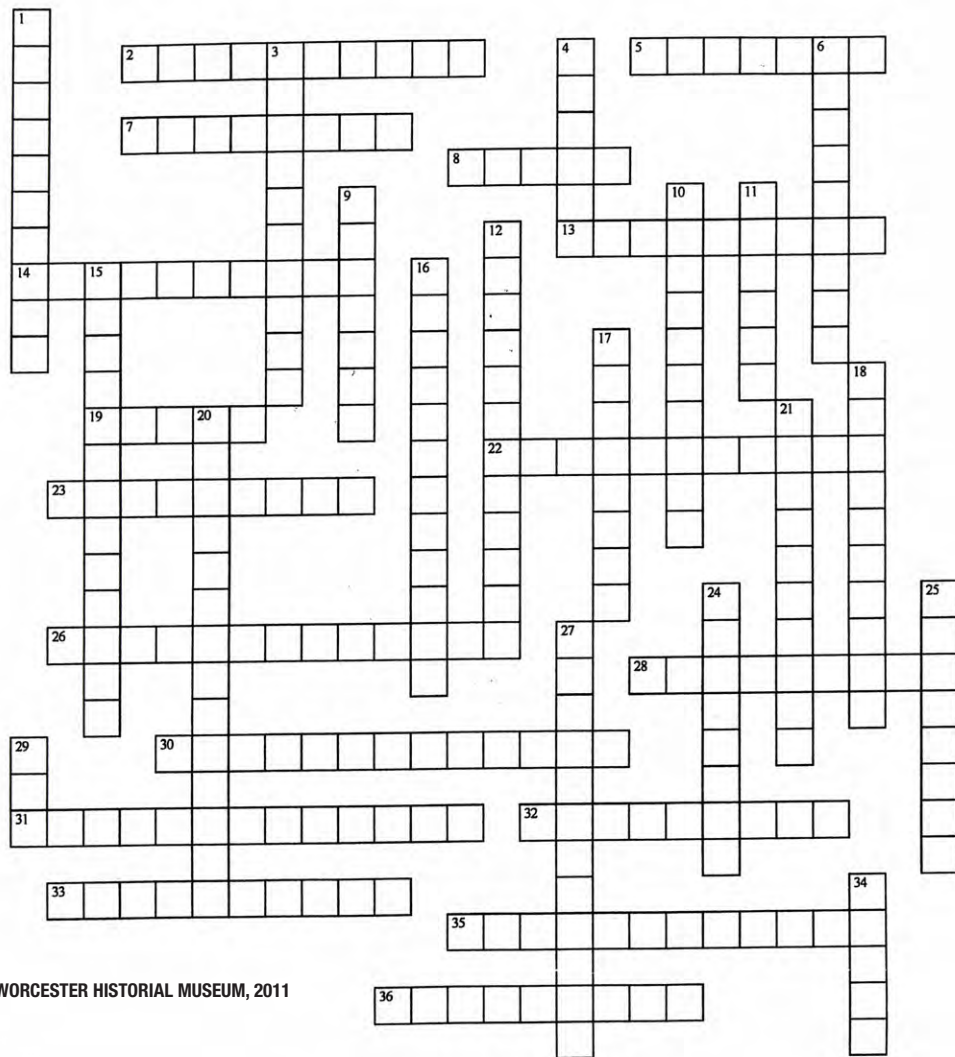
37-acre level site located at the intersections of Route 146 and Boston Road in Sutton, MA

- Fully-permitted
- Access to proposed roadway improvements on Route 146
- Pre-approved Building Opportunities:
 - 155,000 sf retail outlet
 - 58,000 sf retail store
 - 3 stores of 10,000, 4,000 & 2,000 sf.

For more information about this exciting development, please contact the WBDC at (508)755-5734
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Worcester Shouldn't Puzzle You!

Test your knowledge...



