

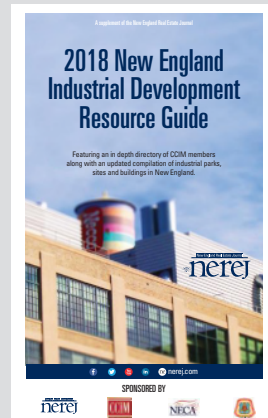
January 2018

2018 Forecast



February 2018

Industrial Development
Resource Guide



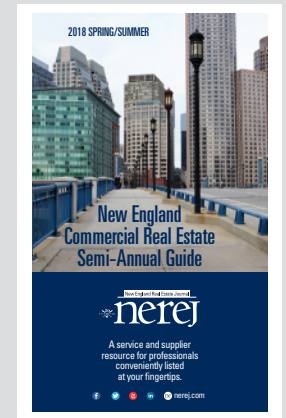
March 2018

Spring Preview



April 2018

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May 2018

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June 2018

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Mid-Year Review



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Industrial Sites



September 2018

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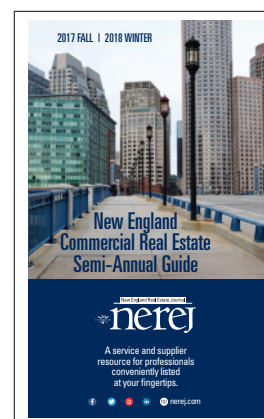
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THE LARGEST COMMERCIAL/INVESTMENT REAL ESTATE NEWSPAPER IN THE WORLD

Project of the Month

CDE PAGES 10-11B



**MEDCOM Architectural Group and Dellbrook | JKS
complete 17,500 s/f Strawberry Hill Medical building**

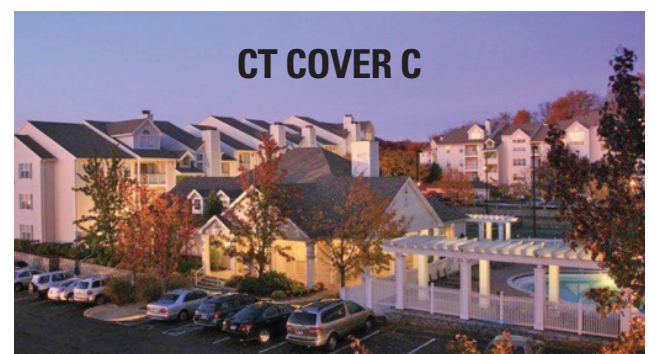
**Dunne, Pride and Apfel
of CBRE handle
\$42 million sale of
Park Square West**

NE COVER A



**DPS Group and TRIA celebrate grand
opening of 200,000 s/f**

**Keefe and Cordido of HK Group
broker \$136.5 million
multifamily sale**



**New England Real Estate Journal hosts
its Hotel Summit on September 6
NE PAGE 13A**

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Volume 57 • Issue 38

This Week's Sections

Front Section
Construction, Design
& Engineers
Connecticut
Billboard

Coming September 27

**CONSTRUCTION
SUMMIT**

NE PAGE 15A



Columnist
Jonathan
Avery

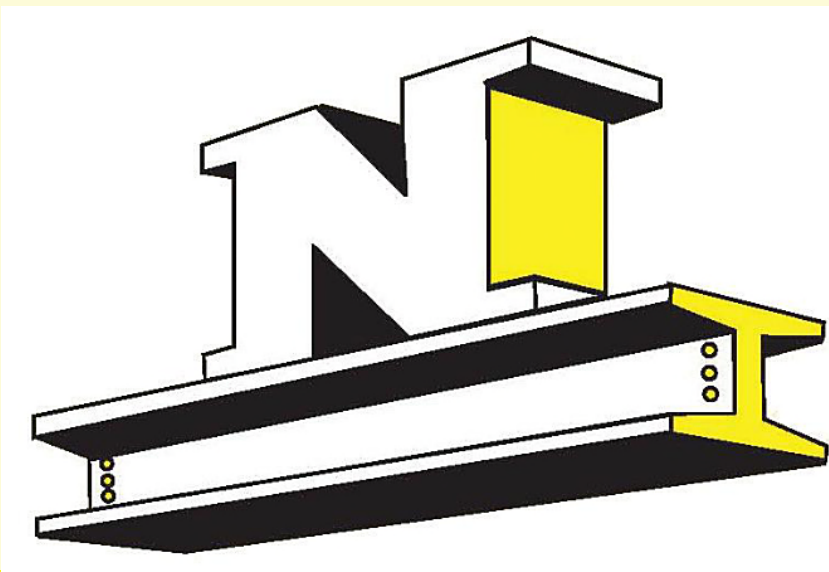
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Quick Read

**Spire Investments
purchases a
four-building
portfolio for \$3.4m**



SEE PAGE 8A

**The Architectural
Team designs
71-unit The
Archer Residences**



SEE LOWER COVER OF CDE/SEC. B

**Messore of
Colonial Props.
handles \$3.6m sale
of 125 Coleman St.**



SEE LOWER COVER OF CT/SEC. C

4 Sections 84 Pages

Editorial Page.....	4A
J. Avery.....	4A
Referral Network.....	9A
Hotel Summit Recap.....	13A
CDE.....	SEC. B
Project of the Month.....	10-11B
CT.....	SEC. C
Billboard.....	SEC. D



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THE LARGEST COMMERCIAL/INVESTMENT REAL ESTATE NEWSPAPER IN THE WORLD

A 9-STORY MIXED-USE PROPERTY SOLD BY AN AFFILIATE OF UC FUNDS

Dunne, Pride and Apfel of CBRE handle \$42m sale of Park Sq. West

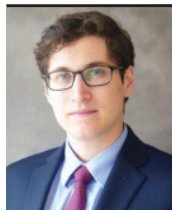
STAMFORD, CT CBRE Institutional Properties has completed the \$42 million sale of Park Square West, a



Jeffrey Dunne



Gene Pride



Eric Apfel

nine-story mixed-use property. The CBRE team of Jeffrey Dunne, Gene Pride and Eric Apfel represented the owner, an affiliate of UC Funds, in the sale and also procured the buyer.

Built in 2001, the 143-unit property, which also includes two ground-floor commercial units, is located in the city's restaurant, retail and entertainment corridor and features views of the Long Island Sound from the newly renovated rooftop deck. Park Square West has been upgraded with a new

lobby, featuring a water feature, and offers a secure parking garage and a resident game room. The updated unit interiors boast gourmet kitchens complete with granite countertops, stainless steel appliances and new cabinetry, hardware and lighting.

"Park Square West is an ideally located residential property, as it's walkable to dozens of restaurants and bars, three movie theaters, the Stamford Mall, the Palace Theatre, numerous downtown employers and the Amtrak/Metro North Stamford train station," said Dunne. "The renovations made at the property over the past two years have led to strong leasing activity and will allow the new owner the ability to capitalize on the long-term appeal of Stamford's 24/7 lifestyle, which continues to attract new residents and businesses to the community."

The Park Square West property traded at a 4.21% cap rate on T12 NOI, but offers the opportunity to grow revenue through unit renovations, additional income from parking and common area upgrades to produce a 6.5% cap rate by year three.



Gardner of Castles Commercial brokers \$1.96 million sale of a 17,500 s/f building



DEDHAM, MA Dan Gardner of Castles Commercial sold 70 Milton St. for \$1.96 million. 70 Milton St. was 84% occupied by long term tenants (placed by Castles Commercial off

market). The building is a 17,500 s/f loft style office/flex building. The seller was Milton Street Investors LLC and the buyer was Shahram Moghaddam.

Marr of Keliher Real Estate completes \$2.05 million retail condominium sale in Boston's South End

BOSTON, MA Douglas Marr, president of Keliher Real Estate commercial division, has completed the sale of 493-495 Mass. Ave. in the city's South End for \$2.05 million.

The property is a retail condominium currently occupied by Parish Cafe, and totals 3,200 s/f. The condo space has a seating capacity of 99 inside and 14 outside with a patio.



493-495 Massachusetts Avenue - Boston, MA

Cummings named No. 1 corporate contributor in Mass. for 3rd year in a row

WOBURN, MA The Cummings organization, made up of commercial real estate firm Cummings Properties and its affiliate Cummings Foundation, was named the Commonwealth's "Top Charitable Contributor" at *Boston Business Journal's* Corporate Citizenship Awards. This is the third year in a row the organization has achieved the No. 1 ranking.

During a September event at Fenway Park, 100 companies were recognized for their giving to Massachusetts charities during 2017. The corporations' total donations ranged from \$106,340 to Cummings' total of \$34.5 million.

Granite Telecommunications and Partners HealthCare System landed the second and third spots, respectively.

"The level of giving we engage in each year is made possible, in large part, thanks to the more than 2,000 leasing clients who choose to locate



Shown (from left) are: Cummings Properties communications director Joyce Vyriotes and grants and communications specialist Christina Berthelsen.

their businesses within the Cummings portfolio," said Eric Anderson, president of Cummings Properties.

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Multifamily
West Hartford, CT | \$20,850,000
Victor W. Nolletti, Eric Pentore,
Wes Klockner

CLOSED: 7/17/2018



Mixed-Use
Boston, MA | \$10,000,000
Evan Griffith, Tony Pepdjonovic

CLOSED: 7/17/2018



Multifamily
Somerville, MA | \$8,500,000
Jennifer Athas, Laurie Ann (L.A.) Drinkwater,
Matthew Pierce, Seth J. Richard

CLOSED: 7/13/2018



Net Leased Drug Store
Providence, RI | \$7,735,000
Adam Cohen

CLOSED: 7/23/2018



Retail
Taunton, MA | \$3,675,000
Laurie Ann (L.A.) Drinkwater,
Seth J. Richard

CLOSED: 6/27/2018



Net Leased Drug Store
West Warwick, RI | \$3,541,212
Richard Dorfman, Preet Sabharwal,
Zachary Weiss

CLOSED: 8/17/2018



Net Leased Restaurant
Southington, CT | \$2,307,149
Glen D. Kunofsky, Anthony D'Ambrosia,
Judson Kauffman, Joseph Sigal

CLOSED: 8/22/2018



Multifamily
Bridgeport, CT | \$1,800,000
Victor W. Nolletti, Eric Pentore,
Wes Klockner

CLOSED: 7/2/2018



Multifamily
Springfield, MA | \$1,550,000
Victor W. Nolletti, Gary Witten

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Housing market – by the numbers

The housing market continues to show steady increases in median pricing and sales volume. The S&P CoreLogic Case-Shiller Index recently reported that based on June data the national housing statistics indicate that we are 10.8% above the July 2006 peak and 53.6% above the February 2012 low point. These are strong numbers demonstrating a sustained recovery and pattern of growth.

