

# nerej

THE LARGEST COMMERCIAL/INVESTMENT REAL ESTATE NEWSPAPER IN THE WORLD

March 18-24, 2016

nerej.com

Volume 55 ■ Issue 12

Project of the Month CDE / PAGES 12-13C

## Callahan Construction Managers nears completion of phase 2 of Gate Residential Props.' One North of Boston



## Tocci Building breaks ground on \$21m Hilton Homewood Suites

CDE / COVER C



## Bauer of TBX brokers \$2.75m sale - Shea and Dwyer of Randolph Savings finances

NE / LOWER COVER A



USA \$3.95

COMING SOON  
Spring Preview  
March 25

This Week's Sections  
ROP, Connecticut,  
CDE, Billboard



### Cover Stories

Nohrden and Burgess of Burgess Properties broker \$3.575 million sale  
NE / COVER A

Breda and Zuckerman of Goedecke & Co. arrange \$10.25 million financing  
CT / COVER B

Spotlights  
Spring Preview  
CT / PAGES 9-16B

Columnist  
Michael Rubin  
Industrial  
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### nerej Trending Articles

Project of the Month: Gadles Development continues on \$1.6 million construction of Fit Factory at the Kingston Collection  
[cre.nerej.com/16057](http://cre.nerej.com/16057)

Callahan Construction Managers breaks ground on senior living, apartment and retail  
[cre.nerej.com/9174](http://cre.nerej.com/9174)

Marr of Keliher Real Estate Boston completes \$12.3 million sale of The Church of The Immaculate Conception  
[cre.nerej.com/12820](http://cre.nerej.com/12820)



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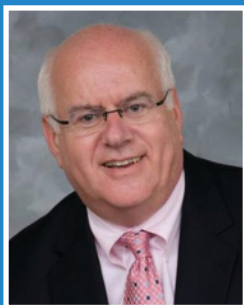
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- Single Family Spec Houses

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Quick Read

**Mendola of NAI Norwood Group arranges sale of 5 property portfolio**



The transaction was valued at \$28.8 million and consists of 235,000 s/f with 1,900 self-storage units.

SEE PAGE 8A

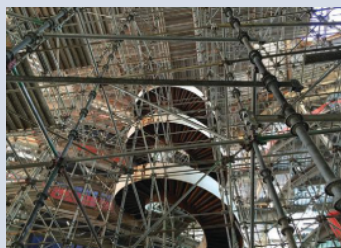
**Breda and Zuckerman of Goedecke & Co. arrange \$10.25m**



The first mortgage financing was placed to refinance 19 Old Kings Highway South, a 43,500 s/f suburban office building.

SEE COVER OF SECTION B

**Marr scaffolds 220,000 s/f interior of Northeastern University ISEC**



Suffolk Construction was the general contractor for the Interdisciplinary Science & Engineering Complex.

SEE LOWER COVER OF SEC. C

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 Billboard..... SEC. D

# nerej

THE LARGEST COMMERCIAL/INVESTMENT REAL ESTATE NEWSPAPER IN THE WORLD

Volume 55 ■ Issue 12

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March 18 - 24, 2016

## FOR SELLER, BRICKPOINT PROPERTIES; GIANELLI OF GIANELLI MGMT. REPS BUYER Nohrden and Burgess of Burgess Properties broker \$3.575m sale

**CHELSEA, MA** Burgess Properties Inc., one of Greater Boston's premier suburban commercial brokerage firms,



Steve Nohrden

has co-brokered the sale of 8-24 Griffin Way and 120 Eastern Ave., Unit 7, with Gianelli Management and Development Corp. for \$3.575 million. The industrial portfolio, totaling 53,000 s/f, is comprised of two industrial buildings and an attached office condominium.

The buyer, Cape Dairy, Inc. is the parent company of Chelsea-based dairy distributor, Rosev Dairy. Their plans are to demolish one of the two industrial buildings and construct a

new cold-storage and distribution facility in its place.



Phil Burgess

The buyer was represented by Paul Gianelli of Gianelli Management and Development Corp. and the seller, Brickpoint Properties, was represented by Steve Nohrden and Phil Burgess of Burgess Properties.

Founded in 1997, Burgess Properties is one of Greater Boston's premier suburban full-service commercial brokerage firms specializing in the sale and leasing of office, industrial and other commercial properties.



8-24 Griffin Way and 120 Eastern Avenue - Chelsea, MA

## Bauer of TBX brokers \$2.75m sale - Shea and Dwyer of Randolph Savings finance



459 Washington Street - Duxbury, MA

**DUXBURY, MA** According to The Business Exchange (TBX), Sweetser's LLC has acquired the property located at



Adam Bauer

459 Washington St. Adam Bauer, principal of TBX exclusively arranged the sale. The property was sold for \$2.75 million. The 19,000 s/f multi-tenant investment property was conveyed as a stabilized asset at 100% occupancy.

Bauer represented the sellers J&M Sweetser's Trust whom had owned the property since 1992.

The iconic property is located in the Old Shipbuilders Historic District on Snug Harbor and is considered a local institution by local residents.

The site was originally the home for Sweetser's General Store "English & West India Goods" which operated at the location in the early 1800s.

Financing for the sale was arranged by Jack Shea and Martie Dwyer of Randolph Savings Bank.

## Jewett Construction Company, Inc. selected by Brattleboro Subaru for renovation of its dealership



Rendering of the renovated Brattleboro Subaru - Brattleboro, VT

**BRATTLEBORO, VT** Jewett Construction Company, Inc. has been selected by Brattleboro Subaru for an extensive renovation of its auto dealership on Putney Rd.

Designed by Bruce Ronayne Hamilton Architects, the 6,000 s/f interior and exterior renovation includes a 1,700 s/f pre-engineered metal building supplied by Butler Manufacturing that will house a new, 4-bay service department. The existing interior will be completely remodeled to comply with Subaru's latest image upgrade requirements, including all new flooring, millwork and paint, and new restrooms. Exterior renovations include new insulated metal panel siding and new stone veneer at the

iconic Subaru tower. All work will be completed while the dealership is fully operational, and is expected to be completed by mid-summer.

This is the second dealership project Jewett has undertaken for this client. A renovation of its MetroWest Subaru dealership in Natick, Mass., is currently underway.

Jewett Construction, an official Butler Builder, is a family-owned design-build/construction management firm specializing in automotive, commercial and industrial projects throughout the Northeast. Its many repeat clients include such well-known organizations as SIGSAUER, the Bean Group, Kennebunk Savings Bank, and the Exeter Area YMCA.



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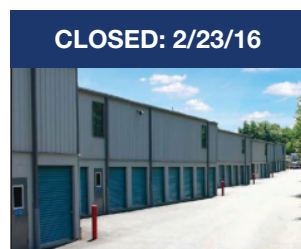
*Jerry Ragosa, President, CPM*

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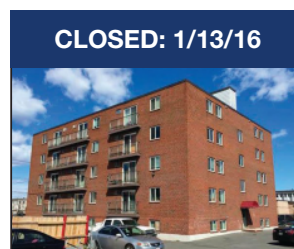
**CLOSED: 2/5/16**

**Net-Leased Drugstore**  
Stamford, CT  
\$9,100,000



**CLOSED: 2/25/16**

**63-Unit Multifamily**  
West Hartford, CT  
\$5,500,000



**CLOSED: 1/13/16**

**30-Unit Multifamily**  
Revere, MA  
\$4,850,000



**CLOSED: 12/28/15**

**Net-Leased Retail**  
Warwick, RI  
\$4,050,000



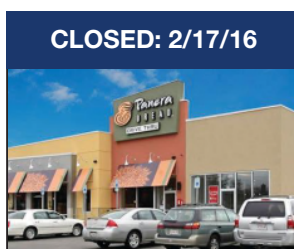
**CLOSED: 2/25/16**

**46-Unit Multifamily**  
West Hartford, CT  
\$3,950,000



**CLOSED: 2/11/16**

**Shopping Center**  
Enfield, CT  
\$3,670,000



**CLOSED: 2/17/16**

**Net-Leased Restaurant**  
Newburyport, MA  
\$3,495,000



**CLOSED: 2/29/16**

**36-Unit Multifamily**  
Fitchburg, MA  
\$3,250,000



**CLOSED: 2/8/16**

**Net-Leased Auto Parts**  
Stratford, CT  
\$2,743,000



**CLOSED: 12/17/15**

**22-Unit Multifamily**  
Norwalk, CT  
\$2,600,000



**CLOSED: 2/22/16**

**Net-Leased Discount Store**  
Ayer, MA  
\$1,860,000



**CLOSED: 12/18/15**

**6-Unit Multifamily**  
Somerville, MA  
\$2,325,000



**CLOSED: 12/17/15**

**9-Unit Multifamily**  
Somerville, MA  
\$2,300,000



**CLOSED: 1/20/16**

**15-Unit Multifamily**  
Brockton, MA  
\$2,250,000

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**Industrial**



By  
Michael Rubin

**Where are industrial and manufacturing spaces going**

The conversion of manufacturing, warehouse and industrial space has become a popular conversation topic in the commercial real estate world. According to a fourth-quarter industrial report from Transwestern | RBJ, the state of Massachusetts added 2,437 industrial jobs in 2015, and the fourth quarter of 2015 was the sixth consecutive quarter of positive absorption for warehouse and manufacturing space at 344,000 s/f. The Greater Boston real estate market has reaped the benefits of this trend, demonstrating the lowest vacancy rates on record for warehouse and manufacturing space. This space will continue to be repurposed, driving manufacturing, warehousing and industrial space to the suburbs.

Vacancy rates for the Boston area warehouse space have plummeted to 11%, far lower than the five-year 15.7% average vacancy, and rent has increased 2.4% to \$5.92 per s/f. The I-495 North market has accumulated 1.5 million s/f of warehouse space in the last 14 quarters, and 12 of the last 14 quarters show positive warehouse absorption. Manufacturing spaces throughout Greater Boston experienced a decrease in vacancy to 9.9%, while asking rents rose by 5.6% to \$8.09 per s/f. Manufacturing properties in the I-495 South market have experienced positive absorption for two years in a row.

December's positive jobs report, the Federal Reserve Bank's decision to raise interest rates by 25 basis points and the projected value of General Electric's move to Boston have contributed to an optimistic outlook for the Massachusetts and US economy. While the robust economy and influx of industrial jobs could partially explain these falling rates, another likely explanation is the transformation of Boston's office spaces. More and more, we're seeing developers utilize, untouched spaces more efficiently in high rise buildings for office and residential use. Manufacturing, warehousing and industrial space is being

CONTINUED ON PAGE 14

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Week 1	Week 2	Week 3	Week 4
Northern New England Owners, Developers & Managers	Rhode Island Financial Digest	Construction, Design & Engineering Connecticut	Shopping Centers Spotlight

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**April 15 deadline for free listings - Deadline for paid listings is April 25**

16 New England Commercial Real Estate Semi-Annual Guide Spring/Summer 2015

**Attorney**

**The Value and Potential Hazards of an SNDA for Commercial Tenants**



**Matthew Ray**  
Ruberto, Israel & Weiner, P.C.

As is often the case with the leasing of new commercial space, it is likely that the tenant has made a significant outlay of capital in connection with the build-out and fit-up of its new location. As a result, a tenant will want to be assured that in the event the lender holding the mortgage on the property commences foreclosure proceedings, the tenant is able to continue to occupy the premises and operate its business throughout the foreclosure and afterwards. One of the most common ways for a tenant to remain in possession of its space despite landlord's financial difficulties is for the tenant to obtain a Subordination, Non-Disturbance and Attornment Agreement ("SNDA"). An SNDA is an agreement entered into between the tenant, landlord and landlord's lender. In its most basic form, an SNDA provides for the subordination of the tenant's leasehold interests in the property to the priority of the lien of the lender's mortgage, the lender's acknowledgment and agreement that it shall not disturb tenant's interests under the lease in the event the lender does foreclose its mortgage lien, and the tenant's acknowledgment and agreement to recognize the lender (or purchaser of the property at foreclosure sale if different from lender) as its new landlord under the lease.

If a tenant shall neglect to obtain an SNDA, the tenant is without any protection in the event the lender forecloses its mortgage lien and the lender (or any purchaser at foreclosure sale) will have the ability to terminate the lease agreement and evict the tenant from its space, whether or not tenant has complied with all terms of the lease agreement to date. In instances where a long-term lease agreement was entered into during a down market period, it is a strong likelihood that the rental rate being paid by the tenant under its lease agreement may be significantly lower than the current market rental rates at the time of foreclosure and as a result any purchaser of the property at foreclosure would be incentivized to terminate the lease agreement and replace it with a lease with a new tenant at the then higher market rates. Alternatively, they can use a threat of lease termination against the tenant to force the tenant into a lease amendment which results in a new higher rental rate. Without an SNDA already in place a tenant will have no protection against these risks.

• for full story visit [nerej.com](http://nerej.com) •

Matthew Ray, Esq. at Ruberto, Israel & Weiner, P.C., Boston, Mass.

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*This Guide will also appear on [nerej.com](http://nerej.com) for 6 months*

Email, mail or fax in your company name, address, phone number, photo and a list of your commercial brokers before **April 15!**

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# Boston lodging market poised for continued growth

The economy in Boston and Cambridge is driven by a diverse set of growth engines which have provided it with a level of stability through multiple recessions. While the city remains reliant on its traditional industries such as financial services, education and healthcare, it has also become a hub for innovation, technology, and life sciences, all of which drive corporate travel throughout the calendar year. The city's rich history, convention centers, amenities, and ease of access contribute to its ability to attract group and leisure travel. The Boston/Cambridge lodging market has now experienced six consecutive years of revenue per available room (RevPAR) growth with very few additions to supply since the most recent recession. As a result, the area has become one of the most sought after and desirable markets in the country for investment in both new projects and acquisitions.

## Demand Outpacing Supply

The Boston/Cambridge lodging market supply is made up of 101 hotel properties combined for approximately 23,000 rooms. Similar to many markets throughout the country, the economic environment following the 2008/2009 recession led to very little growth in supply. Between 2010 and 2015, the market welcomed seven new hotel properties of approximately 801 rooms, of which over 70% opened in 2015. When accounting for minor room count changes and expansions, the local market's room supply has increased 0.7% on a compound annual basis the last six years. During this same six year period, accommodated demand has increased year after year at a compound annual growth rate of 2.4%. (See Chart 1)

Driven by the city's continued demand growth across all three primary demand segments, corporate, group and leisure, and its lack of new supply, operators have been able to increase rates considerably. In 2015, occupancy in the Boston and Cambridge market increased 0.2 points to 81.8% with average daily rate (ADR) increasing 6.4% to \$254.10. The resulting RevPAR in 2015 increased 6.7% from the prior year to \$207.83, a historic high for the market. (See Chart 2)

## Future Changes to Supply

Historically, Boston has not seen significant increases to its supply in the form of a "boom" but rather small increases over time. This was primarily

## Hotel Industry Advisory Board



**James O'Connell**  
O'Connell Hospitality Group



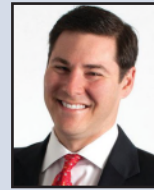
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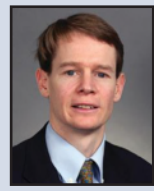
**Harry Wheeler**  
Group One Partners



**Ken MacKenzie**  
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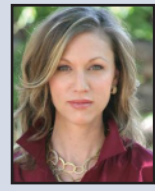
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issue in the immediate future given trends in demand growth.

## Looking Ahead

Statistics for the overall Boston and Cambridge lodging market are positive indicators for the City's future prospects and illustrate the underlying strength of the broader market. Pinnacle Advisory Group has projected a seventh year of increased market demand in 2016 with the City projected to maintain an occupancy level above 80%. Current demand trends throughout Boston and Cambridge and the market's capacity constraints through much of the year will allow operators to continue increasing average daily rates, which are projected to be, once again, the driver behind RevPAR growth in 2016.

Despite the risk of new supply, the positive fundamentals outlined above are expected to continue as the basis for underwriting new hotel projects and maintaining a high level of investor interest. Macroeconomic issues facing the nation's economy today such as oil prices, the US Dollar, China's recent economic slump, the spread of the Zika Virus among others, should be monitored as they may have an impact to lodging markets across the country. In spite of these uncertainties, long term prospects for the Boston and Cambridge market are encouraging.

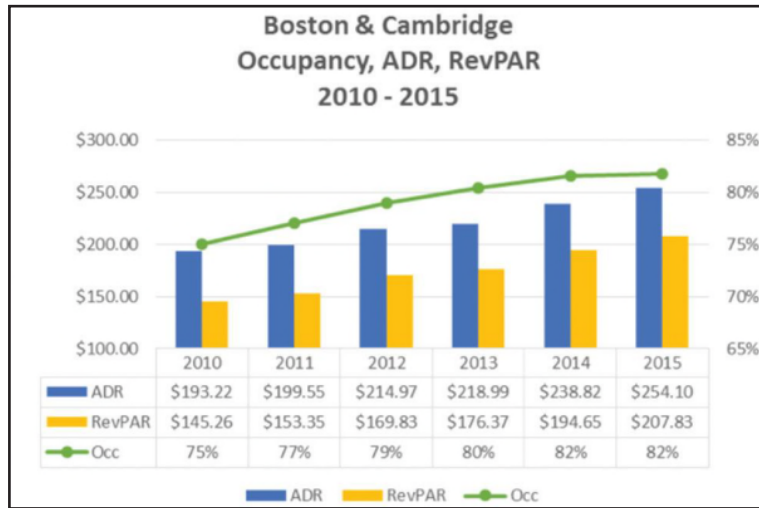


Chart 2

due to the area's high labor costs, lack of available land, and an ADR that, in most cases could not justify the cost to build. Some of these factors still exist today however the recent growth across all demand segments has enabled developers to once again underwrite feasible projects.

In 2015, new supply in Boston and Cambridge was limited to three new hotel properties and two guestroom expansions, combining for a total of 574 rooms. The Boston and Cambridge market is expected to welcome five new hotels (977 rooms) this year, a four% increase to existing supply. The market has not seen a one year increase this large since 2006 when

the InterContinental and the Westin Waterfront opened adding 1,217 rooms. (See Chart 3)

There are proposed hotels, both select-service and full-service, throughout the City with projected opening dates in 2017 and beyond, many of which cannot be confirmed as moving forward at this time. As of February 3, 2016 there were 26 hotel projects, representing approximately 5,000 rooms, in the Boston Redevelopment Authority's (BRA) pipeline—this does not include the three hotels which have already opened this year. It is highly unlikely that all of these hotel projects will move forward, however it is a good indication of the level of interest investors and developers have in the immediate area. (See Chart 4)

The lodging market, while volatile at times, is cyclical in nature. As evidenced by the Boston/Cambridge market's historic peaks and valleys in both occupancy and rate over the last twenty years, the local area is of no exception. While it is difficult to predict a lodging market's exact peak, one can apply the basic stages of a real estate cycle which would indicate the Greater Boston lodging market has been in the recovery stage

since 2010 and has recently begun its expansionary stage as new hotels are approved, completed and opened. It is between this stage and the oversupply stage where investors benefit most from their property's peak real estate value. Although we are forecasting a slight decline in market occupancy, oversupply is not expected to be an

New Hotel Supply (2015 & 2016)				
Boston & Cambridge, MA				
Property	Neighborhood	Chainscale	Opening Date	Rooms
<b>2015</b>				
Fairfield Inn & Suites Boston Cambridge	East Cambridge	Upper Midscale Class	Mar 2015	123
Hilton Boston Downtown Faneuil Hall (expansion)	Downtown Boston	Upper Upscale Class	May 2015	41
Autograph Collection The Envoy Hotel	South Boston Waterfront	Upper Upscale Class	Jun 2015	136
Hilton Garden Inn Boston Logan Airport	East Boston	Upscale Class	Aug 2015	178
Hotel Commonwealth (expansion)	Fenway	Luxury Class	Dec 2015	96
				<b>2015 TOTAL</b>
				<b>574</b>
<b>2016</b>				
The Godfrey Hotel Boston	Downtown Boston	Upscale Class	Opened Q1	242
element Boston Seaport	South Boston Waterfront	Upscale Class	Opened Q1	180
aloft Hotel Boston Seaport	South Boston Waterfront	Upscale Class	Opened Q1	330
Porter Square Hotel	Porter Square Cambridge	Economy Class	Q1 2016 *	75
AC Hotel by Marriott Discovery Park	Alewife / Discovery Park	Upscale Class	Q3 2016 *	150
				<b>2016 TOTAL</b>
				<b>977</b>

\* Currently under construction, opening date has been estimated based on conversations with developers/operators.  
Does not include minor increases or decreases to roomcounts  
Source: Various Sources

Chart 3

New Rooms Supply by Status			
Status	Prjs	%	Rms
Under Construction	4	15%	917
BRA Approved *	14	54%	2,566
Under Review / Letter of Intent	8	31%	1,511
<b>TOTAL</b>	<b>26</b>		<b>4,994</b>

Does not include rumored/preliminary projects.  
Projects provided by Boston Redevelopment Authority as of February 3, 2016  
Compiled by Pinnacle Advisory Group

Chart 4

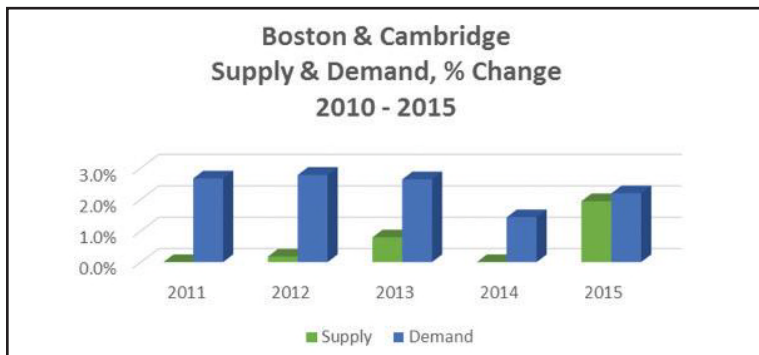


Chart 1

## About this month's author

Sebastian Colella is a vice president with Pinnacle Advisory Group's Boston office completing assignments throughout the country with a primary focus on Boston and its suburbs. Sebastian holds a bachelor of science degree from the School of Hotel Administration at Cornell University with industry experience in both sales and operations roles at hotels, resorts, and private clubs.

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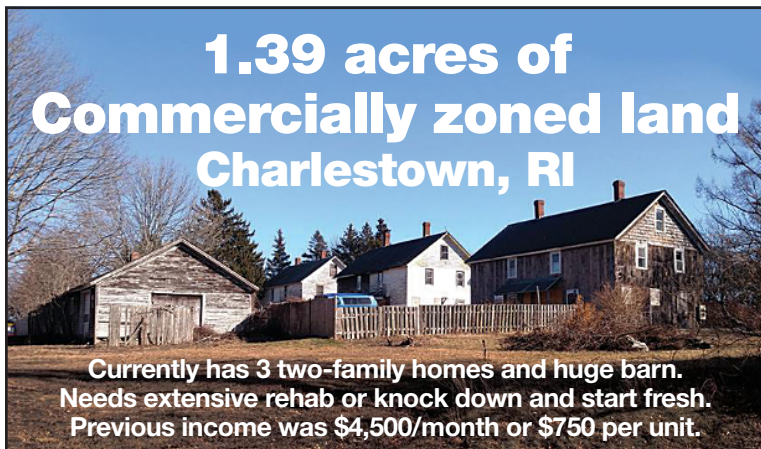
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**arranges sale of 5 property portfolio**



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**NASHUA, NH** The NAI Norwood Group completed the sale of a Granite Clover Self-Storage 5-property portfolio to



**Joseph Mendola**

National Storage Affiliates Trust (NSA). The assets were acquired by NSA from multiple entities under the Granite Clover Self-Storage

trademark. The transaction was valued at \$28.8 million and consists of 235,000 s/f with 1,900 self-storage units. This sale is the largest all New Hampshire self-storage portfolio sold in Southern New Hampshire in the last



**Nashua, NH**



**Londonderry, NH**



**Pembroke, NH**



**Amherst, NH**

20 years. The 5-property portfolio is located throughout Amherst, Nashua, Londonderry, Derry and Pembroke.

