

## Madalyn Letellier

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**From:** Julia Travaglini [REDACTED]  
**Sent:** Monday, October 28, 2024 11:02 AM  
**To:** Katjana Ballantyne; Thomas Galligani; Daniel Bartman; Sarah Lewis; Planning1; All City Council; Public Comments; [REDACTED]  
**Cc:** Kevin Dutt; Joubin Hatamzadeh; Collin Yip; Kristin Phelan  
**Subject:** Greentown Labs support for SOMERNOVA expansion plan  
**Attachments:** Greentown Labs\_Rafi Support Letter\_Oct2024.docx.pdf

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Dear Mayor Ballantyne,

Good morning! As your team prepares to host the *Central Somerville Avenue Kick-off Meeting* this evening, Greentown Labs is pleased to offer the attached letter of support for Rafi Properties' efforts to develop a 1.6M square foot climatetech hub in Somerville.

As a proud, longtime anchor of Somerville's climate and innovation community, we are committed to helping our 200+ early-stage climatetech startups continue to thrive in Somerville for many years to come. In light of this commitment, we're confident a denser SOMERNOVA campus will allow more Greentown startups to graduate from our space and remain in close proximity to one another, strengthening our city's climatetech ecosystem.

We look forward to continuing to engage and collaborate with SOMERNOVA, the Rafi Properties team, and your team as this vision progresses and comes to fruition.

Please don't hesitate to reach out if we can be helpful in any way.

Sincerely,  
Julia

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**Julia Travaglini**  
Senior Vice President of Marketing + Communications  
she/her/hers  
[REDACTED]



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October 28, 2024

Mayor Katjana Ballantyne  
City of Somerville  
93 Highland Ave.  
Somerville, MA 02143

RE: Greentown Labs support for SOMERNOVA Expansion Plan

Dear Mayor Ballantyne,

We are pleased to offer this letter expressing Greentown Labs' support of and commitment to Rafi Properties' efforts to develop a 1.6M square foot climate-tech HUB in Somerville, MA. With a mission of supporting more entrepreneurs and early-stage companies, many of which are focused on climatetech solutions, we have a strong alignment with your efforts. As a first step in the implementation of this impactful project, we encourage the City's elected leaders to move forward with adopting the zoning overlay.

As a longtime anchor of Somerville's innovation community dating back to September 2013, Greentown Labs is proud to be home to nearly 200 early-stage climatetech startups across our 100,000 sq. ft. campus in Somerville—approximately 40,000 sq. ft., of which is at 28 Dane St. and 24 Park St. owned and operated by Rafi Properties. A number of our later-stage startups have graduated out of Greentown Labs and remained active, engaged members of the Somerville innovation and climate community within SOMERNOVA's campus, including Eden GeoPower, Form Energy, Sublime Systems, Fleet Robotics, Tender Foods, and others. We're proud to have our alumni staying right in our neighborhood! A denser SOMERNOVA will allow more Greentown companies graduating from our space to remain in close proximity to one another, which will strengthen our climatetech ecosystem.

Our facilities offer prototyping lab, wet lab, office, and convening space for our entrepreneurs to advance their technologies, grow their teams, and scale climate solutions. Equally important, Greentown Labs fosters a supportive community of peers, experts, investors, partners, policymakers, and more—all of whom play an essential role in our startups' development and growth. We know that SOMERNOVA's vision is rooted in fostering community among its tenants, partners, and Somerville residents and businesses as well which we are proud to be a part of and look forward to collaborating on this vision as it gains momentum.

We appreciate that SOMERNOVA's proposed project focuses on providing research and development, commercial, and light manufacturing space for growing climate and tough tech companies, and includes some portion of Greentown Labs' future operations within the development. Additionally, we take great pride in helping our startups find their next home when they've outgrown their space at Greentown Labs, and Rafi Properties' proposed expansion would provide much-needed space for our graduates while continuing to offer them proximity to our resources beyond physical lab space.

We look forward to continuing to engage and collaborate with SOMERNOVA and the Rafi Properties team as your vision progresses and comes to fruition.

Sincerely,



Kevin Dutt  
Interim CEO, Greentown Labs