Locally, Banker & Tradesman reports that statewide single-family and condominium sales volume, based on July data, increased nearly 7% from July 2017. Further, median sales prices for single-family homes increased 6.3% over the last year from \$383,000 to \$407,000 – the second consecutive month over \$400,000. Similar trends are seen in the market for condominiums with transactions up 5.2% and median price increasing 7.2% to \$385,000 when compared to July 2017.

MLS PIN reports on another interesting trend – steadily decreasing days-on-market across the state. With minor exceptions in three counties the sales price as a percentage of original asking price continues to rise. Norfolk, Suffolk and Middlesex counties continue to experience 100% or more in this category.

Statistics from the Massachusetts Association of Realtors confirms these trends, although they report the median price of a single-family home slightly higher at \$420,000. The Greater Boston Board of Realtors reports that the existing inventory of homes for sale is approximately a 7 week supply (not considering new listings which may come on the market) whereas a 6 month supply has traditionally been considered a balanced market.

Clearly these are historic numbers and continue the trends of the past few years. The question many have is ... can we continue at this pace? The consensus seems to be that we may be headed for a somewhat lesser trend in the 12-24 months ahead.

There are a number of indicators to

CONTINUED ON PAGE 8

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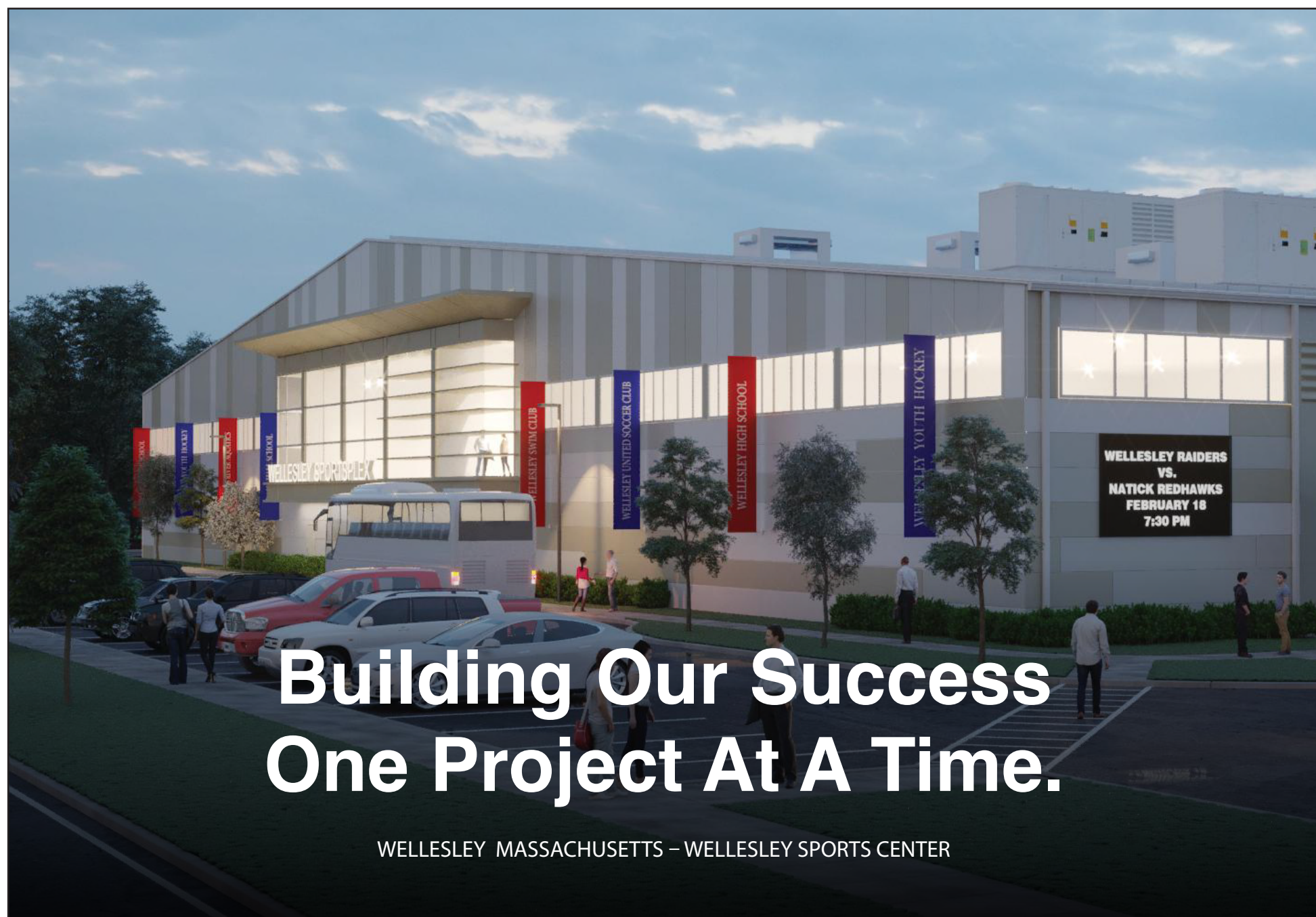
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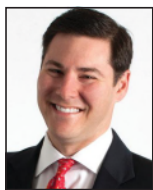
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The Raffles Boston Back Bay Hotel & Residences - first of its kind on the continent

Soon to rise into the sky along the spine of Boston's recently rezoned Stuart St. Corridor in the heart of the Back Bay at the corner of Stuart St. and Trinity Place, the Raffles Boston Back Bay Hotel & Residences will play a key role in cementing Boston's growing reputation as a destination for sophisticated international travelers and residents seeking what only our region – the epicenter of world-class education, healthcare and technology – can offer.

The collection of 12 individually unique and timeless Raffles properties around the world that Raffles Boston will join is quite a feather in Boston's cap. Since 1887, Raffles Hotels & Resorts has been a renowned brand in Asia, Europe and the Middle East with an illustrious history and legendary service. The Raffles collection began with its iconic hotel in Singapore, includes properties such as Le Royal Monceau in Paris and Raffles Praslin in the Seychelles, and has noteworthy openings in the pipeline such as Raffles Shenzhen, China, Raffles The Palm Dubai Hotel and Raffles Residences 360 on Palm Jumeirah, Raffles Maldives Meradhoo Resort, and Raffles Udaipur, India.

As little as a decade ago, an internationally recognized luxury hotel brand without a North American presence would have been unlikely to choose Boston for its first foray onto the continent. At that time, Boston was not generally considered an "international" gateway city such as New York or San Francisco. In the past decade, however, Boston has built upon its core strengths, created an idyllic public space in the Greenway reuniting the North and West Ends with the rest of the city, and added direct flights to Tokyo, Beijing, Shanghai, Hong Kong, Tel Aviv, Istanbul, Doha, Dubai and over forty other international non-stop destinations.

When Raffles' parent company, Paris-based AccorHotels, made the decision to bring the famed Raffles brand to North America, Boston became a primary target. Boston is unique among U.S. cities, with an unmatched history and culture. Unlike many other luxury brands which focus on delivering to their guests the same experience wherever on the globe they might travel, Raffles has always focused on creating distinctive, location-focused experiences in each of its hotels. Remarkable on the selection of Boston as the city to host Raffles' first

North American hotel, AccorHotels COO North & Central America, Kevin Frid said, "We are proud to announce the introduction of Raffles Hotels & Resorts, one of our portfolio's most iconic and beloved luxury brands, to Boston, an American city with a powerful history of cultural significance and landmark events." The synergy between host city and brand, while manifest, awaited a location to make the vision a reality.

Within Boston, the Back Bay neighborhood was an easy choice for a hotel focused on history, culture and authentic local experiences. At the end of 2011, the project's developer, Trinity Stuart LLC (TSLLC), acquired the old John Hancock Hotel and Conference Center at 40 Trinity Place. The site is within a block of Copley Sq., Trinity Church and the Boston Public Library, adjacent to the Back Bay Train Station providing access to New York City, and is within a short walk to Copley Place, the shops and galleries of Newbury St. and Prudential Center, the Public Garden, Fenway Park, the Museum of Fine Arts, and the other Boston landmarks of most interest to international business and leisure travelers. TSLLC is a partnership of hoteliers Gary and Jeffrey Saunders of Boston's renowned, multi-generation Saunders Hotel Group and developer Jordan Warshaw, principal of The Noanet Group, a Boston-based mixed-use and residential development firm that specializes in architecturally distinctive buildings.

TSLLC's initial idea for development of the site was to do an adaptive reuse of the existing building and create a well-located select service hotel. As TSLLC and its managing architect, The Architectural Team, dug deeper into what redevelopment would involve, it became clear that for various code, ADA, structural, and other reasons, re-use of the existing building was not feasible. In consultation with then-mayor Menino and other city officials, TSLLC decided to design a new building within the zoning parameters established by the completed, but never formally adopted Stuart St. Planning Study. Once the decision was made to move from an adaptive reuse to a mixed-use tower, the team was augmented by adding renowned hotel architects Stonehill Taylor to design the hotel component of the project, and Rockwell Group to design the residential portion of the building. Over four years later, after

an exhaustive permitting process and a rezoning of the Stuart St. corridor to codify the recommendations of the Stuart St. Planning Study under mayor Walsh, the project had its zoning approval.

TSLLC decided in 2017 to seek a hotel brand to flag its new hotel. After receiving extensive interest and proposals from a number of top brands, TSLLC chose Raffles. "In choosing a hospitality partner for this exciting project we couldn't have found a better brand for this location than Raffles," said Gary Saunders. "From an operations and management standpoint, there is no brand in the world like Raffles," said Jeffrey Saunders. "Their attention to every detail, focus on the needs and comfort of every individual guest, and value system they instill in all employees and staff members results in the finest guest experience in the world."

