

# EDC

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**The Economic Development Council Of  
Western Massachusetts**

*We Lead Our Region's Economic Development*

# What we do

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**Online-** we provide the data, demographics, news, real estate listings and incentives that companies need to choose Western Massachusetts for business expansion and relocation.

**On Beacon and Capitol Hills-** we advocate for legislation to aid in economic and workforce development while protecting the investments of the region's companies.

**In the news-** we take firm positions on evolving issues of economic development, infrastructure and business legislation.

**In Western Massachusetts-** we review major projects, prioritize them and pursue funding.

**In the conference room-** we meet with local brokers, business groups and developers regularly to coordinate efforts and increase regional development communications.

# **Our Affiliated Partners**

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**Affiliated Chambers of Commerce-** Business networking

**Greater Springfield Convention and Visitors Bureau-** Tourism

**Regional Technology Corporation-** Technology Industries

**Springfield Business Development Corporation-** Development

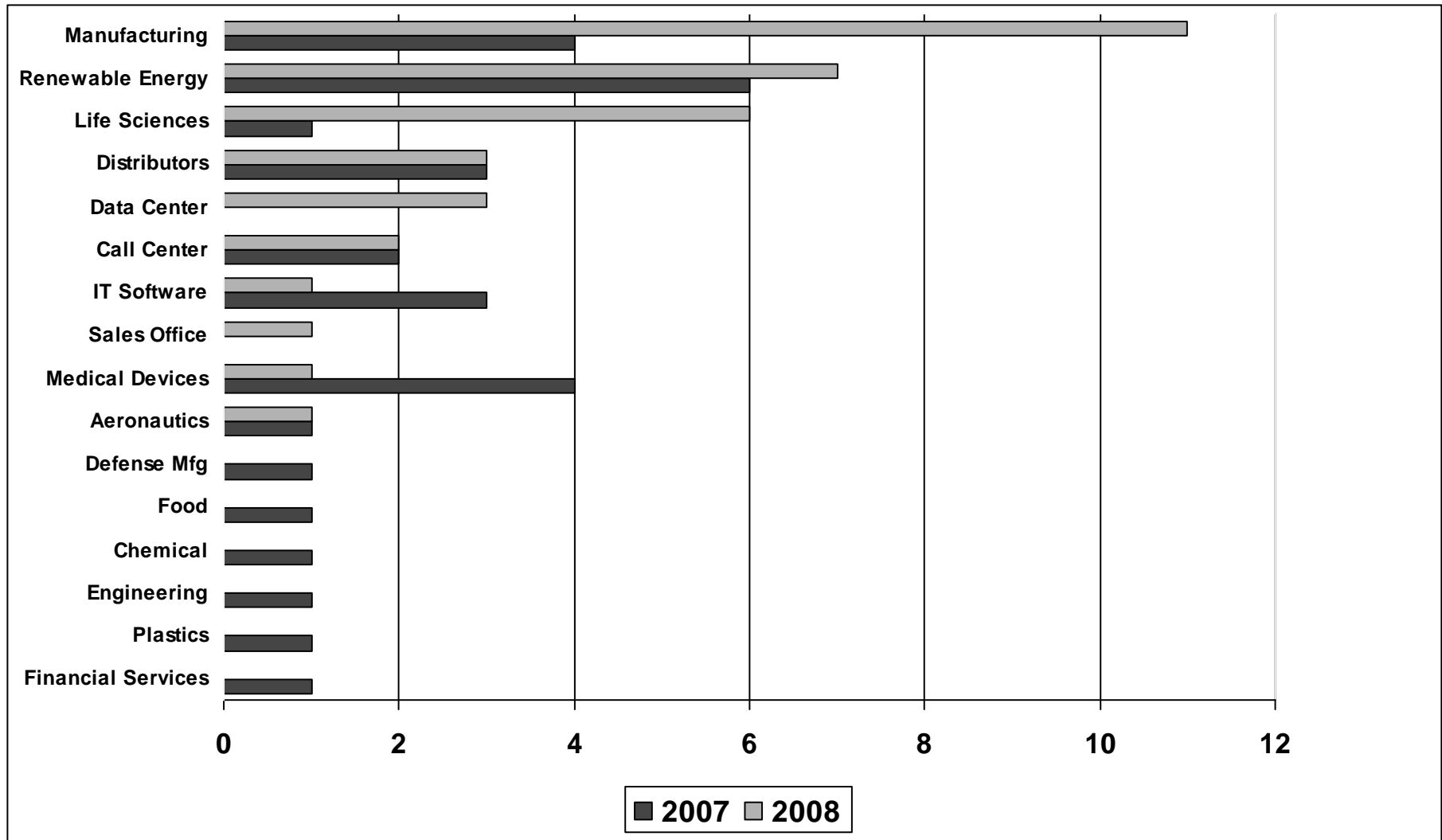
**Springfield Business Improvement District-** Downtown Springfield