WORCESTER HISTORICAL MUSEUM, 2011

DOWN

- This Worcester original turns 50 in 2013.
- Founded in 1909 by Milton Higgins, it was one of the first in the state. Let's not get too technical!
- Charles Thurber's 1843 Worcester invention revolutionized the American office.
- "No great whites here, just lots of ice," commented Jaws author Peter Benchley, grandson of Worcester-born humorist Robert Benchley.
- He polished his teamwork and leadership skills on the football field at St. John's in the 1980s.
- This Worcester Levi served as U.S. Attorney General under President Jefferson from 1801 to 1804.
- Worcester is a city of squares. This one encompasses 12 acres!
- Joe or Michael?
- Earlier known as Long Pond, it's also a once very-Swedish village.
- Is the circus in town? The whistles of this 1855 Worcester invention really do make music.
- "No basketball until you've finished your book report," for this Worcester revolutionary.
- Hot news over Washburn-Moen wire — or, just read the morning edition.
- Worcester and the County are famous for having invented lots of things, but not this World War II-era convenience which is sometimes incorrectly associated with central Massachusetts. Sign here...
- Established in 1865, this early industrial school served the growing "city of mechanics."
- Sigmund Freud gave his only U.S. lecture here in 1909.

ACROSS

- The party's only once a year, but its twelve months of partnership, collaboration and talent.
- Thirty-five years as City Manager. That's a long run!
- This local loom manufacturer was inducted into the National Inventors Hall of Fame in 2007. Isn't that Grand?!
- A tip of the hat to this local talent. His comedy is no trick.
- Along the street, at home in his Mansion, or simply enjoying some art, he's a gifting Worcester leader.
- It took the 1953 tornado to move this Greendale educational institution to its current location. Don't assume it was the wind.
- Don't be a pill! Celebrate downtown Worcester.
- Worcester's historic traditions of research, innovation and commerce in the 21st century.
- Ours weren't the first, but we sure did make an industry of this holiday favorite.
- In 1926 they thought he was "Moony." In 1969 it took "one small step" to prove him right.
- We had only one really big one, but Twister's still in play.
- No more wrestling or roller skating for this 1857 cornerstone of Worcester's cultural life.
- Where else in Worcester could you take a swan boat ride in 1916 (or so) while listening to a band concert?
- Although not granted a formal state charter until 1865, its first commencement was held in 1849. Was it the luck of the Irish or good leadership?
- Don't fence me in. This Worcester product helped tame the west.
- First sold as Enovid, this local creation helped spark a revolution.
- In 1880, on Pearl St. in downtown Worcester, Justin White was the "king pin" of this new form of an old game. His innovation "reset" the "approach" for miles around and was an instant "sweep."

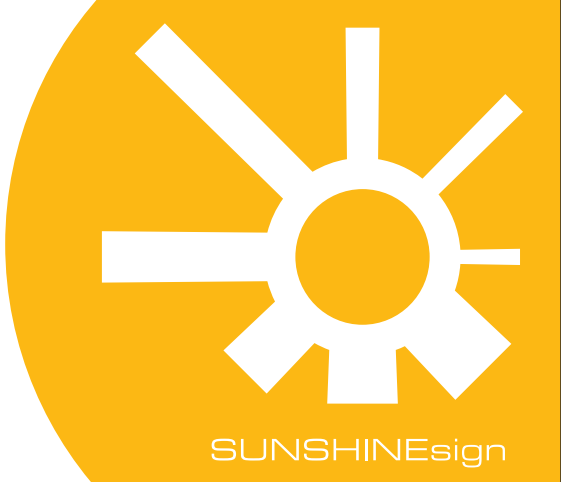
Solution is on page 7.

