



# Marlborough Hills Mixed Use Development Overview

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## The Marlborough Hills Development





# The Transformation of Forest Park

The Marlborough Hills project is a real estate development that has transformed an outdated, vacant business park, previously home to Hewlett-Packard, into one of the **most vibrant mixed-use development centers in New England**, featuring commercial office, retail, residential, hotel, and pedestrian space.

Marlborough Hills sits along I-495 in Marlborough, MA and is located in close proximity to the Massachusetts Turnpike.



# Project Timeline

<http://bit.ly/MarlboroughHillsTimeline>



Atlantic Management purchased the vacant campus from HP in 2011, using its success at the Shire Campus in Lexington as a blueprint for the redevelopment and revitalization of the project.



Atlantic Management presents mixed-use overlay district proposal to Marlborough City Council and Planning Board.



City officials agree unanimously to adopt the plan for a new overlay district.

August 2011

September 2011

October 2012

December 2012

## **AUGUST 2011 - DECEMBER 2012:**

Atlantic worked with the City of Marlborough on a zoning overhaul for the project, identifying Marlborough Hills as a priority site for redevelopment in the Economic Development Plan, and the site was designated as a Chapter 43D Priority Development Site.

Atlantic Management hosts Massachusetts Housing and Economic Development Secretary Greg Bialecki, as he toured high-potential sites along the I-495 corridor.



Quest Diagnostics makes a long-term commitment to Marlborough Hills, bringing approx. 1,000 employees.



The State of Massachusetts awarded The City of Marlborough a MassWorks Grant in excess of \$1.6 Million, which was matched by the City for roadway and pedestrian improvements from the I-495 Simarano Drive off-ramp through the Forest Street intersection, servicing the main thoroughfare to the Marlborough Hills campus.



# Project Timeline

<http://bit.ly/MarlboroughHillsTimeline>

**2013 - 2014:** Throughout the first development phase, Atlantic invested in excess of \$50 million in upgrades to the site infrastructure, base building, façade, mechanical systems and landscaping.



Atlantic Management sold 24 acres to AvalonBay Communities, which is in the final stages of constructing a 350-unit luxury apartment community. First Phase occupancy began in Spring 2015.



GE Healthcare announced plans to move its U.S. Life Sciences HQ to Marlborough in Spring 2015.



GE Healthcare signed a long term lease for 210,000 square feet at 100 Results Way to relocate their U.S. Life Sciences Headquarters to Massachusetts.

January 2013

October 2013

June 2014

August 2014

December 2014

2015

Quest Diagnostics signed a long-term lease for 209,000 square feet to create a new state-of-the-art blood lab. In excess of \$80 Million in Tenant specific improvements were put into the Building. Quest Diagnostics began occupying the Building in Summer 2014.



Quest Diagnostics opened their 209,000 sq. ft. regional "Lab of the Future."



Hotel developer, CSM out of Minneapolis purchased 3.6 acres from Atlantic Management in December 2014 and broke ground on a 163-room full-service Hilton Garden Inn, which will be delivered in early 2016. The hotel will have a conferencing center as well as a full service restaurant.



The Boston Business Journal (BBJ) named Marlborough's economic turnaround among its top five real estate stories of the year.



Atlantic is in the final design stages of a retail component for the campus, slated to include a daycare center and additional amenities including a restaurant, coffee shop, dry cleaners and more. In addition AMC is in the process of adding an amenities center in excess of 20,000 SF which includes a first class Café and Fitness Center.

# Marlborough Hills Property: Before

For more than 40 years, the 109-acre campus has been home to large corporate tenants such as **Hewlett Packard, Digital Equipment Corporation** and **Radio Corporation of America**

**RCA**



**digital**

**COMPAQ**

The property was comprised of **two** buildings at **750,000 square feet**





# Marlborough Hills Property: After

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The property is a total of **109 acres**.  
The mixed-use development will feature corporate office and lab space, luxury residences, hotel accommodations, retail shops and amenities.



**GE Healthcare, Quest Diagnostics, Avalon Luxury Apartments**  
and **Hilton Garden Inn** have all committed  
to joining the Marlborough Hills community.





# Proposed Site Plan





# Quest Diagnostics Before





# Quest Diagnostics Today

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# Quest Diagnostics Today

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# Quest Diagnostics Before

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# Quest Diagnostics Today

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# GE Healthcare Life Sciences Before

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# GE Healthcare Life Sciences Rendering

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# GE Healthcare Life Sciences Rendering

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Quest Diagnostics' state-of-the-art “**Lab of the Future**” is the first office and lab tenant at Marlborough Hills comprised of **209,000 square feet**.

Quest Diagnostics officially opened in **June 2014** and will employ approximately **1,350 people**.

*“The new \$80-million Quest Diagnostics laboratory in Marlborough will be a hub of innovation, as well as the center for medical testing services for patients throughout New England. Within these walls, Quest will provide the most advanced testing anywhere in the world.”*

*-Steve Rusckowski,  
CEO of Quest Diagnostics*





The new GE Healthcare Life Sciences Headquarters will consist of **210,000 square feet** including office and lab space.

GE Healthcare is anticipated to open in 4<sup>th</sup> Quarter of 2015 and expects to have about **500 employees.**

*“Proximity to leading research hospitals and colleges and universities that offer post-graduate degrees in the life sciences is invaluable. Plus, GE Healthcare Life Sciences has a strong local customer base. When GE made the decision to establish their (Healthcare Life Sciences) headquarters up here, they did it because this is one of the premier life sciences clusters in the world.”*

*-Tony Kotarski,  
Life Sciences Executive of GE Healthcare*



GE Healthcare





The upscale Hilton Garden Inn slated to open Spring 2016 will offer **163 high quality hotel rooms**, a full service restaurant and bar, fitness room, pool, conference facilities, and breakout rooms.

*"As major corporations continue to move into Marlborough, we recognized a need for a new, updated hotel to accommodate the area's growing community. We are excited by the activity within the immediately adjacent office park and could not be more pleased to make this venture a reality."*

*-Bob Micklash,  
President of CSM Lodging*





The property will feature up to **50,000 square feet** of retail including a daycare center, restaurant, market, coffee shop, banking, dry-cleaning, and other service amenities all within walking distance.

The retail space will offer premier amenities to employees, residents and visitors of Marlborough, MA.





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