



259 TURNPIKE ROAD SOUTHBOROUGH, MASSACHUSETTS 01772  
www.capitalgroupproperties.com

July 29, 2022

Ms. Kate Hodges  
Town Administrator  
Town of Lancaster  
Prescott Building  
701 Main Street  
Lancaster, MA 01523

Ms. Jasmin Farinacci  
Director of Community Development and Planning  
Town of Lancaster  
Prescott Building  
701 Main Street  
Lancaster, MA 01523

**Re: Concept Plan Materials for the Enterprise District Zoning Expansion**

Dear Kate and Jasmin,

Enclosed with this cover letter are various materials relevant to the area of the proposed Enterprise District Zoning Expansion for the purposes of Town of Lancaster Bylaw Section 220-63 Concept Plan A 1-4:

1. Schematic Development Plans (Concept plans) created by Bohler Engineering, showing zoning boundaries, perimeter boundary, proposed buildings, roads, drives, parking, open space, wastewater treatment plant, stormwater basins, wetlands, etc.
2. We currently do not have any floor plans or architectural elevations for any structures shown on the Concept Plan by Bohler Engineering. This plan is based on proposed uses and we do not have any specific tenants for any specific buildings on the plan and the alternate plan enclosed.
3. Attached is a letter from Avison Young addressing the analysis supporting the demand for the proposed uses, the anticipated market area, and what share of the market will come from the Town of Lancaster. Also attached is a letter from Bohler Engineering entitled "Project Narrative for Capital Group Properties Proposed Zoning Map Change Request," addressing the other items included in Section A (3). In addition, a map from TEC showing proposed off-site transportation improvements and matrices for utility and transportation improvements are attached.
4. The attached Bohler Engineering letter referenced above in #3 also addresses the analysis of Section A (4) a, b, and d. The attached Economic report addresses Section A (4) c.

If you have questions or concerns, please feel free to contact me at 508-768-7972 or [rjdepietri@cgpllc.net](mailto:rjdepietri@cgpllc.net).

Very Truly Yours,  
**Capital Group Properties, LLC**

*Bob Depietri*


Bob Depietri

cc: W. Depietri

# Concept Plans





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**SITE CIVIL AND CONSULTING ENGINEERING**

LAND SURVEYING  
PROGRAM MANAGEMENT  
LANDSCAPE ARCHITECTURE  
SUSTAINABLE DESIGN  
PERMITTING SERVICES  
TRANSPORTATION SERVICES

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THE EXPERIMENTAL, DESIGN AND CONSTRUCTION OF THIS TRANSPORTATION FACILITY WILL NOT BE OPEN TO THE PUBLIC FOR AT LEAST 10 YEARS, UNLESS APPROVED BY THE STATE OF CALIFORNIA. THE FACILITY WILL BE OPEN TO THE PUBLIC FOR AT LEAST 10 YEARS, UNLESS APPROVED BY THE STATE OF CALIFORNIA.

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|              |                              |
|--------------|------------------------------|
| PROJECT No.: | W181228                      |
| DRAWN BY:    | AJS                          |
| CHECKED BY:  | ENG                          |
| DATE:        | 07/08/2022                   |
| CAD I.D.:    | W181228_RE-ZONE CONCEPT-REND |

PROJECT:

**ENTERPRISE  
ZONING DISTRICT  
EXPANSION**

\_\_\_\_ FOR \_\_\_\_

**702, LLC, OWNER;  
SELECT BOARD  
SPONSOR**

McGOVERN BOULEVARD  
EXTENSION

McGOVERN BOULEVARD  
LANCASTER, MASSACHUSETTS  
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**J.A. KUCICH**

**PROFESSIONAL ENGINEER**

MASSACHUSETTS LICENSE No. 41530  
NEW HAMPSHIRE LICENSE No. 15476  
CONNECTICUT LICENSE No. 26127  
RHODE ISLAND LICENSE No. 2616  
MAINE LICENSE No. 12553

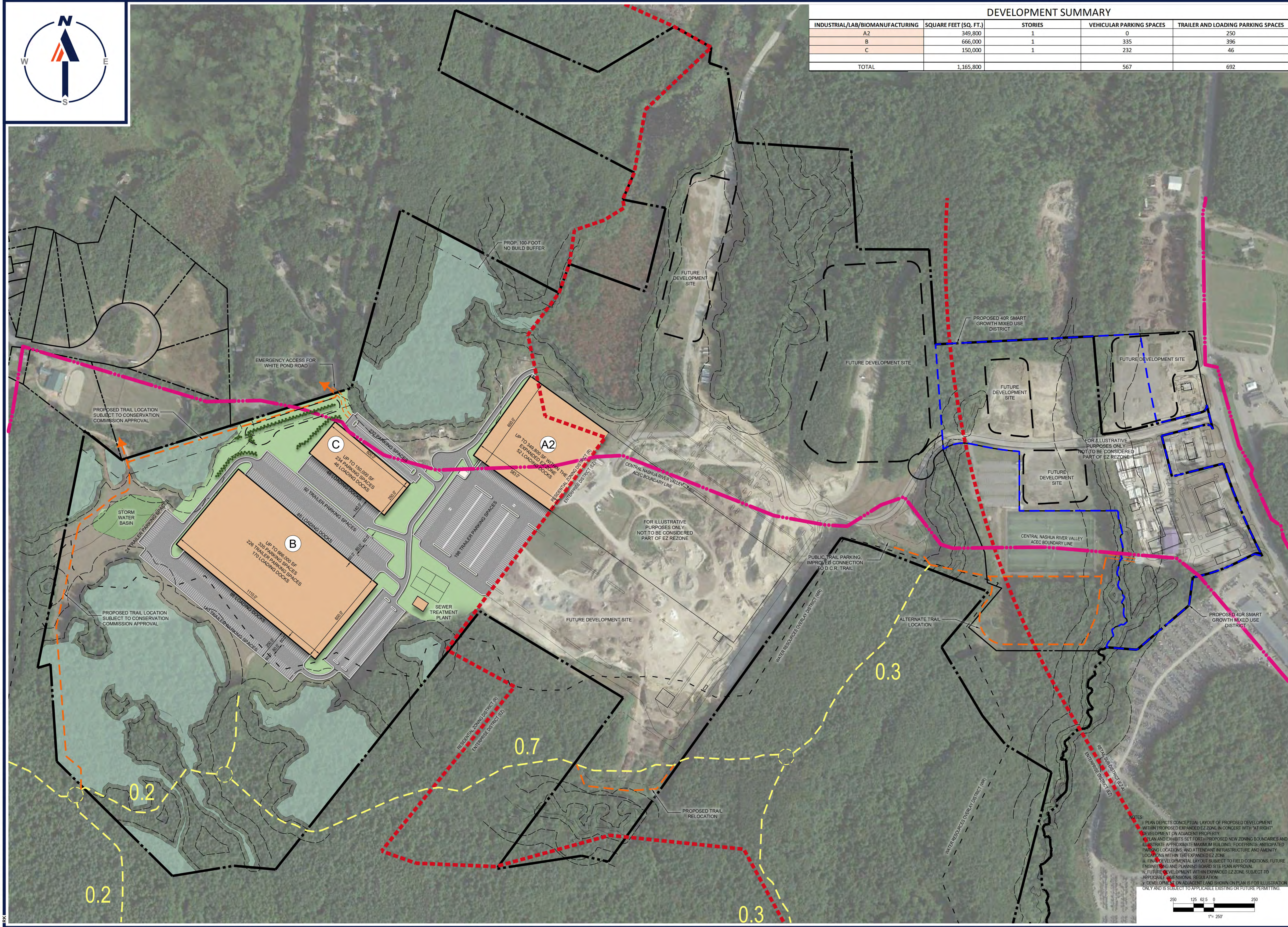
SHEET TITLE:

**CONCEPT  
PLAN**

**PER SECTION 220-63**

SHEET NUMBER: \_\_\_\_\_

ORG. DATE - 07/08/2022



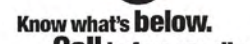




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## REVISIONS

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- FOR -

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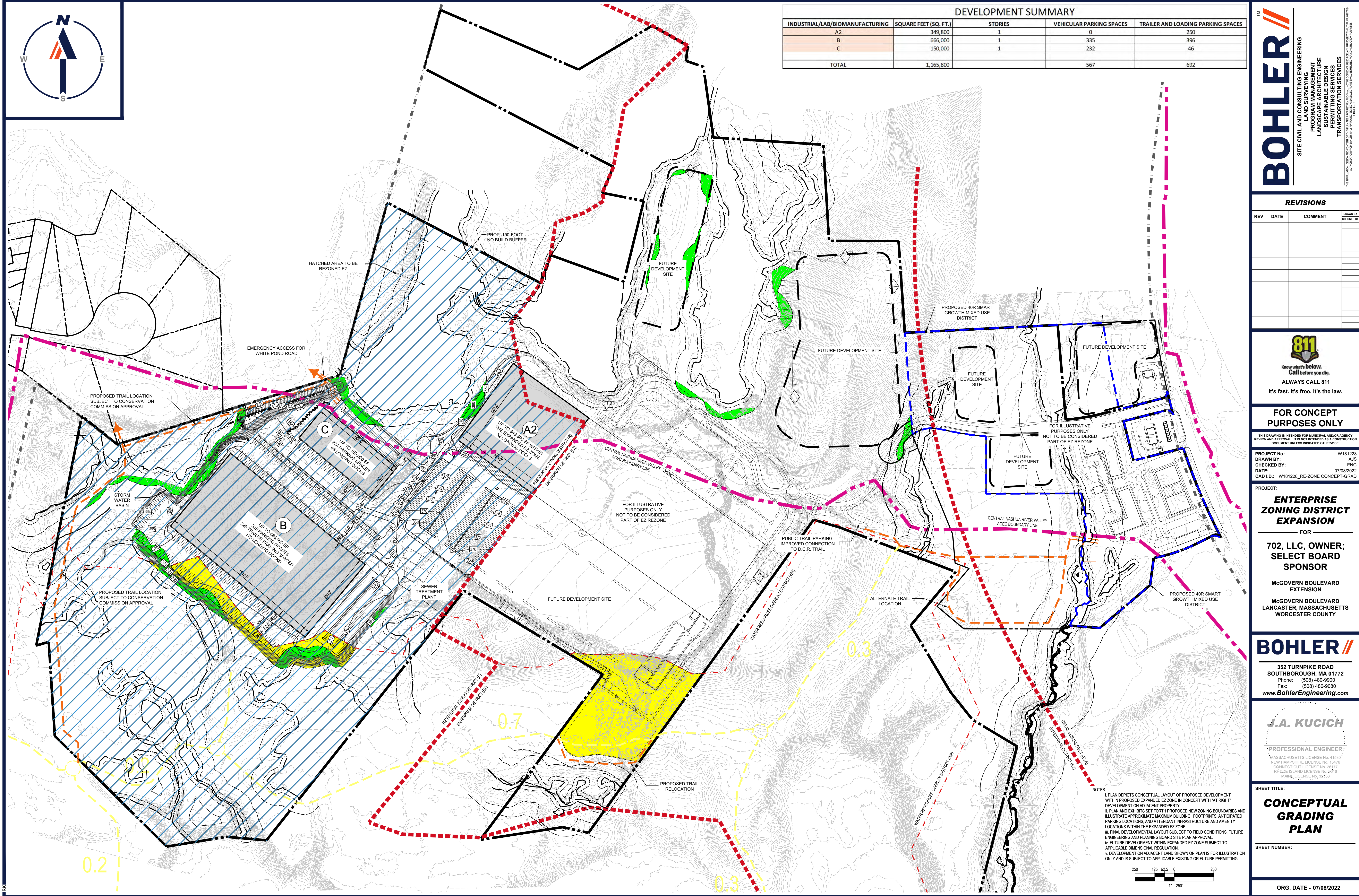
## CONCEPT PLAN

**PER SECTION 220-63**

SHEET NUMBER:

ORG. DATE - 07/08/2022





| DEVELOPMENT SUMMARY             |                       |         |                          |                                    |
|---------------------------------|-----------------------|---------|--------------------------|------------------------------------|
| INDUSTRIAL/LAB/BIOMANUFACTURING | SQUARE FEET (SQ. FT.) | STORIES | VEHICULAR PARKING SPACES | TRAILER AND LOADING PARKING SPACES |
| A2                              | 349,800               | 1       | 0                        | 250                                |
| B                               | 666,000               | 1       | 335                      | 396                                |
| C                               | 150,000               | 1       | 232                      | 46                                 |
| TOTAL                           | 1,165,800             |         | 567                      | 692                                |

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LANDSCAPE ARCHITECTURE  
PROGRAM MANAGEMENT  
SUSTAINABLE DESIGN  
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| REVISIONS |      |         |          |  |
|-----------|------|---------|----------|--|
| REV       | DATE | COMMENT | DRAWN BY |  |
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DRAWN BY: AUS  
CHECKED BY: ENG  
DATE: 07/08/2022  
CAD ID: W181228\_RE-ZONE CONCEPT-GRAD

PROJECT:  
**ENTERPRISE ZONING DISTRICT EXPANSION**  
FOR  
**702, LLC, OWNER;  
SELECT BOARD SPONSOR**  
  
McGOVERN BOULEVARD EXTENSION  
McGOVERN BOULEVARD  
LANCASTER, MASSACHUSETTS  
WORCESTER COUNTY

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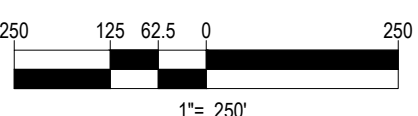
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RHODE ISLAND LICENSE No. 26716  
MICHIGAN LICENSE No. 12253

SHEET TITLE:  
**CONCEPTUAL GRADING PLAN**  
  
SHEET NUMBER:  
  
ORG. DATE - 07/08/2022

NOTES:  
1. PLAN DEPICTS CONCEPTUAL LAYOUT OF PROPOSED DEVELOPMENT WITHIN PROPOSED EXPANDED EZ ZONE IN CONCERT WITH "AT RIGHT" DEVELOPMENT ON ADJACENT PROPERTY.  
2. PLAN AND EXHIBITS SET FORTH PROPOSED NEW ZONING BOUNDARIES AND ILLUSTRATE APPROXIMATE MAXIMUM BUILDING FOOTPRINTS, ANTICIPATED PARKING LOCATIONS, AND ATTENDANT INFRASTRUCTURE AND AMENITY LOCATIONS WITHIN THE EXPANDED EZ ZONE.  
3. FINAL DEVELOPMENTAL LAYOUT SUBJECT TO FIELD CONDITIONS, FUTURE ENGINEERING AND PLANNING BOARD SITE PLAN APPROVAL.  
4. FUTURE DEVELOPMENT WITHIN EXPANDED EZ ZONE SUBJECT TO APPLICABLE DIMENSIONAL REGULATION.  
5. DEVELOPMENT ON ADJACENT LAND SHOWN ON PLAN IS FOR ILLUSTRATION ONLY AND IS SUBJECT TO APPLICABLE EXISTING OR FUTURE PERMITTING.



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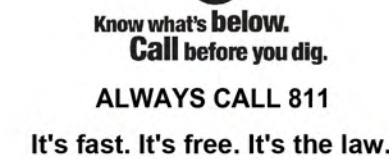
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CHECKED BY: ENC  
DATE: 07/08/2021  
CAD I.D.: W181228 RE-ZONE CONCEPT-AL