**Westfield Business Improvement District-** Downtown Westfield

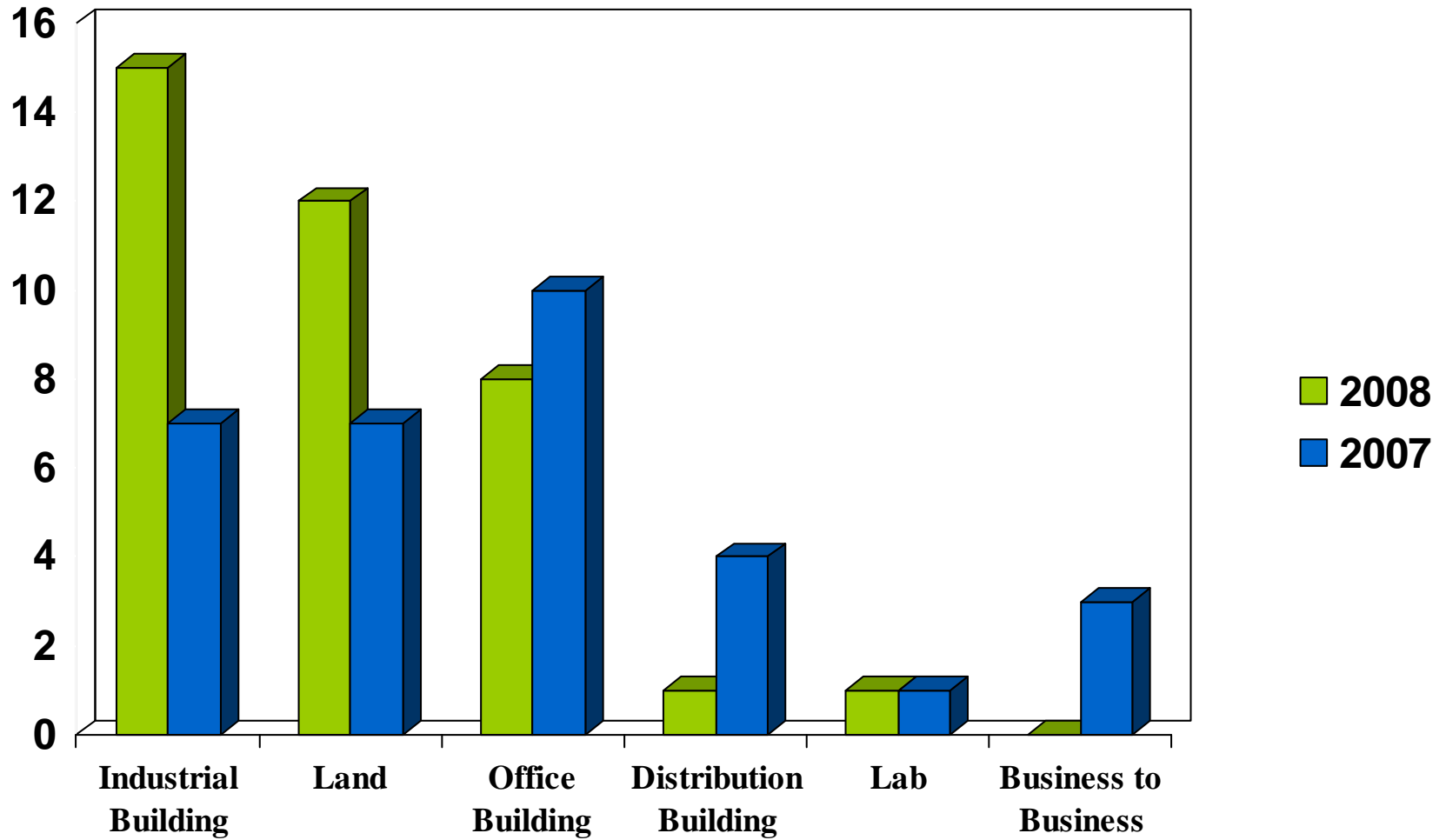
**Westmass Area Development Corporation-** Industrial Parks