Joseph Mendola, senior vice-president of NAI Norwood Group, who represents the Argus Self-Storage Sales Network in Northern New England, represented the seller in this transaction and assisted the buyer. Mendola also represented the seller in the sale of the Dover, Bow, Somersworth, and Wakefield properties to Optivest Properties, Inc. Optivest is a NSA Participating Regional Operator.

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**Integlia of Michael Integlia & Company passes away at age 31**

**CRANSTON, RI** Michael Integlia III passed away on March 4, at the age of 31. Integlia, a graduate of Tabor



**Michael Integlia**

Academy and George Washington University (Class of 2007), was the vice president of Michael Integlia & Company, a real estate investment

firm in Providence. He was a member of the board of directors of the University Club in Providence and of Squash RI. Integlia was also involved in other charitable organizations.

In lieu of flowers, memorial contributions may be made to a charity of your choosing.

**Cardente Real Estate broker \$1.125 million sale**

**YARMOUTH, ME** According to Cardente Real Estate, Forest Falls - J, LLC & Forest Falls - S, LLC has purchased 30 Forest Falls from Mellin Holdings LLC for \$1.125 million.

The seller was represented by Michael Cardente of Cardente R.E. and the buyer was represented by Mike Cobb of Cardente R.E.

## New England

### BARRACK OF JLL TAKES BROKER OF THE YEAR LEADERSHIP AWARD

# Commercial Brokers Assn. name 2015 Achievement Awards winners

**BOSTON, MA** The Commercial Brokers Association (CBA) named the winners of the 2015 CBA Achievement Awards



**Bill Barrack**



**Jordan Yarboro**

at its annual awards gala on March 3 at the InterContinental Boston. The awards recognize the Greater Boston area's most significant real estate deals of 2015 and honor local industry professionals who have distinguished themselves among their peers.

At the awards gala, Bill Barrack, leader of the New England leasing group at JLL, was presented with CBA's top honor, the Broker of the Year Leadership Award. Deal of the Year Awards were presented for Office (Boston, Greater Cambridge and suburban), Retail, Industrial, Life Science and Most Creative deals, as well as the Investment Sale of the Year. A new Community Impact Award was added this year, recognizing a transaction that had a significantly positive effect on the community. And in addition to Broker of the Year, Special Recognition Awards were presented for the Landlord, Rising Star, and Collaborating Professional of the Year.



**BNY Mellon, One Boston Place - Boston, MA**

#### 2015 Deal of the Year Winners:

- Office – Boston: BNY Mellon, One Boston Place.
- Office – Greater Cambridge: Sanofi/Genzyme, 50 Binney St.
- Office – Suburban: EMD Millipore, 400 Wheeler Rd., Burlington, Mass.
- Retail: Primark, 10 Summer St. Boston.
- Industrial: Martignetti's Warehouse, Myles Standish Industrial Park, Taunton, Mass.
- Life Science: Alnylam Pharmaceuticals, 675 West Kendall, Cambridge, Mass.
- Most Creative: Boston Landing, 80 Guest St., Brighton, Mass.
- Investment Sale: 222 Berkeley St. & 500 Boylston St., Boston.
- Community Impact: Amazon Distribution Facility, SouthCoast

Life Science & Technology Park, Fall River, Mass.

#### 2015 Special Recognition Awards Winners:

- Broker of the Year: Bill Barrack – JLL.
  - Landlord of the Year: Samuels & Associates.
  - Rising Star of the Year: Jordan Yarboro – JLL.
  - Collaborating Professional of the Year: J. Calnan & Associates.
- Founded in 1991, the CBA represents over 400 members in the commercial brokerage community throughout Mass. that comprise over 4,000 companies. CBA is deeply committed to providing relevant educational programs, promoting professionalism and cooperation, and creating an atmosphere where knowledge and ideas are easily exchanged.

*for full story visit [nerej.com](http://nerej.com)*

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New England

IN TWO LEASES AT 225 TURNPIKE ROAD, SOUTHBOROUGH, MA  
**Holmes, Johnston & Bartholomew**  
**of R.W. Holmes handle 23,859 s/f**

SOUTHBOROUGH, MA Garry Holmes, Craig Johnston, and Jim Bartholomew of R.W. Holmes Realty



Garry Holmes



Craig Johnston

complete two deals totaled 23,859 s/f at 225 Turnpike Rd. Prism HR leased 18,799 s/f, while The Boston Institute of Biotechnology owned by Lincoln Ventures Common Inc., a division of KL Realty, leased 5,060 s/f.

225 Turnpike Rd. is a 72,000 s/f



225 Turnpike Road - Southborough, MA

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The R.W. Holmes team were the sole brokers for these transactions.

Newmark promoted to principal at Acentech

CAMBRIDGE, MA Acentech, a nationally recognized multi-disciplinary acoustics, vibration, audiovisual,

IT and security system design consulting firm, has promoted Marc Newmark to principal consultant.

Newmark has a wide range of experience in acoustics and vibration from a background in transportation noise, vibration analysis, outdoor sound modeling and product testing. Joining Acentech in 2008, he has worked on a variety of applications and projects that include: vibration and noise studies for health care facilities and research laboratories; design of vibration isolation systems; remote monitoring systems for construction-related noise and vibration; noise modeling of industrial facilities and transportation sources; acoustical noise barrier design; and environmental impact studies for highway developments.



Jim Bartholomew



Marc Newmark

# Referral Network

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Firms appearing on this page are listed to represent the areas of activity in the New England economic region, and are available to answer your questions regarding investment, financing and/or brokerage opportunities in their area. They are willing to cooperate on all legitimate situations.

### REPS TENANT, HD SUPPLY; TRANSWESTERN REPS LANDLORD

## Smith of Colliers International negotiates 152,000 s/f lease renewal

**BOSTON, MA** Colliers International negotiated the renewal of a 152,000 s/f lease at 100 Meadow St. Colliers represented HD Supply in this strategic extension of their lease. Austin Smith was the lead negotiator. Smith also was the broker who originally brought HD Supply to the building moving them from Norwood. The property was recently acquired by National Development of Newton.



**Austin Smith**

After careful study of market conditions, Smith was able to design attractive renewal terms and negotiated on behalf of the client. National was represented by Transwestern.

This is a strategic location for HD Supply gaining them access to both the suburbs as well as downtown clients. The space has all the dimensional characteristics of a modern warehouse being 30 feet clear and having ESFR sprinklers as well as capacious loading doors.



**100 Meadow Street - Boston, MA**

### Ellis of Conway Commercial brokers \$890,000 sale of 322-326 N Main St. on behalf of seller TJB LLC

**RANDOLPH, MA** Dave Ellis of Conway Commercial has brokered the sale of 322-326 N Main St., for \$890,000. The property consists of two buildings occupied with retail and office tenants including a mix of office professionals, dry cleaner, clothing retailer, chiropractor, and a night club.

Ellis represented the seller, TJB LLC, and procured the buyer, UTP Realty, LLC. The owner, Tad Bonvie, commended Ellis for his expertise and professionalism. "In the face of many adversities with this deal David kept it together and made the process work," said Bonvie.

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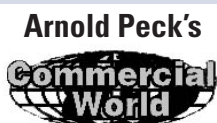
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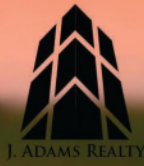


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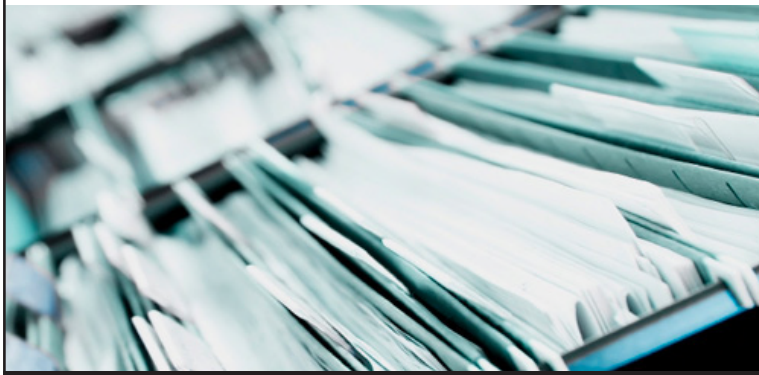


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## New England

PURCHASED BY BERRY OF MEETING HOUSE REALTY INVESTMENTS

# West of MANSARD facilitates the \$3 million sale of 720 Main Street

**TEWKSBURY, MA** Howard West of MANSARD facilitated the sale of 720 Main Street, which is the Tewksbury



Howard West

U-Store-It self storage facility. The buyer, Richard Berry of Meeting House Realty Investments, purchased the site for \$3 million from Tewksbury U-Store-It Inc. The property will continue to run as a self-storage facility.



720 Main Street - Tewksbury, MA

### Federal Street Advisors merges with Pathstone

**BOSTON, MA** Federal Street Advisors, an independent investment consultant and wealth management firm for individuals, families and nonprofit organizations, and Pathstone Family Office, a multi family office offering in house expertise in investments, tax planning and compliance, estate planning, family education, and philanthropy jointly announced that Federal Street has merged with Pathstone to create Pathstone Federal Street, a wealth advisory firm with enhanced capabilities to provide truly independent advice and services to both high-net-worth and institutional clients.

•for full story visit [nerej.com](http://nerej.com)•

### Corbett Restaurant Grp. completes sale of The Place at 2 Broad St. - 3,200 s/f restaurant to be Suski Rock

**BOSTON, MA** Corbett Restaurant Group, a leading commercial real estate firm located in Boston specializing in the sale and leasing of restaurants and other hospitality industry venues, completed the sale of The Place Boston at 2 Broad St.

The 3,200 s/f property is presently undergoing construction to house Suski Rock, a restaurant that will serve both traditional and contemporary Japanese cuisine. Suski Rock will be a high-energy modern Asian Sushi, BBQ Restaurant and Lounge that

will also feature some of the area's best live bands and DJ's.

"We're pleased to announce the sale of this prime property and are certain it will be a success as Sushi Rock," said Todd Smith, president and managing partner of Corbett. "The restaurant and hospitality industry in the Greater Boston area is experiencing a major boom; we're confident that our experience and expertise will continue to make us an invaluable partner in this flourishing region and commercial real estate market."

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**8:00am-9:00am Panel 1**

Overview of healthcare industry and how it is impacting real estate usage and strategies.

The convergence of healthcare/medical office and seniors housing retail healthcare.

**9:00am-10:00am Panel 2**

Investment sales velocity, pricing and cap rates.

Who is financing new MOB investment and development deals in 2016?

5 min break

**10:05am-11:00am Panel 3**

Leasing, marketing and operating in today's market.

Who's lending in the debt market, what equity sources are available.

**11:00am-11:50am Panel 4**

Design innovations that address more cost-effective delivery: Operational planning and utilization, infrastructure challenges, solutions.

The evolving market for new construction and development.

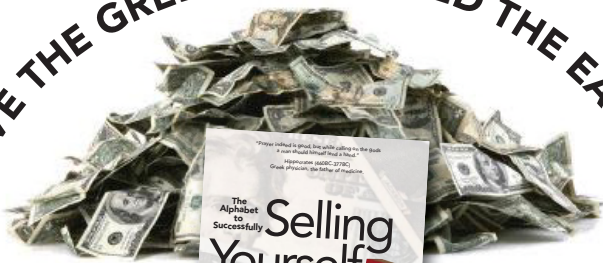
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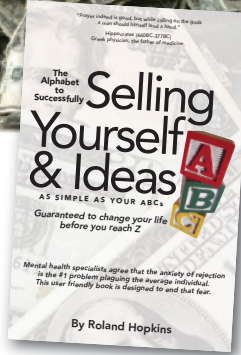
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## New England

### THOMPSON OF JLL REPS TENANT, CARL ZEISS MICROSCOPY Regazzini of Combined Properties handles 43,496 s/f lease renewal

**PEABODY, MA** According to Combined Properties, Inc., Carl Zeiss Microscopy has renewed its lease at One Corporation Way, Centennial Park, for 43,496 s/f.



**Greg Regazzini**

One Corporation Way has served as Carl Zeiss's North American headquarters since 2007. Greg Regazzini, vice president and director of leasing for Combined Properties, represented the landlord. Tamie Thompson of JLL represented Carl Zeiss Microscopy.

"The space has proven to be a terrific fit, with its infrastructure, atmosphere, and strategic location serving us very well," said a Zeiss spokesperson.

The facility is owned and managed by Combined Properties, a full-service investment and development real estate firm specializing in commercial and multi-family residential properties north of Boston.

Centennial Park, the North Shore's premier business park, provides an ideal atmosphere for R&D, bio-tech, technology, medical, and related uses. Seventeen miles from Boston, it offers proximity to the highway with access to Rtes. 128, 95, and 1. **•for full story visit [nerej.com](http://nerej.com)•**



### Where are industrial and manufacturing spaces going CONTINUED FROM PAGE 4

converted for office and residential use. For example, Boston Properties is developing a 16-story office building on the postage-stamp space in front of the Prudential building, blocking the views of the Prudential floors overlooking the Charles.

GE's move to Boston could further impact this trend. As the company settles on a location for their Seaport office space, many employees will search for nearby housing. A client who owns a terminal building in the suburbs has mentioned the concerns of those looking to purchase his building as being driven from Boston. Businesses are having transportation issues within the city of Boston, as space is decreasing for large trucks and loading docks.

Considering the transformation of Greater Boston's business landscape, this trend of reduced warehouse space and increasingly condensed commercial and residential space aligns with many others that we have seen in recent years. As Boston's neighborhoods house more hotels and residential buildings, as well as life science and technology companies, the city is also seeing an influx of millennial workers who enjoy living close to where they work. Our city's real estate market is booming, and I look forward to watching the continual transformation of Greater Boston.

**Michael Rubin is partner at Posternak Blankstein & Lund, Boston.**

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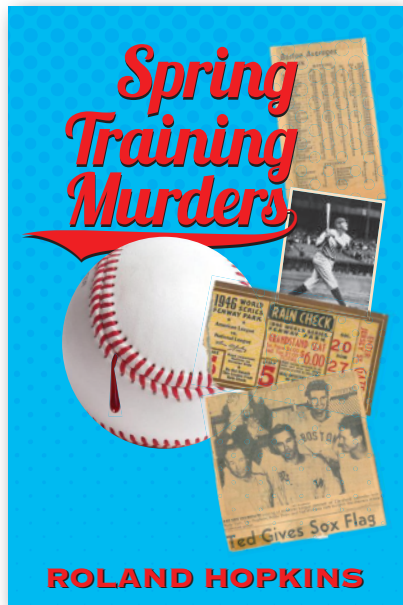
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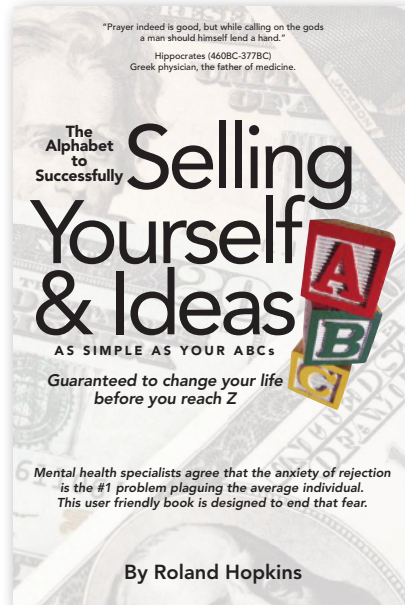
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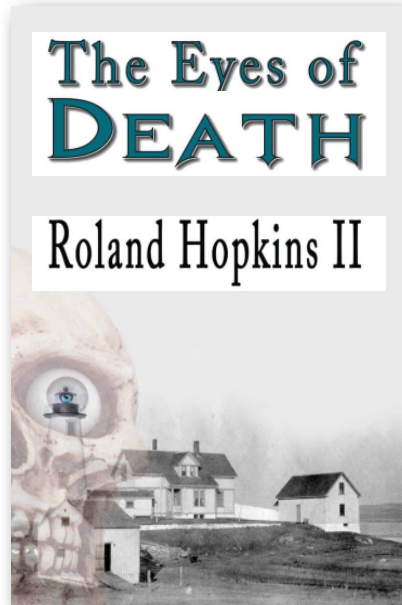
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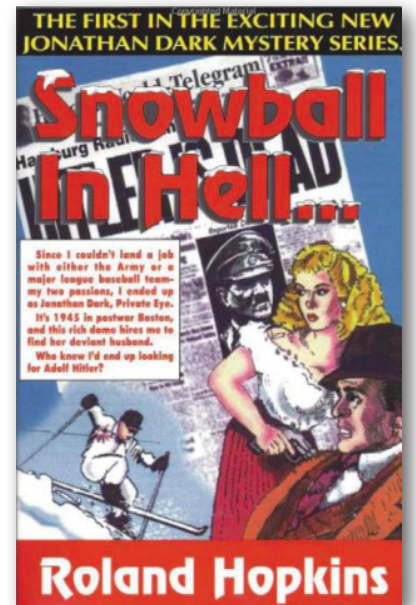
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## New England

### BRA completes sale of 6-building office portfolio at Southwest Park for \$13.4m

**WESTWOOD, MA** Boston Realty Advisors (BRA) has completed the final sale of a six-building office portfolio at Southwest Park. The portfolio totaling 102,183 s/f was sold in six separate transactions and involved six different buyers, five of whom intend to occupy all or a portion of the office space. The average price per square foot for the portfolio



was \$131 per s/f with an aggregate sale price of \$13.4 million. The seller, MARIC, Inc., was represented by Jeremy Freid, Adam Meixner, Jordan Sneider and Tyler Griffin of BRA's suburban team for all of the transactions.

MARIC, a Needham-based owner, manager and developer, acquired the office building portfolio for \$104 per s/f in 2007. When plans for a mixed-use redevelopment project didn't materialize, MARIC engaged BRA to sell the assets.

"With varying lease expirations over the last 18 months, our approach

for the disposition of the portfolio was to strategically target end-user buyers. Given the lack of quality owner-user inventory within the Central 128 market, Southwest Park was a tremendous opportunity for owner-occupants," said Freid, managing director and senior partner who led the sales efforts.

BRA represented both the seller and the buyer on the final sale of an 18,000 s/f building at 21-25 SWP to Scott Ravelson for \$1.935 million. Colliers International and New Dover Associates acted as the buyer's broker for two of the transactions.

### Brady Sullivan Properties signs two new leases at Center at Colony Mill totaling 8,446 s/f



**KEENE, NH** After gaining two tenants earlier in 2016, a long-time Keene landmark is experiencing increased growth with the addition of two new tenants totaling 8,446 s/f. Owned and managed by Brady Sullivan Properties, the Center at Colony Mill is welcoming New Hampshire Employment Security and the New Hampshire Department of Education.

"The Center at Colony Mill has seen continued growth with long-term, quality tenants that are helping to restore this location to its original landmark status in the city of Keene," said Charles Panasis, director of commercial real estate at Brady Sullivan Properties. "We are honored that these two New Hampshire state offices chose to be at this location for at least the next 10 years."

New Hampshire Employment Security has already established its location at the Center at Colony Mill, and is currently occupying 4,910 s/f. They have committed to a 10 year

lease. The New Hampshire Department of Education has also signed a 10 year lease and will occupy 3,536 s/f. Brady Sullivan's turnkey design and construction team is currently working with the state office to customize the space to fit their unique needs.

These two new tenants bring the occupancy of this Keene location to 87%, a significant increase since it was purchased by the Manchester-based real estate development company two years ago. Since Brady Sullivan Properties took ownership of the Center at Colony Mill and the Colony Mill Marketplace, the company has invested close to \$1 million in improvements, which includes new sidewalks, granite curbing, parking lot, and new signage.

Panasis was instrumental in brokering these new deals, with support from the commercial leasing team of Benjamin S. Kelley and James F. Tobin.

### DAVID AND JAMES STUBBLEBINE REP. SELLER & PROCURE BUYER

## The Stubblebine Co. reps Beech Street Enterprises in \$3.6m sale

**HANOVER, MA** The Stubblebine Company/CORFAC International sold 285



**David Stubblebine**



**James Stubblebine**

Circuit St., a multi-tenant 76,000 s/f single story industrial building, for \$3.6 million.



**285 Circuit Street - Hanover, MA**

David and James Stubblebine represented the seller, Beech Street Enterprises, and procured the buy-

er directly in this transaction. The building features 20' clear height, no columns and a diverse tenant mix.

### Summit Realty Ptrs. completes two leases to Dollar Tree and Aubuchon Hardware at River's Edge Plaza totaling 18,110 s/f

**HAVERTHILL, MA** Summit Realty Partners, Inc. completed a new lease transaction with retailer Dollar Tree and



**Chris McMahon**

a lease expansion with Aubuchon Hardware at River's Edge Plaza. A new lease was executed with Dollar Tree for an 8,000 s/f store. Summit Realty also negotiated a lease expansion and long term lease extension for Aubuchon Hardware to increase its premises from 4,250 s/f to 10,110 s/f. Both agreements bring further stability to the shopping center and are expected to bring more customer traffic. Chris McMahon of Summit Realty represented the landlord, Rivers Edge Plaza LP in both transactions.

River's Edge Plaza is a Market Basket anchored shopping center located on the border of Haverhill and Groveland, within close proximity to Holy Family Hospital.

Boasting over 25 years of experience, Summit Realty Partners is a full service commercial real estate firm headquartered in Lexington, Mass.

### Olson of Nordlund Assoc. brokers lease for NFI



**300 Rosewood Drive - Danvers, MA**

**DANVERS, MA** Kevin Olson of Nordlund Associates, Inc. negotiated a lease for office space at 300 Rosewood Dr.

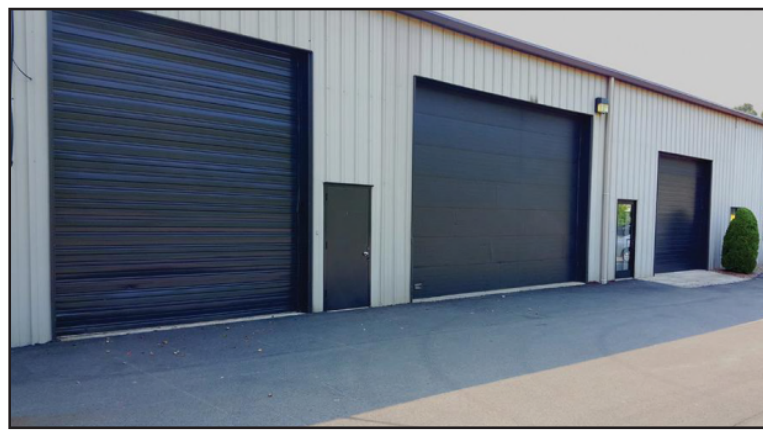
Nordlund Associates represented the lessee, NFI Massachusetts, while The Clark Company represented the landlord, Symes Danvers LLC.