The hotel will include 147 guestrooms and 146 branded residences in a new 33-story building. Hotel highlights include a mix of signature hotel services such as the Raffles Butler, public spaces including a two-story sky lobby perched high above Copley Sq., five distinct food and beverage venues including two restaurants, a signature Long Bar and a two-level speakeasy, a Raffles Spa with a 20-meter indoor pool, a rooftop garden terrace and lounge, a signature Raffles Writers' Lounge, and expansive meeting and pre-function space. In keeping with Raffles' ethos of creating distinctive public spaces and avoiding cavernous, "generic luxury" lobbies and other areas, all public spaces will be warm, intimate and truly "of Boston."

On the residential side, the same ethos prevails – both on the part of Raffles, and on the part of Raffles Boston's local development team. Partners Jordan Warshaw and Gary and Jeffrey Saunders are lifelong Bostonians, who from the time this project was a mere vision were focused on creating a building by Bostonians for Bostonians, where long-time locals would truly enjoy living, and not feel as if they were in a generic luxury building dropped in from New York, Miami or Los Angeles. As a result, large multi-purpose common rooms are nowhere to be found; instead, the residences will feature a variety of smaller residents-only areas conducive to the residents' forming a "community within a community" – within their new building, as well as within



the greater Back Bay neighborhood surrounding them.

The project is anticipated to break ground in early 2019 and open in 2021. It will be structured as a tiered condominium regime, with each of the hotel, retail and residence components comprising a separate master unit. The project will provide many public benefits, including an affordable housing package worth in excess of \$20 million plus an additional \$2 million in

significant improvements to the local streets and pedestrian environment. It will create 700 construction jobs and provide hundreds of permanent jobs.

Both the author's law firm, Dalton & Finegold, and Boston firm, Goulston & Storrs, assisted the developer in acquiring, financing, structuring and permitting the project, and in concluding the project's agreements with Raffles.

About this month's author

Ken MacKenzie is partner of Dalton & Finegold, LLP and a member of the International Hospitality Consultants (ISHC).

Formerly MacKenzie was the co-leader of the hospitality and recreation group at Goulston & Storrs. MacKenzie represents institutional investors, private equity funds, investment managers, pension funds, university endowments, REITs, major lending institutions and developers in the acquisition, financing and disposition of all classes of real estate assets both nationally and internationally.

MacKenzie specializes in transactions involving hospitality assets and has significant experience in large-scale joint-ventured deals, often involving non-profit institutions such as universities or hospitals. He frequently assists clients in structuring their responses to RFPs for complex mixed-use projects.

MacKenzie received his A.B. from Dartmouth College and his J.D. from Boston University School of Law, where he graduated magna cum laude. MacKenzie is admitted to practice law in the state of Massachusetts.

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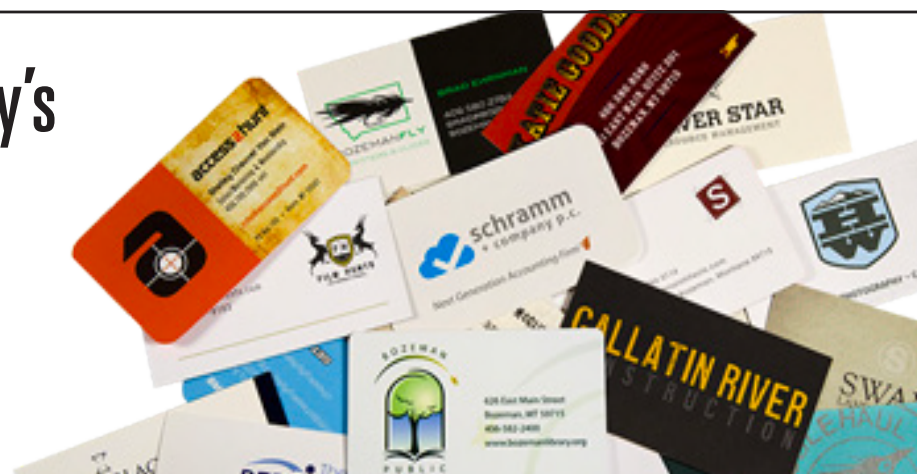
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BROKERED BY KELLEHER AND GIROLAMO OF HORVATH & TREMBLAY

Spire Investments purchases a four-building portfolio for \$3.4m

BEVERLY, MA Spire Investments has completed the purchase of a four-building apartment cluster on Phillips and Pleasant St. for \$3.4 million. The properties are located at 3-9 Phillips St. and 11-13 Pleasant St. and feature one to four bedroom units. Spire Investments owner and president Jay Goldberg stated he will implement Spire's "value-add approach" to managing the properties.



Jay Goldberg

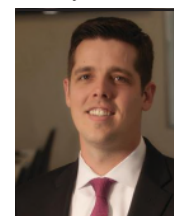
"Beverly is in the midst of an explosion, and I think the market still has a lot of room for growth," said Goldberg. "The buildings' attractiveness reflects just that, with a location one block from the Beverly Commuter rail

and a unit mix consisting mostly of larger units with significant potential for rent growth." Goldberg also pointed out that at a purchase price of \$189,000 per

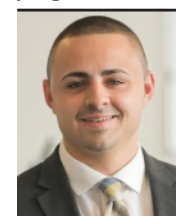


unit, less than the \$193,000 per unit price that just sold for smaller units at nearby 50 Broadway, Spire was able

unit, less than the \$193,000 per unit price that just sold for smaller units at nearby 50 Broadway, Spire was able



Dennis Kelleher



Steve Girolamo

to secure the deal with significant upside. The company will undertake various improvements over the next couple of years to meet or exceed market standards.

The seller, D&P Properties, was "a joy to work with," according to Goldberg.

Dennis Kelleher and Steve Girolamo of Horvath & Tremblay were the brokers in the transaction.

Spire Investments invests, owns, and manages assets ranging from commercial to residential properties throughout New England.

Housing market – by the numbers

CONTINUED FROM PAGE 4

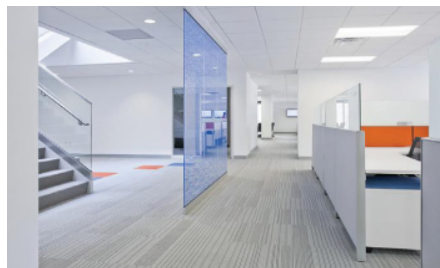
keep an eye on. First, the economy continues to grow – GDP growth in the 3-3½% range will help sustain housing as long as this growth results in increased incomes and purchasing power. The tight labor market should help support continued income growth. Second, a continued strong stock market helps to sustain consumer confidence—another important indicator. Finally, the inventory of homes/condominiums is showing signs of growth. This can be a good thing as it will allow for continued growth in sales and somewhat of a damper on price increases. However, over expansion in the supply of speculative housing could result in problems as we have seen in past cycles.

Based on these statistics and with a careful eye to the economy, stock market, interest rates and inventory, I don't see a "bubble burst" on the horizon. Time will tell.

Jonathan Avery, MAI, CRE, is president of Avery Associates, Acton, Mass.

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TO OUTER CAPE HEALTH SERVICES INC. FOR RENOVATIONS MassDev. partners with CoOp. Bank of Cape Cod on \$4.44m loan

HARWICH PORT, MA MassDevelopment has partnered with The Cooperative Bank of Cape Cod to provide Outer Cape Health Services Inc. (OCHS), a federally-qualified Cape Cod community health center, with loan financing to renovate a local building into a new health care facility. The Cooperative Bank of Cape Cod provided OCHS with a \$3.94 million loan, while MassDevelopment provided an additional \$500,000 loan for pre-development costs and enhanced the financing with a guarantee. The renovated two-story, 29,487 s/f building at 710 Main St. will house OCHS administrative offices and the new OCHS Harwich Port health center, including 18 patient exam rooms, a dispensing pharmacy, lab, ambulatory transfer area, and a community conference room. The project is expected to create 28 jobs.

"In 2011, Outer Cape Health Services expanded by opening a medical office with five exam rooms in Harwich," said The Cooperative Bank of Cape Cod vice president and commercial lending officer Mary Crowell. "The growth at this site was rapid, and it wasn't long before they found themselves working at capacity in this facility. In order to meet the high demand for their services, a larger health center was going to be necessary. The 710 Main St., Harwich Port site was ideal in that the 2nd floor was in turnkey condition to house all their administrative offices and the 1st floor would accommodate 18 exam rooms and a pharmacy. By collaborating with MassDevelopment, The Cooperative Bank of Cape Cod was able to provide the necessary construction financing



to help fund this important project which will serve the medical needs of lower Cape residents well into the future."

"Outer Cape Health Services Inc. is an integral health care provider for families and individuals who reside in

or visit the outermost towns on Cape Cod," said MassDevelopment president and CEO Lauren Liss. "MassDevelopment is pleased to provide Outer Cape with the financing solutions it needs to build a first-class medical facility and expand its operations."

Vantage Builders completes cannabis cultivation facility for Sanctuary Medicinals

LITTLETON, MA Vantage Builders, Inc. completed the transformation of a former warehouse building into a cannabis cultivation facility for Sanctuary Medicinals. Located at 234 Taylor St., the facility has eight grow rooms and facilities for producing marijuana edibles and oils.

The new location is Sanctuary Medicinals' second cultivation facility. Vantage worked closely with Sanctuary's management to fully understand the firm's unique methodology and approach to growing cannabis to ensure the facility supported its precise needs. The location is for cultivation and production only, there is no dispensary on-site.

"We are very pleased to be in Littleton, which is centrally located to the five dispensary locations that we

will supply," said Jason Sidman, CEO of Sanctuary Medicinals. "We are dedicated to the town and plan to be very active community members. We appreciate the efforts of the Vantage Builders team, whose experience in constructing a cultivation facility was critical to our opening."

Vantage followed plans by Tony Fallon Architecture for the 24,000 s/f building. Working in the formerly open warehouse area, the team constructed multiple rooms to enable the cultivation, processing, storage and shipping of cannabis products.

Most of the space is dedicated to the eight grow rooms. Each grow room is approximately 2,400 s/f in size and designed to maximize cultivation capacity.

For full story visit nerej.com

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SOLD BY L&L REALTY TO 49 MACY STREET REALTY, LLC Faulkner of Faulkner & Assocs. and KW Comm'l. brokers \$1.3m sale

AMESBURY, MA Faulkner & Associates and KW Commercial have completed the \$1.3 million sale of 49 Macy St.