**Westover Metropolitan Airport-** Air Service

# INDUSTRY SECTORS 2007-2008



# INTEREST



# “ASSUMPTIONS FOR 2009”

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- Minimal worldwide growth
- At least 6-9 months for financial institutions in the U.S. to unwind troubled assets (longer in E.U.)
- Credit markets to slowly unlock on similar timeframe
- Massive fiscal stimulus from the U.S.
  - Huge infrastructure investments in State and Region
- Interest rates kept at historically low levels
- Some M&A activity (companies with strong balance sheets looking to increase market share)
- Corporate investment to be slow until 4Q at earliest
- Higher unemployment throughout 2009

# **GROWTH SECTORS**

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- **RENEWABLE ENERGY**
- **LIFE SCIENCES**
- **AGRICULTURE AND FOOD PROCESSING**
- **AEROSPACE**

# Fast Tracking Development

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State-Certified Priority Development Sites

Designated Growth Districts

Pre-permitted and shovel ready sites

Industrial parks with infrastructure in place

# Chicopee River Business Park

## Chicopee, MA

Contact: Bryan Nicholas

Phone: (413) 593-6421

E-mail: [b.nicholas@westernmassedc.com](mailto:b.nicholas@westernmassedc.com)

Site Size: Land Inventory Available: 91.6 acres

Future Environmental Education Center: 52.5 acres

Total Conceptual Buildout:

Zoned For: 190,000 SF – General Office

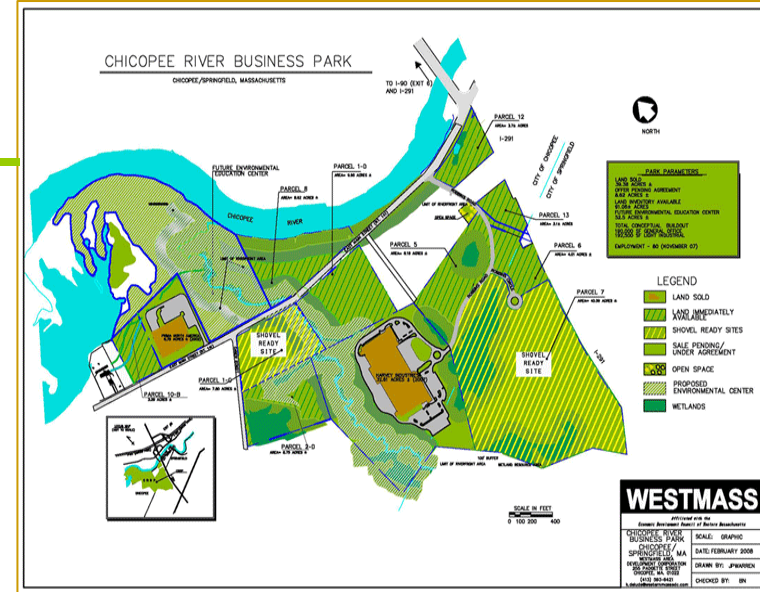
192,500 SF – Light Industrial

Location: Located at the intersection of I-90(Mass Pike at Exit 6) and I-291.