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# Project Narrative



## PROJECT NARRATIVE

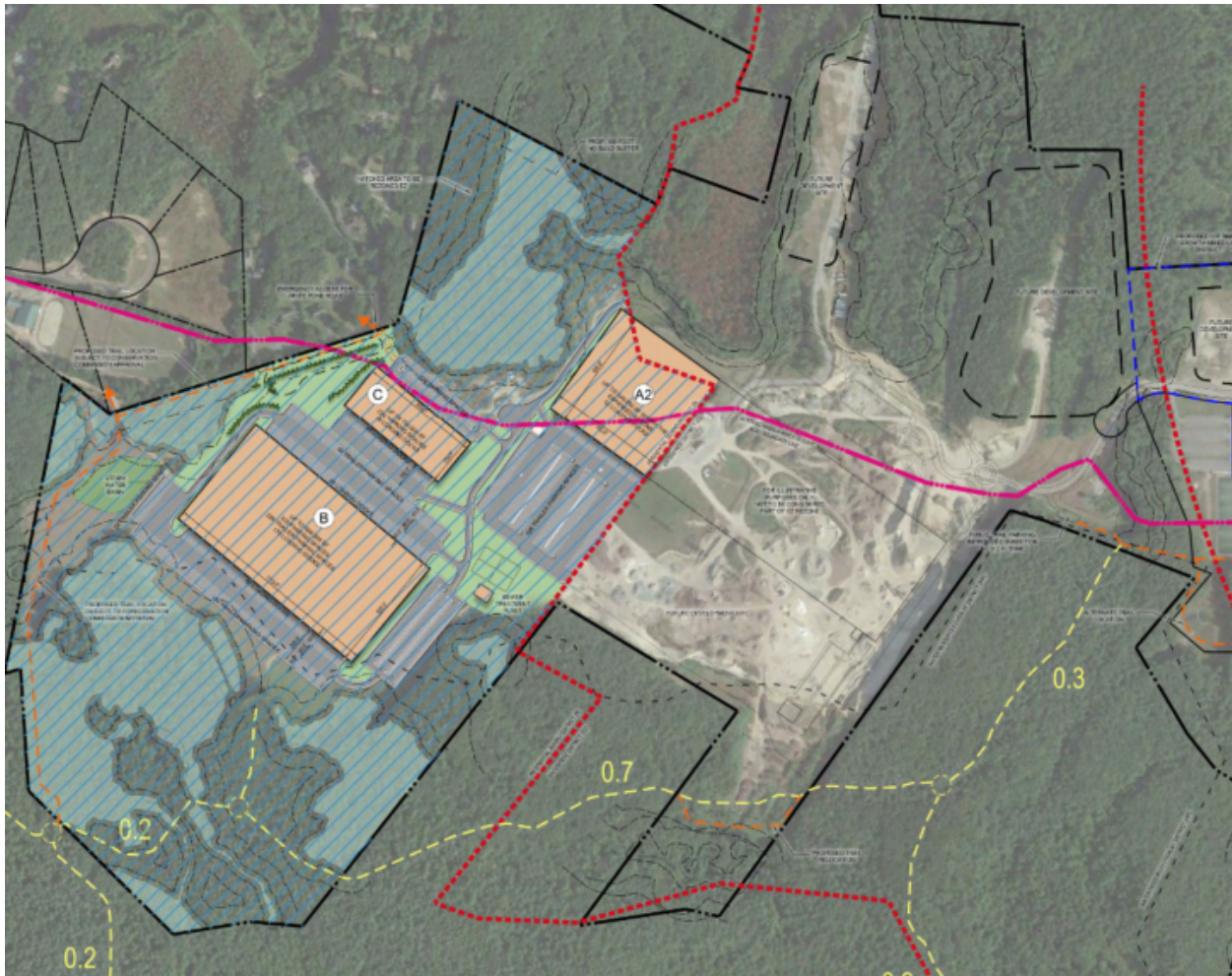
**FOR**



**PROPOSED**

# ZONING MAP CHANGE REQUEST

**McGovern Boulevard  
Lancaster, Massachusetts  
Worcester County**





## **Executive Summary**

Capital Group Properties, LLC, the Developer (“CGP”) and 702, LLC the property owner, (“702”) is submitting the enclosed application package in support of rezoning a 171.28-acre portion of the residential zoned part of the 702 Site. The project site (the “Site”) is located off McGovern Boulevard and Lunenburg Road in the Town of Lancaster. As shown on the Town Assessor’s Maps, the Site is identified as Map #8, Lot #45 and Map #9, Lot #4, refer to enclosed Plan of Land

The site is currently located within the Enterprise Zoning District and the Residential Zoning District. The zoning line runs roughly north to south through the central portion of the site with the Enterprise District covering the eastern 244.08-acres and the Residential District covering the western 188.90-acres. There are also three (3) overlay districts, the Integrated Planning Overlay District (IPOD), the Floodplain Overlay District and Water Resources Overlay District, encompass portions of the Site as well.

The rezone portion of the Project proposes approximately 1,165,800+/- GSF of logistics, lab, or biomanufacturing buildings as shown on the enclosed Schematic Development Plan (the “Plan”). The buildings will vary in size from approximately 150,000 SF to approximately 666,000 SF. Adequate parking and loading for each of the proposed buildings are shown on the Plan.

The proposed Project includes uses allowed by right within the Enterprise Zoning District but not within the Residential Zoning District. Access to the Site is from McGovern Boulevard to the east within the Enterprise Zoning District and there is no other access to the residentially zoned portion of the site other than through the Enterprise Zoning District. The proposal is to rezone a portion of the residential portion of the Site from the Residential Zoning District to the Enterprise Zoning District.

## **Existing Site Conditions**

The Site is located off McGovern Boulevard on the western side of Lancaster Road (Route 70). The Site consists of approximately 368± acres of land and is bordered by woods, wetlands, and residences to the northwest, Route 190 to the west, woods, wetlands, walking trails and the North Nashua River to the south, and Lunenburg Road and Kimball Farm to the east. The site also abuts the Lancaster Crossing development project to the east which contains a Dunkin’, Mobil Gas Station, and soccer fields (F.C. Stars Soccer Complex) with associated driveways, parking areas, utilities, and stormwater management systems. McGovern Boulevard was constructed as the main access point to the Site and to access the Lancaster Crossing development from Lunenburg Road. The Site consists of an active sand & gravel pit and gravel access roads, as well as fields, woodland, and wetlands.

## **Proposed Site Conditions**

The rezone Project proposes approximately 1,165,800+/- GSF of logistics, lab, or biomanufacturing buildings, along with associated access roadways, parking and circulation areas, stormwater management systems, and utility infrastructure. The Site is adjacent to the outdoor F.C. Stars Soccer Complex, a Dunkin’, and Mobil Gas Station.

Primary access to the Site will be via McGovern Boulevard from Lunenburg Road to the east. The Site currently consists of existing sand & gravel pits, gravel access roads and undeveloped woodlands and fields. The Proponent proposes to extend McGovern Boulevard approximately 2,300 LF in the westerly direction via a private roadway to provide access to the multiple buildings proposed as part of the Project. A new wastewater treatment plant is proposed to be constructed to the south as depicted on the plans.



The proposed Project is illustrated on the Schematic Development Plan included with the application. A breakdown of gross square footage (GSF) per use is also provided in the Development Summary Table provided below:

**Development Summary Table**

| <b>INDUSTRIAL/LAB/BIOMANUFACTURING</b> | <b>SQUARE FEET<br/>(SQ. FT.)</b> | <b>STORIES</b> | <b>VEHICULAR<br/>PARKING SPACES</b> | <b>TRAILER AND LOADING<br/>PARKING SPACES</b> |
|--|----------------------------------|----------------|-------------------------------------|---|
| A2                                     | 349,800                          | 1              | 0                                   | 250   |
| B                                      | 666,000                          | 1              | 335                                 | 396   |
| C                                      | 150,000                          | 1              | 232                                 | 46  |
|  |                                  |                |                                     |   |
| <b>TOTAL</b>                           | <b>1,165,800</b>                 |                | <b>567</b>                          | <b>692</b>                                    |

702 will also be transferring two parcels of land (Map 14, Lot 15 and Map 19, Lot 11) totaling 86.7 acres of land as open space.

### **Utilities**

As noted above, an on-site wastewater treatment plant (WWTP) is proposed in the central portion of the Site along the southern boundary to treat approximately sewer flow generated by the Project. All wastewater flow will be handled by the proposed WWTP, and no impact is anticipated to the municipal sewer system.