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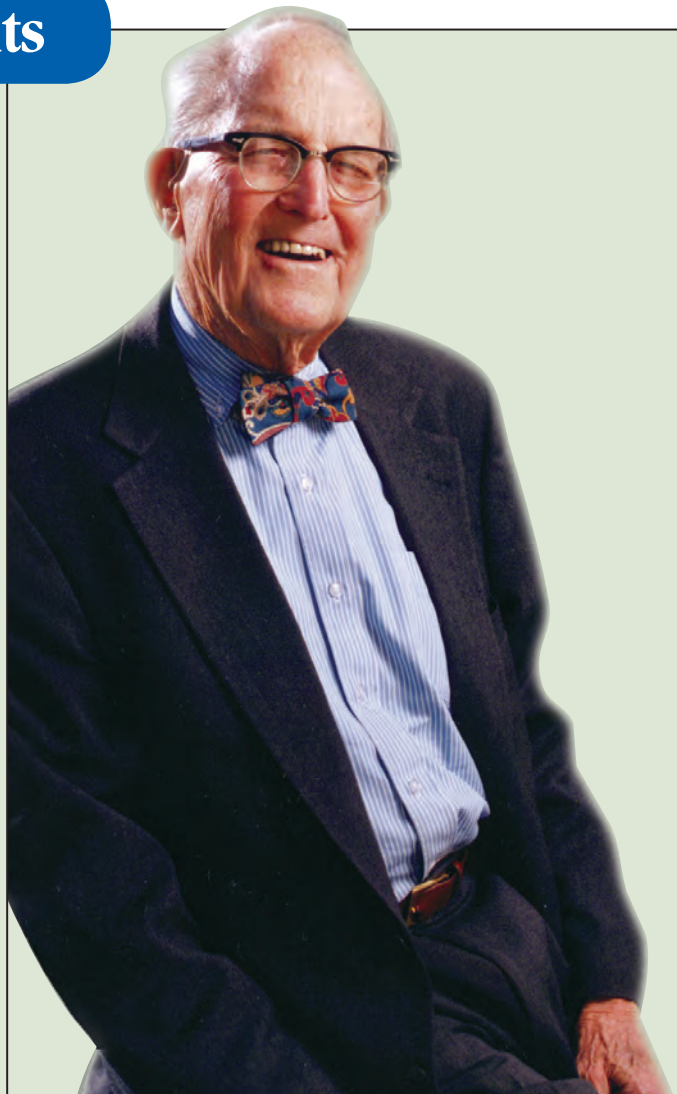
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Past Bowditch Award Recipients

- 1999 John D. Hunt
- 2000 William J. Short
- 2001 Robert E. Maher, Jr.
Joseph A. Podbielski, MD
Alan M. Stoll
- 2002 The Crowley Family
- 2003 John LaPoint
Sheila Ide
- 2004 Abbott Research Center
Dr. Alejandro A. Aruffo
- 2005 John M. Nelson
- 2006 Charles F. Monahan, Jr.
- 2007 Robb & Madeleine Ahlquist
- 2008 WPI and Dr. Dennis D. Berkey
- 2009 Mary C. DeFeudis
Frederick H. Eppinger
- 2010 Charles and Janet Birbara

*Awarded each year to the individual who
most contributes to Mr. Bowditch's "expectations"
for the success of the WBDC*



DOWNTOWN WORCESTER

continued from page 1

cause we also need to work on the Federal Square area and support and augment the City's efforts. Especially during these difficult fiscal times, we need to work together and take control of our own future."

"The key to downtown revitalization," added Manager O'Brien, "is public/private partnerships. Thanks to pioneers like Frank Carroll, Charlie Monahan, John McGrail and Fred Eppinger, we have a solid foundation. Now, we must build on that foundation."

"This is a large undertaking for the WBDC," concluded Forsberg. "But with the City of Worcester as our partner, we believe we can make a difference for the long haul. We hope to one day look at this as the first step in a Downtown Partnership which will address other downtown challenges and opportunities. Whether it's the courthouse and auditorium on North Main Street, issues on Main Street, or opportunities at Washington Square, the WBDC is committed to partnering with the City. We intend to work hard and aim high, because both the City and the WBDC believe the answer to Worcester's economic and civic future really is downtown."

continued from page 1

BOWDITCH AWARD TIMOTHY P. MURRAY

Council, Tim was a leading force on "brownfields" redevelopment. As Mayor he took on the difficult task of forcing the sale of the vacant Worcester Center Galleria and launched the effort to develop the massive downtown "CitySquare" mixed-use project.

When everyone said it was impossible to free up space on the Worcester to Boston rail corridor, Tim took on CSX and turned the impossible into a win for commuter rail and an economic win for the City of Worcester with the siting of a new modern CSX freight hub on lower Franklin Street.

As Mayor, Tim spearheaded the effort to change the zoning in the northern Central Business District which led to the ultimate cleanup and development of the Gateway Park. The list of economic development accomplishments spearheaded by Tim Murray, in Worcester and across the Commonwealth of Massachusetts, are too numerous to list. Thanks to Tim, the residents of Worcester are experiencing a transformation of their city like never before.

Tim is a life-long resident of Worcester attending public schools and went on to St. John's High School in Shrewsbury. Tim earned a bachelor's degree at Fordham University, and then put himself through

law school attending classes at night while working as a substitute teacher and an advocate for homeless families. Tim earned his law degree from the Western New England School of Law in Springfield and became a partner in the Worcester law firm of Tattan, Leonard and Murray.