Priced at: \$90,000 - \$100,00 per developable Acre

Utilities:

- Water/Sewer – City of Chicopee
- Gas – BayState Gas (NiSource)
- Electric Service – Chicopee Electric Light Co.
- Telephone – Verizon – T1 & DSL, Charter Communications - Cable



# Campanelli Business Park of Westfield

## Campanelli Drive

## Westfield, MA

**Contact: Kevin Jennings**

**Phone: (413) 731-7770**

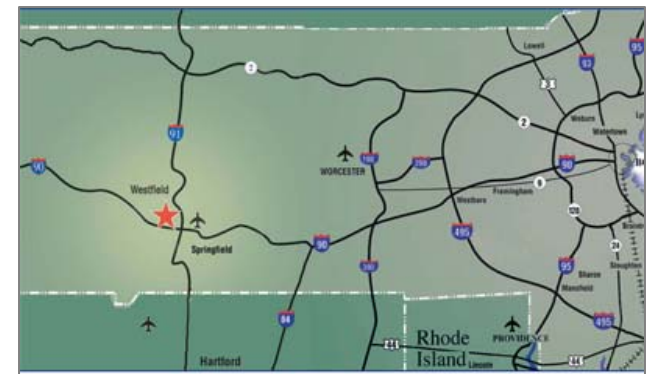
**E-mail: [kmj@jenningsllc.com](mailto:kmj@jenningsllc.com)**

**Site Size:** 130 Acre planned business park  
**Zoned For:** Industrial Park - Distribution, Warehouse,  
**Location:** Located on the mass pike at exit 3,  
minutes from routes 90 & 91 with access via  
route 10/202

**Priced at:** \$145,000. per Acre

**Utilities:**

- Gas & Electric – Westfield Gas & Electric Light
- Water & Sewer – City of Westfield
- Telephone – Verizon (250 pair switching & Fiber Available)



# Springfield Smith & Wesson Industrial Park

## Springfield, MA

Contact: Kevin Jennings

Phone: (413) 731-7770

E-mail: [kmj@jenningsllc.com](mailto:kmj@jenningsllc.com)

**Site Size: 46.4 Acres Industrial Park**

**Zoned For: Research Laboratories & Facilities**

**Manufacturing, Fabricating**

**Packaging, Office Buildings**

**Processing, Warehousing**

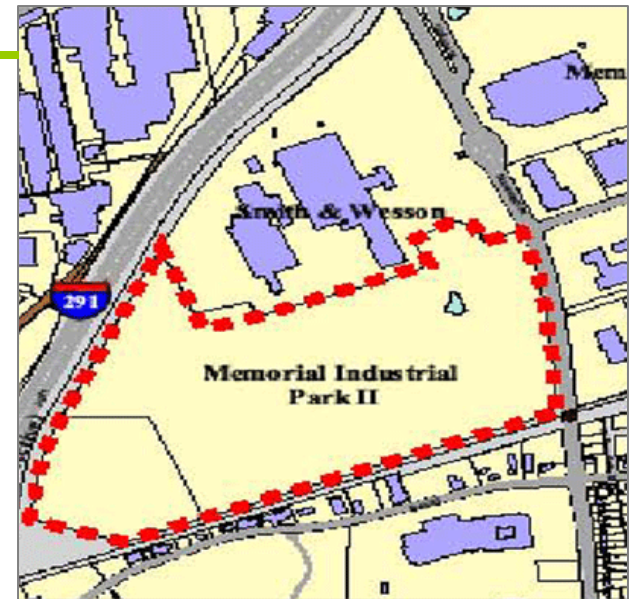
**Location: One mile to I-90 (Mass Pike Exit 6) & I-291,**