NFI Massachusetts is a non-profit human services program and provides training and consultation to individuals and families.



**River's Edge Plaza - Haverhill, MA**

### The Geenty Group brokers 10,000 s/f lease on behalf of the tenant and the landlord



**15 Commerce Drive - North Branford, CT**

**NORTH BRANFORD, CT** The Geenty Group, Realtors, handled the lease of 10,000 s/f at 15 Commerce Dr.



**Bill Clark**



**Kevin Geenty**



**Kristin Geenty**

The tenant is ELC, LLC. Jay Waldman and Errol Cvern are the company's principals. They are a large distribution company with business locations in four other states. The

property consists of 10,000 s/f of high bay warehouse space with both loading docks and drive-in doors.

This space will be used to house and distribute furniture and appliance items for its client companies who are global retailers.

The Geenty Group was the sole agency in this transaction, with Bill Clark representing the tenant, and Kevin Geenty SIOR and Kristin Geenty SIOR representing the landlord, W. E. Hitchcock, LLC.



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Section B New England Real Estate Journal March 18 - 24, 2016

## Quick Read

**NGKF and O,R&L  
Comm'l. broker  
\$72 million sale in  
New Haven**



The sales team included David Noonan and Jenifer Schwartzman of NGKF and Richard Lee and Frank Hird, SIOR of O,R&L Commercial.  
**SEE PAGE 2B**

**Weirsman of  
Colonial Properties  
brokers 2 properties  
totaling \$2.5 million**



Colonial Properties, Inc. completed two commercial sales at 45 Banner Dr. in Milford and 253 Indian River Rd. in Orange.  
**SEE PAGE 4B**

**28 Pages**

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 Appraisal Institute..... 24  
 SIOR..... 25

## FOR 43,500 S/F OFFICE BUILDING LOCATED AT 19 OLD KINGS HIGHWAY

# Breda and Zuckerman of Goedecke & Co. arrange \$10.25m

**DARIEN, CT** The Westport office of Goedecke & Co., LLC has arranged \$10.25 million in first mortgage



**Timothy  
Breda**



**Kristin  
Zuckerman**

financing for the refinance of 19 Old Kings Highway South, a 43,500 s/f suburban office building.

Goedecke principal **Timothy Breda** and senior associate **Kristin Zuckerman** worked exclusively on behalf of the buyer to secure a long term, fixed rate, non-recourse loan from PeoplesBank. The borrower is a single purpose entity controlled by Forstone Capital.

**Breda** said, "19 Old Kings Highway is a completely renovated, class A office building situated within



walking distance to the Metro North train station, in the heart of downtown Darien with excellent visibility and access to I-95. Forstone Capital did a fantastic job of repositioning and

refreshing this asset to attract a wide variety of quality office tenants. PeoplesBank provided a very competitive long term, non-recourse loan consistent with Forstone's objectives."

Goedecke & Co., one of New England's largest privately-owned commercial mortgage banking companies, with offices in Boston, Mass., and Westport, Conn.

## Newman and Champagne of Connecticut Commercial completes two sales totaling \$391,300

**GROTON, CT** The New London office of Connecticut Commercial Realty & Select Homes has completed two



**William  
Newman**



**William  
Champagne**

sales. First, the historic building located at 202 Thames St. in the borough of The City Groton, has transacted for a contract price of \$110,000. It consists of 2,800 s/f situated on a tenth of an acre on the East side of Thames St. The main portion of the building is subject to a lease with the United States Postal Service. There is a small office in the rear of the property, not subject to the USPS lease.

The property was sold for the estate of **Karl Lehman** and was purchased by WWL Properties, LLC.

The building was constructed in 1939 according to specifications supplied by the United States Postal Department, and has been in continuous operation as a post office since that time. The seller, the estate of Karl Lehman, was represented in the sale by brokers **William Newman** and **William Champagne** of Connecticut Commercial Realty's New London office, and by attorney **Mark Block** of Norwich. The estate was represented by attorney **William Fairfield** of Ventura, California. The buyer, WWL Properties, LLC was represented by broker **Matthew Longino** of Longino Real Estate, and attorney **Peter Hoops**.

A second sale has been recorded for the property located at 479 Gold Star Highway (aka Rte. 184). The



**479 Gold Star Highway - Groton, CT**

property, which contains a 4,615 s/f masonry building situated on 1.2 acres, was constructed in 1989 as a motor vehicles inspection station. It was acquired and remodeled in 2003 by Grossman's Seafood Inc. It transacted for a contract price of \$281,300 and was purchased by

Lex Limited Enterprises, LLC. The seller was represented by **Newman** and **Champagne** of Connecticut Commercial Realty's New London office, and by attorney **Block**. The buyer was represented by broker **Kevin Reardon**, and attorney **Garon Camassar** of New London.

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For the Developer: Numerous road frontage lots; cluster subdivisions, elderly housing

For the Entrepreneur: winery; wind farm, solar farm; recreational camp; golf course

For the Dreamer: Horse farm; riding stables; B&B; orchards; retail antique Land and farm line: [http://www.landandfarm.com/property/NELSON\\_Farmstead-02580574](http://www.landandfarm.com/property/NELSON_Farmstead-02580574).



#### Former Wendy's 819 Hartford Turnpike - Waterford

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#### Franklin: Investment Flex Complex (Listing Website: <http://www.crelisting.net/Zep44eT0Q>)

Two modern buildings (36,964 sf total) with flexible space for warehouse, manufacturing, office, etc. Most units have truck height door and or drive in door. Excellent opportunity for owner/user with good tenant mix presently. Attractive CAP. \$1,850,000



#### Norwich: Office 2501sf Bldg: (Listing Website <http://www.crelisting.net/Qym2C1e6A>) \$329,900

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#### Waterford: 23 Industrial Acres (<http://www.crelisting.net/OWd91Nd7g>) \$1,500,000

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**Norwich Acreage: (Listing Website: <http://www.crelisting.net/PaX-5dGQ0w>) \$349,900** Beautiful "tiered" 5.23 acres overlooking Thames River and the Norwich Harbor. Zoned waterfront development, allowing many uses including restaurants, offices, retail, and multi-family. Possible additional acreage to the south and the deeding of the terminus of High St. to a new owner. Fronting on CT Route 32 and High St. Convenient to shopping, restaurants, and the Mohegan Sun and Foxwood Casinos.



#### Salem: Salem Town Center For Lease: (Listing Website: <http://www.crelisting.net/Lg1uh1IQ>)

Join new Dunkin' (full store with drive-thru), Subway, and a number of other unique, long standing tenants (smoke shop, music store, etc.) Located on very busy commuter Rte. 85 (New London Rd.) with an ADT of 13,600. 800-1600 sf available @ \$9/sf NNN



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**\$899,000 — 14 Apartment Units** feature recent improvements & views of Moosup Lake. Newer roof, hot water heaters, flooring and appliances. Offering upside in the rents with little to no deferred maintenance. 100% occupied.



### Oak Forest Village North Windham, CT

**\$4,700,000 — 36 Townhouse Units.** 2 & 3 bedroom townhouses with attached garages. Well maintained by original owner/builder. 100% occupancy with low turnover. 15 minutes from UCONN's main campus.



### New Life Church Meriden, CT

**\$1,600,000 — Existing 15,000 SF church** on +/- 5.3 acres with single family home and out building. Located near I-91 with easy access to I-84. Ideal for continued use as church or new development site. Zoned R-1.



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# Connecticut

## SALES TEAM INCLUDES NOONAN AND SCHWARTZMAN OF NGKF NGKF and O,R&L Comm'l. broker \$72 million sale in New Haven

NEW HAVEN, CT Newmark Grubb Knight Frank (NGKF) and O,R&L Commercial completed the sale of



David Noonan



Jenifer Schwartzman

One Long Wharf Dr, a 300,000 s/f multi-story medical/office building to Healthcare Trust of America, Inc.



Richard Lee



Frank Hird

(HTA) of Scottsdale Arizona for \$72 million. The seller, a New York based investment group, bought the property in 2007 for \$28 million and undertook significant renovations to the tenant spaces and common areas of the property. At the time of the sale to HTA the property was effectively 100% occupied with a waiting list of tenants. With over 1,000 parking spaces and direct access to I-95, the building is uniquely positioned in the



New Haven market.

HTA, a \$4 billion dollar publicly traded REIT plans on continuing to upgrade the property and position it as the premier medical facility in the region.

The sales team included David

Noonan and Jenifer Schwartzman of NGKF and Richard Lee and Frank Hird, SIOR of O,R&L Commercial.

O,R&L Commercial has been retained to continue handling the leasing for HTA.

### Washington Trust provides \$1m construction financing

LISBON, CT Washington Trust's commercial real estate group provided \$1 million to Tucker Development Group, LLC for the construction financing of single-family homes in subdivisions.

In Lisbon, the construction will consist of five types of single-family homes set within a new 32-lot residential subdivision known as Barber Farm. Each lot varies in size from one to five acres. In Groton, the homes are

being built within Mill Pond Estates, a new 10-lot subdivision located in close proximity to downtown Groton, the Groton Naval Base, and Pfizer.

"Tucker Development is a strong housing developer and we are very pleased to finance such well located residential projects with them," said Julia Anne Slom, senior vice president & team leader of Washington Trust's commercial real estate group.

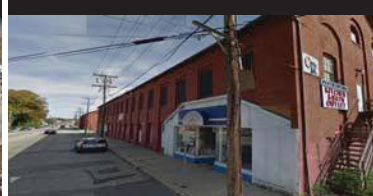
# PEQUOT COMMERCIAL

### DEVELOPMENT SITE



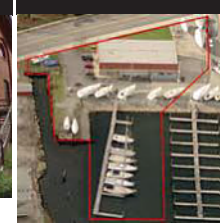
NEW LONDON, CT— 0.64 ac (more avail). Colman Street, 14,000 traffic. City Sewer/Water/Gas. 2 bldgs on site 75% leased mo-to-mo. \$640,000 Norm Peck

### WAREHOUSE



NORWICH, CT— 20,000+ warehouse, ceilings 14-22'. 0.5 Acre. \$375,000 or \$2.95/sf NNN. Zone GC. Abutting 17,000sf warehouse also available. Steve Becker.

### YACHT YARD / MARINA



SOUTH EASTERN CT—8700sf bldg 22' ceiling, 8'-12' water depth. GREAT rack storage facility potential. Storage, dockage, repair, showroom, sail loft. Well-protected cove. For Sale \$990,000 or For Lease. Norm Peck, x133

### WEDDING/RESORT



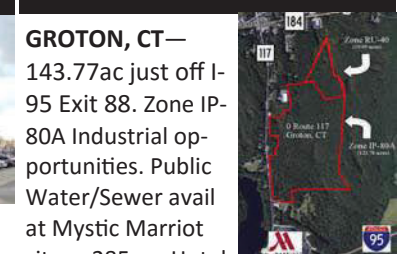
VOLUNTOWN, CT— Unique 5,500+ sf facility. Updated 2007. 26+ ac w/ 4BR guest house, pool, etc. Seller financing. REDUCED \$995,000 Randy Russ 860-599-5997

### WAREHOUSE/OFFICE



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### DEVELOPMENT OPPORTUNITY



GROTON, CT— 143.77ac just off I-95 Exit 88. Zone IP-80A Industrial opportunities. Public Water/Sewer avail at Mystic Marriot site, a 285 rm Hotel & Conference Center. 1280'+/- Route 117 road frontage. \$5,900,000. Judy Walsh, x153

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Zone: IL-80N (Industrial)  
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Power: 800 Amp, 3 Phase  
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Lease Price: \$6.50 NNN

Freestanding industrial building with full a/c. Ideal space for warehouse, distribution, assembly, light manufacturing or laboratory. Building has signage on Route 7 and is located immediately off Super 7 with easy access to I-84.



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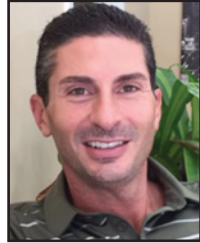
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**Connecticut**

**45 BANNER DR. IN MILFORD AND 253 INDIAN RIVER RD. IN ORANGE**  
**Weirsman of Colonial Properties**  
**brokers 2 properties - \$2.5 million**

**MILFORD, CT** According to Michael Richetelli, president and designated broker, Colonial Properties, Inc.



**Michael Richetelli**

completed two commercial sales totaling \$2.555 million. Bill Weirsman, commercial realtor, represented the buyer, Centric Pro Management

Services Inc; and the seller, Banner Systems Inc., in the sale of 45 Banner Dr. in Milford. The property sold for



**45 Banner Drive - Milford, CT**

\$1.5 million and consists of a 22,000 s/f light industrial building on 1.49 acres. The property abuts I-95 and includes a billboard, which



**Bill Weirsman**

accounted for some of the value of the sale.

Weirsman also represented the seller, the Capecelatro Family in the sale of 253 Indian River Rd. in Orange. The 4.36 acres of land is on the corner of Prindle Hill Rd. and sold for \$1.055 million to Orange Development Partners, LLC. The site has been approved for the development of

a Tractor Supply store; construction has begun immediately. The buyer was represented by New England Retail Properties.

“Colonial worked diligently on this project, including helping to facilitate a zone change of the property and

adjacent parcels in order to make the sale feasible. Tractor Supply will be a great addition, along with the UI Operations Center and Tangoe, helping to re-vitalize the Marsh Hill/Indian River Road corridor of Orange,” Richetelli said.

**CBRE/NE completes \$4.7 million sale of 7 acres**

**GLASTONBURY, CT** CBRE/NE has negotiated the sale of land at the corner of Hebron Ave. & House St. The land totaling 7 acres is located just off Rte. 2 at Exit 8. The development lot was acquired by a Tri-State developer, Continental Properties, for

\$4.7 million. Continental Properties has received approvals for a 145-unit rental apartment community.

Kyle Roberts of CBRE/New England’s Hartford office represented the seller and also assisted in procuring the buyer for this transaction.

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\$25 NNN- Existing Building (6,650 SF)  
\$175,000- Land Lease

1.49 acre parcel with a 6,650 sqft building on the property. Zoning is CG20 and allows many uses. The property has been improved with an easement with the neighboring hotel owner to allow alignment for a full 4 head signalization upgrade.

The traffic count is 24,000 VPD, located across from Harley Davidson and Frank Pepes Pizza, near the entrance to Lowes/Best Buy plaza

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« January March »

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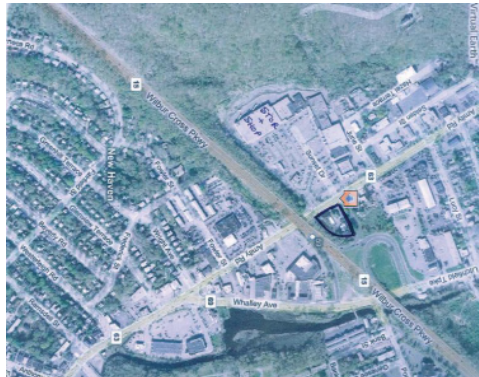
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**\$850,000**



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of which can be leased separately.



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109+ ac. of farm land now available for sale.  
Public water and sewer available.  
**\$3,000,000**



**INDUSTRIAL LAND FOR SALE  
BERLIN**

20 acres zoned industrial. Easy access to Rt. 9 & I-91.  
All utilities available. Potential for industrial park.  
**\$1,600,000**

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Connecticut

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 \$315,000 sale in Hampton**



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 architecture interior design planning

**HAMPTON, CT** Lyman Real Estate brokered the sale of a 99.69 acre parcel that will be used as a solar farm by new owners Ecos Energy LLC. CEO Ron Lyman, CCIM, who represented the sellers, said the lot on Rte. 6 and Fisk Rd. closed for a sale price of \$315,000. The settlement agent was Nicholas R. Scola, LLC, and the attorney for the seller was Howard Schiller, Esq.

Ecos Energy, based in Minneapolis, is a renewable energy services



company that develops and operates utility-scale solar projects throughout the U.S. In the last five years Ecos has developed more than 27 megawatts (MW) of solar photovoltaic (PV)

projects for utilities. The company also has more than 30MW of solar PV projects under contract in seven states. Ron Lyman commented, "It was great to be involved in a commercial land sale that's bringing real renewable energy benefits to the state."

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**Belcher forms BGTEnvironmental, LLC**  
**MOODUS, CT** Zoé Belcher, a licensed geologist in the state of Washington and licensed environmental professional in Conn., has formed BGTEnvironmental, LLC (BGTE). Belcher has over 15 years of experience with projects in Conn., N.Y. and Mass. BGTE services include, but are not limited to, due diligence (Phase I), site characterization investigations and remediation. BGTE can service private clients, as well as municipalities.

*•for full story visit [nerej.com](http://nerej.com)•*

Connecticut

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## Connecticut

# Maintaining a clean water env. in growing communities

Patrick Hulton



The Associated Construction Company



Interior of pump station

In municipalities throughout New England, public concern for clean and healthy water environments are knocking heads with aging wastewater treatment infrastructure systems. As population densities increase, these systems, over 50 years old in some instances, have become ineffective or incapable of handling the increased flow of waste from residences and businesses into treatment facilities. Failures often result in the backup and overflow of sewage into streets, recreational waterways and sometimes even into homes, placing the public's health and the overall water environment at risk.

Critical to the water treatment infrastructure are the many pump stations (also called lift stations) that house the centrifugal pumps designed to move waste from source to treatment facility via underground gravity pipelines. Proper functioning of these lift stations, with their sophisticated control systems, is essential to monitoring and controlling the flow of waste and consequent preservation and maintenance of fragile water

environments.

In growing, revitalized communities like Putnam, Connecticut, the local economy is heavily dependent upon the recreational use of its water resources, including the Quinebaug River which courses through the town. The historic dam, waterfall and lake in the downtown central business district is an attractive greenspace which draws numerous visitors to the town center on a daily basis. Realizing the importance of protecting this valuable natural asset, Putnam has undertaken a comprehensive program over the past seven years to upgrade the entire lift station system and attendant facilities.

The town of Putnam's water program has been supported by the construction efforts of The Associated Construction Company of Hartford, Connecticut, who is nearing completion of its 11<sup>th</sup> pump station overhaul for Putnam. Associated's services to the town began in 2010 with the

construction of the \$1.5 million wellfield and chemical treatment facility. Working closely with the town manager and its public works director, as well as the design firm of Fuss & O'Neill out of Manchester, Associated helped to further advance Putnam's wastewater management program at a significant cost savings to the town, performing the eleven lift station upgrades for a total cost just slightly in excess of \$3 million – a small price to pay to insure protection against environmental degradation and to ensure preservation of the town of Putnam's precious water resources.

Associated will soon be closing the book on the Putnam project, but it is not done constructing water system improvements which support good, clean environmental practices for Connecticut towns and cities. The company has just completed construction of a new 4.3 million gallon water storage tank for the City of New Britain, and will soon be undertaking a major \$850,000 upgrade to the town of Brooklyn's lift station system this spring. The company proudly continues to support Connecticut municipalities in their efforts to maintain clean water environments for their residents and guests.

**Patrick Hulton is director - legal compliance for The Associated Construction Company, Hartford, Conn.**

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# Spring Preview

## Architectural Photography



**Heather Conley**  
Heather Conley Photography

## Branford EDC



**Terence Elton**  
Town of Branford

## Commercial Mortgage



**Ernest DesRochers**  
NorthMarq Capital, Inc.

## Newtown EDC

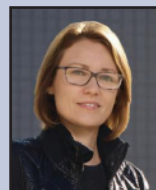


**Betsy Paynter**  
Newtown EDC

# Architectural Photography

## Why it's time to put down the smartphone and hire a photographer

Heather Conley



Heather Conley  
Photography

Commercial real estate needs curb appeal, period. Curb appeal is a broker's responsibility and a phone with a camera in it won't do the job, and isn't designed to do the job. The old adage, "Owning an expensive camera makes no one more a professional photographer than owning a Viking oven makes one a professional chef,"



Client: Permasteelisa North America; Type: Retail Interior

was never more true. Sorry to break it to you, but amateur photography almost always looks amateur.

### Quality at all levels of your business

If you hold your firm to a high level of standards, why would the visual representation of it not be at those same standards? When the imagery that represents your business is inferior, it subconsciously tells potential clients that you and your business are inferior. The first impression of your listing is secured by your images. According to Institute for Behavioral and Experimental Real Estate at Old Dominion University at Norfolk, it's the first thing viewed when looking at online real estate listings. We are all

scanners, scanning images.

Being short on time is commonplace and it's likely your listing may even be skipped if there are no images. The listing copy is secondary to the photography. So consider how much weight you've given your photography decisions until now. Professional images are an investment in your business that can and will provide a return on your investment.

In a recent study, researchers tracking the eye movements of subjects who looked at online real estate listings found that more than 81% of users viewed the first photo for a total of 20 seconds. Research also proves you have 2 seconds, of that 20 seconds online, to grab a viewer's attention, like you would a billboard on the side of the highway. This is why professional images are essential to your strategy right now. A good product won't always sell itself.

### What professional architectural photographers offer

Properties with images sell at a higher rate than those without them. Can Airbnb.com be wrong? They turned their failing startup into a billion dollar success story by using professional photography. Professional photography is playing a key role in the rise of social media and is further proof of this fundamental shift on the web.

### Demand higher asking prices

Why lower your listing price on slow-moving inventory? Instead, consider using better images to move that inventory, generate more interest and book more showings. If your listing is worth the investment in professional photos, you'll probably ask more money for it, and remarkably the tactic works. Not all professional photography has to break the budget; there are ways to save money working with a professional.

### Why a professional?

A professional will focus on the best features of your property, giving them emphasis and capturing their differentiators in a way that is second only to experiencing it first-hand. It's a professional photographer's job to make your listing stand out above the noise of the competition. Well done images motivate the potential buyer want to look at that specific property more than any others, and visually convince them to see themselves, and their business, operating and thriving there. Although it's tempting to ask someone you know to shoot images for you, or to use your phone purely out of convenience, be strong, I have some advice.

•for full story visit [nerej.com](http://nerej.com)•

Heather Conley is a commercial architectural photographer in Greater Hartford, Conn.

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## Branford Economic Development

# Branford is “springing” into action: Activity illustrates how businesses are discovering this town

Terence Elton



Town of  
Branford

With the approach of spring, activity across town continues to illustrate how businesses are discovering Branford’s strategic location, skilled workforce, low taxes and business friendly environment.

Artis Senior Living, a new 60,000 s/f, 64-bed memory care facility is nearing completion at its new home on more than 3 acres along North Main St., near I-95’s Exit 56.

Only a half mile east on Rte. 1, American Polyfilm is getting close to flipping the “on” switch at its new 40,000 s/f state-of-the-art manufacturing facility. It sits next to another new manufacturing facility, All Panel Systems in its new 30,000 s/f building, and almost directly across Rte. 1 from the Army Corps’ new 37,000 s/f training facility, scheduled for completion this spring.

With P&Z’s approval in hand, Bausch+Ströbel has acquired a 4-acre parcel on Rte. 139 near Exit 55, and has begun to focus on architectural and engineering plans. The new 59,000 s/f manufacturing facility will allow the company to meet the growing demand for its pharmaceutical packaging products and to serve as its North American headquarters.

