



MAGELLAN
AEROSPACE

HAVERHILL
MASSACHUSETTS, USA

Southwick
MADE IN U.S.A.

CABOT



Haverhill – One Awesome Community.

50 Rogers Road

“We will help you find the perfect building or shovel ready site from our detailed inventory; and move you through the permitting process faster than any community or state around.”

James Fiorentini, *Mayor, City of Haverhill*

Kazmiera Marina on the Merrimack River



Governor Baker explained what Haverhill is doing right to win the state’s support.

“It’s the right vision, and it’s the right place and it’s the right set of projects and initiatives. We’re enormously proud to be here and be part of this.”

Charlie Baker, Governor of the Commonwealth of Massachusetts.

Source: WHAV

“Haverhill has been a phenomenal place for my business. The location and prices set it apart. I can spend time with clients in Boston and manufacture products just 30 miles away. Its integration with the Greater Boston market has been essential for me, and the City couldn’t be more helpful. I feel proud to be part of the community here and couldn’t imagine being anywhere else.”

Rich Breault, *President, Lightspeed Manufacturing*

“Downtown Haverhill is in the midst of a major renaissance, with distinctive lofts and riverfront housing opportunities, local shops, a new riverfront boardwalk, a burgeoning restaurant scene, and a growing creative community. Compact, walkable, and transit accessible, Downtown Haverhill is a distinctive and convenient location for residents and businesses, and serves as a busy hub for the broader community.”

Noah Koretz, *Transformative Development Fellow, MassDevelopment*

“There are a lot of young professionals moving to Haverhill,” he said. “It’s near the highway, close to New Hampshire. You have the commuter rail and Amtrak Downeaster and the great thing about Haverhill is you are minutes away from various activities. You’re right on the river, close to the mountains and beaches, and there are plenty of hiking and mountain biking trails in the city and throughout the area.”

Salvatore DeFranco, Founder & CEO, Battle Grounds Coffee

Source: Haverhill Gazette

“Haverhill has it all!”

Sally Cerasulo O’Rorke, *Greater Haverhill Foundation*



Wingate Street -
Haverhill’s Riverfront Cultural District



Governor Charlie Baker

GOVERNOR'S LETTER

Haverhill is a city on the move. A strong and committed cohort of leaders, including legislators and elected city officials, have worked hard to address workforce, housing, and financing barriers to businesses to improve the city's business environment and provide a high quality of life to residents.

As part of my administration's push to support communities and encourage dynamic local economies we are working with cities and towns across Massachusetts to encourage the kind of work Haverhill has already started doing.

This City's leadership has demonstrated a real commitment to economic growth, partnering with my administration to support workforce training efforts and infrastructure improvements that make the city a better place to live, work, and play. Haverhill High School is working with our Workforce Skills Cabinet to improve career education opportunities that train students in digital development and in-demand STEM skills. We have been able to work with the city, and with local developers, to build housing that is affordable for families, helping to meet your workforce needs. And through the MassWorks program, we have made infrastructure investments in Harbor Place and Merrimack Street that open up further access to the river and unlock housing and commercial developments.

The cooperative work and transformative visioning that has been done in Haverhill has set the stage for long-term growth and job creation, and will help Haverhill realize its potential for residents and for businesses. My administration, and the City's economic development team, stand ready to assist you and help meet your location, housing, and financing needs so you can make Massachusetts your home.

Governor Charlie Baker
Commonwealth of Massachusetts



Mayor James J. Fiorentini

MAYOR'S LETTER

Welcome to the City of Haverhill, Massachusetts, where we are committed to getting your business up and running faster and more affordably.

In Haverhill we know that businesses make decisions for business reasons and that for you, time is money. We will find you the perfect building or shovel ready site from our detailed inventory; and move you through the permitting process faster than any community or state around.

Our city offers a host of financial incentives and technical assistance to companies and developers including site selection, traditional and non-traditional finance programs, tax incentives, workforce development, procurement assistance and other areas of business support. Haverhill is a designated Gateway City as well as an Economic Target Area (ETA). This state designation enables a municipality to offer local tax incentives and allows businesses the ability to apply for the Economic Development Incentive Program Investment Tax Credit.

More and more people are recognizing that Haverhill is a great place to build a business (we exceed state and regional growth rates), and an awesome place to live. We're known as the affordable option in a desirable market.