A new water line extension is proposed from Leominster to provide public water service for the Project. The Project will implement efficient water use strategies to reduce overall potable water use on-site. The proposed extension will allow for the Project to be serviced by the City of Leominster public water system and will have no impact on the Town of Lancaster water system. This extension has received approval from the Lancaster Conservation Commission.

Power and telecommunication services will extend and be upgraded in McGovern Boulevard from Lunenburg Road to service the Site. Power and telecommunication services will be fully coordinated with the utility provider during the preparation of detailed design plans.

### **Stormwater**

The project will include stormwater systems that will be designed to meet or exceed the ten (10) MassDEP Stormwater Standards by attenuating runoff rates to less than the pre-development condition, providing water quality treatment and TSS removal prior to infiltration and discharge, and promoting groundwater recharge. Best Management Practices (BMPs) may include but may not be limited to deep sump and hooded catch basins, water quality swales, proprietary stormwater quality units, forebays, infiltration basins and detention basins. The systems will be designed to mitigate proposed impervious surfaces and its impact on surface water, groundwater and flooding. Approximate locations for surface stormwater basins are shown on the enclosed plans. Underground basins will also be located under the parking lots of each pad site.



## **Traffic, Transportation and Circulation**

Access to the Site will be provided from McGovern Boulevard (which will be completed) which connects to Lancaster Road (Route 70) to the east. The following mitigation measures are proposed to as part of the Project.

### **Transportation Infrastructure:**

CGP has committed to the following improvements at the intersection of Main Street (Route 70) / Seven Bridge Road (Route 117):

- Modify traffic signal timings and parameters (traffic signal to be constructed as part of MassDOT Project No. 608779) post-occupancy to accommodate the additional traffic flow from the Project site.

CGP has committed to the following intersection improvements at the intersection of Lunenburg Road (Route 70) at McGovern Boulevard:

- Construct a fully-actuated traffic signal. Provide new demand-based vehicular and bicycle detection as part of the new traffic signal, as well as providing accommodations for emergency-vehicle pre-emption;
- Widen McGovern Boulevard to provide two eastbound travel lanes including an exclusive left-turn lane and an exclusive right turn-lane;
- Widen the Lunenburg Road northbound approach to introduce an exclusive left-turn lane operating under protected-permitted signal phasing;
- Widen Lunenburg Road southbound approach to introduce an exclusive right-turn lane operating under permissive-overlap signal phasing;
- Provide ADA/AAB-compliant pedestrian accommodations; including a crosswalk across McGovern Boulevard and Lunenburg Road, accessible ramps, and audio/vibratory pedestrian signal equipment; and
- Reconstruct private commercial driveways immediately north of McGovern Boulevard to accommodate the widened roadway.

CGP has also committed to making improvements to the acceleration and deceleration lanes at the Route 2 westbound interchange with exit 103.

### **Pedestrian Accommodations:**

CGP will construct a sidewalk along McGovern Boulevard to provide connectivity between land uses on the site and Lunenburg Road. This includes connectivity to the several retail parcels previously constructed (Dunkin' and Mobil Gas Station) and the existing Kimball's Farms along the east side of Lunenburg Road. Additional pedestrian crossings will be provided across McGovern Boulevard within the site.



### Bicycle Accommodations:

CGP is committed to constructing bicycle accommodations along McGovern Boulevard to provide connectivity between land uses on the Site and Lunenburg Road. These bicycle accommodations will be in the form of bicycle lanes and supplemented with MUTCD-compliant bicycle signage. In addition, bicycle racks will be provided on-site at various locations to promote the use of bicycle travel. Improvements along Lunenburg Road are generally short in nature and are along a high-speed arterial with wide-shoulders and therefore no formal bicycle improvements are proposed. As reconstructed, shoulders within the limits-of-work will be a minimum of 5-feet wide to support bicycle connectivity along the wide shoulders of the corridor.

### Natural Resources

The Site contains the following natural resource areas:

- Bordering Vegetated Wetland (BVW) – numerous areas containing BVW were field delineated, and survey located in September of 2018.
- Perennial Stream – numerous mapped perennial streams were identified on the USGS Map and survey located on-site.
- Intermittent Stream Bank – Unmapped and mapped intermittent streams are identified on the USGS Map and survey located on-site.
- Certified Vernal Pool – One (1) Certified Vernal Pool was identified in the southwestern portion of the Site using the Massachusetts Geographical Information System (MassGIS) Online Maps and survey located on-site.
- Isolated Vegetated Wetland – numerous areas containing isolated vegetated wetlands were field identified and survey located on-site.

According to the most recent Flood Insurance Rate Map (FIRM) prepared by the Federal Emergency Management Agency (FEMA) and the MassGIS Online Mapping Tool (Oliver), portions of the Site to the north and east are located within Zone A: 1% Annual Chance of Flooding (100-year flood). A small portion of the Site along the southern perimeter is located within Zone AE: 1% Annual Chance of Flooding (100-year flood) and Zone X: Areas of 0.2% annual chance flood. According to the latest addition of the Massachusetts Natural Heritage Atlas, 14th edition, there are no areas of Priority Habitats or Estimated Habitats located on the Site. The southern half of the site is located within the Central Nashua River Valley ACEC which is administered by The Department of Conservation and Recreation (DCR). The intent of the ACEC is to preserve, restore and enhance environmental and cultural resources. Land development is not prohibited within the ACEC, but the designation provides higher environmental standards for projects within ACECs that impact wetlands, tidelands, Great Ponds and most navigable rivers and streams. The Project will be designed to meet the intent of the ACEC designation by working within previously disturbed areas as is practicable, avoiding direct alteration of onsite wetland resource areas and minimizing impacts to resource areas. Work within ACEC areas also involves state-coordinated public review through the MEPA process. CGP has had initial discussions with DCR to review how the project relates to the ACEC and will continue to work with DCR as the project progresses through the state and local permitting processes.

