



# OPEN FOR BUSINESS

The Baker-Polito Administration's  
New Approach to the Commonwealth's Real Estate Assets

One Year Progress Report  
November 2016

Governor Charlie Baker  
Lieutenant Governor Karyn Polito



# THE COMMONWEALTH IS OPEN FOR BUSINESS

Maximizing the Value of State-Owned Assets

The Commonwealth is the largest landowner in Massachusetts, with over 20,000 total properties owned by state agencies. On October 19th, 2015, Governor Baker issued a challenge to agencies across state government to leverage these assets to create economic opportunity, build housing, protect natural resources, generate appropriate revenue from leases and other partnerships, and above all to manage these lands with professionalism and creativity.

## THE OPEN FOR BUSINESS STRATEGY

Doing what we do – better.  
Providing a single point of entry.  
Tying policy goals to real estate management.  
Partnering with local officials.

The goal of Open for Business is to maximize the value of State assets in communities across the Commonwealth. The success of this initiative rests on strategic partnerships among the Governor’s office, agencies, municipalities, and the private sector.

## ACCOMPLISHMENTS TO DATE

One year progress report



**80+** Potential Projects Identified

**22** Projects Under Agreement

When fully realized, these 22 projects will have yielded:



**\$413m**

In revenue,  
mostly long-term  
lease payments\*



**\$8.2m**

In annual property  
taxes to local  
cities and towns



**1,556**

New units of housing,  
**94 affordable**



**100,000**

Square feet of  
commercial space



**260**

New jobs

\* \$7.5 million in one-time land sales

## FEATURED PROPERTY: Worcester State Hospital

Identified in 2015 at the onset of the Open for Business Initiative, the former Worcester State Hospital will be redeveloped as a biomanufacturing park by the Worcester Business Development Corporation, upon passage of legislation introduced late in 2016.

The 44 acre site, which will host 500,000 square feet of biomanufacturing space when fully built-out, is expected to attract and retain Massachusetts companies moving from the research phase to the commercialization phase of drug and medical device development. At full capacity the new site will have the potential to create over 500 jobs in Worcester.



Lieutenant Governor Karyn Polito is joined by business and community leaders to announce the designation of the site's developer, the Worcester Business Development Corporation.



The Worcester State Hospital Campus - Master Plan for Redevelopment

## FEATURED PROPERTY: Beverly Depot Commuter Rail Station

In April 2016, the MBTA identified 76,550 square feet of land and air rights at the Beverly Depot Garage as an opportunity for transit-oriented housing development.

In July 2016, the MBTA designated Barnat Development as the developer for the site, through a long-term lease with a net-present value of \$4,023,963. Within five months of submitting their proposal, Barnat Development received approval from the Beverly Planning Board for a development that will bring 67 apartment units - 14 of which will be affordable - and 5,200 square feet of retail space to a currently vacant space.



The Beverly Depot Commuter Rail Station

## FEATURED PROJECT: MBTA Solar Infrastructure Program

The MBTA Fiscal and Management Control Board has approved a 20-year lease agreement with Omni-Navitas Holdings LLC to install solar infrastructure at 37 MBTA-owned parking facilities.

The agreement will generate \$1.9 million in base rent in the first year, with an annual increase of 3 percent. Once all locations are fully operational, the MBTA will realize approximately \$5 million in savings through a reduction in snow removal, electricity and lighting maintenance costs.



28 MBTA surface parking lots and 9 MBTA structured parking garages will gain solar infrastructure, including solar carports and rooftop parking canopies on parking garages.



**OUR OPEN FOR BUSINESS PARTNERS:**



**massDOT**  
Massachusetts Department of Transportation



DIVISION OF  
CAPITAL ASSET  
MANAGEMENT &  
MAINTENANCE



MASSDEVELOPMENT

For questions about Open for Business,  
or to share your thoughts about a potential site, visit:

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[mass.gov/anf/openforbusiness](http://mass.gov/anf/openforbusiness)