As Mayor I am committed to making your business experience in Haverhill an excellent one. Give us a call, we want you here!

Mayor James Fiorentini
City of Haverhill

The Top 7 Reasons to Locate Your Business in Haverhill

People. Place. Profit. Haverhill understands that business drives and supports the local economy, so we engage on all levels to support new and expanding businesses.

- PAGE 2 WORKFORCE PIPELINE.** Sizeable, existing and developing workforces
- PAGE 3 AFFORDABILITY.** Favorable tax rates and real estate costs. State, Federal, and Local Incentives
- PAGE 4 EASE OF ACCESS.** You can get here from everywhere
- PAGE 5 INDUSTRIAL MEGASITES.** Move In and Shovel Ready
- PAGE 6 EXPEDITED PERMITTING.** Haverhill makes opening a business easier
- PAGE 7 TESTIMONIALS.** Here's what our businesses think
- PAGE 8 LIFESTYLE.** Haverhill is where you'll want to be

All work and no play just isn't the way we roll. Haverhill has it all, night life, vibrant art scene, geographic diversity for an unprecedented range of outdoor activities: golf, skiing, hiking, and boating.

Haverhill's Workforce Pipeline

Haverhill's central location and easy access to major highways and rail allows businesses to engage a varied workforce throughout the Merrimack Valley, Southern New Hampshire, and Southern Maine.

Haverhill's workforce alone ranks #3 among the Merrimack Valley and its abutting communities with a nearly 35,000 person workforce. Haverhill's 10 year employment growth is 13.2% compared to 7.8% state wide.

Businesses draw from a **pool of 340,000 workers** that are within the easy commuting distance of 32 connected towns and cities.

EMPLOYEE TRAINING AND EDUCATION

With three colleges and two high schools within the city limits, Haverhill is training your future employees and updating the skills of your existing force.

- **University of Massachusetts-Lowell's (UMass Lowell)** new downtown campus will house a state of the art Innovation Hub and Business Incubator, as well as, provide employee enhancement training programs.
- **Northern Essex Community College** supports industry training. In 2016, the school received a Massachusetts Direct Access Training Grant.
- **Northpoint Bible College** a small private college with 300 students on 18-acres.
- **Haverhill High School** one of the state's first "i-schools" in conjunction with Apple that keeps teachers and students up to date with advancing technology.
- Students can take college credit courses at **Haverhill High School** to expedite their movement into the workforce.
- **Whittier Regional Vocational Technical High School (Whittier Tech)** is acclaimed for its curriculum that offers students from 11 member cities vocational-technical majors in clusters including: Technology, Construction, Manufacturing, Transportation, Service, and Arts & Communication.
- Training at **Whittier Tech** includes: Electrical and Plumbing trade extension courses, preparation for state certification exams, HVAC, OSHE training, Carpentry, Masonry, Welding, Auto Mechanics, Computer Skills, Machinery, and 300+ online courses.
- **Merrimack Valley Workforce Investment Board** is the regional agency that oversees employment and training services.
- **Valley Works Career Center** located in Haverhill assists businesses to identify and recruit qualified, skilled workers to enhance their workforce, matching staffing needs.
- **Veterans Northeast Outreach Center** in Haverhill offers career training and resources including employer outreach on behalf of veterans. Regionally the Center accommodates over 36,000.

“UMass Lowell's Innovation Hub at Haverhill's new Harbor Place will link the region's technology start-ups and entrepreneurs to resources that facilitate the development of manufacturing and commercialization of their respective innovations.”

Jacqueline Moloney
Chancellor
UMass Lowell



Harbor Place - UMass Lowell Campus Open 2017



Northern Essex Community College

HAVERHILL IS SIMPLY A BETTER DEAL

Those few extra miles away from Boston not only make for an easier commute, they also make for a better bottom line with lower water (\$2.78*), sewer (\$4.29*) and Commercial/Industrial tax rates of \$24.63/M (*as of 12/2016).

Our Economic Development Team will help you take full advantage of state, local and federal incentive programs and move you through the process to speed up permitting. See pg 6 for details.