Prior to his elective service, Tim was active for many years in a wide range of community initiatives. He served on the Boards of the Worcester Public Library, Worcester Historical Museum, Worcester Community Action Council, the Worcester Working Coalition for Latino Students and Preservation Worcester.

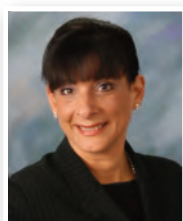
As Lieutenant Governor, Tim is Governor Patrick's point person on municipal affairs, working closely with the Division of Local Services. Tim is the Governor's liaison with the Massachusetts Municipal Association, Mayors Association and other regional organizations.

Tim is married to Tammy (Sullivan), an occupational therapist who works with school-age children. Tim and Tammy live in Worcester with their daughters, Helen and Katherine.

This year, without a doubt, the WBDC has unanimously selected Tim Murray as the 2011 recipient of the Robert S. Bowditch Economic Development Award.



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OPINION



"The Answer is Downtown."

WBDC STAFF

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Admin. Assistant
Receptionist

Gennaro Puca
Intern

Pamela A. DiScipio
Executive Assistant

David P. Forsberg
President

Craig L. Blais
Executive Vice President

Julie A. Holstrom
Project Manager

Michael A. Lanava
Project Consultant

Roberta L. Brien
Senior Project Manager

FROM LEFT – FRONT ROW

William M. Carkin
Director of Construction

Joyce A. Stewart
Director of Finance

Jonathan M. Weaver
Project Manager

Letter from the Chair & President

2010 was a year of "transitions" for the Worcester Business Development Corporation as we successfully concluded our role in two of our partnerships. However, good partnerships do not end. They evolve. So, as we sold our interest in Gateway Park to our partner WPI, we stayed engaged, continuing to provide consulting services and managing the infrastructure improvements that are so crucial to the future of the Park. For over a decade, WPI has been a great partner. Now that they are a client, we wish them continued success and celebrate their recent announcement of a second building at Gateway.

The WBDC will continue to support the Gateway effort. In 2010, we purchased the old Voke School from the City of Worcester and are working with WinnDevelopment to execute the housing component of the Gateway Park Master Plan.

In the Town of Shrewsbury, where we have effectively partnered since the early 1990's, we sold our 85 acre CenTech Park East site to Moss Development. And, we have formed a new partnership, working for the Shrewsbury Development Corporation to assist with the development of CenTech Park North.

Also, in 2010, the WBDC entered a new partnership, teaming with the University of Massachusetts Medical School to acquire and develop the last site at the Biotechnology Park on Plantation Street. The partnership will allow UMass to construct much needed parking and the WBDC to eventually construct a final science/medical building in the park.

Our SBA partnership with New England Certified Development Corporation soared in 2010. They bring a wealth of professionalism and expertise to the table, which has led to a significant increase in loan volume resulting in more jobs and tax base for Worcester County.

Finally, we have forged our most comprehensive partnership ever with the City of Worcester. The "Downtown Partnership" will bring the resources of the City and the WBDC together in a coordinated and strategic team, which will make a difference Downtown.

Thanks to an outstanding Board of Directors, the best staff both of us can remember and our valued clients and partners. We firmly believe that the key to success is "partnership" and that "the answer is Downtown."

Andrew B. O'Donnell *David P. Forsberg*

Andrew B. O'Donnell
Chair

David P. Forsberg
President

Thank You



Andrew B. O'Donnell

Chair

2009 – 2011

The Board of Directors of the Worcester Business Development Corporation proudly recognizes Andrew B. O'Donnell, Chair of the Board, for his leadership and commitment to the mission of WBDC.

Since 2009, Andy has guided the WBDC on a number of successful endeavors. His time and effort has been a great asset to the WBDC, and all of our projects, which in turn has benefited countless people in Worcester and the surrounding region.

The WBDC acknowledges Andy for his many contributions and thanks him for his service to our community.

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Keynote Speaker, Anthony Flint Shares Expertise on Land Use

WORCESTER – Anthony Flint, fellow and director of public affairs at the Lincoln Institute of Land Policy, a think tank in Cambridge, Mass. (www.lincolnst.edu), is the keynote speaker at today's 46th Annual Business Meeting of the Worcester Business Development Corporation held at the DCU Center, Worcester, Massachusetts.