Janet Faulkner, president of Faulkner & Associates and director at KW Commercial, the commercial division of Keller Williams Realty, represented the sellers, L&L Realty, and brought the buyers, 49 Macy Street Realty, LLC.

Alternative Therapies Group, (ATG) is renovating the 8,000 s/f building for the sale of retail marijuana, and expects to open the new location in October. ATG has operated a marijuana cultivation and processing facility in town since 2014, and in 2015, opened the first dispensary in Massachusetts to begin serving registered patients. The dispensary is located in historic Salem.



49 Macy Street - Amesbury, MA

Butler and St. John of CBRE/New England represent sellers of Troy Boston

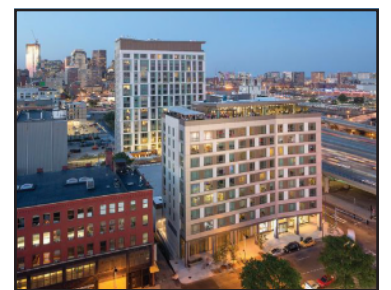
BOSTON, MA CBRE/New England's Capital Markets team completed the sale of Troy Boston, a 378-unit,



Simon Butler



Biria St. John



clusively represented the seller.

"We are pleased to have facilitated this transaction on behalf of Gerding Edlen who saw the vision for what this part of the South End could be. It was a transformative development that completely changed the neighborhood into a vibrant mixed-use neighborhood," said Butler.

For full story visit nerej.com

class A apartment high-rise community. CBRE/NE exclusively represented a fund advised by Portland, Oregon-based Gerding Edlen and procured the buyer, Equity Residential. The sale price was not disclosed.

CBRE/NE's multi-housing experts Simon Butler and Biria St. John ex-

Williams joins Ruberto, Israel & Weiner in Boston

BOSTON, MA The law firm of Ruberto, Israel & Weiner has hired Dianna Williams as an associate in its litigation group.

Williams has a strong foundational knowledge of a broad range of topics, including contract law, commercial litigation, construction disputes, employment law, collections, secured transactions, secured party sales, mortgage foreclosures, loan workouts, business formation, bankruptcy, zoning law, commercial real estate, lease disputes, summary process, title disputes, probate, and appellate practice.



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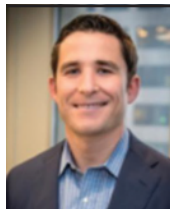
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MALATESTA, ROTH, DALY AND PIACITELLI OF NKF REP. OWNER NKF negotiates 59,100 s/f of new leases at Wells Park for Jumbo Cap.

NEWTON, MA Newmark Knight Frank (NKF) is pleased to announce that it has recently completed three new



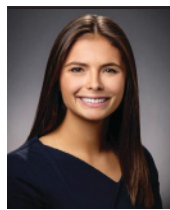
Matt Malatesta



Mark Roth



Brendan Daly



Brianna Piacitelli

leases to Karyopharm Therapeutics, Tucker, Saltzman, Dyer & O'Connell, & RSM totaling 59,100 s/f at Wells Park. NKF managing director Matt Malatesta, executive managing director Mark Roth, managing director Brendan Daly and associate Brianna Piacitelli represented the property owner, Jumbo Capital and Angelo Gordon, in the lease negotiations.

Headlining the recent activity were two subsequent expansions and extensions by Karyopharm Therapeutics, Inc., totaling 51,000 s/f, bringing its footprint in the park to over 95,000 s/f.

Additionally, Tucker, Saltzman, Dyer & O'Connell, a litigation firm serving individuals, businesses and insurance companies, signed for



4,200 s/f, and RSM, a mathematics learning academy serving grades K-12, signed for 3,900 s/f, both at 199 Wells Ave.

Brendan Cohn and Jason Fivek of

JLL represented Karyopharm, Tom Robinson of CCA Advisors represented Tucker, Dyer & O'Connell and Matt Perry of CRE 128 represented RSM in the negotiations.

Tobias of Allen & Major attends Joint ITE Int'l. and Midwestern Annual Meeting and Exhibit

WOBURN, MA Allen & Major Associates, Inc. (A&M) was represented by Corinne Tobias, PE, PTOE at the Joint ITE International and Midwestern/Great Lakes Districts Annual Meeting and Exhibit held in Minneapolis. Tobias heads A&M's transportation division.

The meeting provided opportunity to participate in several technical sessions and workshops that outlined the future of transportation engineering practice. The first theme was regard-

ing a joint effort by the ITE Complete Streets Council and the National Association of City Transportation Officials (NACTO) to develop a handbook for local jurisdictions on how to inventory, assess, enhance, and prioritize curb spaces to meet the multi-modal demands in a safe and efficient way. The guide will consider regulatory, operations, and technology strategies to optimize curb access and usage, and feature case studies and reference material.

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NEREJ Summits

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The *New England Real Estate Journal* hosts its Hotel Summit on September 6

NASHUA, NH The *New England Real Estate Journal* held its Hotel Summit at the Courtyard by Marriott Nashua at 2200 Southwood Dr. on September 6.

JP Ford of Hotel Development Lodging Econometrics and New England Hotel Realty gave a brief market overview on the growth of hotels nationally and here in New England.

The first panel from 9 – 10 a.m. included moderator David Roedel of Roedel Companies. Roedel asked the panel questions regarding construction and new hotel trends. Members of the panel included: Harry Wheeler and Carrie Nielson of Group One Partners; Mark Hamelin of VHB; and Jim Tierney of Hyatt Hotels.

Topics included design, cost, time, and the construction process for new hotels. Nielson spoke about lifestyle centers and how more hotels are merging a brand with a boutique hotel feel. "It's about convenience, accessibility and keeping up with technology, while making it feel like it's a home away from home."

Hamelin discussed how hotels are tailoring to the younger generation by incorporating more entertainment options. Those trends include retail, farmers markets, rooftop bars and concerts.

Wheeler discussed experiential design and getting the story of the property. He spoke about the construction process including space and financing. He said, "Don't ever underestimate the value of picking a good team."

In between panels, Bill Cusato of Bedford Cost Segregation spoke



briefly about his company and how they can help other companies with tax benefits.

The second panel from 10 – 11 a.m. included moderator Jim O'Connell of HREC Investment Advisors. This panel included discussions regarding financing availabilities and 1031 exchanges. Members of the panel included: Ashish Sangani of Giri Hotels; Lynn Howe of Kennebunk Savings; and John Starling of Northern 1031 Exchange, a subsidiary of Northern Bank.

Regarding the pace of 1031 exchanges in 2018, Starling mentioned they are coming back strong. "Reverse exchanges have quadrupled in the last two years."

Howe spoke about the lending aspect, and mentioned how commercial lending has continued to be strong, whereas residential has slowed.

Sangani spoke in length about due diligence. He mentioned how risks are going up, and new buyers coming in are more conservative, therefore you need to find a lender quickly.

The *New England Real Estate Journal* would like to thank the sponsors for this event including: gold sponsors, Group One Partners and Bedford Cost Segregation; and corporate sponsors, Northern Bank, VHB, Roedel Companies and U.S. Pavement Services, Inc.

Don't miss the Construction Summit on September 27 at the Sheraton Needham Hotel at 100 Cabot St. in Needham, Mass.

For more information, contact Rick Kaplan at rkaplan@nerej.com or call 781-878-4540.



Shown (from left) are: Ashish Sangani of Giri Hotels; Lynn Howe of Kennebunk Savings; John Starling of Northern 1031 Exchange; and Jim O'Connell of HREC Investment Advisors



Shown (from left) are: Mark Hamelin of VHB; Jim Tierney of Hyatt Hotels; Carrie Nielson of Group One Partners; Harry Wheeler of Group One Partners; and David Roedel of Roedel Companies.

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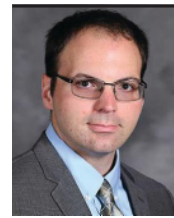
Pare Corp. hires eight new members to their engineering team

LINCOLN, RI Pare Corporation has hired the following:

- Michael Mitchell, P.E., joined Pare's civil division as a senior project engineer. He has over a decade of structural design experience including light industrial buildings, water/wastewater treatment plants, and water control structures. His experience will be a great asset to Pare's industrial and pharmaceutical facility design projects, including the work currently being done for Electric Boat to upgrade a boiler plant.

- Heather Shanks joined Pare as an engineer in the geotechnical division. She is currently assisting with the field work for the Narragansett Bay Commission Combined Sewer Overflow Program.

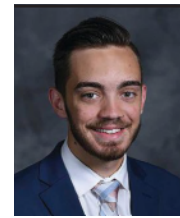
- Brendan Pickett, who completed an internship in the civil division



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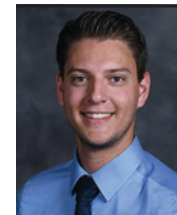
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Katherine Feeney



Jon Nanni



Tyler Greco



Kyle Tronerud



Albert DiBiasio

in the summer of 2017, returned to Pare to take a full-time position as an engineer. He has hit the ground running to assist with several structural

design and retrofit projects.

- Katherine Feeney has joined Pare's transportation division as an engineer. She will support a wide range of activities, including assisting with traffic, roadway, and stormwater-related projects.

- Jon Nanni joined the geotechnical division of Pare. Currently he is assisting with the design improvements of Stafford Dams No. 3 and 4 in Union, Conn. for the Connecticut Water Company.

- Tyler Greco joined Pare's transportation division as an engineer. He completed several internships while in school including as a lab technician and a carpenter's apprentice. Greco is currently helping to design a pedestrian bridge as part of the design for the Wayside Trail in Waltham, Mass.

- Kyle Tronerud was hired as an engineer upon completing an internship at Pare in the environmental division.

- Albert DiBiasio, C.S.T., is returning to Pare in the role of a senior resident construction manager for the transportation division. He served as a senior CAD technician and project coordinator at Pare from 2002 to 2006, and has since gained extensive experience in the construction field serving as a construction superintendent for several local contractors. Upon his return he will be supporting all phases of planning, design and construction of projects.

Caturano joins ERA Key's Chelmsford office

CHELMSFORD, MA ERA Key Realty Services of Northbridge has hired James Caturano as a realtor.

He began his real estate career at Linn Real Estate in Wareham. He previously served as director of operations at ReproSource in Woburn, leaving this year, and as manager of operations at the Mayo Clinic in Andover, where he worked for 16 years.