COMPARABLE COMMUNITIES' LEASE RATES

TOWN	INDUSTRIAL LEASE COST/SF	COMMERCIAL LEASE COST/SF	RETAIL LEASE COST/SF
HAVERHILL	6.51	18.60	15.52
BOSTON	13.52	42.27	51.32
BURLINGTON	7.61	25.98	31.26
MARLBOROUGH	8.71	18.27	15.72
MEDFORD	7.43	13.58	31.74
SAUGUS	6.98	16.91	21.07
WALTHAM	11.69	33.56	33.56

Effective December 2016; Source: CoStar 1 year aggregated numbers



Winnekenni Castle

You and your employees can afford to live better in Haverhill.

“As a real estate developer specializing in housing for young professionals, and boutique retail, Haverhill has supported and encouraged our work from day one. They recognize that encouraging business growth means the development of housing affordable to the full range of the workforce, and making available new, dynamic and flexible spaces that allow the creative, entrepreneurial businesses to grow and thrive.”

Dave Traggorth, President, Traggorth Companies

HOUSING COMPARISON

TOWN	GOOGLE MAPS SHORTEST DISTANCE FROM BOSTON (MILES)	ZILLOW* MEDIAN HOME COST/SF	ZILLOW* MEDIAN HOME VALUE INDEX COST	ZILLOW* RENT INDEX COST/MONTH
HAVERHILL	35.3	164	272,300	1,798
BURLINGTON	13.5	305	487,900	2,532
MARLBOROUGH	31.8	208	320,300	2,192
MEDFORD	5.7	337	487,500	2,420
METHUEN	28.4	189	313,200	2,016
PEABODY	19.7	239	378,000	2,307
SAUGUS	11.0	265	366,400	2,278
WAKEFIELD	15.1	285	485,100	2,522
WALTHAM	11.7	331	507,600	2,498

*Zillow Data through Oct 31, 2016

You Can Get Here From Anywhere

EASY DRIVER

- Rte 495 offers 5 stops in Haverhill, as well as, easy access to Rtes 93, 95 and 114.

RIDE THE RAIL

- MBTA Commuter Rail - Haverhill Line. There are two Haverhill stops on the Haverhill Line of the MBTA Commuter Rail. An MBTA 2013 study showed this line carried over 5,000 people inbound each weekday. A 25% increase over the preceding year.
- Amtrak's Average Daily Downeaster Ridership in 2015 was 1,201. According to www.amtrakdowneaster.com, in FY15, travelers on the Downeaster represented 189 cities or towns in Maine, 63 cities or towns in New Hampshire, and 97 cities or towns in Massachusetts.

HOP A PLANE

- Boston (MA) Logan International Airport
- Manchester/Boston (NH) Regional Airport
- Lawrence (MA) Municipal Airport 5.9 miles

TAKE THE BUS

- The Merrimack Valley Regional Transit Authority (MVRTA) operates from Lowell to Salisbury.
- In all, the MVRTA operates 8 routes that crisscross the city and link it to other communities and has stops in Haverhill's business parks.

“Being located in Haverhill has been advantageous for us. We have easy access to a large workforce within walking distance and the infrastructure to do business affordably.”

Steve Schaefer

Vice President of Operation

Joseph's Gourmet Pasta

THE GREATER HAVERHILL REGION



PARK YOUR BUSINESS HERE



Haverhill has over a half million square feet of [industrial property](#) available for sale or lease. Units range from 130,000 sf to as little as 300 sf.*

We have over a quarter million square feet of [commercial/retail space](#) available for lease or sale. Lot sizes range from 10,000 sf to 300 sf.*

*As of December 2016.