And with the town’s focus on “work-live-play” development, it’s not only our industrial zone that’s getting the attention. Following P&Z’s approval of its master plan, MetroStar is now working with the commission and land use officials on its detailed site plan for Atlantic Wharf, a seven-acre, mixed use TOD project. The project includes two hundred residential units and 20,000 s/f of street level commercial space ideally located in the town center on the Branford River close to the train station, the town center historic district, and to the town green with its concerts, shopping and dining along Main St.

Nearby, the expansion project at the Branford train station is well-timed and will serve Atlantic Wharf and other areas businesses very well for a long time. When finished in late spring or early summer, the result will be a new curbside “kiss & ride” drop off for rail commuters, pedestrian access to both sides of the track via a new footbridge, and additional parking for new riders as the train service expands.

These types of infrastructure

***These types of infrastructure projects are clear signs that Branford is widely considered a sound investment.***

projects are clear signs that Branford is widely considered a sound investment. It reinforces what the private sector has discovered about the town: that, in addition to being a gateway to New England and a portal to New York, Branford

- Has the lowest taxes on the shoreline for full service towns, and a coveted triple-A bond rating;

- Is strategically located – less than

10 miles to New Haven and Yale University, 40 miles to Hartford, 50 miles to Stamford, 75 miles to Providence, 90 miles to Manhattan, and just over two hours to Boston; and for our increasing number of exporters, there’s easy access via I-95 to the Port Authority of New York & New Jersey, the largest port on the East Coast.

- Has multiple transit outlets - direct access to I-95 and only minutes to I-91 – daily commuter rail to New Haven & Yale and to Metro North service to Stamford/NYC and Amtrak to Providence and Boston – numerous air carriers from Tweed-New Haven, Bradley International [Hartford], TF Green [Providence], and LaGuardia

and JFK [New York];

- Has a highly educated and skilled workforce with nearly half of its residents having a bachelor’s degree or more;

- Is minutes away from a dynamic cluster of higher learning led by Yale, Quinnipiac University, and the University of New Haven;

- Has access to world class health-care and medical services at Yale-New Haven Hospital, Smilow Cancer Center, VA Connecticut Healthcare, and Quinnipiac’s new Netter School of Medicine;

- Enjoys an enviable lifestyle with boating, fishing, hiking & biking and birding throughout town and along

the shoreline;

- Has endless cultural opportunities with classical, folk, pop and jazz concerts throughout the year, and award-winning stage productions at nearby Yale Rep, Schubert and Long Wharf Theatres;

- And yet, maintains the comfort and charm of the small New England town it is.

To discover more about Branford and for assistance in finding a site that meets your needs, visit [www.branford-ct.org](http://www.branford-ct.org).

**Terence Elton is special projects manager for the Town of Branford, Conn.**



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  - Mill rate consistently below region’s average.
  - Home to dozens of bio and hi-tech companies.
- **Ideal CT shoreline location midway between Boston & NYC**
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  - Four interchanges on I-95.
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For more information or assistance, contact Terence Elton.

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# Commercial Mortgage

## Commercial real estate lending in 2016: Risk on, risk off!

Ernest DesRochers



NorthMarq  
Capital, Inc.

William Sloane Coffin once said, "All of life is an exercise in risk."

The real estate industry is a business where the great optimism of rising markets can be quickly replaced by the pessimism of contracting markets. From the loud crash in 2009 to the extraordinary recovery of the past

***With the second quarter about to commence, the optimism that we have seen in the past has been replaced by conservative underwriting as the national economy deals with potential issues that have not been seen in a while. Investors with financing needs will have to meet these challenges head-on in order to achieve desired financing levels.***

several years we have been witnesses again to another cycle. My experiences have shown that when commercial property markets recover they are stronger and more dynamic than the previous cycle and much different.

As we begin 2016 the risk on optimism of the previous few years is being replaced by a more conservative risk off sentiment not seen in lending in some time.

There are several takeaways from

year-to-date 2016 which support my premise:

- Life insurance company lenders, long the bell weather for market trends are competing aggressively for lower lower-leveraged, higher-quality, best-of-class mortgage loans, eschewing risk for safety. They are eschewing high leveraged deals for fear of re-finance risk.

- The CMBS has ground to halt after having a strong year in 2015. Spreads have widened substantially year over year, market volatility has become severe, and there is increased concern about deteriorating credit quality of loans. Very little lending is going on in that space year to date.

- The market for commercial property sales appears to be slowing down as more and more market participants believe prices have peaked nationally and in the Tri-State region.

- Other capital sources who provide fuel to the lending market are the GSEs consisting of Freddie Mac, Fannie Mae, and FHA. They are the most active multifamily lenders in the country however they too have a more measured approach to lending.

- Regional banks and credit unions are tightening underwriting on account of new regulation and economic concern. They will take more risk generally because of their recourse requirements.

Underwriting parameters are now more conservative than in years past. Insurance companies are generally quoting spreads of 175-200 over U.S. Treasuries for sub 65% loans. The minimum debt coverage ratio is generally 1.50x assuming a 25 year amortization schedule. Available loan terms are generally 7-10 years with longer fully amortizing loans (up to 30 years) available on a select basis.

In contrast, pricing for conduit loans are generally 300-350 over swaps with loan to value ratios of 70% or less. These loans generally require full leasing reserves. Generally these loans are 10 years in length with 30 year amortization. Some interest only may be available if the property warrants.

Multifamily lenders continue to have strong deal flow but they too have gotten more conservative. Pricing is generally 200-250 over US Treasuries depending on leverage and DSC ratios are a minimum of 1.35x. Loan terms are generally 5-10 years.

In common with all of these lenders is the desire to maintain discipline with respect loan underwriting metrics. As capital continues to chase the best deals, lenders are holding to debt yield, LTV and debt service constraints, and are insisting on getting paid for risk.

With the second quarter about to commence, the optimism that we have seen in the past has been replaced by conservative underwriting as the national economy deals with potential issues that have not been seen in a while. Investors with financing needs will have to meet these challenges head-on in order to achieve desired financing levels. NorthMarq Capital, LLC, and its network of 36 offices, have the lending resources to help our clients meet these challenges daily.

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**Ernest DesRochers is senior vice president and regional manager of the Metro New York regional office of NorthMarq Capital, Inc., New York, N.Y.**

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## Newtown Economic Development

# Newtown - Live, work and grow with us: New development happening in most corners of town

Betsy Paynter



Newtown  
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Newtown, Connecticut, located in northern Fairfield County, has seen development happening in most corners of town. The town continues to successfully combine rural charm of New England with the sophistication and amenities of metropolitan suburbs. Touting 60 square miles of

***The town continues to successfully combine rural charm of New England with the sophistication and amenities of metropolitan suburbs. Touting 60 square miles of sprawling hills, rivers, parks, along with vacant or under developed tracts of commercial and industrial zoned land, Newtown is a great place to live, work and grow.***

sprawling hills, rivers, parks, along with vacant or under developed tracts of commercial and industrial zoned

land, Newtown is a great place to live, work and grow. Many developmental opportunities are located along major

thoroughfares such as I-84 along exits 9, 10 & 11 and U.S. Routes 25, 6 and 34. An ideal location, centrally located between the metropolitan regions of Boston and New York City.

This spring will bring a sewer extension to the Hawleyville business district, along Rte. 6, off Exit 9 of I-84, enhancing the infrastructure and development opportunities. Marketed as Newtown's "Medical Mile," the corridor along Rte. 6 or Mt. Pleasant Rd., offers available commercial and industrial land. Recent neighbors to the "Medical Mile" include Western Connecticut Health Network, who secured 15,000 s/f of pediatric medical space and Da Vita Dialysis Center,

who recently held a grand opening for their Center of Excellence.

These businesses are located within the Maplewood Medical Campus, consisting of approximately 60,000 s/f with space available for lease through Cushman & Wakefield. Maplewood Senior Living, an assisted living facility, is located next door to the medical campus, creating a community with services and support. The Woods at Newtown is an award winning, active-adult, luxury apartment-style, single-level residence development located in the Medical Mile neighborhood along with Liberty at Newtown another active adult community nearby as well. This prime location off Exit 9 off I-84, provides easy access to surrounding communities.

Newtown's "Gateway," off Exit 10 of I-84, Church Hill Rd. continues to transform. Consumers Petroleum renovated a blighted gas station site into a welcomed gas station and convenience store addition to the gateway. Further up Church Hill Rd., are the Borough of Newtown and Newtown's Central Business District.

Here, The Shoppes at Lexington Village, a current redevelopment project, is bringing 61,000 s/f of new retail, restaurant and office space. This development is blossoming with multiple new buildings taking form. Tenants will begin to occupy the new buildings over the spring and summer. Dental Associates and Newtown Savings Bank are a few of the anchor tenants within the development. Two new restaurants, a day spa and more are securing retail and office spaces now. Newtown continues to grow its pedestrian sidewalks, creating a walkable community. The Villages of Lexington will connect its parking lot and sidewalks with the neighboring shopping plaza to allow shoppers to walk from one plaza to the other, while enjoying the village atmosphere.

The Edmond Rd. realignment is still on schedule for fall which will create an improved intersection with Commerce Rd., entry to Commerce Park Industrial Park. This effort will create a safer route for truck traffic supporting the various commercial and industrial businesses along Edmond Road, the Industrial Park and the flow of local traffic.

Newtown offers opportunity for developers, businesses and families. We welcome you to learn more about our community of businesses and residents by visiting our website [www.newtown.org](http://www.newtown.org).



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**Betsy Paynter is economic development coordinator for the town of Newtown, Conn.**



# 2016

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## Connecticut

### FOR NORTH 6 NURSING UNIT AT MIDDLESEX HOSPITAL SLAM completes 14,750 s/f renovation project in Middletown

MIDDLETOWN, CT Middlesex Hospital opened the doors to the newly renovated 14,750 s/f nursing unit designed by The S/L/A/M Collaborative (SLAM). SLAM has worked closely with Middlesex Healthcare System for over 20 years in the planning and design of a multitude of projects on their main hospital campus, as well as off-site locations. The recently completed North Building sixth floor renovation is part of an initiative across all patient bed floors to enhance patient satisfaction and staff efficiencies. This unit includes 24 beds with 17 private rooms, three semi-privates, and one isolation room. As part of the ongoing effort directed toward the North building of the Hospital campus, the fifth floor was completed in 2008 and construction is already underway on the fourth floor which is expected to open in September.

“The guiding principle throughout the design process was to improve staff’s visibility of patients due to the high level of observation required for the geriatric population that will be located on this floor,” said Steven Doherty, AIA, ACHE, SLAM design principal.

A comprehensive planning study determined the optimal location for a satellite nurse station with the ability to view multiple patient beds while working around existing building infrastructure. As a result, the design includes nurse work alcoves with observation windows looking directly into the patient rooms along with cameras in select rooms.



**Cushman & Wakefield leases 3,955 s/f in Shelton**  
SHELTON, CT Cushman & Wakefield has arranged a long-term lease for Coyne, Von Kuhn, Brady & Fries, L.L.C. at 4 Armstrong Rd. The law firm, which has operated out of Stratford for the past 15 years, will relocate to its new, 3,955 s/f headquarters this spring.

The Stamford-based Cushman & Wakefield team of Michael Dillon, Kevin Foley and William Mercorella represented the landlord, Rugby Realty Co., Inc., in the transaction. Bruce Wetenstein, SIOR of Vidal/Wetenstein represented the tenant.

“Coyne, Von Kuhn, Brady & Fries’ relocation to Shelton is just another testament to the strength and continued growth of this area’s office market,” said Dillon, director of leasing management at Cushman & Wakefield. “We believe the firm will thrive in their new home, and we look forward to leasing the remaining available space at 2 and 4 Armstrong Rd.”

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Connecticut

MARKET 32 AND NEWTOWN SAVINGS BANK TO OPEN IN JUNE

# Haynes Development leases 12,000 s/f to Goodwill Retail Center

**OXFORD, CT** Goodwill of Western & Northern Connecticut, Inc. is the latest retailer to join Quarry Walk – Oxford’s Towne Center located on Rte. 67. Market 32 by Price Chopper and Newtown Savings Bank are well underway and scheduled to open in June.

Located at 274 Oxford Rd., the new 12,000 s/f Goodwill Retail Center is anticipated to open later this summer. In keeping with the feel and theme of Quarry Walk, the Goodwill site will have crafted stone walls along Rte. 67. The architecturally designed facility will feature stone elements all of which are native to the site, once known as “The Haynes Quarry.”

“We are extremely proud of the



sustainability story of Quarry Walk,” said Kathryn Ekstrom, development manager for Haynes Development.

“We are using the stone from the site throughout Quarry Walk, from the natural stonewalls to stone veneer artfully split and sized at our stone fabricating facility right here in Seymour.”

GWNC, Inc. has over a dozen locations throughout the state and Quarry Walk is the newest and joins the other local retail stores in Westport, Stamford, Brookfield, and Monroe just to name a few.

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## PWC recognizes Janis, Loitz, Giardini and DeLeon

**ROCKY HILL, CT** On March 1, Professional Women in Construction’s Connecticut chapter recognized four women in the A/E/C industry at their annual awards ceremony. Each of the four winners, which included Lenore Janis (PWC N.Y. chapter), Maria Loitz (BVH Integrated Services, P.C.), Sarah Giardini (The Associated Construction Company) and Alondra DeLeon (Gilbane Building Company), were honored for various accomplishments.



Shown (from left) are: Giardini, DeLeon and Loitz

The Rising Star award is given to a candidate who has less than 7 years’ experience in the industry, and demonstrates – through her dedication, her work and her attitude – the capacity to attain the highest levels in her field. Giardini, the recipient of this award, was described as possessing “a remarkable combination of aggressive, youthful exuberance in combination with an intelligent, mature focus.”

•for full story visit [nerej.com](http://nerej.com)•

## The Construction Institute



**Executive Director**  
Nancy Greenwald  
University of Hartford

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# The CI provides vision, leadership and problem solving

The Construction Institute (CI) brings together all areas of architecture, engineering and construction, as well as owners and developers, and the industries that support them. The Construction Institute is a non-profit, nonpartisan professional organization based at the University of Hartford, that has been providing vision, leadership, problem solving and unique education for more than 40 years.

**Mission:** Our mission is to provide resources and forums for cross-industry collaboration.

**Upcoming programming:** The Institute's Visionaries Forum has become a premier gathering to learn from world class speakers at the cutting edge of innovations that are impacting the design and construction industry and changing the way the built-environment will be managed in the future. This year's Visionaries program will be held on April 21<sup>st</sup>, at the Edward P. Evan's Hall of the Yale School of Management. On April 7<sup>th</sup>, we tackle one of the industry's most challenging problems with our program, *Who Will Build It? Skilled Labor: Our Diminishing Resource*.

**Education:** Workshops for Construction, Design and Facilities Management Professionals, offered in collaboration with the University of Hartford, provide intensive hands-on training targeted to specific, immediate needs of industry professionals. The CI offers certificates in Construction Management, Project Management, and Facilities Management.

Membership in the Institute...

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  - Grants all the member privileges and opportunities to everyone in your firm for one low membership fee.
- To learn more about the CI, membership and upcoming programs,

socials, and professional education opportunities visit [construction.org](http://construction.org).

**Nancy Greenwald is executive director of The Construction Institute, Hartford, Conn.**

### Construction Institute Calendar of Events

**April 07**

Who Will Build It?  
Skilled Labor: Our  
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**April 21**

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# IREM to host New England Conference and Tradeshow

**New England Conference and Tradeshow**  
**September 22, 2016**  
**Mystic Marriott Hotel, Groton, CT**

**KEYNOTE SPEAKER**



Richard A. Parry, CPP, CISM  
CEO/President of Secure Solutions Consulting, LLC.  
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Time: 8:30 AM - 7:00 PM | \$70 per person  
Early Registration Special: \$60 per person\*  
Companies registering 3 or more employees \$50 per person\* (\*paid in full by May 1)

**EDUCATION SESSIONS AND AGENDA:**

8:30 am - 9:30 am - Exhibitors set-up in Exhibitors Hall

8:30 am - 10:30 am - Registration in Mystic Marriott Foyer

9:00 am - 10:30 am - Breakfast Buffet Sponsored by: Norfolk Hardware in the Mystic Marriott Foyer

10:30 am - 11:15 am - **Education Session 1** - "Marijuana: Current Federal vs. State Laws regarding Medical Marijuana in Housing" MA, CT, RI with Frank Flynn, Esq. in the Mystic Marriott Ballroom

11:15 am - 11:30 am - Break - Exhibitors Hall

11:30 am - 12:30 pm - **Education Session 2** - "What is Happening in the World of Utility Deregulation" with Bill Riordan; "Everything You Always Wanted to Know About Landlord-Tenant Law, But Were Afraid to Ask." Jeffrey Turk, Esq. & Michael H. Clinton, Esq. in the Mystic Marriott Ballroom

12:30 pm - 1:30 pm - Luncheon - sponsored by: Taylor Consulting & Contracting in the Exhibitors Hall - Visiting Industry Partners and Property Managers Booth - All paid registration attendees allowed to enter the raffle game - Pick up your form at the registration table for a chance to win (Prize) Visit all booths and get your form stamped and submit to enter to win the Raffle Prize

1:30 pm - 2:30 pm - **Educational Session 3** - Technology Panel - Peter Lewis, NAHP-e®, CPM®, CGPM - iPhone apps, Eric Wilson of the New England Real Estate Journal - Social Media and Michael Clark of Gynn Electric in the Mystic Marriott Ballroom

2:30 pm - 2:45 pm - break - Exhibitors Hall

2:45 pm - 3:45 pm - **Education Session 4** - "Disaster Planning" with Steve Sorkin of ARS Restoration Specialists & "Building Envelope Reconstruction as a Career" with Ralph Noblin of Noblin Associates in the Mystic Marriott Ballroom

3:45 pm - 4:00 pm - break - Exhibitors Hall

4:00 pm - 5:00 pm **KEYNOTE SPEAKER - Richard A. Parry, CPP, CISM** - CEO/President of Secure Solutions Consulting, LLC. Chairman of the Board for the Boston Police Foundation. Sponsored by: Flynn Law Group

5:00 pm - 7:00 pm - Reception in the Mystic Marriott Ballroom honoring **2016 IREM® National President Christopher E. Mellen, CPM® ARM®**

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# BOMA SoCT focusing on how to keep office buildings safe

With spring fast approaching and winter now coming to an end, BOMA Southern Connecticut will be focusing its March 17<sup>th</sup> luncheon program on how to keep office buildings safe. This intriguing broad topic will include very important and relevant tips to keep the interior/exterior of office buildings safe, including tips for building employees, tenants, and their clients visiting. Also to be discussed, is how to protect your technology infrastructure in this very computer oriented environment of doing business "today."

For more information, or to attend this luncheon, you may register online at [www.soctboma.org](http://www.soctboma.org)

BOMA SoCT will be keeping our members very active in the coming months, so be sure to save the date for:

- Building tours on May 19<sup>th</sup>
- Golf outing on June 7<sup>th</sup>
- Summer social on July 21<sup>st</sup>
- Fishing tournament on September 1<sup>st</sup>

BOMA SoCT will continue to promote successful monthly sporting and

***BOMA SoCT will continue to promote successful monthly sporting and networking socials. BOMA members are building owners, managers, developers, leasing professionals, corporate facility managers, asset managers, and the providers of the products and services needed to operate commercial properties.***

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**Rona Siegel is the president of BOMA Southern Connecticut, and is with Collins Enterprises, LLC, Old Greenwich, Conn.**



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### Jack Conway



**NAME:** Jack Conway  
**FIRM:** Jack Conway Company, Conway Country, Massachusetts  
**BORN:** Boston, 1923  
**EDUCATION:** BC High School; Huntington School; University of Notre Dame  
Jack's first love is sports and after Notre Dame, where he played baseball as a third baseman, he joined the U.S. Navy and then became a reporter for the *Second-American* in Boston. "For over ten years I wrote a boxing column and covered over 100 world championship fights." In 1951, after being turned down for a substantial pay raise, Conway became associated with his Residential Real Estate, Martin Cerwi, as a broker. "Martin was a great promoter; I worked day and night; made more money than I had ever seen; and after a year decided if I was going to work so hard, I might as well do it for myself." In 1956 he opened his first office in Hingham, an oceanfront residential community south of Boston. Today he has 4 offices, is planning 2 more, employs 28 brokers; 24 of them are female. "I have always felt that it is the women who make the decision on buying a home and have found that women can sell homes."  
Jack is known in the trade as "a great promoter" and along with publishing his own newspaper he is the first broker to contract for a series of TV ads on the new channel 38.  
Thanks to Jack, what was once known as "The South Shore" is becoming known as "Conway Country".

### Thomas Flatley



**NAME:** Thomas J. Flatley  
**FIRM:** T.J. Flatley, Houshopp, Mass.  
**BORN:** Ireland, 1921  
**EDUCATION:** Irish National School, St. Colman's College  
Tom left Ireland in 1949, ("I had just spent 6 months with the country's amateur boxing squad as a middleweight.") and spent the next two years with Uncle Sam's signal corps, and the next three years in Trade School learning how to be a plumber. In 1954, he opened a plumbing business in Quincy, Mass., and that "middle-weight" will-to-win never left him, as he built his firm to \$500,000 by 1958. As he was plumbing, Tom was also observing--an avid reader and fast learner, Flatley soon owned and was remodeling his own small units. In 1959, he opened his own development company, and since then has built more than 1400 apartment units, retaining about 1000. "In the past few years I have looked to diversify more," Flatley also has built and owns an office building, nursing home, drive-in restaurants, several industrial buildings and numerous parcels of commercial land.  
It is Tom's drive for every morning at 6 and his determination (he hits the tennis ball so hard, no one will play with him) that make Tom Flatley the fabulous success of this area. As he points out, "The opportunity is there--you just have to work to get it."

### Sheldon Adelson



**NAME:** Sheldon G. Adelson  
**FIRM:** Daniel Associates, Brookline, Mass.  
**BORN:** Boston, 1923  
**EDUCATION:** Boston Memorial; Winslow Business School; William & Mary; CCNY.  
After serving as a court stenographer for 2 years in the U.S. Army and covering the prisoner of war trials in Korea, "Shelly" became affiliated with The Magazine of Wall Street, eventually becoming assistant publisher and advertising sales manager. "This was a twice per month financial publication and I was forced to learn something about the stock market (Shelly's hobby) and financing. After working for two other publications, I returned to Boston in 1961 and entered the mortgage business, applying the principal of application I had learned on Wall Street, a time-tested method of issuing securities to the public through investment bankers, to the business of placing mortgages with groups of mortgage lenders. Adelson's business success in the mortgage business in New England is directly attributed to his presentation in this brochure form. In Adelson's words, "Making it as quick and easy for the prospective mortgage lender as possible."  
Working from a home office, Adelson expects to place in the vicinity of \$10 million in 1966. A recent bridegroom, he also handles the placing of long-term growth capital for corporation and in his spare time, prepares companies for going public.