"I joined ERA Key to actively assist homebuyers and sellers, enabling them to achieve their goals efficiently and without frustration," Caturano said. "I want to help both buyers and sellers of homes reach a happy ending."

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Center Plaza, Boston, MA



Poyant collaborated with Synergy Investments, cbt Architects and Commodore Builders on the impressive transformation of Center Plaza in Boston. We believe a powerful Brand Image = Strength = Growth.

Poyant

Building Your Brand

New England Real Estate Journal



nerej



CONSTRUCTION SUMMIT

September 27, 2018

Sheraton Needham Hotel
100 Cabot St., Needham, MA

Agenda

8:00am-9:00am
Breakfast and Networking

9:00am-10:00am
Workforce Development
Pre-Apprentice Training
Recruiting into Mechanical Trades

10:00am-11:00am
Current Challenges
in Commercial Construction
New Technology
Improving Costs and Time lines

11:00-12:00noon
Networking with
Speakers and Attendees

Register today!

Early Bird Rate \$79
ends September 21

Regular Rate \$99
after September 21



Contact Rick Kaplan
800-654-4993, ext. 247
rkaplan@nerej.com

Register at www.ctof.eventbrite.com

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Speakers



Keith Shaw
Delphi Construction



Jim Rudolph
Rudolph Friedman



Kyle Reagan
Decco



Jim Alibrandi
Interstate Electrical
Services



Michael Hoban
Hoban Communication



Matthew Osborne
Eastern Bank



Greg McGee
LendLease



Ron Ciotti
Hinckley Allen



Stephen Kelly
Timberline Construction

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Timberline
CONSTRUCTION

Inspired Technology
AND COMMUNICATIONS, LLC

Thru the Years

September 15 - 21, 2017
Volume 56 • Issue 37

Quick Read

**Newmark Knight
Frank brokers
\$30.1 million sale
of 515 Mass. Ave.**

SEE PAGE 6A

**JLL closes \$13.1m
sale of Storrs
Center to ACF
Property Mgmt.**

SEE COVER OF CT/SEC. B

**Window cover completes
22,000 s/f
music center at
Middlesex School**

SEE COVER OF CDE/SEC. C

4 Sections 92 Pages

Editorial Page.....6A
J. Avery.....4A
Hotel News.....8-9A
Referral Network.....13A
CT.....SEC. B
CDE.....SEC. C
Project of the Month.....12-13C
Billboard.....SEC. D

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New England Real Estate Journal

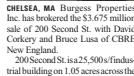


THE LARGEST COMMERCIAL/INVESTMENT REAL ESTATE NEWSPAPER IN THE WORLD

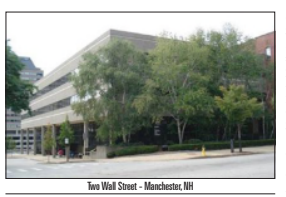
**SOLD BY WALL SPRINGS LLC TO MENTAL HEALTH CENTER OF GREATER MANCHESTER
Cushman & Wakefield and Stebbins
Commercial broker \$9.5 million sale****MANCHESTER, NH** The Cushman & Wakefield Manchester team of Thomas Farrelly, Denis Danco and Sue Ann Johnson represented Wall Springs LLC.

Wall Springs LLC (Brady Sullivan Properties) in the sale of Two Wall St. The buyer, The Mental Health Center of Greater Manchester, purchased the property for \$9.5 million and was represented by Mike Reed of Stebbins Commercial Properties.

"We truly enjoyed working with Brady Sullivan Properties on this transaction," said Farrelly. "This is a centrally located, first-class building with unique amenities such as ample visitor parking, and it will provide

Norhden of Burgess and Corkery of CBRE broker \$3.675 million sale**CHESA, MA** Burgess Properties Inc. has brokered the \$3.675 million sale of 200 Second St. with David Corkery and Bruce Lusa of CBRE New England.

The buyer is one of the nation's fastest growing and privately-owned managing director Denny Meikle-



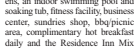
Two Wall Street - Manchester, NH

plenty of space for the Mental Health Center of Greater Manchester to grow." Located in the northern business

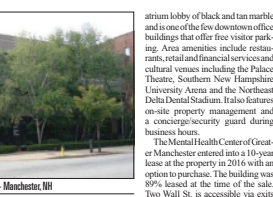
section of the city at the intersection of Wall and Elm Sts., this four-story, 65,000 s/f first-class multi-tenant office building features a two-story

atrium lobby of black and tan marble and is one of the few downtown office buildings that offer free visitor parking. Area amenities include restaurants, retail and financial services and cultural venues including the Palace Theatre, Southern New Hampshire University Arena and the Northeast Delta Dental Stadium. It also features on-site property management and a concierge/security guard during business hours.

The Mental Health Center of Greater Manchester entered into a 10-year lease at the property in 2016 with an option to purchase. The building was 80% leased at the time of the sale. Two Wall St. is accessible via exits 5 and 6 of I-293, exit 8 of I-93, and is close to the Manchester-Boston Regional Airport and the Wall of New Hampshire.

**MEIKLEHAM, SUZUKI AND ENRIGHT OF HFF REP SELLER
Norwich Partners sells 108-unit
hotel to AAM 15 Management, LLC****COLCHESTER, VT** Holiday Fenoglio Fowler, L.P. (HFF) completed the sale of the Residence Inn Burlington Colchester, a 108-unit, extended stay hotel. The HFF team marketed the property on behalf of the seller, Norwich Partners, and procured the buyer, AAM 15 Management, LLC. Completed in 2010, the Residence Inn Burlington Colchester features 108 suites with fully equipped kitchens, an indoor swimming pool and spa, a complimentary hot breakfast and complimentary hot breakfast. The hotel is four miles from downtown Burlington and is close to the Burlington International Airport, University of Vermont, Church Street Marketplace, Champlain College and the University of Vermont Medical Center.

The HFF investment sales team representing the seller included managing director Denny Meikle-



Two Wall Street - Manchester, NH

ham, senior director Alan Suzuki and director Matthew Enright. Norwich Partners is a New England and Florida-based developer of and investor in commercial real estate, primarily hotels. Founded and capitalized in 2003, the company formalized a long-standing business relationship between the three founding members. AAM 15 Management is an

independent private equity hotel investment and management company. AAM 15 Management pursues acquisitions of hotel assets in the urban and suburban core throughout the east coast of the U.S. Management targets growing business locations, with an emphasis on those that combine education, commercial growth and positive 24/7 population trends.

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Real Estate Journal
THE LARGEST WEEKLY COMMERCIAL/INVESTMENT NEWSPAPER IN THE COUNTRY**FEATURING
CONNECTICUT
Witten and Nolletti of
Marcus & Millichap
broker \$21.15m sale of
East Farm Village****FEATURING
CDE
Bufftree Building
constructing 58,000 s/f
mfg./office facility
for Atlantic Lighting****EVERGREEN PACKAGING SELLS 85,000 S/F FOR \$6.4M; OWNER TO COMBINE WITH ADJACENT SITES****Biette and Amabile of Grubb & Ellis
handle six acre sale to The Congress Grp.**

September 19 - 25, 2008

HI-LIGHTS**UMF's Cawley and Braun neg.
\$2.015m sale of 27 unit building****RICHARD CAWLEY and Jason Braun of United Multi Family handle the sale of 8-14 Dudley St. in Arlington, Mass to Leanne and Pannelli. SEE PAGE 18A.****Star Market to redevelop store as sustainable; Suffolk is GC****STAR MARKET will use clean energy production, efficient lighting and ozone friendly refrigeration in their new 41,000 s/f building. SEE PAGE 13A.****GVA Williams sells 51,500 s/f
Riverside Plaza for \$5.425m****JON SADOWSKI and Louis Zuckerman of GVA brokered the sale of 8-14 Dudley St. in Arlington, Mass. to Leanne and Pannelli. SEE LOWER COVER, SEC. B, CONN.****Also inside: 4 sections, 144 pages**

Editorial Page.....6A
Oliverio, Insurance.....6A
Green Buildings.....13-28A
MIT News.....29A
Connecticut.....SEC. B

Spotlight.....11-30B
CDE.....SEC. C
Spotlight.....9-20C
BSA News.....29C
N.E. Billboard.....SEC. D

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**FRAMINGHAM, MA** Grubb & Ellis Co. brokered the sale of 125 Pennsylvania Ave. to The Congress Grp.

for \$6.4 million. G&E's Anthony Biette, VP, Investment Group, and Hank Amabile, senior VP, Office



Group, represented Evergreen Packaging.

The 85,000 s/f facility is on six acres and served as a manufacturing facility before it was sold to Evergreen Packaging.

The Congress Grp. purchased the property with plans to combine it with two adjacent sites. Together,

**Galvin of H. Pearce
Comm'l. brokers three
leases totaling 7,780 s/f****BRANFORD, CT** Joel Galvin of H. Pearce Commercial Real Estate, has brokered three leases at 4 Sycamore Way.

Elmsford Insulation Co. leased 3 units totaling 3,650 s/f. Papa's Home and Hearth leased a 1,180 s/f unit, and Factory Direct Hot Tubs leased a 1,000 s/f unit. Galvin represented all three tenants and the landlord, CK Builders, LLC.

building for \$1.1 million to BVC Real Estate, a division of Newman

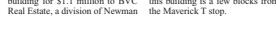


The three parcels total 10 acres. Preliminary plans include the potential development of 300,000 s/f of office/R&D space.

"Every major developer in the region was attracted to the site given its signature location overlooking the Mass. Turnpike," said Biette.

**NAI Hunneman negotiates Gold Assoc.'s
\$1.1 million sale to BVC Real Estate****EAST BOSTON, MA** Carl Christie and Dan McGee of NAI Hunneman brokered the sale of a 6,000 s/f brick

Properties. The seller was Gold Associates. Located on 210-212 Maverick St,



this building is a few blocks from the Maverick T stop.

**NEW ENGLAND
REAL ESTATE
JOURNAL**
THE LARGEST BUSINESS PUBLICATION OF ITS KIND IN THE NATION**For Recoll Mgmt. to KMC Realty for \$3.725m
I. J. Barkan, L.M.W. Ptrs. sell
220,000 s/f Claremont Mall****CLAREMONT, N.H.** Recoll Management Corp. has sold Claremont Mall to KMC Realty Trust of New York for \$3.725 million.

