

SPRING 2010 QUOTE FOR THE QUARTER:

"Whatever you do,
work at it with all your
heart, as working for
the Lord, not for
men..."

- COLOSSIANS 3:23

IN THE SPOTLIGHT:



LAB SPACE AVAILABLE

86 South Street,
Hopkinton

94-96 South Street,
Hopkinton

63 Great Road, Maynard

257 Simarano Drive,
Marlborough

Contact OCP for further
details: 508-481-8200 x 123

SPRING

2

0

1

0

OCP will be
launching its all-new
state of the art
website soon! Stay
tuned for further
details...

O'BRIEN COMMERCIAL
PROPERTIES

CONTACT INFO:
5 MOUNT ROYAL AVE.
MARLBORO, MA 01752

508-481-8200

WHAT \$ DOES MASSACHUSETTS HAVE TO OFFER YOUR COMPANY?



Article by **BRET O'BRIEN** -Senior Vice President, OCP

If your company is considering making a real estate investment, either by moving or investing in your existing location, then you could benefit from the Massachusetts Economic Development Incentive Program (EDIP). The basis for these programs is job creation and retention, and they can now be utilized by both buyers and tenants alike.

EDIP: The program is essentially a two part process, of which the first step is to obtain a commitment from the municipality for Tax Increment Financing (TIF), and the second step is to negotiate with the state for an Economic Opportunity Area Credit (EOAC). Companies should begin pursuing the EDIP as soon as they begin contemplating a new investment because it is a lengthy process, and not all municipalities offer the TIF program, without which companies cannot obtain the EOAC, which happens to be where the bulk of the money is usually obtained.

TIF: TIF is a tax break that is based on the increased assessed value of a property. The TIF does not reduce the tax on the existing infrastructure, but offers a 5%-100% reduction in the taxable assessment on new investments into the real estate, for 5-20 years. If a company purchases raw land, then the TIF can be applied to the construction of the entire new building.

EOAC: Upon receipt of a TIF commitment from the municipality, the applicant can pursue an EOAC, which is negotiated with the Commonwealth, but allowed to range from 1% to 10% of the eligible portion of the investment. The eligible portion of the investment includes the cost of the real estate, improvements to the real estate and equipment. Depending on the corporate structure the tax write off may even be used personally by the principals and can be spread over a number of years.

O'Brien Commercial Properties in coordination with a full service private organization that specializes in these programs assisted a client in obtaining \$150,000 in tax incentives last year, while purchasing an 87,000 square foot building through O'Brien Commercial Properties in Bellingham, MA.

OCP SECURES NEW HOMES FOR THREE NON-PROFITS



BACK ROW- Paul Mulroy, Sharon Venini, Eric O'Brien, Kristen O'Brien, Joel Aho **FRONT ROW**- Sarah Hunsucker, Bret O'Brien

In three independent transactions, O'Brien Commercial Properties secured new leases with major food pantries in three Massachusetts communities.

- *Community Supper, Inc.* – 3,000 sq ft at 235 Summer Road, Buxborough, MA
- *Wheat Community Services* – 3,000 sq ft at 500 Main Street, Clinton, MA
- *Project Just Because* – 7,000 sq ft at 86 South Street, Hopkinton, MA

All are long term leases with privately funded 501-3C corporations. "This type of leasing activity seems to follow the spike in unemployment as of recently" stated Eric O'Brien, President, O'Brien Commercial properties, Inc. "It is rewarding to be helping the communities and those in need, while performing our day to day leasing activities" O'Brien also owns and/or manages each of these locations. Eric O'Brien, Bret O'Brien and Sarah Hunsucker of O'Brien Commercial Properties facilitated the three above named transactions.

Article by **SHARON VENINI**-
Director of Accounting & Property Management, OCP

Q&A WITH SUCCESSFUL MARLBOROUGH-BASED DEVELOPER

Article by **JOEL AHO** - Vice President, OCP



I had an opportunity to sit down with the President and Founder of First Colony Development Company, established in 1981 and headquartered in Marlborough Massachusetts. The company currently has approximately one million square feet of space under roof with an additional two million square feet permitted on land sites that are awaiting development. A 46,000 square foot Class A flex building and a 100,000 square foot office building, both in Marlborough, are the company's most recent new buildings. Both currently have space available for sale or lease. The President, Jon Delli Priscoli, is one of the only commercial real estate developers in the state who has new speculative construction on the market.

OCP: Why did you initially become interested in commercial real estate, and what was your first deal?