Anthony Flint is author of *Wrestling with Moses: How Jane Jacobs Took on New York's Master Builder and Transformed the American City* (Random House) and *This Land: The Battle over Sprawl and the Future of America* (Johns Hopkins University Press), and co-editor of *Smart Growth Policies: An Evaluation of Programs and Outcomes* (Lincoln Institute).

He has been a journalist for more than 20 years, primarily at *The Boston Globe*, a policy advisor on smart

growth for Massachusetts state government, and a visiting scholar and Loeb Fellow at Harvard University's Graduate School of Design.

He is a frequent contributor to Citiwire.net, *The Boston Globe*, *Planning Magazine*, *Planetizen*, *Architecture Boston*, *The Next American City*, and *GlobalPost*, and is the author of three blogs – the Lincoln Institute blog, "At Lincoln House" www.lincolnst.edu/news/atlincolnhouse.asp, a blog for *The Boston Globe* on urban design and public space, "This Land" www.boston.com/community/blogs/this_land/ and the blog "Developing Stories," at the author's website www.anthoniflint.net.

Wrestling with Moses won a Christopher Award in April 2010.



Guest speaker Anthony Flint is the public affairs manager at the Lincoln Institute of Land Policy.

United Bank is pleased to support the WBDC and its staff for the fine work they do in the Worcester Community.

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Worcester Celebrates: A City on the Move

Tremendous development is taking place in Worcester that is altering its landscape and changing the city as we know it.

Do you remember the city before the Worcester Medical Center was built or Union Station renovated? Have you visited the revitalized Canal District, or seen a show at Hanover Theatre? And when you think "Worcester" do you think of it as a leader in bioengineering advancements? Take a walk through Gateway Park and you will.

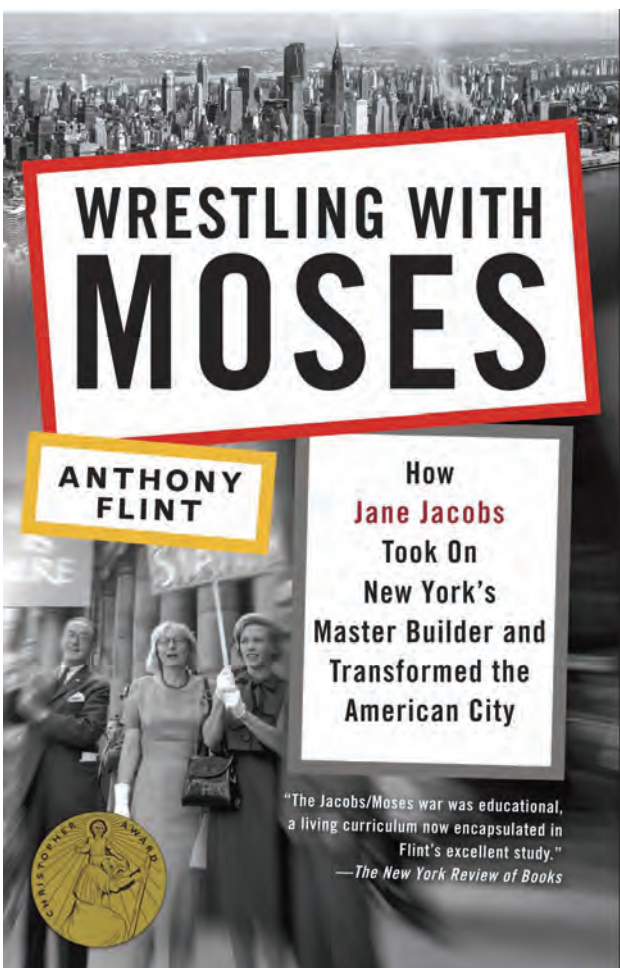
The Worcester Telegram & Gazette presents "Worcester Celebrates: A City on the Move," a book that captures the many exciting accomplishments of recent years and provides a glimpse into the plans and projects on the horizon. Join us as we explore the revitalized and ever-changing city of Worcester. A city steeped in history, but with a vision for the future. A city on the move.

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Solution to puzzle on page 5.