I.J. Barkan, Inc. of Boston represented the buyer, a partnership of individual investors. Lynch, Murphy, Walsh & Partners represented the seller.

The marketing manager for Recoll Management Corp. was James Bell.

Claremont Mall is a 220,000 s/f center on Washington St. Major tenants include Kmart, Grand Union and CVS.

The center was developed in 1980 when an \$6,000 s/f Kmart was constructed.

Irwin Barkan, president, said "We are pleased to have represented KMC in its first shopping center acquisition in New England and to be appointed as its managing agent. We look forward to this opportunity to complete redevelopment of the center and enable our supermarket anchor, Grand Union, to thrive along with the newly built Kmart. We will immediately complete a road widening to enhance access to the center."

According to Peter Niewantowski, director of marketing for I.J. Barkan, KMC purchased the asset for investment and was motivated by the trading area. He said a renovation and leasing program to reposition the center would be implemented shortly.

Mr. Barkan and Tail Oaks Village will include a community center with gymnasium, sauna, exercise room, indoor and outdoor swimming pools, lighted tennis courts, day care center and ice rink.

The first phase of construction will include five 7 to 10 story luxury apartment buildings. A three-story model apartment building and sales office already has been constructed at the site and is now open.

The 13,000 sq. ft. building includes 1,000 sq. ft. of sales offices and five model apartments: studio, one bedroom, one bedroom with den, two bedrooms and two bedrooms with den. The apartments are priced from \$24,900 for a studio to \$49,900 for a luxurious townhouse.

Financing for the development is being provided by the Commonwealth Capital Investment Corp. The architect is Gwathmey Assoc. of Pittsburgh. The interior designers of the model apartments are Norman Harvey Assoc. of Farmingdale, New York.

Steven Laves, vice president of marketing & sales for Commonwealth Communities Ltd., a subsidiary of Gil-Bern and developer of Tail Oaks Village, said the model apartments have been constructed rapidly as they will be in the new buildings.

He pointed out all buildings will be of precast concrete construction using the Tensar Building System, a patented system developed by the Universal Pre-Stressed Concrete Division of Gil-Bern.

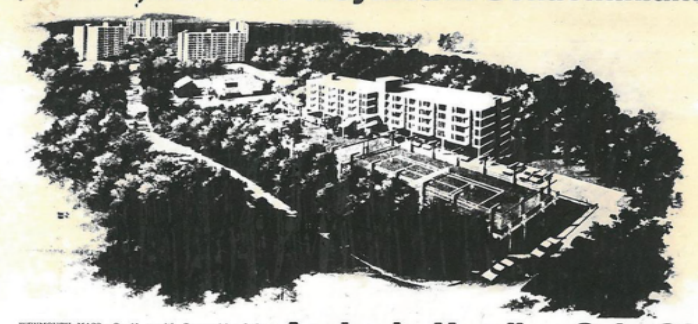
The luxury condominium apartments include central heating and air conditioning, wall-to-wall carpeting and modern kitchens with self-defeating refrigerators, self-cleaning ovens, multi-speed dishwashers, stainless steel sinks and garbage disposals.

Data Realty of Brookline has been appointed exclusive selling agent.

\$1.24m Construction Loan From H.N.C.**FAIRFIELD, CONN.** HNC Mortgage & Realty Investors has issued a \$1.24 million construction and development loan to Fairfield Apartment Assoc. for a condominium apartment community.

Ed Scaviano, vice president of the HNC based in Westport, says the builders plan to construct 40 one and two bedroom units in five buildings. Scaviano says the buildings will also feature a circular swimming pool surrounded by a lounge area.

The site is a 3.6 acre plot on Maple St. and Mill St. near the Black Rock trap and Box 136.

Armand and Robert Lusk of H.N.C. Realty Co. purchased the property from Anthony and Michael Ferri of Hightower Realty Co. The asking price was \$180,000. The sale was registered by Ernest Acciardo of Acciardo Assoc.**Lexington Trust Loans \$325,000****REDFORD, MASS.** Lexington Tr. Co. granted a loan of \$325,000 to NCM Realty Tr. secured by 213 acres of land on North rd.**New England
Real Estate Journal**
VOLUME 12, NUMBER 38 LARGEST BUSINESS PUBLICATION OF ITS KIND IN THE NATION SEPT. 21, 1973, 48 PAGES**Gil-Bern Industries Starts Construction On
\$50m 1,200 Unit Weymouth Condominium****Acciardo Handles Sale Of
\$180,000 Commc'l Site****WEYMOUTH, MASS.** Gerald Bern, president of Gil-Bern Industries of Plympton, has announced the start of construction of Tail Oaks Village, a \$50 million, 1,200-unit condominium community comprising of 1,200 apartments in 10 medium-rise buildings on a 60-acre site between Pleasant St. and Box 136.

Mr. Bern and Tail Oaks Village will include a community center with gymnasium, sauna, exercise room, indoor and outdoor swimming pools, lighted tennis courts, day care center and ice rink.

The first phase of construction will include five 7 to 10 story luxury apartment buildings. A three-story model apartment building and sales office already has been constructed at the site and is now open.

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Ago45 Years
Ago

To start receiving the
RE Cap e-newsletter visit
www.nerej.com/newsletter



News Outside the Region

GAIA Real Estate and Partners completes sale of nine-property portfolio

HOUSTON, TX GAIA Real Estate, together with its partners Menora Mivtachim Insurance and Grand China Fund, completed the sale of five properties—part of a larger, nine building portfolio the company acquired back in 2013 for \$245 million.

The properties sold include: The Veranda at Centerfield, Club at Copperleaf, Lighthouse at Willowbrook, Villas at Coronado and Enclave at Mary's Creek in Pearland.

Pacific Union joins Compass, grows to over 6,400 R.E. professionals

LOS ANGELES, CA Compass, the real estate technology company, announced today that Pacific Union International, a leading luxury real estate brokerage in California, will be joining Compass. Pacific Union is currently ranked the #5 largest brokerage in the country by Real Trends and the #1 independent brokerage in California. With the addition of Pacific Union, Compass' national team will grow to over 6,400 real estate professionals representing \$28 billion in sales volume in 2017.

ArborCrowd facilitates sale of Southern States Multifamily Portfolio

HUNTSVILLE, AL According to ArborCrowd, one of the only online platforms that enables individuals to make equity investments in institutional-quality commercial real estate, its Southern States Multifamily Portfolio (SSMP) investment has been realized ahead of schedule, outpacing targeted return estimates. The aggregate portfolio sales price was \$25.85 million, generating an internal rate of return of over 29% for its investors.

The portfolio—Twickenham Village and Hillside Village, and Gardens of Canal Park in Robinsonville, Miss.—was acquired by affiliates of the sponsor, Varden Capital Properties, LLC (VCP) and ArborCrowd, in late 2016.

Following a capital improvement plan and operational enhancements, VCP sold the portfolio.

Tremper and Garbers of Greystone rep. Carlyle Grp. and Greystar in TX sale

FRISCO, TX Greystone Real Estate Advisors has closed the sale of The Aspens at Wade Park. The Aspens at Wade Park is a 162-unit, age-restricted community well located and accessible throughout the region.

The Carlyle Group and Greystar purchased the property from Aspens Senior Living with Cody Tremper and Mike Garbers of Greystone representing the seller.

SIOR names McCormick as organization's new CEO

IRVINE, CA SIOR has appointed a new CEO, Tom McCormick. He has been a long-standing SIOR member for 33 years. McCormick has represented the organization at the leadership level, serving as SIOR Global past president, SIOR Foundation past president, his local chapter's past president, and most recently as the operations director on the board.

McCormick is the first SIOR designee to hold an executive position within the organization.

CBL Props. celebrates grand opening of new 45,900 s/f Publix store

CHATTANOOGA, TN CBL Properties and its joint-venture partners CHM, LLC, and Browning Development Solutions joined officials from Publix, city of Cookeville mayor and mayor of Putnam County to celebrate the grand opening of Publix at The Shoppes at Eagle Pointe with a ribbon cutting ceremony held earlier today. The 45,900 s/f Publix is the first store to open in the new development.

Cronheim secures \$11.6m for 709,000 s/f warehouse

STAUNTON, VA Cronheim Mortgage secured cash-out refinancing for a 709,000 s/f warehouse and distribution facility fully occupied by Best Buy. The 5-year loan was locked at a rate of 4.32%.

Korinis promoted to principal at Sabre Real Estate Group N.J.

HASBROUCK HEIGHTS, NJ According to Sabre Real Estate, Justin Korinis, a retail real estate specialist who has been a senior vice president in Sabre Real Estate Group's New Jersey office since 2016, was promoted to principal.

Korinis has experience in multiple facets of retail real estate, including tenant representation, landlord representation, and property acquisition and disposition. He joined Sabre from Savills Studley two years ago in an effort to leverage a boutique platform that would better serve his clients.

HLC Equity purchases 336-unit class A complex in Fort Worth for \$39.5m

FORT WORTH, TX HLC Equity completed the purchase of Republic Deer Creek Apartments, a 336-unit, class A, multifamily community.

HLC Equity utilized a \$25.2 million agency loan originated by Bellwether Enterprise and Maverick Commercial Properties under Freddie Mac program for the purchase of Republic Deer Creek.

KRE Group and National Real Estate Advisors close \$210m financing

JERSEY CITY, NJ KRE Group and National Real Estate Advisors, LLC have closed on \$210 million in permanent financing for the first completed tower at Journal Squared, the mixed-use development complex rising in the city's historic Journal Square neighborhood.

The permanent loan came from American International Group (AIG) and is the second loan the lender has provided KRE and National for an area property. Meridian Capital Group served as the broker for the latest transaction.

Designed by Hollwich Kushner and Handel Architects, Journal Squared will include three buildings and bring a total of 1,840 rental residences to the area.

HFF places \$213 million refinancing for hotels in Miami, Washington D.C.

MIAMI, FL Holliday Fenoglio Fowler, L.P. (HFF) completed \$213 million in refinancing for two hotels totaling 388 rooms.

The HFF team worked on behalf of the borrower, Qatar-based Al Rayyan Tourism Investment Co. (ARTIC), to place three floating-rate loans with Mack Real Estate Credit Strategies: \$132 million loan for the St. Regis Bal Harbour Resort and an \$81 million loan for the St. Regis Washington, D.C. Each loan carries a four-year term with one one-year extension.