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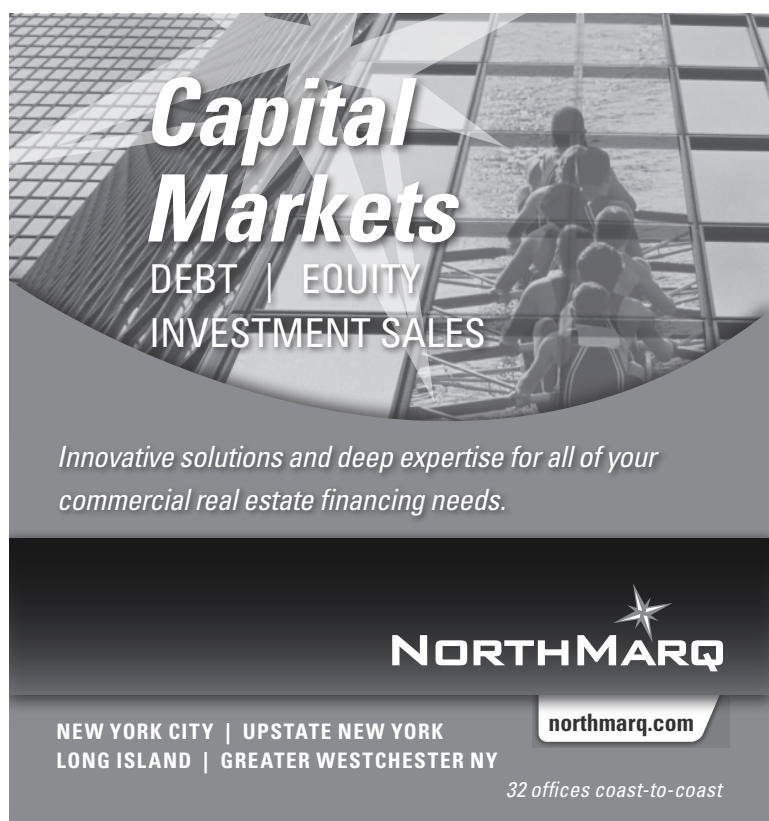
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# CCIM CT chapter members exhibit at ICSC convention

Many thanks to fellow CCIM Connecticut chapter members who exhibited at the International Council of Shopping Centers (ICSC) New England Retail Convention in Hartford on March 9 to promote the CCIM designation and help grow the chapter. The event was a great success attended by nearly 500 leading commercial real estate practitioners, developers, investors, and associated businesses. Well, the 80 degree record high for March 9 seemed to be favorable too, in contrast with the 21" of snow that greatly impacted the attendance at last year's convention.

### The Designation

CCIM stands for Certified Commercial Investment Member. The CCIM lapel pin denotes that the wearer has completed advanced coursework in financial and market analysis, and demonstrated extensive experience in the commercial real estate industry. CCIM designees are recognized as leading experts in commercial investment real estate.

### Investment Expertise

Above all, the CCIM designation represents proven expertise in financial, market, and investment



Shown (from left) are: Steve Patten, CCIM; Erica Bazzano, CCIM; David Almeida, CCIM, and chapter vice president; and Michael Guidicelli, CCIM, SIOR, and chapter president. Chapter members not shown in the picture, but who were present are: Joel Witkiewicz, CCIM; Bryan Atherton, CCIM; Gus Ryer; John Cafasso, CCIM; Eric Amodio; Tom Greene; Ken Ginsberg; and Jere O'Brien

analysis, in addition to negotiation. Courses in these core competencies are taught by industry professionals, ensuring all material reflects the state of the industry. With this real-world education, CCIM designees are able to help their clients:

- Minimize risk

- Enhance credibility
- Make informed decisions
- Close more deals.

**Michael Guidicelli is the president of CCIM Connecticut, and is with Regions Commercial LLC, Glastonbury, Conn.**



**Connecticut CCIM Chapter**



CCIM designees are recognized as leading experts in commercial investment real estate. The CCIM lapel pin denotes that the wearer has completed advanced coursework in financial and market analysis, and demonstrated extensive experience in the commercial real estate industry. To learn more about how to become a CCIM, affiliate member, or annual sponsor, please contact Michael Guidicelli CCIM, SIOR at 860.854.6500.

The Connecticut CCIM Chapter holds regularly scheduled meetings throughout the Year. Events include speakers, networking, educational, and relationship building programs designed to enhance our member's professional development and promote business transactions. Professionals involved in commercial real estate are welcome to attend meetings.

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**ORANGE, CT** The biennial continuing education cycle for licensed appraisers in the state of Connecticut is nearing completion, as license renewals are due by April 30<sup>th</sup>. The 7-hour national USPAP and 3-hour CT Appraisal Law Update with Supervisory/Provisional Appraiser Education are required as part of the 28-hour CE requirement.

The CT chapter of the Appraisal Institute has a variety of educational offerings to meet your CE requirements. We look forward to serving your educational needs.

Upcoming CE Offerings include:

**• Introduction to Land Valuation (3 Hours)**Instructor: Vincent Dowling, MAI  
Date: March 16

Time: 9:00 am. - 12 noon

Location: Courtyard by Marriott, Orange

Fee: \$75 - AI professionals; \$85 non AI professionals.

Describing and quantifying land valuation is a required component in many real estate appraisals. It can be vacant or improved. The program will review land's physical and legal characteristics considered by appraisers and offer several new techniques such as soil review and GIS data which may help real estate practitioners define its utility which ultimately impacts land value. Land use and its value are elements in a highest and best use analysis.

The importance of understanding factors that drive demand for land and characteristics that impact its utility will be discussed. General discussion will address various concepts and the use of examples will help clarify the concepts discussed. The program allows a wide spectrum of real estate practitioners to revisit established concepts and explore new ideas in identifying utility such as density estimates which ultimately impacts the value for land.

The program is designed for both residential and commercial real estate practitioners. It was designed to help strengthen existing skills and improve weaknesses in preparing credible appraisal services. The use of straight forward examples will help anchor new and established concepts and procedures thereby strengthening skills to better serve the client.

**• Developing a Supportable Workfile (3 Hours)**Instructor: Vincent Dowling, MAI  
Date: March 16Time: 1:15 - 4:15 p.m.  
Location: Courtyard by Marriott, Orange  
Fee: \$75 - AI professionals; \$85 non AI professionals.

This program is designed for both residential and commercial real estate practitioners. The educational experience will review USPAP requirements and how the requirements can be met. The program will explore a variety of alternatives when discussing what is expected in a work file, and what is meant by supporting documentation.

Attendees will strengthen existing skills and improve weaknesses by exploring the concept of documented support. The program will stress the need to gather market support, apply sound logic in analyzing market data rather than simply relying on an often overused term, the practitioner's opinion. Suggestions will be offered on how to meet the "supporting documentation" requirement. Discussion will include how to respond and what to prepare when an appraiser receives a letter from a review agency requesting their work file.

Educational awareness will be enhanced by an active presentation format which involves the attendees' participation, use of straight forward examples, and fostering a safe environment to ask questions. The program's goal is to expose attendees to techniques which will strengthen their skills, improve their analysis, and better serve their clients while complying with USPAP, a widely accepted measure of credibility.

**• CT Appraisal Law Update w/ Supervisory/Provisional Appraiser Education (3 Hours)**

Date: March 16, 2016

Time: 5:30 - 8:30 p.m.

Location: Courtyard by Marriott, Orange

Fee: \$40 AI professionals; \$60 non AI professionals.

**• CT Appraisal Law Update w/ Supervisory/Provisional Appraiser Education (3 Hours)**

Date: March 30

Time: 2 - 5 p.m.

Location: Webinar

Fee: \$40 AI professionals; \$60 non AI professionals.

**• Drone Technology and Its Impact on the Appraisal Industry (4 hours – currently approved for 3 hours State of CT Real Estate Ap-****praisal Commission – application pending for 4)**

Date: April 18

Time: 1 - 5 p.m.

Location: Casa Mia at the Hawthorne, Berlin

Fee: \$95 AI professionals; \$120 non AI professionals.

Seminar topic: This four hour seminar is to serve as an introduction to drone technology and its impact on the Appraisal Industry. The course will introduce attendees to different applications of the technology which could benefit in producing a credible and supportable appraisal report. Attendees will learn the FAA's rules and regulations that are currently in place and will learn about exemptions for commercial usage and be provided guidance to the application process. Attendees will be exposed to a case study which was developed to show the potential uses in the real estate appraisal practice. And finally, attendees will gain a basic knowledge of the different types of drones available and their variety of uses.

Presenter: Lamar Ellis, III, MAI, SRA. Ellis is an approved Appraisal Institute instructor and is president of Aerial Real Estate Solutions, LLC, a residential and commercial real estate firm in Atlanta, Georgia. Ellis has also formed the company, Drone NOIR, LLC, which provides news, opinions, information and reviews on the commercial drone industry. In keeping up with the new FAA proposed rules and regulations, he is becoming an educational leader in the drone technology industry.

**• CT Case Studies in Ad Valorem Taxation Litigation (2 hours – application pending)**

Registration to open shortly

Date: April 18

Time: 6 - 8 p.m.

Location: Casa Mia at the Hawthorne, Berlin

**• CT Appraisal Law Update w/ Supervisory/Provisional Appraiser Education (3 Hours)**

Date: April 21

Time: 9:30 a.m. - 12:30 p.m.

Location: Webinar

Fee: \$40 AI professionals; \$60 non AI professionals.

For additional information and to register please visit [www.ai-ct.org](http://www.ai-ct.org).

Additionally, the Appraisal Institute has a variety of online education to help meet your CE needs visit [www.appraisal institute.org](http://www.appraisal institute.org).



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# OVER 40 MEMBERS, GUESTS AND SPONSORS WERE IN ATTENDANCE Connecticut/Western Mass. SIOR chapter hosts spring meeting

**SHELTON, CT** The Connecticut/Western Massachusetts Chapter of the Society of Industrial and Office Realtors held their spring quarterly meeting at II Palio restaurant. Located in R.D. Scinto's Enterprise Corporate Park campus, II Palio features fine northern Italian cuisine and a private comfortable meeting space in the restaurant's recently added garden level.

Over forty members, guests, and sponsors were in attendance for a regular business meeting which was followed by cocktails, hors d'oeuvres, and dinner. The chapter would like to acknowledge R.D. Scinto, Inc. for sponsoring the evening's events.

SIOR's northeast regional director, Dennis Hennessy, was in attendance providing comments about leadership initiatives nationally at SIOR around adding value for all members and continuing its branding efforts of the organization. Much excitement was shared about the upcoming World Conferences in San Diego in April and New York City in the fall, to celebrate the 75<sup>th</sup> Anniversary of SIOR.

Tim Breda from Goedecke & Company spoke to the members and guests following dinner about capital markets and recent lending trends, particularly in Connecticut and Southern New England. Although the market outlook continues to be positive in nature, Breda noted a tightening with CMBS lenders caused by the Dodd-Frank regulatory risk retention rules.

The Connecticut/Western Massachusetts chapter is one of forty-six chapters of the prestigious international organization, the Society of Industrial and Office Realtors. Commercial real estate professionals must meet rigorous requirements to earn the SIOR designation. SIOR, based in Washington, D.C. and founded in 1941, has more than 3,200 members in 593 markets located in 22 countries on 6 continents. SIORe are top producers who are required to complete an educational recertification program every three years. This assures those who need the services of a commercial real estate agent that the SIOR has achieved continued excellence.

Visit the chapter's website ([www.siorct.com](http://www.siorct.com)) to find additional information on the Connecticut/Western Massachusetts chapter, chapter members, and upcoming events.



Shown (from left) are: Frank Hird, SIOR and chapter president; Dennis Hennessy, SIOR; Kristin Geenty, SIOR and chapter treasurer; and Jeff Ryer, SIOR, CCIM and chapter vice president



Shown (from left) are: Tim Breda; Frank Hird, SIOR; and Tom Pajolek, SIOR

## SIOR Calendar of Events

**April 13 - 16**  
**2016 Spring World Conference**  
Marriott Marquis & Marina - San Diego

**June 23 - 24**  
**International European Conference**  
Grosvenor Square Marriott - London

For more information visit [www.siorct.com](http://www.siorct.com)



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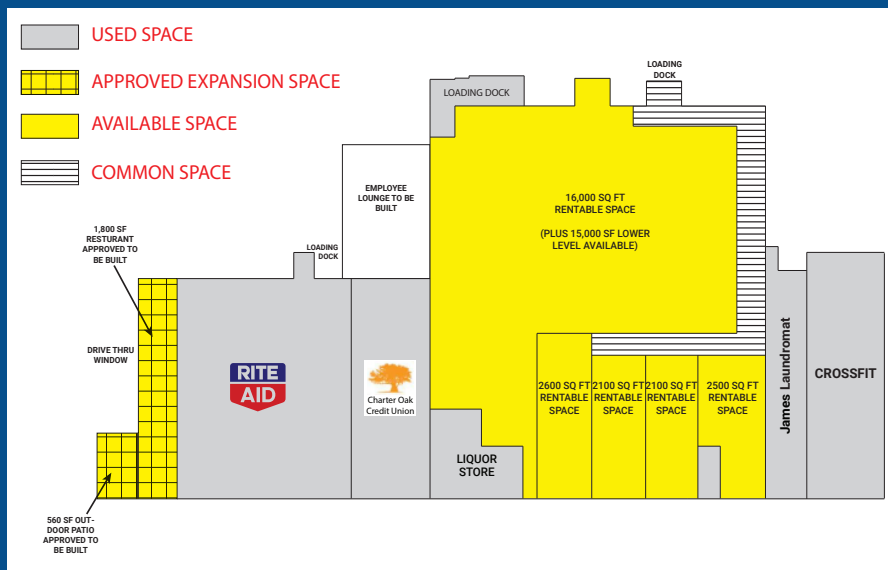
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**Quick Read**

**Dellbrook/JK Scanlan  
progressing on  
Walnut Hill School  
of Arts project**



Has completed installation of the exterior skin of a new dance studio and black box performance center.  
**SEE PAGE 6C**

**NECA Boston  
confirms 2016 board**



McLuskey, Jr. of E.G. Sawyer Co. elected president.  
**SEE PAGE 8C**

**Project of the Month  
Page 12 - 13**

**Callahan nears  
finish of phase 2 of  
One North of Boston**

**28 Pages**

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**BSA** ..... 25

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**PROJECT TEAM: FIRST BRISTOL, VEITAS & VEITAS AND WOZNY BARBAR**

## Tocci Building breaks ground on \$21m Hilton Homewood Suites

**WORCESTER, MA** Tocci Building Companies participated in the official groundbreaking of the new Hilton Homewood Suites Hotel at 1 Washington Sq., on February 29. Tocci will provide construction management services on behalf of developer First Bristol Corp., while working collaboratively with BMA Designs, ZDS Architectural Design Services, Veitas & Veitas Engineers, and Wozny Barbar & Associates. The \$21 million project is expected to be completed in February 2017.



1 Washington Square - Worcester, MA

ries and be constructed with a wood frame over a steel podium. On-site amenities will include a swimming pool, Jacuzzi, and fitness center. Additionally, the development will feature a parking lot suited to accommodate 120 cars. Located off Rte. 290, the new Hilton Homewood Suites Hotel will be situated adjacent to the Historic Union Station (MBTA), offices, an upscale restaurant scene, and shopping opportunities.

“We look forward to our continued partnership with First Bristol Corp. as we deliver the company’s first hotel in Worcester,” said John Tocci, chief enabling officer at Tocci Building Cos., who spoke at the groundbreaking event. “We will use lean construction methodologies to deliver the Hilton Homewood Suites Hotel in this growing and vibrant neighborhood.”

First Bristol selected Tocci for this project due-in-part to its relationship in delivering a Hampton Inn in Raynham, Mass., and the firm’s ability to effectively stay within pre-established budgets and schedules.

**WITH SUFFOLK CONST. FOR SCIENCE & ENGINEERING CENTER**

## Marr scaffolds 220,000 s/f interior of Northeastern Univ.’s ISEC

**BOSTON, MA** In October 2015, Marr Scaffolding Co. began work for general contractor Suffolk Construction at Northeastern University’s Interdisciplinary Science & Engineering Complex (ISEC), a 220,000 s/f complex on Columbus Ave., which is scheduled to open this year.



Marr installed Systems Scaffolding in two interior spaces: the Atrium, which is logistically more challenging than the rest of the building with scaffold reaching 90 feet; and the Information Meeting Space Room. This month Marr began installing scaffold in a third interior space – the auditorium.

According to Suffolk’s assistant project manager Adam Benjamin, “Some of the areas where Marr is installing scaffolding are going to have finished materials in them, so working safely, carefully and quickly is immensely important here ... and Marr has been doing a great job staying flexible.”

The scaffold crew has accommodated the phasing of the building’s construction--mobilizing, demobilizing and working with and around other trades, as well as navigating around structures including a spiral staircase and the building

of a masonry wall. The crew has accomplished a quick installation employing the best safety practices. Suffolk superintendent Kevin Sullivan noted that despite the difficult nature of the project, it has been a seamless operation with no issues thus far.

In addition to the interior scaffold, Marr installed a temporary enclosure

comprised of scaffolding, beams and plywood over three large skylights in the atrium. The crew also tarped a portion of the complex for winter protection with the assistance of cranes from Marr Crane & Rigging. Also on site are aerial lifts from Marr’s aerial lifts division. The scaffolding is expected to remain in place for a minimum of eight months.

**Denron Plumbing/HVAC  
completes upgrades for  
Southern NH Health Syst.**

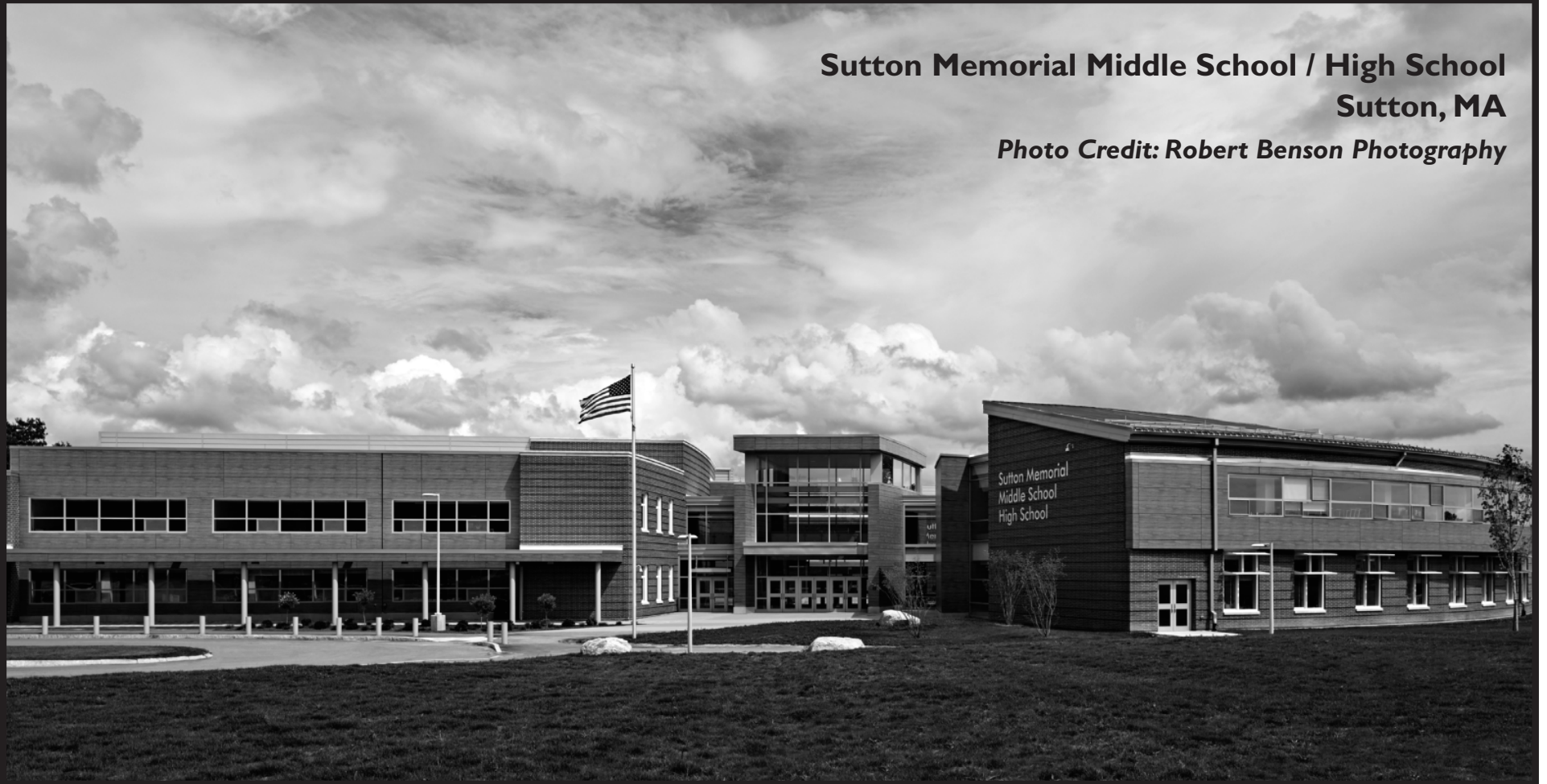
**NASHUA, NH** Denron updated the boiler plant for Southern NH Health System’s behavioral health, immediate care and rehabilitation facility at 29 Northwest Blvd. Originally built in 1985 the 72,000 s/f 40-bed facility consisted of 7-hydrotherm atmospheric boilers that were replaced with 2 - CleaverBrooks Clear-Fire condensing boilers @ 1.8 million Btu’s each, heating pumps, frequency drives, and a hot water heater that will bring the plant up to date with new technologies and efficiencies.



# Small Details Make Big Impressions

Sutton Memorial Middle School / High School  
Sutton, MA

*Photo Credit: Robert Benson Photography*



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## Construction, Design & Engineering

### PROJECT TEAM INCLUDES HANOVER CO. AND WOZNY BARBAR Griffin Electric completes electrical installation at Gables Univ. Station



WESTWOOD, MA Wayne J. Griffin Electric, Inc. (Griffin Electric) completed the electrical installation work for Gables University Station.

With a total of 350 apartment homes, including 69 for affordable housing, the new apartment community consists of 427,000 s/f, with an additional 172,000 s/f parking garage. One and two bedroom apartments offering high-end amenities are near steps away from MBTA and Amtrak train stations. Residents have access to an on-site pool, three courtyards, a fitness center, media room, gam-

ing station and business center with meeting rooms, as well as adjacent University Station's retail and restaurant offerings.

The Griffin Electric team was responsible for performing underground service work, plus site lighting installation for this construction project. Additionally, the team set up two 4000A services, branch electrical, bus duct risers, meter banks and load centers on-site. Furthermore, light fixture installation, a fire alarm system, power/data wiring in living units and common areas, in addition

to wiring HVAC units on the facility's roof were part of the company's electrical contract.

General contractor, The Hanover Co. oversaw the construction, working with architect, Wallace Garcia Wilson Architects and electrical engineer, Wozny Barbar & Associates, Inc.

## Construction, Design & Engineering

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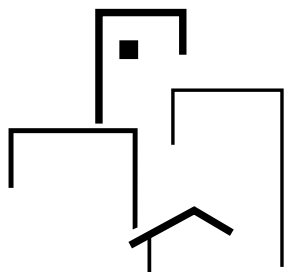
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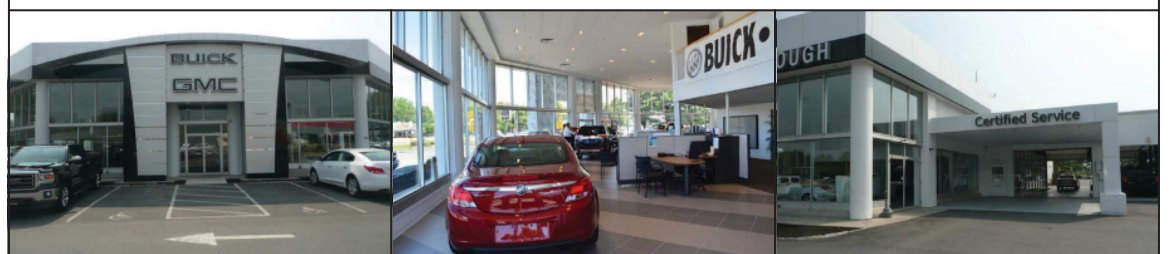
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#### PROJECT NEWS

## McDonald Electrical Completes 115,000sf LogMeIn Expansion – 333 Summer Street, Boston Seaport District

GC: Commodore Builders, Waltham, MA; Owner: Synergy Investments, Boston, MA



BOSTON, MA – McDonald Electrical Corp. (MEC) has completed the comprehensive electrical renovation project at 333 Summer Street, including the tenant fit-out of expanded offices for software connectivity company, LogMeIn.