In the fall of 2018, EcoTec, Inc. delineated wetland resource areas and obtained an Order of Resource Area Delineation (“ORAD”) under DEP File: CE 193-0554 for the project Site. The approved wetland boundaries and associated buffers are depicted on the project plans.



The Project will involve work within the within the aforementioned natural resource areas. Work within these areas will be designed to mitigate impacts to the resource areas, including avoidance of the 25 foot no touch buffer zone, and will require full review by the Town of Lancaster Conservation Commission as part of a future Notice of Intent process. In addition, as noted the Project will include stormwater systems that are designed to meet or exceed the ten (10) MassDEP Stormwater Standards by attenuating runoff rates to less than the pre-development condition, providing treatment and TSS removal prior to infiltration and discharge, and promoting groundwater recharge. The systems will be designed to mitigate proposed impervious surfaces and its impact on surface water, groundwater and flooding.

The Project will provide construction period erosion and sedimentation controls to minimize temporary construction impacts. This will include protection for stormwater inlets, protection around temporary material stockpiles and various other techniques. Additionally, the Project will be required to file Notice of Intent with the US EPA and implement Stormwater Pollution Prevention Plans (SWPPP) during the construction period. The SWPPP will be prepared prior to the start of construction and will be implemented by the site contractors under the guidance and responsibility of the project's proponent.

### **Visual Environment**

The project will have little impact on the visual environment for the area. The project is located off the end of McGovern Boulevard and is setback roughly 3,800 feet from Lunenburg Road (Route 70). The proposed buildings will have minimal visual impact to surrounding areas.

CGP has had discussions with the closest residential neighbors on White Pond Road. Based upon these discussions they have agreed to maintain and enhance a 100-foot buffer between the development and these properties along with constructing a substantial landscaped berm and fencing between the site and the residences to help screen the property. The berm and trees that currently exist will remain and a new additional 16' tall berm will be installed. On the top of the new berm, CGP will be planting 8-10 ft tall evergreen trees and an 8 ft tall vinyl fence. It should be noted that the closest building to White Pond Road, building C, is approximately 165 feet from the property line providing additional buffer to the abutting residences.

It is also noted that CGP has met with DCR to discuss the project and its relation to the abutting laned owned by DCR (Map #14, Lot #11). Based upon these discussions CGP has also agreed to provide a 100-foot landscape buffer between the Project and the DCR owned land.

### **Schools and Public Recreation**

As noted, the project will include the development of non-residential buildings and will not have any impact on the Town of Lancaster school system nor require the need for additional public recreation facilities.

### **Fiscal impact / taxes**

The proposed rezone project is conservatively estimated to generate new tax revenue of \$1,927,359 and municipal costs of \$113,821, resulting in significant new tax income of \$1,813,538 annually at full build out of the area of the rezone alone for the Town of Lancaster and have a positive fiscal impact.



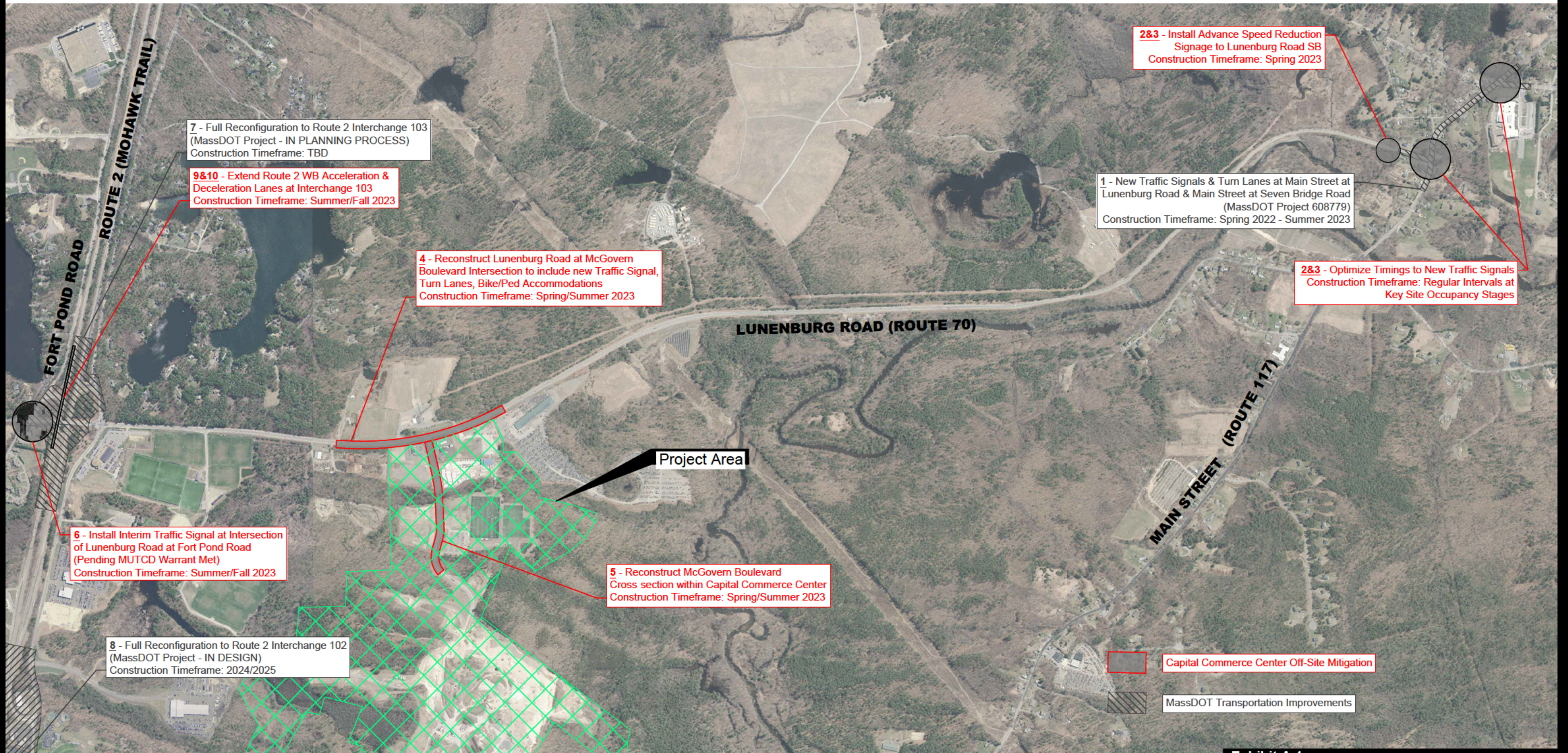
# Off-Site Transportation Improvement Plan