The HFF debt placement team representing the borrower consisted of senior managing director and head of HFF's hotel group Daniel Peek; managing directors Danny Kaufman and Christopher Peck; senior directors Jeff Bucaro, Scott Wadler and Chris Hew; and associate Nicole Aguiar.

Arbor funds \$15.9 million bridge loan transactions

LIVE OAK, TX Arbor Realty Trust, Inc. funded bridge transactions for two multifamily properties.

The two properties, comprised of 308 total units, received \$15.9 million in combined bridge loan funding. The deal provides a 36-month term with two 12-month extension options.

Brian Scharf of Arbor originated the loan.

Foram Group debuts new logo and branding for The Starland Village

SAVANNAH, GA Foram Group has debuted new logos and a branding campaign for The Starland Village, the company's \$40 million neighborhood-centric, multi-use development.

The branding campaign includes logos and branding for the following components:

The Starland Village, "Inhabit, Hustle, + Play" is the lifestyle of a community redefining urban living. It will feature multifamily residential units, inspiring artists' studios, retail spaces, chef-driven restaurants, a streetside cafe, private and co-working offices, and an event venue, among others.

Hunt Real Estate Capital finances \$17 million multifamily acquisition

GREENVILLE, SC Hunt Real Estate Capital provided a \$17 million bridge loan to finance the acquisition and rehabilitation of a multifamily property, Azalea Hill.

Azalea Hill is a 160-unit project at 1600 Azalea Hill Dr. Built in 1998, the property is comprised of 15, two-story buildings consisting of 20 studio, one-bathroom units, 80 one-bedroom, one-bathroom apartments and 60 two-bedroom, two-bathroom units.

The sponsor is Willow Creek Partners.

Uber Cap. Group secures loan for Mapletown SC

MAPLE HEIGHTS, OH According to Uber Capital Group, the firm has financed Mapletown Shopping Center with a \$3.1 million loan. Terms of the loan were 10 years at a 5.5% fixed rate with a 71% LTV. Uber provided the borrower with a wide range of financing options, and explicitly conveyed borrower's business plan to receive the best available terms.

Loloi of Namdar Realty brokers Office Max sale

LANCASTER, PA According to Namdar Realty Group, Gil Loloi, VP of acquisitions and dispositions, closed the sale of an Office Max.

Sterling Org. acquires 98,701 s/f Union Plaza

PHOENIX, AZ The Sterling Organization has acquired Union Plaza, a grocery-anchored shopping center located at the intersection of W. Union Hills Dr. and N. 19th Ave. The property was purchased in an off-market transaction from a private investor on behalf of Sterling's institutional grocery-anchored shopping center core fund, Sterling United Properties I, LP (SUP I), for \$15.2 million or \$154 per s/f.

The 98,701 s/f shopping center was built in 1977 and is anchored by a 56,594 s/f Fry's Food & Drug. The property is currently 99% occupied.



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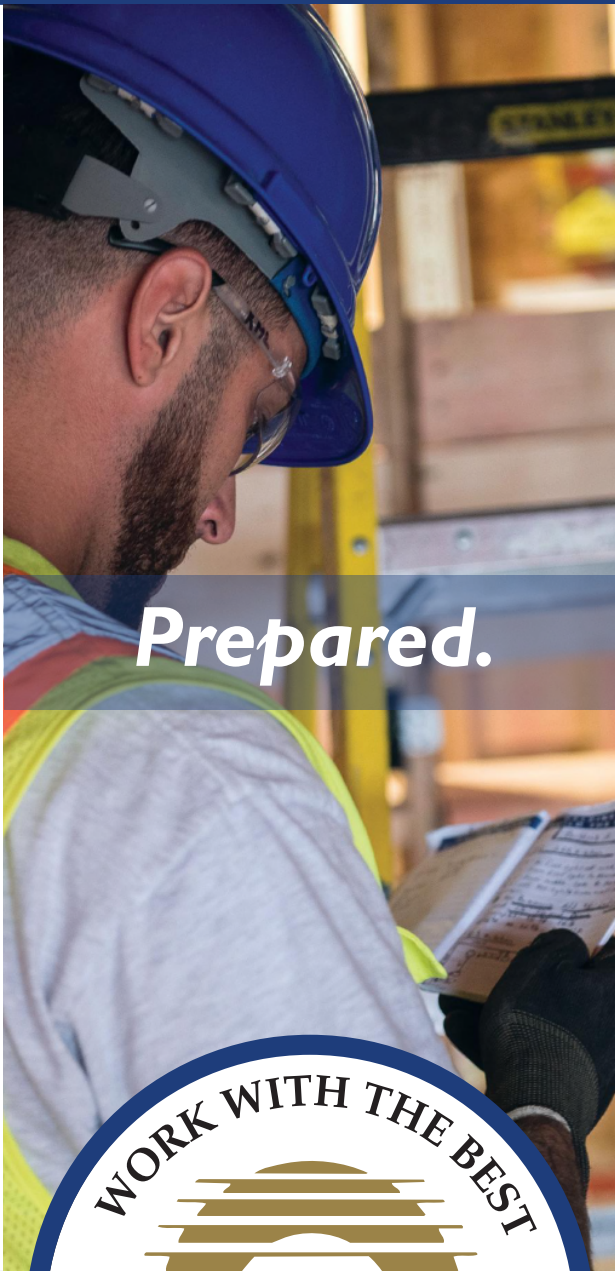
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TRAGGORTH COS. TO SERVE AS PROJECT MANAGER South Coast Improvement awarded \$5.25m reno. of 1080 Beacon St.

BROOKLINE, MA South Coast Improvement Co. was awarded a \$5.25 million project to renovate 1080 Beacon St. South Coast Improvement was contracted by Traggorth Companies, the project management company for this historic property.

The core renovation will address a faltering foundation on the 90-plus year old building. The current foundation will be reinforced with a new piling system. This will require the gutting of the entire ground floor units. Once the piling system is installed, the project will upgrade parts of the façade and entrance way and rebuild the ground floor units.

As part of the project, South Coast Improvement will coordinate with



1080 Beacon Street - Brookline, MA

Traggorth Cos.' on-site program manager and the tenants' association at 1080 Beacon St., as well as the city of Brookline. The project will also require coordination with neighboring buildings on both sides of 1080 Beacon to facilitate a safe area for residents to walk during construction.

"One of the trademarks of our company has been process and minimizing the impact of construction on residents. This process has been tested time and again with our work at assisted living facilities and rehabilitation centers. We look forward to putting those skills to work with a project the size and scope of this renovation at the historic 1080 Beacon St. property," said Tom Quinlan, president of South Coast Improvement Co. "We're looking forward to working with Traggorth Companies on this project and for a very successful project from beginning to end."

Construction began in July and has a completion date set for summer 2019.

The architect for the project will

be Forte Architecture and Design. McPhail Associates will handle the geotechnical engineering. DM Berg Consultants will be the structural engineer.

Construction, Design & Engineering

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Durazzano named ABC NH/VT chapter membership director

CONCORD, NH Associated Builders and Contractors of New Hampshire/Vermont has named Shari Durazzano, as the chapter membership director.



Shari Durazzano

Durazzano was formerly the membership director and events coordinator for the Greater Derry Londonderry Chamber of Commerce.

Durazzano graduated from SNHU, magna cum laude, with a bachelor's in business administration and minor in marketing.

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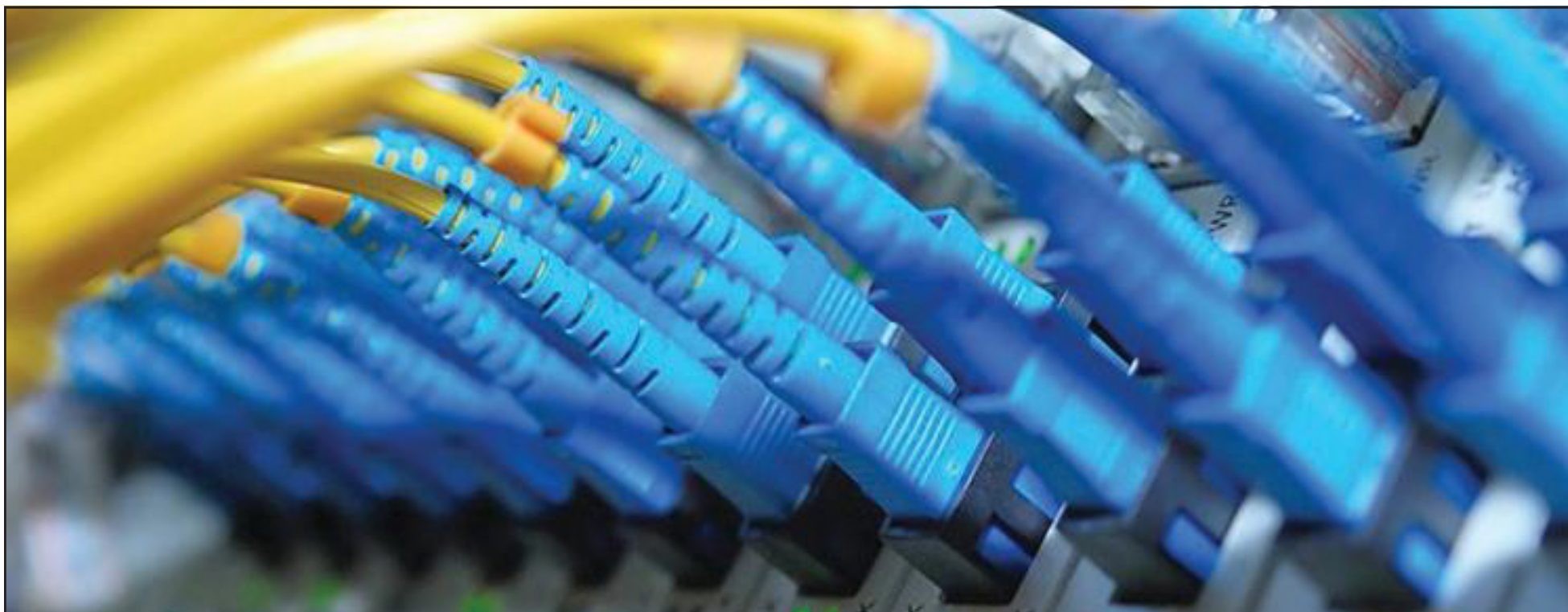
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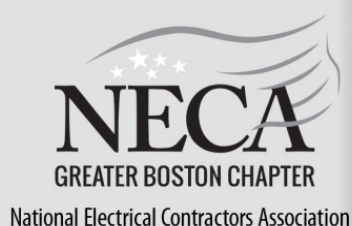
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PROJECT NEWS

E. S. Boulos Company Completes Eastern Maine Medical Center Modernization Project in Bangor, ME

NECA Maine Division Contractor teams with Architect: MorrisSwitzer – Environments for Health, Portland, ME; GC: Cianbro Corp. and Brasfield & Gorrie, Pittsfield, ME; EE: BVH Integrated Services, Bloomfield, CT



BANGOR, ME – NECA Boston Chapter/Maine Division contractor, E. S. Boulos Company (ESB), headquartered in Westbrook, Maine, has recently completed the multi-phase electrical construction and telecommunications work associated with the Eastern Maine Medical Center (EMMC) modernization project in Bangor, Maine. EMMC serves more than 40 percent of the population in Maine's central, northern and eastern regions.