The project scope comprised MEC's installation of new base building's power and electrical distribution systems, interior lighting and lighting control, and life safety/fire alarm systems at the 115,000 square-foot, 8-story building. Integral to the project was the installation of a new 2500A / 280V, 3-phase

electrical service from a new utility transformer. McDonald also installed a new 175kW Life Safety Generator and a 100kVA UPS with a power distribution unit for data center power.

The electrical fit-out for LogMeIn entailed providing new power throughout the building for LogMeIn offices, breakout rooms, exercise areas, and cafe areas.

McDonald met an aggressive 7-month project schedule, managing a field crew of 32 IBEW Local 103 electricians. The project was completed in December 2015.

The new office is home to LogMeIn's product, marketing and sales teams, as more than 285 staffers moved into the facility in January. The company plans continued expansion over the next several years and the 333 Summer Street office can accommodate a staff of 480. LogMeIn, a publicly traded tech company (\$LOGM) with cloud-based service offerings, is headquartered in Boston, across the street at 320 Summer Street. McDonald Electrical provided electrical installations at the headquarters' facility in 2014.

#### EDUCATION NEWS

### NECA Advanced Project Management Seminars Held in Portsmouth, NH and Boston



WEST NEWTON, MA – The NECA Boston Chapter held seminars in project management on February 21st in Portsmouth, New Hampshire and February 22nd in Boston at the Greater Boston JATC. The full day NECA continuing education course, conducted by acclaimed productivity consultant, Norb Slowikowski, of Slowikowski & Associates, provided attendees with management expertise required to efficiently direct the entire project life cycle, from project start-up to close-out. Project managers from NECA electrical contracting firms **Atlantic Power & Light**, **Averill Electric**,

**Ayer Electric**, **Bent Electrical**, **Chapman Construction Group**, **Collins Electric**, **E.S. Boulos Company**, **LAN-TEL Communications**, **MassBay Electrical**, and **United Solar** attended the seminars, which focused on process and productivity improvement. Among the topics covered were conducting a productivity assessment; managing the labor budget; and job controls for each phase of the construction process. Proven management and leadership techniques were presented by Slowikowski, who has trained more than 20,000 project managers, superintendents and foremen.

### NECA Boston/Wentworth Student Chapter's Green Energy Challenge Project Progresses

BOSTON, MA – The Wentworth Student Chapter has mapped out preliminary plans for their 2016 NECA Green Energy Challenge project. It will consist of comprehensive energy efficiency upgrades at the Maurice J. Tobin School, in the Mission Hill area of Boston. The Student Chapter had a preliminary walkthrough and initial analysis of the school early this year. Their subsequent pre-proposal includes providing:

- an energy efficiency analysis focused on the school's heating and heating control systems;
- a prospective retrofit of current lighting with LED light-

ing fixtures and wireless daylight sensors;

- and solar PV installations comprised of a 6kW system that will serve as a part of the school's curriculum to teach students the importance of renewable energy, and also a 200kW solar PV system on the school's roof.

Three finalist student chapters will present at the NECA 2016 Convention in Boston at the BCEC in October.

**Green Energy CHALLENGE**  
ELECTRI International NECA

### Enlightening The Next Generation



At the NECA Boston/Wentworth Student Chapter meeting in February, Joe McCluskey, Jr., President of NECA Boston and CEO of E.G. Sawyer, and Rob Nunnery, Chief Estimator for E.G. Sawyer, spoke about their experience in the electrical construction industry, their roles at E.G. Sawyer, trends in the industry, and the bright future the industry has for the next generation of electrical professionals.

#### SAFETY NEWS

### NECA Safety Professionals Conference Set for May 23 - 25 in Indianapolis

The National Electrical Contractors Association (NECA) Safety Professionals Conference (NSPC), the electrical construction industry's premier annual safety event provides the most useful and up-to-date information on regulation, compliance,

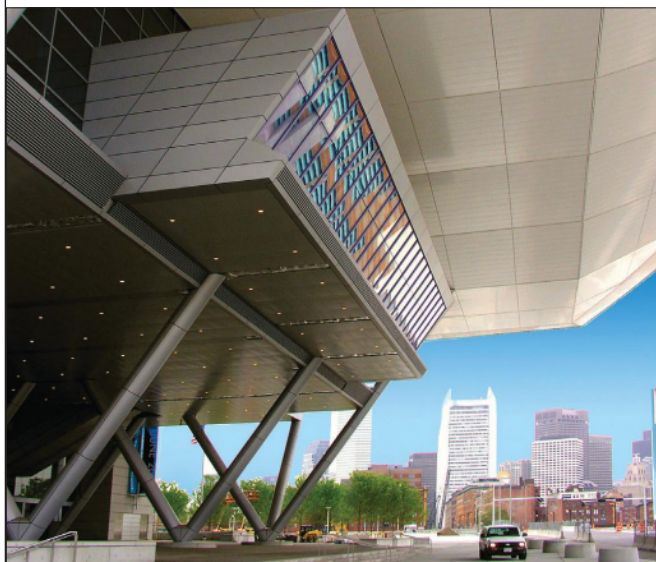
management techniques and standards development that impact safety and health in the electrical construction industry. Safety directors, project managers, human resource and supervisory personnel from NECA member contractors nationwide are scheduled

to attend and will learn the latest information on OSHA regulations and industry best practices. Learn more and register for NSPC, scheduled May 23 - 25 in Indianapolis, at [www.necasafetyconference.com](http://www.necasafetyconference.com).

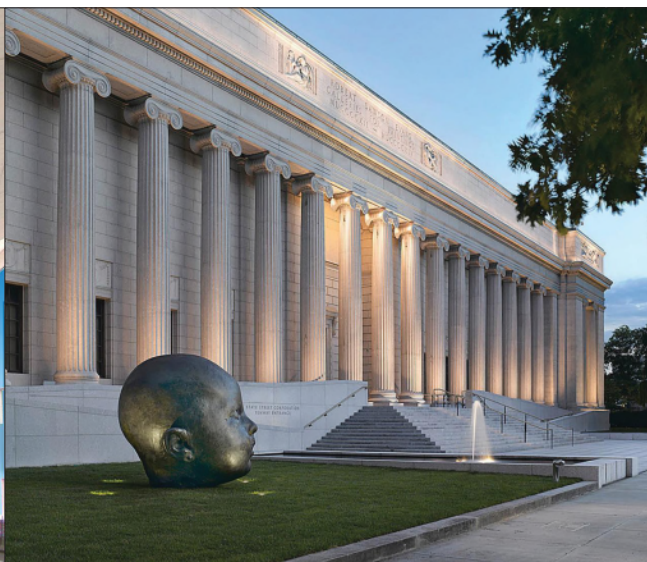


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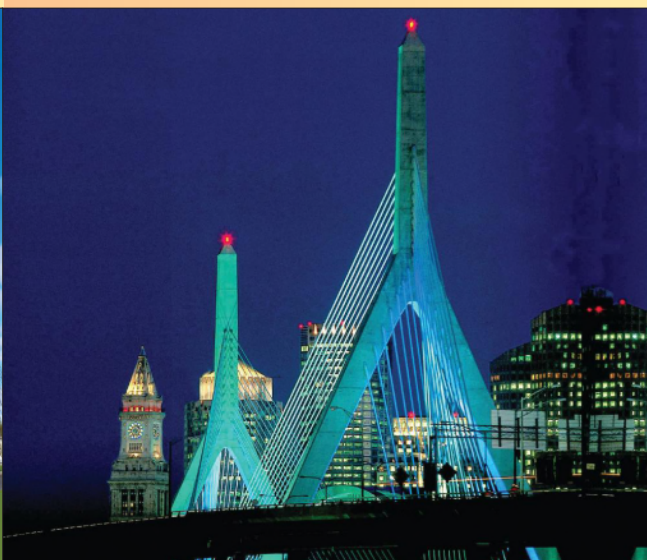
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## Construction, Design & Engineering

# INSTALLS EXTERIOR OF DANCE STUDIO/PERFORMANCE CENTER Dellbrook/JK Scanlan progressing on Walnut Hill School of Arts project

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**NATICK, MA** Dellbrook/JK Scanlan has reached a critical milestone in its construction work for the Walnut Hill School for the Arts. On March 1 the firm had substantially completed installation of the exterior skin of "Studio Five," a new dance studio and black box performance center, featuring movable seating, 130-170-person seating capacity, and a leading-edge audio/visual system.

To date, the curtain wall glazing, vertical tongue & groove wood siding and vertical slate siding have been installed, and the structure is now weather tight. The new facility, which is designed to integrate with the school's existing Dance Center, is slated for completion in June 2016.

A private high school that offers



a progressive academic and arts education, Walnut Hill hired Dellbrook/JK Scanlan and Design-Lab Architects in the spring of 2015, and ground was broken on April 28. Dellbrook/JK Scanlan previously collaborated with Design-Lab Architects in 2007 on a world headquarters project for the International Fund for Animal Welfare (IFAW) in Yarmouthport, Mass.

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## JC&A named 2015 CBA Collaborating Profl.

**QUINCY, MA** J. Calnan & Associates (JC&A) has been named the 2015 Collaborating Professional of the Year by



**Jay Calnan**

the Commercial Brokers Association (CBA). The award recognizes a collaborating professional whose professionalism, leadership, education, service, philanthropy, and vision have benefited members of the real estate community.

CBA's 2015 Achievement Awards were presented on March 3 at the InterContinental Hotel in Boston.

Founder and CEO of JC&A, Jay Calnan, accepted the award on behalf of the company.

## GenCon has Allington of HILTI conduct fire stop procedure safety class

**WEST BRIDGEWATER, MA** On February 24, the safety committee at GenCon, Inc. welcomed Chris Allington and his team from HILTI, a provider of leading-edge technology for the global construction industry, to train all employees on proper fire stop procedure as part of our commitment to the highest standards of safety on all job sites.

The two-hour training covered:

- Types of and properties of fire and smoke wall assemblies
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- A summary that reviewed photos of correct and incorrect fire stopping.

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# Construction, Design & Engineering

**BODIO OF LAN-TEL, GOVERNOR; MCDONALD OF MCDONALD ELECT., VP; AND WEBER OF GASTON ELECT., TREASURER**

## NECA Boston Chapter confirms 2016 board of directors; McLuskey, Jr. of E.G. Sawyer Co. elected president

**WEST NEWTON, MA** The Boston Chapter of the National Electrical Contractors Association (NECA) confirmed its 2016 directors and officers at its annual chapter meeting in January. Joseph McCluskey, Jr., of



Shown are Joseph McCluskey and Joseph Bodio



E.G. Sawyer Co., Inc. was elected to serve a two-year term as the Chapter's president.

NECA Boston Chapter represents nearly 100 electrical and telecommunications contractors in Eastern Massachusetts, Maine and New Hampshire. The Association is dedicated to promoting the highest construction standards through continuing education, management training, skilled workforce training, and labor relations. NECA Boston works in partnership with the union electrical industries in Massachusetts, Maine and New Hampshire (IBEW Local 103 in Boston, Locals 1253 in Augusta, Maine, Local 567 in Lewiston, Maine, and in Local 490 in Concord, N.H.).

NECA contractors are at the forefront of the electrical industry, delivering high voltage power transmission, low voltage systems, energy efficient lighting, building energy management systems, telecommunications, security systems, and renewable energy systems to commercial, educational, healthcare, institutional, and public projects throughout the Greater Boston region. Nationally, NECA is the voice of the electrical construction industry, advancing the industry through advocacy, education, research, and standards development.

Board members (not pictured):

- Thomas Driscoll, director – E.S. Boulos Co.
- Paul Guarracino, director – J.M. Electrical Co., Inc.
- Ronald Koning, Jr., Director – State Electric Corp.
- John Quinci, director – Cruz Electric, Inc.
- Gregory Sapochetti, director – J.F. White Electrical and
- Stephen Scarponi, director – Scarponi Electric, LLC.

**Shown (from left, seated) are:**

**Joseph Bodio, governor – LAN-TEL Communications; Joseph McCluskey, Jr., president – E.G. Sawyer Co., Inc.; Michael McDonald, vice president – McDonald Electrical Corp.; and William Weber, treasurer – Gaston Electrical Co., Inc.**

**Shown (from left, standing) are:**

**Kristen Gowin, assistant manager – NECA Boston Chapter; Alan Scharfe, secretary – John A. Penney Co., Inc.; Kathleen Guinee, director – Aetna Fire Alarm Service Co., Inc.; John McLaughlin, director – Sullivan & McLaughlin Companies; David Noon, director – J. & M. Brown Co., Inc.; and Glenn Kingsbury, executive manager – NECA Boston Chapter**

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# Construction, Design & Engineering

## What is happening at Harvard University's Richard and Susan Smith Campus Center?

Peter Davey



American Window Film

Through a generous donation, the building that marked the beginning of modern architecture on Harvard's campus is receiving a massive spring spruce up. Newly named after its benefactors, the Richard A. and Susan F. Smith Campus Center (previously the Holyoke Center) is undergoing a significant facelift. American Window Film, Inc., a 3M Authorized and Certified Prestige Window Film Dealer, is currently involved in Phase One of this extensive multi-phase project - its exterior envelope renovation.

Originally designed and constructed circa 1960, the Smith Campus Center's contemporary architectural design stood in stark and controversial contrast to Harvard's traditional, red brick-and-mortar style. To paraphrase Bob Dylan, the times, they were a changin', and indeed continue to change as controversy turns into profound appreciation.

James Maloof, American Window Film, Inc.'s vice president sales, has been collaborating with Harvard University's project team including their director of operations, the general contractor and the architect for the Smith Campus Center renovation. "We've established a long history with Harvard and have installed 3M™ Window Films on many of their buildings," said Maloof. "The scope of this project has been years in the making and required extensive site evaluation, analysis and understanding of our client's goals, needs, and concerns. After the Smith Campus Center team realized the high cost of replacing windows, they came to us for help and advice on meeting their security, safety and energy efficiency requirements with window film, a far less costly retrofit compared to replacement. Paramount to their project was to accomplish all this without compromising the integrity of the building's original and very distinct architectural design."

Ultimately, 3M™ Ultra Prestige Series window films offered a solution -- an exterior film with high optical clarity and a UV durable hardcoat that holds up to harsh outdoor environments. The selected window film also met Harvard team's requirements for safety, security and energy efficiency. 3M's innovative technology led to the manufacture of this film using no metals and, therefore, is less susceptible to corrosion and interference with wireless and cellular signals. Designed for both exterior and interior applications,

the film helps hold shattered glass together to help mitigate potential property damages and injuries due to spontaneous glass breakage, seismic events and low-force glass impacts. In addition, a white decorative film was agreed upon to replace approximately 200 white fiberglass panels in poor condition yet stylistically essential to the building's overall design integrity.

Decisions have been made and the project begins March 2016. James Davey, American Window Film, Inc.'s vice president operations, is now presented with the logistics challenge of installing approximately 90,000 s/f of window film on an occupied building of an extremely dynamic college campus. Undaunted with the task, Davey said, "Projects like these



present the kind of challenges that are very much in our wheelhouse. It's not uncommon, given our customers' needs for business continuity, to work after hours and on weekends when required. We're fortunate to have

experienced and trained installers who are very skilled, efficient, and always up for the task." Davey anticipates the project will continue through 2016 and into 2017.

So if you're driving or walking past

Harvard, and you see the American Window Film, Inc. and 3M logos, you'll know that the American Window Film team is on campus installing 3M Window Film for the security, safety and energy efficiency of the Richard A. and Susan F. Smith Campus Center. Give them two thumbs up for their contribution to its renovation and efforts invested into maintaining the integrity of its original architectural design.

**Peter Davey is president of American Window Film, Inc., a 3M Authorized & Certified Prestige Window Film Dealer in Foxboro and Boston, Mass.**

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# Construction, Design & Engineering

DEVELOPMENT WILL CONNECT ROSE KENNEDY GREENWAY TO PORTAL PARK AND THE HARBORWALK

## Copley Wolff Design Group takes part in groundbreaking ceremony for Related Beal's 600,000 s/f Parcel 1B project

**BOSTON, MA** Copley Wolff Design Group, Inc. (CWDG) attended a groundbreaking ceremony to celebrate Related Beal's Parcel 1B project, a 600,000 s/f, mixed-use development that will include 239 affordable and workforce residences, an above-grade parking garage with capacity for 220 cars, a Courtyard Marriott with 220 guest rooms, and 10,000 s/f of ground-floor retail in downtown Boston's Bulfinch Triangle. CWDG is working with CBT Architects and Related Beal on the landscape planning and design for the streetscape which will serve as a connection between Boston's Rose Kennedy Greenway to the south, Portal Park to the north, and the nearby Harborwalk.



The groundbreaking ceremony took place on February 4. Participants included Massachusetts governor, Charlie Baker and mayor Martin Walsh, as well as representatives from Related Beal, CBT Architects, and other project team members.

Streetscape components such as street trees and sidewalks are keeping with the design standards CWDG developed for the CA/T Surface Restoration project. The trees will be planted in grates for additional accessible area and protection from urban elements. Distinctive paving will be utilized along the building face and at major building entryways and the Porte-Cochère to correspond with the lobby and provide a recognizable

identity. The site design will act as an example for future crossroads initiative streetscapes along Causeway St. and Valenti Way, and is a key element of the overall Bulfinch Triangle redevelopment.

"We are always thrilled to work on transformative projects that serve as a link between other pedestrian landscape areas," said John Copley, ASLA, principal at Copley Wolff Design Group. "Years back, the removal of the elevated expressway and train structure led to the reconnection of neighborhoods and increased pedestrian access. This project continues that reconnection theme – providing a visually appealing link between the Rose Kennedy Greenway and Portal Park within an area that already experiences a high level of daily foot traffic."



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### Stonegate Group to revive historic Natick American Legion Bldg.

**NATICK, MA** Built c. 1880, the red brick-faced building located at 13 West Central St. has the distinction of being one of several landmark properties in the Natick Center Historic District. At the end of the 19th century, it was home to Cleland, Healy and Underwood Furniture Co, a former Natick treasure. After World War I, it housed the Natick District Court. As early as 1946, when the American Legion resided on the second floor, war veterans were flocking to its doors. And who can forget that F.W. Woolworth Company leased the first floor of the building in the 1940s until 1960. Sadly, this well-known downtown building, which has been subject to deferred maintenance and largely vacant for the past several years, has fallen into disrepair.

Stonegate Group, a real estate development company, has submitted plans to revitalize this once-thriving building known to many in town as the "American Legion Building". Stonegate purchased the property in September of 2015, and has partnered with Lim Design Studio, a Boston-based architectural firm, to prepare plans to redevelopment the property.

"We are proud to be involved in bringing life back to this prominent Natick landmark," said Sean McGrath, president of Stonegate. He stated that the redevelopment plan calls for a mixed-use building that includes eleven one- and two-bedroom units, as well as up to four retail spaces.

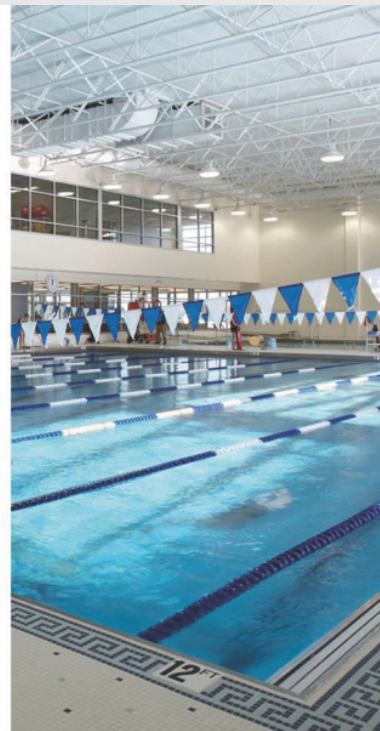
"Our goal is to bring one or two restaurants, with outdoor seating, to this property," McGrath said. "We think it will add to the ever-growing vibrant downtown landscape." He added that the plan also includes an underground parking lot with 14 spaces.



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# Construction, Design & Engineering

**PROJECT TEAM: CURTIS ARCHITECTURAL, FLOOD CONSULTING AND ENVIRONMENTAL DESIGN ENGINEERING**

## Integrated Builders celebrates topping-off of Prime Motor Group's new 30,000 s/f Hyundai dealership

**ROCKLAND, MA** Integrated Builders topped off its Prime Hyundai dealership project at 1022 Hingham St. The new 30,000 s/f facility is being constructed on behalf of Prime Motor Group and is replacing the former Blue Cross Blue Shield office/manufacturing warehouse.

Led by superintendent Herb Volpe, project manager Brian Kidder, and assistant project manager Karen Murray, the Integrated Builders team is providing construction management services while working alongside architects The Curtis Architectural Group, structural engineers Flood Consulting, and mechanical/electrical/plumbing firm Environmental Design Engineering, Inc.

Integrated Builders kicked-off the ground-up construction project with the demolition of the existing BCBS facility. The new, single-story Prime Hyundai dealership will feature a 27,000 s/f, 12-foot, curtain wall glass showroom and office space, as well as a 3,000 s/f storage and parts mezzanine. Additionally, the facility will have finishes and systems that are



consistent with the Hyundai brand. "We are very happy with the continued progress of the new Prime Hyundai dealership," said Jay Dacey, president of Integrated Builders. "The winter season can bring weather-related challenges to any construction project, and our team has been able to expertly handle all hindrances that have been presented to keep progress on track."

1022 Hingham St. is located directly on Rte. 228 off Rte. 3 and provides visibility and access for Hyundai customers. Additionally, the site is in close proximity to major retailers, service providers, office parks, and dining options.

### PROCON leadership changes

**MANCHESTER, NH** John Samenfeld has been promoted to vice chairman of PROCON. Samenfeld has 40 years with the company, most recently as president. He has been involved in many of PROCON's major projects from concept to completion. His experience has been an invaluable asset in providing consistent guidance throughout all phases of the design and construction process. Under Samenfeld's leadership PROCON has grown into a \$200 million fully-integrated design and construction management firm with projects throughout northeastern U.S.

PROCON has appointed Lance Bennett as co-president of the company. Bennett has 31 years of experience with PROCON, lately as executive vice president of construction operations. His oversight of the company's construction management professionals has been a strategic part of the company's successful progression into more complex and sophisticated projects throughout the northeast.

PROCON has appointed James Loft, AIA as co-president of the company. He has been with PROCON for 20 years, most recently at executive vice president of architecture and engineering. His leadership has spearheaded the department's explosive growth from four to 50 professionals and has allowed PROCON play an integral role in redefining the industry's design-build paradigm.