Scale: 1" = 1,300'

## Capital Commerce Center - Lancaster, MA



### Exhibit A.1

Capital Commerce Center  
Off-Site Transportation Improvements  
Overview Map  
Lancaster, Massachusetts



TEC, Inc.  
146 Dascomb Road  
Andover, MA 01810



## Infrastructure Improvement Matrix

| <u>Project Segment</u>  | <u>Functional Classification</u> | <u>NHS Roadway</u> | <u>Jurisdiction</u>         | <u>Responsible Party for Construction</u> | <u>ROW Impacts</u>      | <u>Grading Impacts</u>      | <u>Environmental Impacts</u>      | <u>Construction Timeline</u>                         |
|---|----------------------------------|--------------------|-----------------------------|---|-------------------------|-----------------------------|-----------------------------------|--|
| Main Street [MassDOT Project No. 608779] – Route 70/117 Intersection Improvements | Urban Principal Arterial         | Yes                | Town of Lancaster           | MassDOT                                   | Minor ROW Acquisitions  | Minor grading impacts       | No Environmental Impacts          | 2022/2023  |
| Main Street / Seven Bridge Road Intersection – Traffic Signal Optimization        | Urban Principal Arterial         | Yes                | Town of Lancaster           | Capital Group Properties                  | N/A                     | N/A                         | N/A                               | Recurring for Project Milestones                     |
| Main Street / Lunenburg Road Intersection – Traffic Signal Optimization           | Urban Principal Arterial         | Yes                | Town of Lancaster           | Capital Group Properties                  | N/A                     | N/A                         | N/A                               | Recurring for Project Milestones                     |
| Lunenburg Road / McGovern Boulevard Traffic Signal                                | Urban Principal Arterial         | No                 | Town of Lancaster           | Capital Group Properties                  | Minor ROW Impacts       | Minor grading impacts       | N/A                               | 2023 Prior to 1 <sup>st</sup> Opening <sup>(a)</sup> |
| McGovern Boulevard  | Local                            | No                 | Town of Lancaster           | Capital Group Properties                  | N/A                     | Minor grading impacts       | N/A                               | 2023   |
| Lunenburg Road / Fort Pond Road – Temporary Traffic Signal                        | Urban Principal Arterial         | Yes                | Town of Lancaster           | Capital Group Properties                  | N/A                     | N/A                         | N/A                               | 2023 <sup>(a)</sup>                                  |
| Route 2 Interchange 102 Improvements  | Urban Minor Arterial / Freeway   | Yes                | MassDOT / Town of Lancaster | MassDOT                                   | Significant ROW Impacts | Some grading Impacts        | Some Environmental Impacts        | 2024/2025  |
| Route 2 Interchange 103 Improvements  | Urban Minor Arterial / Freeway   | Yes                | MassDOT / Town of Lancaster | MassDOT                                   | Significant ROW Impacts | Significant grading Impacts | Significant Environmental Impacts | TBD  |
| Route 2 WB Interchange 103 Deceleration Lane Improvements                         | Freeway                          | Yes                | MassDOT                     | Capital Group Properties                  | N/A                     | Minor grading impacts       | N/A                               | 2023   |
| Route 2 WB Interchange 103 Acceleration Lane Improvements                         | Freeway                          | Yes                | MassDOT                     | Capital Group Properties                  | N/A                     | Minor grading impacts       | N/A                               | 2023   |

<sup>a</sup> Subsurface infrastructure for traffic signal installed in 2023 prior to 1<sup>st</sup> site building opening. Above-ground infrastructure purchased in 2023 and installed upon meeting MUTCD traffic signal warrants.

<sup>b</sup> Full build out of McGovern Boulevard cross-section to be completed from Lunenburg Road to western limit of site plan where building occupancy is occurring.



# Utility Improvement Matrix



| Utility                               | Jurisdiction   | Party Responsible of Funding Construction | Estimated Construction Start |
|---------------------------------------|----------------|---|------------------------------|
| Waterline Extension                   | Leominster     | Capital Group Properties                  | 2023                         |
| On-site Wastewater Treatment Facility | Private        | Capital Group Properties                  | 2023                         |
| Electric                              | National Grid  | Capital Group Properties                  | 2023                         |
| Gas/Propane                           | Eversource/TBD | Capital Group Properties                  | 2023                         |



# Economic Impact Report



# Enterprise District Expansion

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Lancaster, Massachusetts  
Estimated Gross Valuation  
& Revenue Impact Study

Prepared by:

Capital Group Properties, LLC  
702, LLC  
259 Turnpike Road  
Southborough, MA



## **"Capital Commerce Center" - Estimated Gross Valuation and Revenue Impact Summary**

As per Section 220-63.A(4)c of the Zoning Bylaws, Capital Group Properties, LLC and 702, LLC have prepared an analysis of the potential economic benefits that will be associated with the proposed Enterprise District Zoning Expansion affecting the rear portion of land on McGovern Boulevard. We built upon the "Fiscal Impact Analysis-Capital Commerce Center"<sup>1</sup> report RKG Associates, Inc. delivered to Lancaster's Economic Development Committee on October 29, 2021, which we recommend be read as a supplementary reading to identify the sources of the numbers used excluding our revised employee estimate that is presented.

The square footage used is 1,165,800 square feet across three buildings, as depicted on the "Concept Plan" attached to this analysis. This analysis is limited to only the area of the proposed Enterprise District Zoning Expansion.