**Rail Service by CSX**

**Priced at: \$9.50/SF – Approximately \$120,000/Acre**

**Utilities:**

- Water & Sewer – City of Springfield - Capacity 210K gallons/day
- Electric – Western Massachusetts Electric Co.
- Gas – BayState Gas Co. (NiSource)



# Crossroads Business Park

## Holyoke, MA

Contact: Mitch Bolotin

Phone: (413) 781-0066

E-mail: [mjbolotin@colebrookrealty.com](mailto:mjbolotin@colebrookrealty.com)

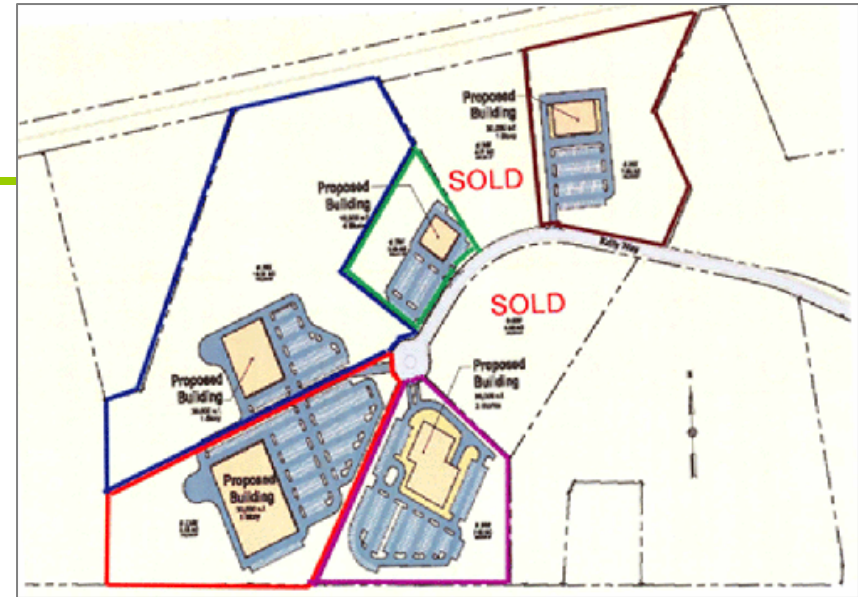
**Site Size:** 54 Acres – Lots ranging from  
3.04 – 16.37 acres.

**Zoned For:** Premier Industrial Park zoned sites  
can accommodate facilities  
ranging in size from App.  
13,000SF – 85,000 SF

**Location:** Crossroads of Interstate 91 and the Massachusetts Turnpike

**Priced at:** Ranging from \$52,000 - \$102,000 per Buildable Acre.

**Utilities:** Served by public utilities, UG conduit installed in road and  
prepared for connection to HG&E fiber system.



# 77 Champion Drive Chicopee, MA

Contact: Kevin Jennings

Phone: (413) 731-7770

E-mail: [kmj@jenningsllc.com](mailto:kmj@jenningsllc.com)

**Building Size: 154,500 SF Building**

**Usage: 17.28 Acres Industrial Zone**

**11,000 SF Office**

**24' to 27' Ceiling Height**

**Location: Less than 3 miles from I-90  
(Mass Pike) & I-391**

**Priced at: Sale – \$4,171,500. (\$27 psf)**

**Lease – \$3.75 SF**

**Utilities:**

- Water/Sewer – City of Chicopee
- Gas – BayState Gas (NiSource)
- Electric Service – Chicopee Electric Light Co.
- Telephone – Verizon – T1 & DSL, Charter Communications - Cable