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*Congratulations to the  
One North of Boston  
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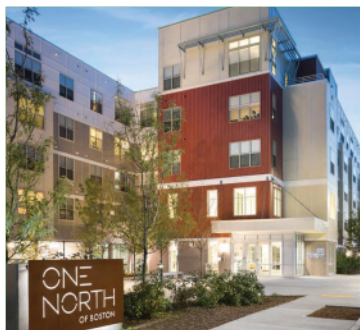
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PROJECT TEAM: SHESKEY ARCHITECTS, VEITAS AND

**Callahan Construction Ma  
phase 2 of Gate Residential**



**CHELSEA, MA** Callahan Construction Managers is getting ready for the first turn of 92 units of the second phase of One North of Boston this April with an additional 130 units to follow in June. The urban luxury living development, owned by Gate Residential Properties and TransDel and designed by Sheskey Architects, consists of a single, six-story wood and steel framed structure with a total of 222 studio, one, two and three bedroom apartments ranging in size from 542 s/f up to 1,347 s/f.

The complex will host 253 parking spaces and 12,000 s/f of public amenity space that includes an indoor basketball court, a fitness center with yoga and spin studios, media rooms, and club rooms.

The lobby will feature high ceilings, copper and metallic wall niches, a digital sky wall covering, and mosaic floor tiles. Units include bamboo floors, oversized windows, quartz countertops and stainless steel appliances.

The exterior amenities include an outdoor pool with fire place and grills and a green area for games as well as a future dog park that will be developed across from the south parking lot. The building's façade has a modern look and is a combination of masonry, aluminum panels, fiber cement lap siding and panels, and oversized windows.

This is Callahan's third project with Gate Residential Properties, previously completing One North of

Boston phase I and Maxwell's Green, another multifamily development, in Somerville, Mass.

Callahan Construction Managers is a full service construction management company that has served the New England and Northeast regions for more than 60 years. They provide a wide range of preconstruction and construction management services, and have completed projects in multi-family residential, senior housing, hospitality, retail, corporate office, life sciences, educational, and other markets. As one of the largest open shop construction firms in the Northeast, we work with a wide range of local, regional, and national clients.

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# Managers nears completion of Props.' One North of Boston



## One North of Boston project team

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- Sheskey Architects ..... architect
- Veitas and Veitas Engineers ..... structural engineering
- Wayne J. Griffin Electric ..... electric

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# Construction, Design & Engineering

PROJECT TEAM INCLUDES CBRE/NEW ENGLAND AND SPAGNOLO GISNESS & ASSOC.

## Hilco Redevelopment Partners to build 130,000 s/f office/R&D project The Gauge on 8.2 acre Waltham site

**WALTHAM, MA** Hilco Redevelopment Partners (HRP) purchased an 8.2-acre property located at 152 Grove St. The property is located just 10 miles from downtown Boston and is situated in a mixed-use community.

The redevelopment of this property will result in 130,000 s/f of office and research and development space across three buildings in a campus-like setting.

The 1940s brick and beam structure will be fully restored, featuring high ceilings with windows, skylights and exposed brick interior walls. The project will also benefit from completely new systems, common areas, utility infrastructure, landscaping, and onsite employee parking. The



property originally served as the corporate headquarters for The Standard Thomson Co., a company that sold temperature gauges for automobiles and other industrial equipment.

Roberto Perez, executive vice president and managing partner of Hilco Redevelopment Ptns. indicated that this new development is being called "The Gauge" in an effort to recognize

the history of the property. Perez said "Hilco Redevelopment Partners has become one of the leading experts at managing real estate revitalization projects like "The Gauge". Our business platform has literally been built to provide customized and integrated solutions to maximize the value of obsolete properties all over the country."

Hilco Redevelopment Partners is part of the real estate division of Hilco Global and is the founding company behind the 3,100 acre redevelopment project located on the former site of the Bethlehem Steel in Baltimore, which is now called Tradepoint Atlantic. The Tradepoint Atlantic project is currently one of

the largest real estate redevelopment projects underway in North America, reinventing the obsolete industrial steel manufacturing site and bringing a boost to the local economy in Maryland.

Ben Spera and Andrew Chused, both senior vice president's and partners at HRP are responsible for leading the project in Waltham. Spera said "The Gauge at 152 Grove St. represents a phenomenal redevelopment opportunity given the property's campus-like setting, unique character, authenticity and dynamic location."

Chused added that "the property is being designed for tenants that desire Class A office and/or R&D space and also value a highly creative, energetic environment within an inner suburban location"

Spera and Chused indicated that they believe the New England marketplace will continue to be an opportunity for Hilco Redevelopment with several other exciting project expected to be announced in the coming months.

Hilco Redevelopment has retained CBRE/New England as its exclusive leasing and marketing partner for The Gauge. The redevelopment is expected to be completed and ready for occupancy in early 2017. HRP's project design and architecture is led by SGA (Spagnolo Gisness & Associates, Inc.

## The 2016 Healthcare Facility Summit



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Overview of healthcare industry and how it is impacting real estate usage and strategies.

The convergence of healthcare/ medical office and seniors housing retail healthcare.

**9:00am-10:00am Panel 2**

Investment sales velocity, pricing and cap rates.

Who is financing new MOB investment and development deals in 2016?

5 min Break

**10:05am-11:00am Panel 3**

Leasing, marketing and operating in today's market.

Who's lending in the debt market, what equity sources are available.

**11:00am-11:50am Panel 4**

Design innovations that address more cost-effective delivery; operational planning and utilization, infrastructure challenges, solutions.

The evolving market for new construction and development.

**11:50am-12noon Networking**

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### Pare Corp. promotes Thies to vice president

**LINCOLN, RI** Pare Corp. has promoted Timothy Thies, P.E. to vice president.

Thies' 14 years of experience at Pare



**Timothy Thies**

covers a diverse field of civil and environmental engineering, including water, wastewater, solid waste, and hazardous waste projects. Thies is exceptional at fostering long-term relationships with Pare clients and colleagues, which has contributed to the success of countless projects. Some of his longstanding clients include Providence Water, the Bristol County Water Authority, Tiverton Municipal Landfill, and the town of Southborough, Mass. Among Thies' notable projects are the Providence Water Hydraulic Model (serving 600,000+ customers), the Narragansett Bay Commission Phase III CSO Project, and the recent East Providence Water System Improvement Project which involved a 6 million gallon storage facility and 7,500 feet of large diameter transmission main.

# Construction, Design & Engineering

RENOVATION DESIGNED BY HOLMES & EDWARDS; BUILT IN 1844 AND DESIGNED BY SOLOMON WILLARD

## Nauset Const. completes \$12.7 million historic restoration and renovation of Quincy's 37,000 s/f Old City Hall

**QUINCY, MA** Nauset Construction completed the 37,000 s/f historic restoration and renovation of Old City Hall, one of the oldest functioning City Halls in the nation. Built in 1844 and designed by Solomon Willard, the architect for the Bunker Hill Monument, the building is listed on the National Register of Historic Places. The \$12.7 million restoration project included preserving the building's granite façade, the addition of a structure connecting old city hall to



the new city hall, restoring the second floor to its original design and adding meeting rooms and exhibition space.

Nauset was selected as construction manager in 2013 and broke ground shortly thereafter. Working closely with the Quincy architectural firm of Holmes & Edwards Inc. and the Massachusetts Historical Commission, many of the building features were restored to their original design, most notably the Great Hall, which had once served as the primary public meeting space for City residents and the City Council. The Hall was painstakingly recreated to reflect its original magnificence, and now accommodates 200 persons for events such as the recent mayoral inauguration. New

meeting space was also created for the City's boards and commissions, along with exhibition space to display historic artifacts – including letters from John Adams, John Quincy Adams and John Hancock. In addition to the full restoration of the building's granite façade, new windows and a new slate roof were installed as well as the entire mechanical, electrical, and plumbing systems.

In addition to the extensive renovation work, the connecting structure between the Old City Hall and the new City Hall was demolished and rebuilt with a combination of steel and metal decking that incorporated a Pilkington framed glass system, and included a new traction elevator.

### LaPierre and Wise of Harriman earn professional certificates

**PORTLAND, ME** Two staff members of Harriman have earned professional certification and accreditation. Jeffrey LaPierre, P.E., LEED AP, HFDP, CEM has received The Certified Energy Manager (CEM) credential from the Association of Energy Engineers (AEE) and Kathryn Wise, AIA, E.I., LEED Green Associate has passed the Architecture Registration Examination (ARE) and is now a licensed architect.



**Jeffrey LaPierre**

LaPierre has 22 years of experience as a mechanical engineer and has designed HVAC systems for a variety of institutions, including colleges and universities, K-12 schools and laboratory facilities. He received a Bachelor of Science in Mechanical Engineering from the University of Maine. In addition to CEM, he holds certification as a Healthcare Facility Design Professional (HFDP) and is a LEED Accredited Professional. He is a member of the American Society of Heating, Refrigeration, and Air-Conditioning Engineers (ASHRAE), and is a past president and current treasurer of the Maine Chapter.



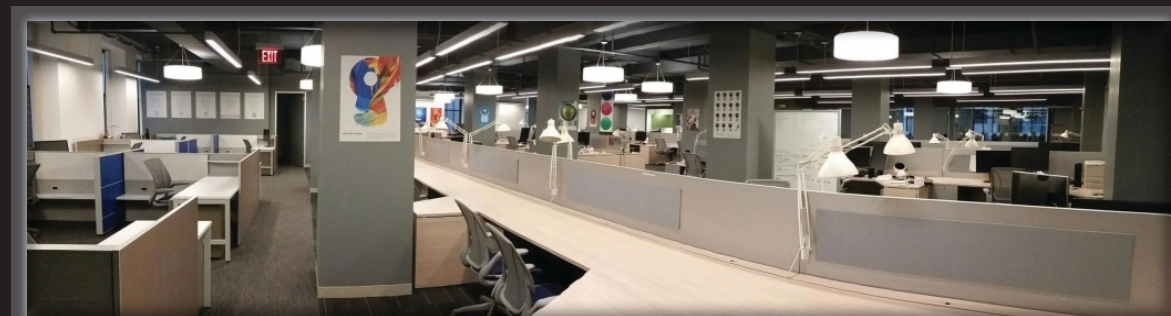
**Kathryn Wise**

Wise, with a degree in both architecture and engineering, brings these divergent disciplines to bear, focusing simultaneously on both the conceptual as well as the pragmatic aspects of any design problem. Wise is an active member in the American Institute of Architects, serving on the Maine state board of directors as well as regional and national committees. She earned a Bachelor of Science degree in Civil and Environmental Engineering from the University of Maine and a Master of Architecture from the University of Massachusetts Amherst.

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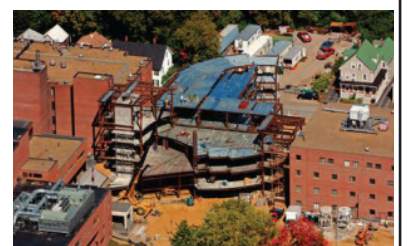


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## Construction, Design & Engineering

RAND-WHITNEY COLLABORATES WITH SUMMIT LAND DEV.

# PROCON nears framework completion at Rand-Whitney facility

DOVER, NH Rand-Whitney has been a household name for nearly 80 years pioneering innovative and environmentally-friendly corrugated packaging. This year its Corporate Dr. facility in Portsmouth will be relocating to a new 118,600 s/f container building currently under construction at Stonewall Industrial Park in Dover. Rand-Whitney collaborated with Summit Land Development on the land and they selected PROCON as the design-builder on their new facility. PROCON is nearing completion on the framework. The \$7.7 million enterprise is a welcomed sight to city officials as part of the city's commitment to promoting an attractive environment for new businesses.

The 35-foot high structure will be segmented into 118,600 s/f overall with 112,500 s/f dedicated to manufacturing/warehouse use and 6,100 s/f for offices. The company intends to hire more employees and add additional equipment to the Dover facility. Plans call for transferring the existing equipment to the Dover location and integrating the new equipment and machinery – a move that is expected to increase their production values.

An expert assessment of the company's existing equipment was conducted by PROCON's design team



to incorporate old and new equipment accurately into the drawings. The structure is a standard industrial building over a steel frame clad covered with 3" structured insulated panel (SIP). A 2" thermal break was

installed between the interior and exterior slab to prevent the perimeter slab from exposure to excessive cold, which in turn will help minimize the operation's energy consumption within the structure.

## Palmer and Sicard awarded two projects

DURHAM, NH Palmer and Sicard has recently been awarded a \$4.1 million contract for renovation work at the University of New Hampshire's Hamilton Smith Hall with Skanska USA. This renovation work is slated to begin this month and includes an addition three times the size of the original building and renovations to the existing building. Palmer and Sicard will be handling the plumbing and HVAC work. Palmer and Sicard

is presently on campus working on the West Stadium renovation project.

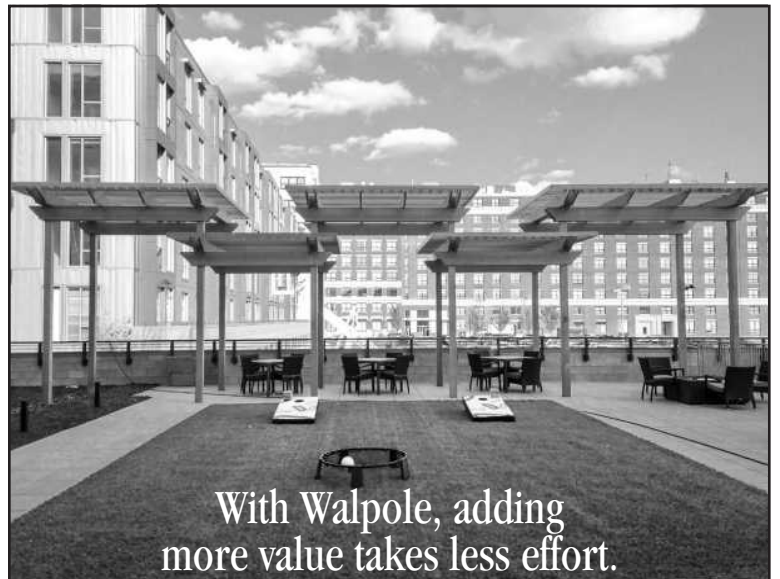
Palmer and Sicard has also been awarded the contract to perform the renovation work at Somersworth High School Career Tech Education building. The contract is for HVAC and plumbing under the direction of North Branch Construction the construction manager for the project. The work is slated to begin this month and run through the summer.



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## Construction, Design & Engineering

DELPHI CONST. SERVES AS GENERAL CONTRACTOR

# Abbot restores brick facade of Needham Neighborhood Bank

**NEEDHAM, MA** Abbot was contracted by the general contractor, Delphi Construction, to restore the façade of the Needham Bank facility. This involved cleaning the brick and cast stone, repointing all of the brick with matching mortar, and repairing and replacing the stone as required.

In early 2015, the Needham Bank owners decided to embark on a 3-phase renovation project at the at 1063 Great Plain Ave. location, encompassing restoration of the interior and exterior, constructing a new entrance from the parking lot side, and a building a new operation center.

The most complex part of the project involved the three large arched windows on the side of the main building. The two outer windows had a pre-cast stone section under the windows whereas the middle window



had brick. To establish a consistent appearance, Abbot removed the existing brick from under the middle window, and installed pre-cast stone that was fabricated to match the shape and

color of the stone under the windows on either side.

### Lasorsa joins Senate Const. as project super

**SHIRLEY, MA** Jason Lasorsa has joined Senate Construction Corp. as a project superintendent.



**Jason Lasorsa**

As a project superintendent, Lasorsa will be responsible for quality control, safety, scheduling and communications and interaction with clients.

“At Senate

Construction, we are delighted that Jason is coming to our firm,” said Bob France, chief executive officer of Senate Const. “Jason has a unique history in which he brings his leadership skills developed in his professional and military experience to lead our projects to a successful completion.”

Lasorsa brings 19 years of project management experience in the Mass. area, as well as his service in the U.S. Marines. He is also certified by OSHA and the JLC.

### Wright and Zemba join Sanborn Head & Assoc.

**CONCORD, NH** Stephen Wright, P.E. and Stephen Zemba, Ph.D., P.E. have joined Sanborn, Head & Associates, Inc. as project directors of the firm.

Wright has joined Sanborn Head’s Westford, Mass. office as a senior leader in the company’s solid waste practice.

Zemba is in Sanborn Head’s Randolph, VT. office, helping the firm grow their industrial services practice mainly through his more than two decades of experience assessing risks of environmental chemicals.

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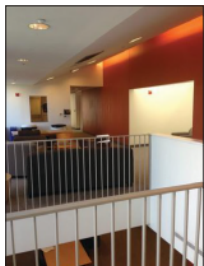
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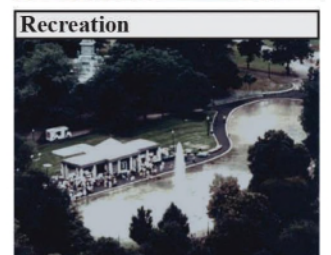
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# Construction, Design & Engineering

CREW OF 15 IBEW LOCAL 103 TECHNICIANS AT 101 SEAPORT AVE.

## Spectrum IT completes AV for PriceWaterhouseCoopers hdqtrs.

**BOSTON, MA** Spectrum Integrated Technologies (Spectrum IT), the low-voltage division of J. & M. Brown Company, has completed an elaborate, fast-track, AV infrastructure project at PriceWaterhouseCoopers' northeast headquarters facility at 101 Seaport Ave.

The project encompassed Spectrum's AV wiring and installations on 17 floors of the building, covering more than 350,000 s/f.

Spectrum's project manager Michael Anderson and GF Kristin Hurley managed a skilled field crew of 15 IBEW Local 103 technicians in the 8-month project. The project commenced in March 2015 and was



completed, as scheduled, by the end of October.

The NECA Boston contractor

worked on a project team with general contractor Skanska and electrical engineering firm AVI-SPL.

### CoreNet appoints Frink and Czenczelewski of SLAM to leadership positions

**GLASTONBURY, CT** Recently, the Connecticut/Westchester chapter of CoreNet Global appointed members Terri Frink, IIDA and Derek Czenczelewski of The S/L/A/M Collaborative (SLAM) to leadership positions.

Frink, a principal of SLAM and the leader of the interior architecture studio will hold a position on the board of directors of the CoreNet CT Westchester Chapter and on the programming committee.

Czenczelewski, who handles SLAM's corporate business development, has been appointed to the young leaders committee as well.

Frink has over 25 years of professional experience in the planning,

programming and design of workplace solutions for a wide range of corporate clients. She is a recognized expert in the industry for the implementation of workplace strategy, change management, and operational programming and planning. Frink brings a wealth of experience to each client she serves, often working as an extension of the client's project team to ensure each client's vision and operational objectives are accomplished. "I look forward to serving on the board of directors, as well as on the programming committee", said Frink. "This is a tremendous honor, and an opportunity to help contribute to the chapter's success."

Czenczelewski has eight years of professional experience, spanning the sports entertainment and A/E/C industries, and is a former elected official for the city of Bristol. A graduate of the University of Connecticut with a degree in Sports Promotions, Czenczelewski leads the marketing and business development initiatives for SLAM's corporate, science & technology, healthcare and sports studios. "As one of the youngest members of the chapter, I can appreciate the efforts that have been made by previous boards and the newly elected board to encourage greater participation by young professionals", said Czenczelewski.



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# Construction, Design & Engineering

IN CONJUNCTION WITH BKA ARCHITECTS

## DAI completes interior design for 13,000 s/f Brockton health center

**BROCKTON, MA** DiGiorgio Associates Inc., (DAI) recently completed work on Brockton Neighborhood Health Center's Vicente's Clinic. This project consists of the design of a satellite clinic located adjacent to Vicente's Tropical Grocery, working in unison to encourage a healthy lifestyle. Brockton Neighborhood Health Center's main location has grown past capacity and this satellite Primary Care Clinic will allow BNHC to provide increased care to the citizens.

DAI was responsible for design of the interior of the building addition, and worked in partnership with BKA Architects, core/shell architect for the project. The construction cost was \$1.7 million and the square footage is 13,000 s/f.

In addition to the Primary Clinic space, DAI teamed up with BNHC and Vicente's Tropical Grocery to create a nutrition demonstration



kitchen located at the heart of the primary care clinic. The primary focus for this project is improving patients' well-being through education. Two to three times a day, BNHC will host a cooking demonstration in the kitchen for the patients and public to

attend. Chefs from the grocery store will instruct the primarily Caribbean heritage clientele on how to prepare their traditional recipes with less sugar, healthier ingredients and creative recipe substitutions. Staff from the grocery store will then assist BNHC patients with shopping for the fresh produce and ingredients they have learned about. In addition, to help reduce costs, the grocery and health center plan to implement a reward system to make healthy eating more affordable.

DiGiorgio Associates Inc. is a Boston-based full-service healthcare architectural, engineering and interior design firm founded in 1984. DAI teamed up with Brockton Neighborhood Health Center on their main 58,000 s/f health center and numerous other projects over the past 15 years and is proud to help serve their community well into the future.

## Tighe & Bond promotes Granatini, Labrie, Persechino, Chornyak, Holmes, Valentine and White into or within its stock ownership program

**WESTFIELD, MA** Tighe & Bond promoted seven of its project managers and engineers into or within its stock ownership program.

"It is a pleasure to recognize these individuals who go above and beyond to advance Tighe & Bond's substantial growth, technical competence, and success. They also help foster a positive work environment that leads

to rewarding careers at our firm," said David Pinsky, president and CEO of Tighe & Bond.

This includes three individuals who have been promoted to associate within the firm's stock ownership program: Christopher Granatini, Tiffany Labrie, and Joseph Persechino.

In addition, Tighe & Bond promoted four other staff into the firm's stock

ownership program as new shareholders. This includes two project managers in the Westfield office: Zachariah Chornyak, P.E. and Daniel Holmes, P.E., LEED AP. New members also include Daniel Valentine, P.E., a project engineer in the Middletown, Conn. office, and Andrew White, P.E., a project engineer in the Shelton, Conn. office.




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### Jack Conway



**NAME:** Jack Conway  
**FIRM:** Jack Conway Company, Conway Country, Massachusetts  
**BORN:** Boston, 1923  
**EDUCATION:** BC High School; Huntington School; University of Notre Dame  
Jack's first love is sports and after Notre Dame, where he played baseball as a third baseman, he joined the U.S. Navy and then became a reporter for the Record-American in Boston. "For over ten years I wrote a boxing column and covered over 100 world championship fights." In 1955, after being turned down for a substantial pay raise, Conway became associated with Mr. Residential Real Estate, Martin Cerril, as a broker. "Martin was a great promoter; I worked day and night; made more money than I had ever seen; and after a year decided if I was going to work so hard, I might as well do it for myself." In 1956 he opened his first office in Hingham, an oceanfront residential community south of Boston. Today he has 4 offices, is planning 2 more, employs 28 brokers; 24 of them are female. "I have always felt that it is the women who make the decision on buying a home and have found that women can sell houses."  
Jack is known in the trade as "a great promoter" and along with publishing his own newspaper he is the first broker to contract for a series of TV ads on the new channel 38. "Thanks to Jack, what was once known as "The South Shore" is becoming known as "Conway Country".