Like in the RKG Report, the estimated assessment for the logistics buildings is \$85/ft. This uses the cost method which is the most viable method of valuation at this stage as due to the lack of similar buildings in Lancaster which a sales approach to valuation is not appropriate. As tenants move in, this approach is likely to be switched to an income approach to valuation on the part of the local assessor. We retain the assumption that the site's land assessment will remain the same as opposed to increasing so the new tax revenue represented only incorporates the construction of the new buildings.

For the operating costs, we used the figures per employee RKG had obtained in its own research and its discussions with the former Town Administrator Orlando Pacheco regarding General Government services and Fire, Acting Police Chief Everett Moody regarding the Police, and Superintendent Kevin Bartlett regarding Public Works. This resulted RKG finding an incremental variable cost per new employee of \$97.99. We have increased the estimated employee count of the project modeled for municipal expenses to be in line with the most employee intensive user we have had discussions with, resulting in a figure of 1,162, resulting in higher services cost per square foot than the RKG study.

Regarding employment created, we expect the 1,165,800 square feet to create approximately 777 jobs, using the employee estimate used in RKG's study, which is based on a standard logistics use.

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<sup>1</sup> RKG Associates, Inc. October 29, 2021. "Technical Memorandum: Fiscal Impact Analysis – Capital Commerce Center." [https://www.ci.lancaster.ma.us/sites/g/files/vyhli4586/f/pages/rkg\\_2021-10-29\\_lancaster\\_ma\\_fia\\_final\\_report.pdf](https://www.ci.lancaster.ma.us/sites/g/files/vyhli4586/f/pages/rkg_2021-10-29_lancaster_ma_fia_final_report.pdf)



## **New Real Property Tax Levy<sup>2</sup>**

- Facility Size: 1,165,800 square feet (sq. ft.)
- Total Estimated Assessed Value: \$99,093,000
- Total Modeled New Employment: 1,162 (Actual Estimated Employment is 777)
- New Cost of Services per Worker: \$97.99
- Total Estimated Cost to Provide Services to Facility: \$113,821
- Projected Tax Rate: 19.45/1000

|                               |                    |
|-------------------------------|--------------------|
| Tax Revenue Gains/Loss        |                    |
| Total Estimated New Revenue   | \$1,927,359        |
| Revenue Ratio (Costs/Revenue) | 0.059              |
| <b>New Income (Surplus):</b>  | <b>\$1,813,538</b> |

The numbers in this table mean that for every \$1.00 the Town receives in new tax revenue from the logistics center in the rezone area, the Town will spend 6 cents on municipal services.

In addition, the property will pay additional taxes for the Community Preservation Act (CPA) totaling approximately \$19,215 per year.

Due to proximity, we project that the project will have an immediately beneficial impact on the businesses of Dunkin Donuts, the Mobil gas station, and Kimball Farm on Lunenburg Road and spur the development of more of the Enterprise parcels on Lunenburg Road. Due to a much lower traffic impact towards the south, we expect a comparatively much smaller but still material effect on the businesses in the southern part of Lancaster from workers commuting to and back from the development from nearby communities which are too far from Routes 190 and 290 in that direction, primarily Clinton, and certain parts of Boylston, West Boylston, Berlin, and Sterling. These include Sandee's, Michael's Bridge Diner, Trolley Stop Pizzeria, and the Cumberland Farms station. The overall effect of the local meals tax from their increased sales to the Town of Lancaster should only be in the thousands of dollars due to its low levy.

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<sup>2</sup> The assessment and revenue projections omit the personal property tax which Lancaster does not currently benefit in any significant way from this type tax due to its existing commercial base lacking new capital-intensive equipment. As this is front heavy and very user dependent, averaging about one half of the starting value over a 20-year period, we do not include this figure.



# Market Demand Letter



July 29, 2022



Mr. Robert Depietri  
Capital Group Properties  
259 Turnpike Road  
Southborough, MA 01772

Dear Bob,

As we head into the end of Q2 2022, the Greater Boston industrial market continues to experience record activity, both in sales and leasing. With that activity, the lack of adequate industrial real estate across all submarkets has been exposed.

The acceleration of demand is directly attributed to both e-commerce and brick & mortar retailers seeking to add more distribution centers in densely populated areas to accommodate “last mile” logistics. According to global real estate advisor Avison Young, there was over 30 million square feet of industrial demand at the end of Q2 2022, which stands in stark contrast to the 8 million square feet of demand at the end of Q1 2019. Continued high tenant velocity, which stems from both organic growth and national demand, has rents at historic highs, and vacancy rates at record lows (3.9% regionally). The demand-to-availability ratio has shifted dramatically from 1:2 in Q1 2020 to over 3:1 in Q2 2022. Most projects under construction have been leased prior to completion, so while construction has increased, it will likely be insufficient to taper the demand/supply imbalance. The Route 2 – West submarket is one of the tightest, with vacancy rates at just 0.6%.

Lancaster is one of the only sites in the New England region which can accommodate a range of logistics users, allowing for rare floor plates in excess of one-million square feet, with the simultaneous ability to house multiple users in 500,000 square foot range and smaller. In addition, the town features unique highway access prized by large occupiers and strong access to labor. These factors are nearly impossible to replicate in the area. This will lead Lancaster to evolve from presently having a limited industrial and commercial tax base to becoming an important logistics submarket for Greater Boston and bolster Lancaster’s economy.

Based on all the supporting data and historical trends, we don’t expect a significant slowdown in demand even if there is wider economic weakness due to the forecasted recession. Demand for logistics buildings will continue to remain robust as long-term trends favoring closer proximity to the consumer continues. Established retailers continue to add space to their portfolios to reduce shipping times and improve the efficiency of their supply chains to accommodate existing and future demand. Additionally, increased fuel costs have made increasing network efficiency more crucial.





The combination of historically low available space and a more than 3:1 demand supply ratio will apply upward pressure and support to rents as the delivery of new supply continues to be a major issue in one of the most undersupplied markets in the country.

Sincerely,

A handwritten signature in dark ink, appearing to read "JP~".

Jonathan Pezzoni  
Senior Vice President

A handwritten signature in dark ink, appearing to read "John A. Dolan, III".

John Dolan  
Principal