

December 2025

Town of Randolph, MA

**Business Plan Outline
MDC Property (Former NIKE Missile site)
Randolph, MA**

By way of introduction, my name is Scott Burgess, and I am the owner of ATL Construction in Bridgewater MA. ATL has been incorporated in the state of MA for over 35 years and specializes in site development, construction material re-purposing and snow removal for the Commonwealth of MA and private developers throughout southeastern MA and greater Boston.

I will partner with Kevin McCarthy and Mark Pendergast, owners of Soil Transport Services (STS) of Norwell, MA. STS has been in business for nearly a decade, specializing in transportation and disposal of construction related materials.

The site we would like to propose to manage is the old "NIKE Missile" site bordering routes 95/24 and High Street in Randolph. Although the site totals 145 Acres we would be looking to control approximately 15-20 acres located in and around Middle St.

We plan to utilize the site for two basic purposes. Mixing specialty soils during the March-November part of the year, and a snow-dump during the December through February part of the year.

Soils. Produce recycled material based finished specialty engineered soils for delivery into the greater Boston construction market. Collectively we have over 75 companies that we currently do business with that currently get their engineered soils from Read.

The three basic products we plan to produce and deliver as recycled based finished specialty soil products to the greater Boston construction market include 1) planting bed soil, 2) sand based structural soil and 3) bioretention soils. Each material will be produced using various ratios of three basic materials, two of which will be recycled - sand, compost, and unscreened loam.

SAND. Clean sand will be trucked in from the Carver area for use in the specialty soil mixtures.

COMPOST. One of the recycling functions we are proposing to utilize the site for will be to take in recyclable materials, principally fruit and vegetable wastes (from grocery chains) and leaf waste from surrounding towns. We plan to contract with proximal towns for their leaf waste and supermarket chains to bring their expired fruits and vegetables to the site for us to compost.

UNSCREENED LOAM. We would take in clean (with full disposal chemistry proof) unscreened topsoil from site development projects (*e.g.*, new school jobs) and recycle it as one of the three base materials for the finished specialty soil products.

We propose to **PAY** the town of Randolph \$1/yard for all material being sold off the site. We expect to sell approximately 150,000 yards per year of soil product.

Snow. During snow events many towns and businesses have a need for snow disposal. We have multiple large companies and several townships that would contract us to take their snow during accumulating storm events.

We propose to accept Randolph's snow for no fees, and **PAY the town \$100/load** that we bring in from other towns/businesses. During a significant snow event, there would typically be nearly 500 loads of snow brought in at full operations. In the event of a snowy winter, a snow dump can be fairly lucrative.

Companies operating on-site

Read Custom Soils (RCS). RCS will produce the three specialty engineered soil products. They will screen and blend the materials to the engineering specifications. Once made, they will load ATL/STS trucks with the material for delivery to the market.

RCS sells exclusively to the green industry trade (golf courses, landscape contractors, municipalities, schools and universities, site contractors) and are business to business. No retail sales to the public.

This will be a seasonal business with the busiest of times being mid-March till mid-November.

ATL/STS

ATL/STS will utilize their area of the site for composting leaf matter, screening the sand/compost/loam, loading trucks and maintaining the site.

EQUIPMENT. The on-site equipment will be minimal. 1-2 front-end loaders, 1-2 Read Screen-all units, a leaf composting tine machine (to turn over compost quarterly) and a water truck (as needed for dust control).

TRUCK TRAFFIC. We propose 40-50 truck loads per day coming and going. Given the operating hours, this would translate into approximately 2-3 trucks per hour onto/off the site.

DUST CONTROL. There will be a water truck on-site to control dust out to the access road whenever necessary.

OPERATING HOURS. We propose to be able to operate from 7:00 am to 4:00 pm, Monday through Friday. There will be a locked gate at the entrance, locked each day at the close of business.