### Thomas Flatley



**NAME:** Thomas J. Flatley  
**FIRM:** T.J. Flatley, Randolph, Mass.  
**BORN:** Ireland, 1921  
**EDUCATION:** Irish National School, St. Columba's College  
Tom left Ireland in 1949. "I had just spent 6 months with the country's amateur boxing squad as a middleweight" and spent the next two years with Uncle Sam's signal corps, and the next three years in Trade School learning how to be a plumber. In 1955, he opened a plumbing business in Quincy, Mass., and that "middleweight" will-to-win never left him, so he built his firm to \$500,000 by 1968. As he was plumbing, Tom was also observing--an architect reader and fast learner. Flatley soon owned and was remodeling his own small units. In 1959, he opened his own development company, and since then has built more than 1400 apartment units, retaining about 100%. "In the past few years I have looked to diversify more." Flatley also has built and owns an office building, nursing home, drive-in restaurant, several industrial buildings and numerous parcels of commercial land.  
It is Tom's drive (up every morning at 6) and his determination (he hits the tennis ball so hard, no one will play with him) that make Tom Flatley the fabulous success of this area. As he points out, "The opportunity is there...you just have to work to get it."

### Sheldon Adelson



**NAME:** Sheldon G. Adelson  
**FIRM:** Daniel Associates, Brockton, Mass.  
**BORN:** Boston, 1933  
**EDUCATION:** Holy Trinity Memorial; Winslow Business School; William & Mary, CCNY.  
After serving as a court stenographer for 2 years in the U.S. Army and covering the prisoner of war trials in Korea, 'Shelly' became affiliated with The Magazine of Wall Street, eventually becoming assistant publisher and advertising sales manager. "This was a twice per month financial publication and I was forced to learn something about the stock market (Shelly's hobby) and financing. After working for two other publications, I returned to Boston in 1961 and entered the mortgage business, applying the principal of application I had learned on Wall Street, a time-tested method of issuing securities to the public through investment bankers, to the business of placing mortgages with groups of mortgage lenders. Adelson's fabulous success in the mortgage business in New England is directly attributed to his presentations in situ, to brochure form. In Adelson's words, "Making it as quick and easy for the prospective mortgage lender as possible."  
Working from a 5-man office, Adelson expects to place in the vicinity of \$10 million in 1986. A recent bridegroom, he also handles the placing of long-term growth capital for corporations and in his spare time, prepares companies for going public.

New England Real Estate Journal

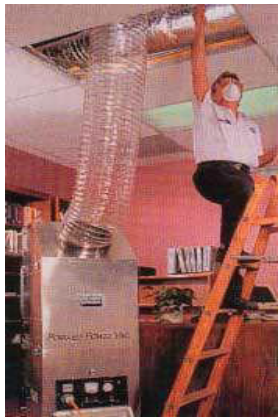


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## President's message: The value of associations

As I reflect back during the 25th anniversary of LAN-TEL Communications, I remember the fear I felt as I struggled to find a job to support my very young family, and the feeling of helplessness in not being able to control my uncertain future. It was at this point I decided that I would start my own company with the support of friends and family. I opened my company in the basement of my home with very little business management familiarity, armed only with a high school education and several years of "Ma Bell" experience under my belt. It started out slowly, but as word got around about the quality of work performed by my company, more and more jobs started to roll in. After a year of steady growth, fear and self-doubt increased because I was now responsible not only for my family, but also for my workers and their families. Furthermore, the economy had just suffered a downturn, and with my lack of business experience, I questioned my ability to survive.

While speaking to a business associate about my dilemma, he suggested I join the CEO Club of Boston—a local group of large and small company owners, as well as other business professionals. I remember attending my first meeting and thinking, "What am I doing here?" I felt out of place and intimidated. After the next few meetings, I realized that most of the members had problems similar to mine, and their ideas made a lot of sense. I started to gain confidence and even contributed my opinions and ideas, which were well received. I value my time in the CEO Club, and owe the members a debt of gratitude in giving me the confidence I needed to successfully run an expanding company.

As the years passed, the company kept growing and I realized I would have to better educate myself in the industry as contracts and negotiations became more complex. At this point I joined the National Electrical Contractors Association (NECA) - a great resource for mastering the partnership with unions, as well as learning the electrical side of our industry. Through the camaraderie of the NECA members - who, like me, were business owners - I learned a lot of tricks of the trade that helped me grow the company and hire the people who believed in my mission to move the company forward. Serving as the association's past president and current governor has also enhanced my personal business skills.

Having learned so much from my involvement with these associations,

I still found myself lacking in critical aspects of management, such as the fundamentals of successful bidding and human resources. After chatting with my insurance agent, he suggested I join the Associated Subcontractors of Massachusetts (ASM), a perfect fit for what I was seeking out. ASM has been an ideal resource for all aspects of running a successful business, and I have forged some great friendships. I was so impressed with this organization's beliefs and values that I committed to increasing my involvement by becoming its current president, a position I cherish deeply.

In retrospect, had it not been for

associations such as the CEO Club of Boston, NECA and ASM, I would have been a very small fish in a very big ocean, probably working for someone else. I owe my success to these associations and I cannot stress how important they were to making me who I am today. Grasp the opportunity and take advantage of all they have to offer.

**Joseph Bodio is the president of the Associated Subcontractors of Mass., Boston and is president and CEO of LAN-TEL Communications, Norwood, Mass.**

### ASM supports education for the future



**BOSTON, MA** With an eye to the future, ASM is committed to supporting the professional development of the next generation of industry leaders, through several initiatives.

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First is our popular scholarship program, which has awarded over \$60,000 in scholarships to more than 30 deserving students from member companies in recent years. This year, ASM will be awarding five scholarships at \$2,000 each, to college bound seniors or returning under-grads. The application deadline is April 1 - so we encourage members to get the word out to their employees with college-age children.

Taking it a step further, ASM is now also offering tuition reimbursement grants of up to \$1,000 to help cover the costs of continuing education and

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# We are always searching for better ways to do business

Massachusetts' business environment is often difficult to navigate, which is why ABC is constantly searching for better ways to do business. We have become an important voice on Beacon Hill and are able to influence laws and regulations, but our continued ability to do so requires member involvement. That's because our strength is in our collective numbers, which allows us to shape the important issues that impact the construction industry.

One such issue members should be aware of, specifically those whose businesses have more than one location and/or operate separately incorporated subsidiary companies, is the case of *Fitzgerald, et. al. v. The Chateau Restaurant Corp., et. al.* In it, a Mass. Superior Court judge allowed managers who worked at the same restaurant chain, but at different, separately incorporated locations, to bring a class action lawsuit against the parent corporation and all restaurant locations for a state Wage Act violation. This precedent makes it easier for employees working for different entities under the same parent company to collectively assert claims for violations of their rights,

***By identifying issues within your day-to-day business operations, expressing them to the organization, and joining together in a concerted effort for change, we can improve the Commonwealth's business environment. We can take advantage of the relationships we have developed over the years in state government and continue to build on our leadership within the construction industry to secure a more favorable business climate.***

thereby exposing the assets of all of the entities. The ruling has vast applicability to almost any industry in which a business owner operates separate legal entities that have significant interrelation.

This is another example of the expanding list of complicated scenarios Mass. business owners need to be aware of. We are fortunate to have a governor who cares what we think and wants to make it easier for employers to operate, but to take full advantage of the current situation each and every member needs to be involved. By identifying issues within your day-to-day business operations, expressing them to the organization, and joining together in a concerted effort for change, we

can improve the Commonwealth's business environment. We can take advantage of the relationships we have developed over the years in state government and continue to build on our leadership within the construction industry to secure a more favorable business climate.

If there is a government compliance issue we can help you with, or a law or regulation that makes it unnecessarily difficult for you to do business, let us know by contacting Greg Beeman at [Greg@abcma.org](mailto:Greg@abcma.org) and we'll try and do something about it.

**James Rudolph, Esq. is the managing partner of Rudolph Friedmann LLP, Boston and is the 2016 ABC-Mass. chairman, Woburn, Mass.**

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## ROCKSTROH CONTINUES AS GLOBAL PRESIDENT AND CEO Steffian Bradley Archts. names Waltz president of U.S. operations

**BOSTON, MA** According to Steffian Bradley Architects (SBA), as part of the implementation of SBA's recently completed Five Year Strategic Plan Kirsten Waltz, AIA, ACHA, EDAC, LEED AP has been named president of U.S. operations. Waltz assumes the responsibilities of president of U.S. operations from Kurt Rockstroh, FAIA, FACHA who continues as the firm's global president and CEO.

Rockstroh will transition his responsibilities as president to Waltz over the next three to five years. This will allow them both to continue as active client-focused principals in the firm.

Waltz, with a depth of experience in architectural practice, has worked in SBA's Boston and London offices, and has served as the managing principal of the Enfield, Conn. office since its inception in 2007. SBA has five offices on three continents (North America, Europe, Asia).

"Kurt's leadership and mentorship throughout the many years I've worked alongside him, and his continued presence, allows this position to be a natural progression," Waltz said.



Shown are Kurt Rockstroh and Kirsten Waltz

Rockstroh joined SBA in 1977 and has served as president and CEO since 1996. Under his leadership, SBA has grown into an international architecture firm with projects worldwide. SBA has sustained a well-re-

spected presence in multiple sectors, including health care design and health care master planning, senior housing, residential, academic, life sciences, and corporate/commercial, including innovation centers.

## Mayor Walsh joins Boston Society of Architects/AIA to launch ideas competition for the Northern Ave. Bridge; [www.northernavebridge.org](http://www.northernavebridge.org)

**BOSTON, MA** Seeking the practical and aspirational visions of designers and non-designers alike, mayor Martin Walsh joined the Boston Society of Architects/AIA (BSA) to launch a competition to solicit ideas for the future of the Northern Ave. Bridge. Walsh's administration is committed to facilitating a public process about the bridge's future, and the competition will serve as a way to engage a broad range of stakeholders.

The Ideas Competition will be formally launched on Monday, March 21. A website, [www.NorthernAveBridge.org](http://www.NorthernAveBridge.org), has been created to host the exchange of ideas. For now, visitors to the site can register their email address to receive updates. People are also encouraged to engage on social media using the hashtag #NorthernAveContest. The Boston Society of Architects and several city departments, including the Public Works Department and the Boston Redevelopment Authority are coordinating the competition.

The competition is part of mayor Walsh's commitment to building a new Northern Ave. Bridge that is informed by public opinion. The Seaport continues to grow at a rapid pace and short-term fixes to the current structure are no longer viable.

When the competition opens on March 21, participants will be able to register ideas as either simple text or as a drawing, sketch, or rendering. Organizers intend to capture feedback around the following overarching goals related to the future of the bridge:

- Improve mobility connections between downtown and the South Boston Waterfront;
- Honor the legacy of the current structure; and
- Create an iconic structure and destination for the public.

"This ideas competition fosters two essential requirements for planning and implementing the best direction forward for the bridge," said 2016 BSA president, Tamara Roy, AIA.

To incentivize participation, the organizers are currently determining prize money to award in several different categories. A competition jury comprised of individuals from various backgrounds will judge entries and select winners of a variety of different categories. Through online voting, a people's choice award will also be given.

The competition will run through the end of April, and organizers, together with the BSA Foundation, expect to hold an awards ceremony



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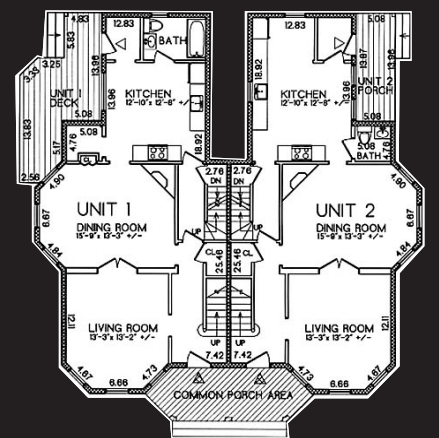
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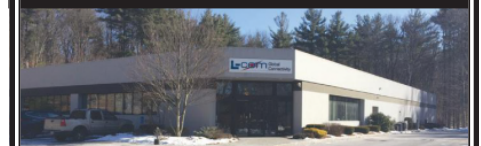
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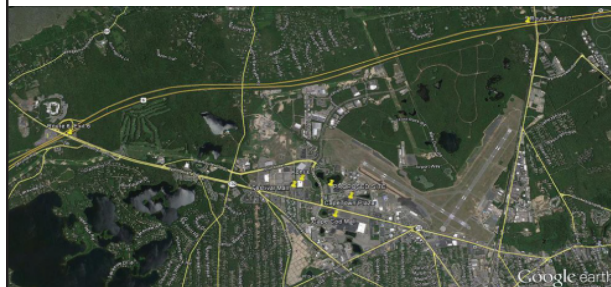
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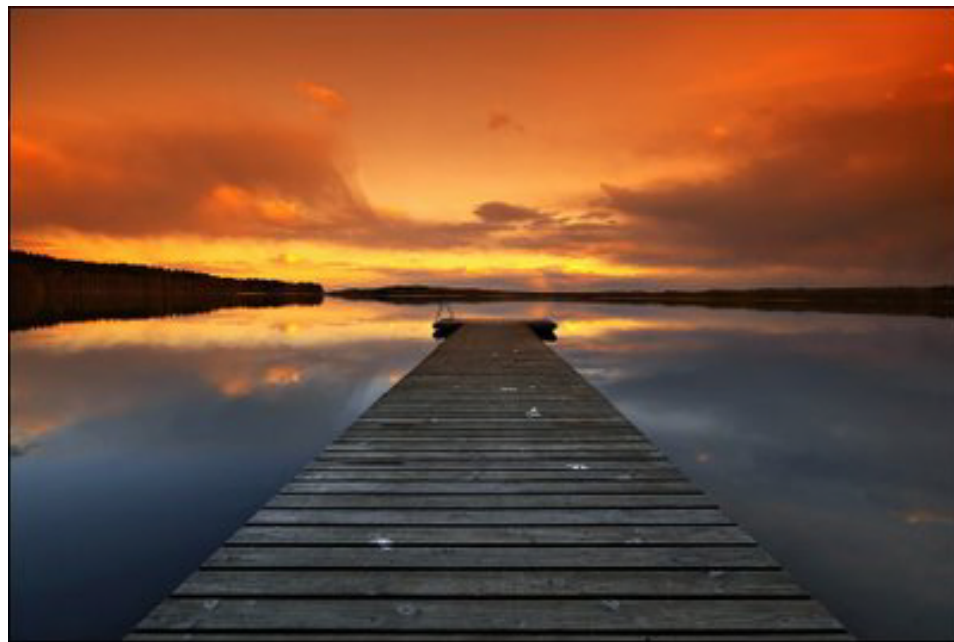
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16 New England Commercial Real Estate Semi-Annual Guide Spring/Summer 2015

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**The Value and Potential Hazards of an SNDA for Commercial Tenants**



**Matthew Ray**  
Ruberto, Israel & Weiner, P.C.

As is often the case with the leasing of new commercial space, it is likely that the tenant has made a significant outlay of capital in connection with the build-out and fit-up of its new location. As a result, a tenant will want to be assured that in the event the lender holding the mortgage on the property commences foreclosure proceedings, the tenant is able to continue to occupy the premises and operate its business throughout the foreclosure and afterwards. One of the most common ways for a tenant to remain in possession of its space despite landlord's financial difficulties is for the tenant to obtain a Subordination, Non-Disturbance and Attornment Agreement ("SNDA"). An SNDA is an agreement entered into between the tenant, landlord and landlord's lender. In its most basic form, an SNDA provides for the subordination of the tenant's leasehold interests in the property to the priority of the lien of the lender's mortgage, the lender's acknowledgment and agreement that it shall not disturb tenant's interests under the lease in the event the lender does foreclose its mortgage lien, and the tenant's acknowledgment and agreement to recognize the lender (or purchaser of the property at foreclosure sale if different from lender) as its new landlord under the lease.

If a tenant shall neglect to obtain an SNDA, the tenant is without any protection in the event the lender forecloses its mortgage lien and the lender (or any purchaser at foreclosure sale) will have the ability to terminate the lease agreement and evict the tenant from its space, whether or not tenant has complied with all terms of the lease agreement to date. In instances where a long-term lease agreement was entered into during a down market period, it is a strong likelihood that the rental rate being paid by the tenant under its lease agreement may be significantly lower than the current market rental rates at the time of foreclosure and as a result any purchaser of the property at foreclosure would be incentivized to terminate the lease agreement and replace it with a lease with a new tenant at the then higher market rates. Alternatively, they can use a threat of lease termination against the tenant to force the tenant into a lease amendment which results in a new higher rental rate. Without an SNDA already in place a tenant will have no protection against these risks.

*\* for full story visit [nerej.com](http://nerej.com) \**

Matthew Ray, Esq. at Ruberto, Israel & Weiner, P.C., Boston, Mass.

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The New England Real Estate Journal is updating its list of the active and successful Commercial Real Estate Brokers in New England. This list will be printed and distributed to our 20,000 print readers, plus an additional circulation to our digital subscribers and to be used as a reference all year long.

*This Guide will also appear on [nerej.com](http://nerej.com)*

Email, mail or fax in your company name, address, phone number, photo and a list of your commercial brokers before **April 15!**

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# Auctions

## Public Auction

FRIDAY, APRIL 1<sup>ST</sup> at 11:00 A.M.

MORTGAGEE'S SALE OF REAL ESTATE  
• SPRINGFIELD •

±7,475 S/F  
**SINGLE STORY  
BRICK COMMERCIAL BUILDING**

"CLOSE PROXIMITY TO INTERSTATE 291 & MA TURNPIKE"

501 Saint James Avenue SPRINGFIELD, MASSACHUSETTS  
To be sold on the Premises

**LAND:** ±24,140 S/F of Land • ±150' Frontage on St. James Ave • Two Curb Cuts • Asphalt Paved Parking • Public Water & Sewer • Zoned: Business B • Rear Yard Enclosed w/ Chain Link Fencing • Assessor's ID: Street #11170, Parcel #331•

**IMPROVEMENTS:**

**Area #1** • Garage Area • Open Office/Reception Area w/ Ceramic Tile Floors • (2) Bathrooms • Mezzanine Level Private Office • (3) Overhead Doors • 200 AMP Electrical Service • Office: Oil Forced Warm Air Heat • Oil Suspended Heating Unit • **Area #2** • Garage Area • Open Office/Reception Area w/ Vinyl Floors • (2) Bathrooms • (2) Overhead Doors • 200 AMP Electrical Service • Office: Oil Forced Warm Air Heat • Oil Suspended Heating Unit •

**REAR UNIT:** Open Office/ Reception Area • (3) Bay Garage • (1) Bathroom • (3) Overhead Doors • Office: Oil Forced Warm Air Heat •

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Sale Per Order of Mortgagee  
Attorney Gregory A. Schmidt  
Of the Firm of **Doherty, Wallace, Pillsbury & Murphy, P.C.**, 1414 Main Street, Springfield, MA  
Attorneys for Mortgagee

**Terms of Sale:** \$15,000.00 Deposit Cash or Certified Funds  
Deposit to be increased to an amount equal to 10% of the Purchase Price within 5 business days.  
Other Terms to be Announced at Time of Sale.

**INSPECTION: Day of Sale 9:00 A.M. to 11:00 A.M.**

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## PUBLIC AUCTION

Foreclosure Auction on Premises

Investment Opportunity in North Hampton, NH  
Wednesday, March 30 @ 10 AM

29 Lafayette Rd  
Units #1E & #2E



#1E: 2064+/- sf store front, assessed at \$180,200 (building only).  
#2E: 276+/- sf rear unit, assessed at \$23,300 (building only).

Two commercial condominiums in 20 unit retail shopping center, built 1984. Wood shingle and Clapboard exterior, paved parking, Radiant gas heat, central A/C, carpet, sprinklers. Book 4574, Page 1928.

Terms: \$5,000 deposit each by cash, bank check or certified check. Balance due 30 days. Other terms announced at sale. NH Lic. 2736 Broker Participation Welcome. Call Office to Register.



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## PUBLIC AUCTION

Foreclosure Auction on Premises

Worcester, MA →  
Tues, March 29 @ 11 AM

18 Hacker St: 3 BR, 1 BA w/ 986+/- sf, wood floors, plaster walls, vinyl siding, forced air heat. Basement & enclosed porch. Situated on 4066+/- sf lot.

Terms: \$5,000 deposit by cash, bank check or certified check. Balance due 30 days. Auction#3868



← Lowell, MA  
Thurs, March 31 @ 10 AM

480-482 Westford St: Multi-Family  
5 BR, 2 BA 2,849+/-sf, Steam heat, Clapboard siding, plaster interior, slate roof. Situated on 8542+/- sf lot

Terms: \$10,000 deposit by cash, bank check or certified check. Balance due 30 days. Auction #3872

Auctioneer makes no representation as to the accuracy of the information herein. Weekly e-mail listings of current auctions are available to registered bidders.

Other terms announced at sale. MA Lic. 1541 Broker Participation Welcome. Call Office to Register.



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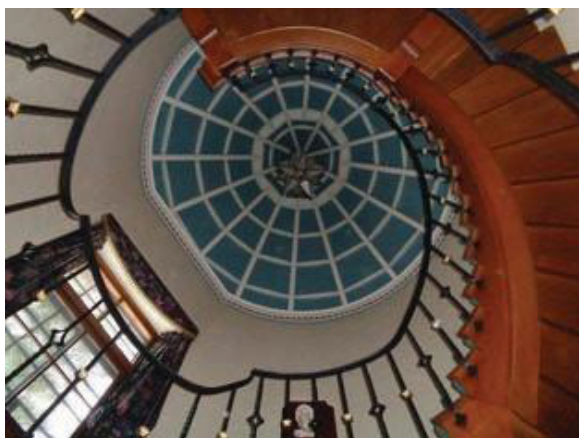
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# Auctions

Real Estate for Sale at Public Auction

## Former John Wells House — Estate & 65 Acres 491 Eastford Road, Southbridge, MA

**TO BE SOLD: SAT., MARCH 19, 2016 AT 11:00 AM ON THE PREMISES**



**Description:** Unique estate style dwelling and property; main residence includes over 6,000 SF GLA plus a caretaker's apt. above 3-car garage, an in-ground pool and extensive mature landscaping; all situated on 15 Acre lot w/frontage on Wells Pond and includes a dock. Also offered: a 50 Acre lot of land w/considerable road frontage which abuts the main parcel. This estate may be restored to its former glory. Great as a residence, retreat style property or B & B; a unique and rare property offering. The additional land (50 Acre parcel) offers an opportunity for development with considerable street frontage.

**Auction Previews:** Sat., March 5th and Sat., March 12th from 11-12 AM and a 30 minute preview will be held for registered bidders just prior to the Auction at 10:30 AM on auction date: Sat., March 19<sup>th</sup> (qualified bidders only on 3/19).

**Terms of Sale:** The property will be offered at auction individually: the residence w/15 Acres and thereafter the 50 Acre lot of land; following the auction of the two parcels individually, the property will be sold by the entirety, as one offering, with both parcels taken together. Based on the results of the two offerings: individually and by the entirety, the Seller will decide on how best to proceed and which result will be accepted. In order to bid on the entirety, a total deposit of \$20,000 by bank check is required. In order to bid on one of the individual parcels a deposit of \$10,000 by bank check is required. In order to bid on the two individual offerings a deposit of \$10,000 per each parcel is required. In any event the balance is due within 45 days. Additional terms announced at the auction.

**In cooperation with: Saltmarsh Realty – Christopher J. Howard, Realtor**

**See listing & photographs at: [auctionzip.com](http://auctionzip.com) – ID #5964**

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**A STRONGER WORKFORCE**  
Empowering companies to attract, retain and motivate employees.  
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17% Drop in absenteeism

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