JDP: My first commercial development deal was the Bass River Marina in Dennis, which we did in 1985, and the reason I got into commercial real estate was because I wanted to build a portfolio to meet my long term investment goals. I started in residential real estate building single family homes for sale. Those are one shot deals. I saw commercial real estate as more of a long term value.

OCP: How does the current, local market compare to other challenging markets have you experienced, and where do you see things going from here?

JDP: This is the fourth down market I have experienced. The first was in 1980-82 when interest rates were 18-19%. People weren't buying. The second was during the Savings and Loan crisis in '88-'92 when local banks weren't lending. Things were slow after the dot-com bubble burst, but it didn't really seem to affect my core business because we didn't have any dot-com tenants. Each scenario required people to adapt and get creative. Now there is a lot of commercial space [currently available], but very little new space. I hope we're on the ten yard line with this current market. The key to [surviving] all of [these scenarios] is to not be overleveraged.

OCP: What would you say have been the three biggest keys to your success?

JDP: I would say my three biggest keys are dealing straightforward without any hidden agendas—having a personal touch with the people you deal with, personally working all the permitting issues myself with regard to developing new properties, and having a great home life—which would be number one if I were to order them.

OCP: If you had to choose another profession not related to real estate, what would it be?

JDP: I think I would open an antiques auction house. I would be the auctioneer.



O'Brien Commercial Properties, Inc.
 5 Mount Royal Ave. ■ Marlboro, MA 01752
 508-481-8200
 www.obriencommercial.com



*Providing Commercial & Industrial Real Estate Solutions
 in Eastern Massachusetts since 1998*

EXCLUSIVE FEATURED LISTINGS 508-481-8200

FRANKLIN- FOR SALE/LEASE

20,023- 53,023 SQ FT INDUSTRIAL BUILDING

HUDSON - FOR SALE/LEASE

55,000- 81,388 SQ FT FLEX SPACE

MARLBOROUGH- FOR SALE/LEASE

15,000- 133,000 SQ FT FLEX BUILDING

WESTBOROUGH- FOR LEASE

5,830 SQ FT CLASS A OFFICE SPACE

MARLBOROUGH- FOR SALE/LEASE

80,000 SQ FT FLEX BUILDING

SOUTHBOROUGH- FOR LEASE

4,488 SQ FT OFFICE SPACE ON ROUTE 9

SOUTHBOROUGH- FOR LEASE

1,250- 5,382 SQ FT RT. 9 OFFICE SPACE

LOWELL- BOOTT MILLS COMPLEX FOR LEASE

14,000 SQ FT OFFICE/FLEX SPACE

HUDSON- FOR LEASE

27,715 SQ FT FLEX SPACE

ACTON- FOR LEASE

12,150 SQ FT CLASS A OFFICE SPACE

NORTHBORO- FOR SALE/LEASE

22,500 SQ FT FLEX BUILDING

FRANKLIN- FOR LEASE

31,250- 72,191 SQ FT INDUSTRIAL SPACE

RECENT TRANSACTIONS - OCP INC.

275 BILLERICA ROAD, CHELMSFORD

LEASED

6,000 SQ FT WAREHOUSE SPACE

72 CEDAR HILL STREET, MARLBORO

LEASED

15,000 SQ FT FLEX SPACE

102 SOUTH STREET, HOPKINTON

LEASED

6,000 SQ FT FLEX SPACE

63 GREAT ROAD, MAYNARD

LEASED

2,402 SQ FT OFFICE CONDO

593 MASSACHUSETTS AVE, BOXBORO

UNDER AGREEMENT

7,584 SQ FT INDUSTRIAL BUILDINGS

1100 GORHAM STREET, LOWELL

UNDER AGREEMENT

48,475 SQ FT INDUSTRIAL BUILDING

67 BUENA VISTA DRIVE, DEVENS

UNDER AGREEMENT

14,199 SQ FT FLEX BUILDING

2 REPUBLIC ROAD, BILLERICA

UNDER AGREEMENT

6,000 SQ ST FLEX BUILDING

5 GRANITE ROAD, ACTON

UNDER AGREEMENT

11,200 SQ FT INDUSTRIAL BUILDING

80 HARRIS STREET, ACTON

UNDER AGREEMENT

7.3 ACRES OF LAND

282 CENTRAL STREET, HUDSON

UNDER AGREEMENT

2,000 SQ FT INDUSTRIAL CONDO

17 BRENT DRIVE, HUDSON

UNDER AGREEMENT

25,500 SQ FT INDUSTRIAL BUILDING