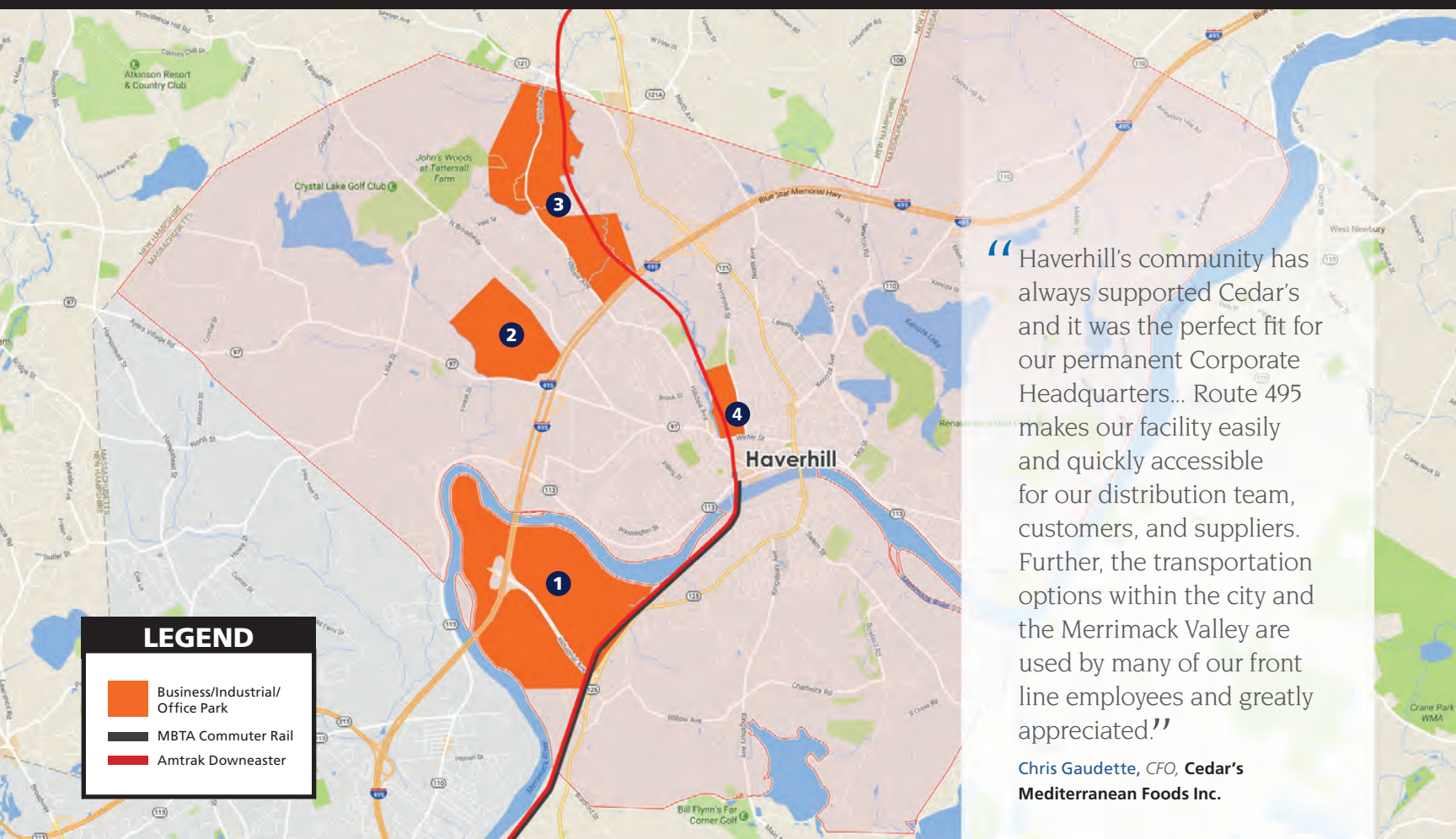
Haverhill's Business Megsites

- 1. Ward Hill Business Park** - 880 acres and 95 parcels and 122 businesses, noted for ease of accessibility: 30 minutes from two major airports, visible from Rte 495 and minutes to Rtes 93, and 95, part of MVRTA bus route. Key companies are Cedars International, Mondelez International, Runtal, 3M/Powell Composites, Lightspeed Manufacturing, Whittier Health Network, and Cabot Corporation.
- 2. Broadway Business Park** - 395 acres. Key Companies include Southwick, Magellan Aerospace, Adamson Industries Corp., and Hans Kissle.
- 3. Hilldale Ave./Newark St. Business Park** - 385 acres, 5 minute drive to Rte 495, nestled in a bucolic setting. Key companies that represent manufacturing, construction, services, and retail include Pella Windows & Doors, Boston Steel, Swix, IMI, and Wayne Industrial Equipment.
- 4. Downtown Business Zone** - Downtown locations within walking distance for many workers. Key companies include Mason & Hamlin Piano Company, Joseph's Gourmet Pasta, and Chaucer Leather.