# 318 Griffith Road Chicopee, MA

**Contact: Development Associates**

630 Silver Street, Suite 3C

Agawam, MA 01001

**Phone: (413) 789-3720**

**Building Size: 141,000 SF**

**Usage: Manufacturing/Warehouse Space**

**Manufacturing/Distribution Facility**

**12 docks, 1 Drive-in door, 28' clear ceiling height**

**Location: Westover Airpark North, Chicopee, MA – Less than 5 miles from I-90 (Mass Pike) & I-391, & I-291**

**Priced at: Lease – \$4.50 per SF**

**Utilities:**

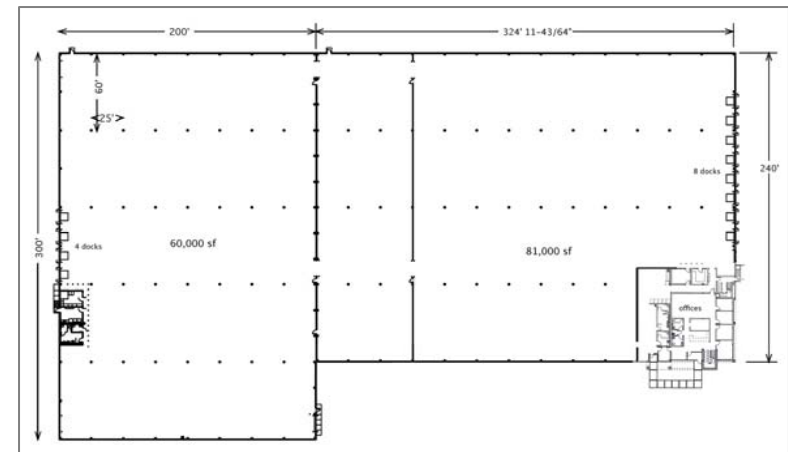
**Water/Sewer – City of Chicopee**

**Gas – BayState Gas (NiSource)**

**Electric Service – Chicopee Electric Light Co.**

**Telephone – Verizon – T1 & DSL, Charter**

**Communications - Cable**



# STCC Technology Park

## Springfield, MA

Contact: Robert Greeley

Phone: (413) 734-7923

E-mail: [rjg@rjgco.com](mailto:rjg@rjgco.com)

**Building Site:** The STCC Technology Park is a 15.3 acre site

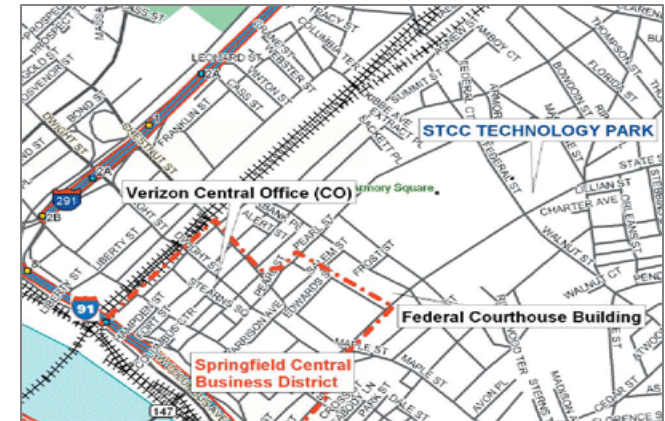
**Usage:** Offering lease space for technology-based and light manufacturing companies as well as corporate office space

**Location:** The Park is located with easy access to interstate 91, I-90 (Mass Pike) & interstate 291. The Park is 90 miles from Boston, 30 miles from Hartford, CT, 90 miles from Albany, NY and only 20 Minutes from Bradley Int'l Airport with rail service in downtown Springfield.

**Priced at:** Lease rates are Negotiable

**Utilities:**

- Water & Sewer – City of Springfield
- The Technology Park is “on Network” and has extensive fiber connectivity and close proximity to the local Verizon Central Office (CO). It has “fiber feeds” from MCI (Verizon), WilTel (Level 3), NEON (RCN), Verizon & Fibertech
- Electric – Western Massachusetts Electric Company provides separate 13,800 volt feeders, each coming from different sub-stations with an automatic transfer switch
- Gas – BayState Gas (NiSource)



# Baystate Health's Hospital of the Future



- **\$259 million project to replace aging facilities and create new**
- **599,100 square feet of new construction**