East entrance off of Rte. 495 to Ward Hill Business Park

HAVERHILL BUSINESS MEGASITES



“Haverhill’s community has always supported Cedar’s and it was the perfect fit for our permanent Corporate Headquarters... Route 495 makes our facility easily and quickly accessible for our distribution team, customers, and suppliers. Further, the transportation options within the city and the Merrimack Valley are used by many of our front line employees and greatly appreciated.”

Chris Gaudette, CFO, Cedar’s Mediterranean Foods Inc.

Let's Get It Done

Our **Economic Development Department** provides your business with a single point of contact to support seamless permitting, relocation, and transition to Haverhill.

“ Mayor Fiorentini and the Haverhill City Council have been very supportive of Magellan Haverhill's business. Recently we requested a meeting with the mayor to request the assistance of the city. The mayor was very supportive and followed through on our request. This is the typical response we receive from the City of Haverhill.

The initiatives underway in the City of Haverhill - the focus on improving the schools, the vibrant downtown and the beautification projects all make Haverhill an attractive community for our Magellan employees to work and reside in.”

Norm Royce, General Manager, **Magellan Aerospace**

Your Single Point of Contact:

Office of Economic Development, Haverhill

Bill Pillsbury, *Director of Planning & Economic Development*

WPillsbury@CityofHaverhill.com

+1 (978) 374-2330

We work with your business and the accompanying city-state stakeholders to make Haverhill as business friendly as possible. The departments we coordinate are:

Mayor's Office

Office of Economic Development, Haverhill

Assessor's Office, Haverhill

Haverhill Fire Department

Haverhill Police Department

Health and Inspections Office, Haverhill

Engineering Department, Haverhill

Water and Wastewater, Haverhill

Conservation Department, Haverhill

Downtown Development Specialist

Valley Works Career Center in Haverhill

Massachusetts Office of Business Development

Massachusetts Development

Greater Haverhill Chamber of Commerce

Merrimack Valley Chamber of Commerce

Merrimack Valley Planning Commission

“ When you decide to do a project in the City of Haverhill, you can count on expedited permitting. It is our goal to have your project approved in one public meeting. We have done just that on large and small projects ranging from \$3 to 70 million. For you, time is money so work with our team and we will save you time!”

Bill Pillsbury, *Director of Planning & Economic Development*, **City of Haverhill**

YOU CAN TELL A CITY BY THE COMPANIES IT KEEPS

Haverhill's fiscal strength is just one reason.

- Between 2007 and 2016, the City's commercial tax base has grown by nearly \$25 million.
- Haverhill maintains an AA Standard and Poor's bond rating and an A1 rating from Moody's.
- Between 2001-2013, Haverhill had the second highest employment growth rate of the 26 gateway cities.

Haverhill's been gaining national recognition as a city that works harder for business. Southwick/Brooks Brothers, located in the Broadway Business Park, was featured in a 2015 Forbes Magazine article entitled "Why Brooks Brothers and Other Apparel Companies Are Moving Manufacturing Back Home."

8 Out of 10 businesses report **Haverhill is an excellent or good place in which to conduct business**, and we want to make that number 10 out of 10. *Source: 2015 Haverhill Economic Analysis by Abair Consulting*

"Brooks Brothers bought and upgraded the Southwick suit factory in Haverhill, Massachusetts. Since then, the factory has increased hiring by 76 percent, adding 230 jobs for a total of 530."

"Why Brooks Brothers And Other Apparel Companies Are Moving Manufacturing Back Home"

Source: Forbes.com

"We believe in manufacturing in the US and Haverhill has been good for us, open to our company, and very business friendly."

John Martynec, VP Manufacturing and Operations, Southwick /Brooks Brothers

"Haverhill has been a wonderful place for our company. The City is always willing to 'go to bat' for our business and its proximity to the highway has made it easy for us to move our products."

Andries Du Plessis, Facility General Manager, Cabot Corporation

"As one of four circuit board manufacturers in Massachusetts with products on Mars, I have been very successful operating in Haverhill. A few of its benefits are its location and proximity to a robust crossroads of highways. Haverhill has been good for our business."

Peter Bigelow, President/CEO, IMI

"Haverhill has been a great place to work, they have been very accommodating, which make our jobs easier."

Don Tanguay, Manager of Customer Logistics, Mondelez International

"Having our company headquarters in Haverhill just made sense. It's convenient to everything. It's close enough to Boston to be connected, but far enough to easily transport merchandise without congestion."

Raymond Bolger, Lean Manufacturing Project Manager, Runtal Radiators



Cedar's Production Facility

Pick Your Passion - Haverhill Has It All

NIGHT LIFE, FOOD & DRINK

- Restaurant Row in Downtown Haverhill hosts 24 eateries including a new coffee/wine bar, and a crowd pleasing two story live music venue.
- Willow Spring Vineyards grows their grapes on site and crafts 9 wines.
- Haverhill's craft brew pub makes 11-12 beers on site, while a few doors down, another Washington Street restaurant offers 40 draft lines and over 100 hard to find bottle options.

NATURE/GREEN SPACE

- The City of Haverhill spans 35.6 square miles, with 28+/- miles of trails across 1,000 acres of Conservation Areas.
- Haverhill is in contention as the city with the most parks and conservation areas per capita.

EXPRESS YOURSELF

Haverhill is a Committed Cultural Community.

Haverhill's downtown recently earned the Riverfront Cultural District Area designation where artists, musicians, street performers, poets, and festivals are regular occurrences. Each September the acclaimed Haverhill's Experimental Film Festival draws an eclectic group from New England and abroad. Team Haverhill's River Ruckus is the annual celebration of the Merrimack River.

MAKE YOURSELF AT HOME

Downtown loft. Waterfront property. Cozy communities. Massachusetts Housing Partnership Executive Director Clark Ziegler said "The City of Haverhill has been a statewide leader in support of new housing production for all income levels and we are pleased to provide much of the low-cost, long-term financing that has made that possible."

Source: WHAV



Downtown Haverhill's new JM Lofts

GOLF in all its variations thrives in Haverhill.

- 6 Courses (private and public)
- Disc Golf 18-hole
- Miniature Golf

WATER SPORTS - 7 lakes and ponds and a rambling Merrimack River make Haverhill a water lover's dream.

- The Merrimack River is navigable to the Atlantic Ocean for most sizes of personal pleasure craft
- Public boat launches
- High School Crew Team
- Marina & Yacht Club
- Residents' Beach
- 4 Trout stocked lakes and ponds
- Seasonal Swasey Field Splash Pad

WINTER SPORTS - It's amazing how many activities can be packed into one city. One Awesome City.

- SkiBradford - Haverhill's own family friendly snow complex 9 Lifts, 3 Triple Chairs
- Cross Country Skiing and Snow Shoe trails
- Swasey Field Public Sledding Hill
- Ice Skating at enclosed City and Public rinks as well as Pop Up Skating rinks in City Parks
- Ice Fishing

“Haverhill is on the move as a Gateway City taking full advantage of its distinctive assets, including educational and cultural institutions, and, historic buildings for economic growth. Harbor Place and the new boardwalk are some of the largest projects launched in the Merrimack Valley in decades and are transformative investments for Haverhill.”

Brian S. Dempsey, State Representative, Commonwealth of Massachusetts

Photography and Credits

FRONT COVER	Magellan Aerospace, Wheeler Woods Conservation Area, Wingate Street, Brian S. Dempsey Boardwalk on the Merrimack River, Haverhill Country Club, Cabot Corporation, Railroad Square, Southwick/Brooks Brothers, Lake Saltonstall Flyfishing, and SkiBradford
BACK COVER	Swasey Field Little League, Winter Merrimack River, Lightspeed Manufacturing, Fall Merrimack River, Amtrak Downeaster, Runtal, Swasey Field Splash Pad, and IMI, Inc.

Photography by Alison Colby-Campbell, with the following exceptions:

FRONT COVER	Haverhill Country Club - <i>Courtesy Photo</i>
PAGE 1	Massachusetts Governor Baker - <i>Courtesy Photo</i>
PAGE 2	Northern Essex Community College - <i>Courtesy Photo</i>
PAGE 7	Cedar's Production Line - <i>Courtesy Photo</i>
PAGE 8	JM Lofts - <i>Courtesy Photo</i>
BACK COVER	Lightspeed Manufacturing - <i>Courtesy Photo</i>



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MASSACHUSETTS

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