# KOLLMORGEN

## Village Hill, Northampton



- 130,000 sq foot building and 450-space parking lot
- Company plans on an additional 20,000 square feet of second floor office space

# STATE STREET CORRIDOR

Springfield

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- **\$17,000,000 Construction project lasting 2008 – 2009**  
**Commercial and mixed-use redevelopment**  
**\$13 million roadway improvement project.**

# Former Tech High School

Elliot and Spring Streets, Springfield



- Chosen as the site of the new \$76 million state data center

# Nonotuck Mill

296 Nonotuck St., Northampton



- » **Office, manufacturing, assembly, heavy utilities and warehouse space leases up to 150,000 sq feet**

# TARGET DISTRIBUTION CENTER

## Westfield



- Construction of \$100 million distribution center
- 1.7 million square foot facility

# Ludlow Mills

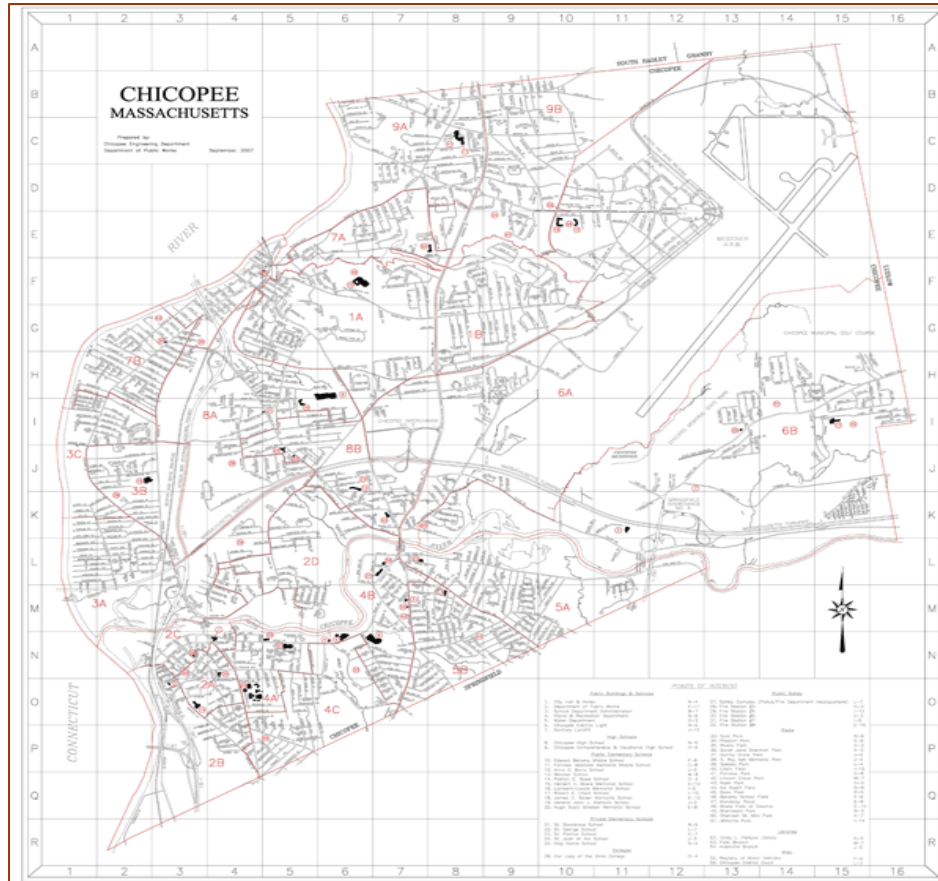
State Street, Ludlow



- **170 Acres being considered for mixed-use redevelopment**

# AIRPARK SOUTH

## Chicopee



- **57 Acres recently added to 100+ Acre industrial park**

# Former York Street Jail



- Demolition in progress of 3.5 acres along CT River and I-91

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**SENIOR VP OF BUSINESS DEVELOPMENT**  
**(413) 755-1300**  
**m.graney@westernmassedc.com**