The comprehensive project scope at EMMC's state-of-the-art new 8-story, 361,000 square-foot Penobscot Pavilion facility, centrally located on the medical facility's campus, included installation of primary and emergency power, lighting and lighting controls, convenience power, voice/data communications,

fire alarm, nurse call, A/V and security system. Project features of the EMMC Modernization include:

- A new medium voltage electrical infrastructure consists of an internal 5-unit substation;
- A new grand lobby and Pre- and Post-Recovery unit and nuclear medicine suite on the first floor;
- A new Cardiac Surgical Care suite with eight procedure rooms on the 2nd floor;
- A Surgical Care Unit with 14 modern surgical suites/operating rooms outfitted with the most advanced technology on the 3rd floor;
- A 4th floor comprised of mechanical and electrical equipment to support operating floors below;
- A new Post Anesthesia Care Unit (PACU) Unit over the existing Grant Building roof;

- A new 24-bed Cardiac Care Unit and Intensive Care Unit with state-of-the-art monitoring equipment on the hospital's 5th floor;
- A Medical/Surgical Inpatient Unit on the 6th floor;
- A new Neonatal Intensive Care Unit (NICU) on the 7th floor;
- The facility's elaborate mechanical and electrical rooms are housed on the 8th floor.

The final phase of the project consisted of ESB's comprehensive electrical renovation of the labor and delivery ward in the existing Grant Building.

In the first phase of the modernization project, E.S. Boulos provided renovations to the existing EMMC facility, which included a new hospital entrance, lobby, a 29-bed Neonatal Intensive Care Unit and a

32-bed Cardiac Telemetry Unit.

At peak construction, E.S. Boulos supervised a field crew of 40 electricians and technicians from IBEW Local 1253 in Fairfield, Maine. The ESB project team was headed by senior project manager Jason Queen, project superintendent John Federich, general foreman Tyler Poulin, project engineer Mark Reynolds, and BIM specialist Tom Clements.

The project required close coordination between E.S. Boulos and EMMC personnel, as the contractor coordinated all electrical shutdowns and cutovers to ensure the project was handled without disruption to existing hospital operations.

"Meeting the logistical challenges associated with the multi-phase project at a very active

regional medical center was critical," said senior PM Queen. There was limited access to the site as EMMC remained fully operational throughout construction. Scheduling and transporting electrical personnel to the facility on a daily basis and electrical equipment deliveries were among the many challenges ESB met."

"Coupled with ESB's highly skilled electrical and tel/data field crew, our project engineering and BIM capabilities were keys to the project's success," he added.

The project was completed in June 2018 and Eastern Maine Medical Center staff and cardiac patients moved into the new 24-bed Cardiac Care Unit in early July.

E. S. Boulos worked on the expansive four-plus-year project with general contractor Cianbro Corp., of Pittsfield, Maine. Morris Switzer - Environments for Health, based in Portland, ME, was the project architect.

E.S. Boulos Company, a subsidiary of MYR Group Inc., was recently recognized by the National Electrical Contractors Association with a 2018 Safety Excellence Award.

LAN-TEL Communications Mobile Access Command Unit (MACU) Deployed for Security at Several Major Public Events in Massachusetts

NECA Boston Contractor Expands Security Capabilities with First-in-New England Technological Advancements



NORWOOD, MA – LAN-TEL Communications, Inc., a leading provider of integrated public safety/security solutions and structured cabling, headquartered in Norwood, MA, has been called upon by several cities in Massachusetts to deploy its state-of-the-art Mobile Access Command Unit (MACU). Most recently, LAN-TEL's

an exterior shooter detection system and an Unmanned Aerial Vehicle (UAV) for all-weather situations, and which features thermal imaging capabilities for assistance at public events and gatherings.

Engineered to enhance public safety, LAN-TEL's MACU employs state-of-the-art technology that pro-

vides unique capabilities beyond exterior shooter detection, including:

- Search and rescue operations with an Unmanned Aerial Vehicle (UAV);
- Video surveillance at public events, e.g. concerts, rallies, speeches, graduations, parades;
- Search and rescue in weather-related disasters; and
- A Public Safety Center

State-of-the-Art Security employed at Boston Marathon, St. Patrick's Day Parade, and Public events in Quincy, Milton, Somerville and New Bedford

In addition to the Quincy event, LAN-TEL has been contracted to utilize the MACU at the Boston Marathon; St. Patrick's Day Parade; the July 4th Celebrations

in Somerville and Quincy; Quincy Flag Day; the Coast Guard's Homecoming at State Pier in New Bedford; the Town of Milton, MA Fun Night; and for several days of storm assessment in Cohasset and Duxbury (with a drone deployed from MACU).

"We have been all over Massachusetts assisting primarily with surveillance issues at major events in cities and towns – it's our privilege to assist in keeping residents and people safe," said Joe Bodio, CEO of LAN-TEL Communications. "We have added this unique capability to our Security Division."

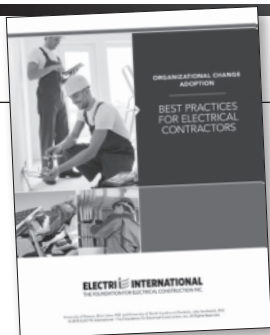
"Communities, schools and companies want to keep everyone safe and LAN-TEL is working 24/7 to do just that. We can't prevent every cri-

sis, but we can be better prepared for these events," Bodio added.

LAN-TEL Communications, Inc. is the often called upon low-voltage contractor and security system provider for the City of Boston, having provided hundreds of wireless video security system installations throughout the city and integrating them into an area headquarters. The NECA Boston contractor is an industry leader and trusted provider of structured cabling systems, integrated public safety and security solutions and IT infrastructure services. For more than 26 years, LAN-TEL has offered integrated security system support services and innovative low-voltage technologies to New England's largest corporations, hospitals, educational facilities, and municipalities.



EDUCATIONAL NEWS



NECA Boston Conducts *Best Practices for Electrical Contractors* Workshop

On Tuesday, September 11, NECA Boston Chapter held a Best Practices for Electrical Contractors workshop at the Boston Marriott Quincy. Experts in project management, specialty insurances, bonding, banking/commercial lending services, and legal matters including diversity requirements provided the most current information that will ensure contractors are poised for success in Greater Boston's highly competitive electrical construction market.

The workshop was highlighted by an "Inside Look into Project Management" presented by Instructor Wayne DelPico, Adjunct Professor at Wentworth Institute of Technology. The seminar covered best practices as relates to project scheduling, execution, change management, project documentation, and risk management.

NECA at Forefront of Technology with Educational Programs – BIM Workshop Held at Greater Boston JATC

On September 11 and 12, NECA Boston conducted a comprehensive Level 1 Introduction to BIM workshop at the JATC Greater Boston Electrical Training Center attended by 23 NECA member electrical contractors. The continuing education series continues with BIM Level 2 and Level 3 Series workshops scheduled in October and November.

About NECA Boston Chapter

The National Electrical Contractors Association (NECA) is the voice of the \$130 billion electrical construction industry responsible for bringing electrical power, lighting, and communications to buildings and communities across the United States.

Representing more than 80 electrical and telecom contractors in Eastern Massachusetts, Maine, and New Hampshire, our Association is dedicated to promoting the highest construction standards through education, management training, skilled workforce training, and labor relations.

NECA electrical contractors provide a comprehensive range of electrical services for diverse projects, large and small. Working in partnership with the union electrical industries in Massachusetts, Maine, and New Hampshire (IBEW Local Unions 103 in Boston, 490 in Concord, NH, 1253 in Augusta, ME and 567 in Lewiston, ME), the NECA Boston Chapter and its contractors have an unwavering commitment to bring the highest levels of experience, quality, reliability, and safety to each construction project.

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In the world of construction, quality and safety are critical to every project. Which is why leading architects, general contractors, building owners, and facility managers throughout Eastern New England rely on the skilled union electricians of Local 103 of the International Brotherhood of Electrical Workers (IBEW) and the professional electrical contractors of the Greater Boston Chapter of the National

Electrical Contractors Association (NECA).

For more than a century, IBEW and NECA have literally helped build our region. From our most cherished historical sites and renowned educational institutions, to major transportation projects, leading technology companies, community schools, and libraries, our landmarks shed light on a century of electrical construction unsurpassed in quality.

Take a close look at just a few of the recently completed projects by NECA Greater Boston Chapter members. It will tell you where to turn for the highest standards in electrical, telecom, and renewable energy construction.

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Green Leaf renovates 150-bed skilled nursing Christopher House

WORCESTER, MA Green Leaf Construction has completed renovations to Christopher House. Renovated spaces include an expanded nurses' station, new open-concept lounge and dining areas, upgrades to the occupational therapy area and a new kitchenette. Construction was phased to allow the rehabilitation and skilled nursing center to continue to serve patients throughout the project.

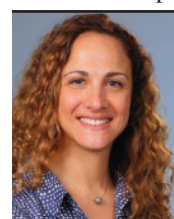
Christopher Howe, AIA principal of CDHA Consulting was the architect.

Christopher House is a 150 bed rehabilitation and skilled nursing center located at the top of Belmont Hill.



Fitzgerald named asst. superintendent at Acella

PEMBROKE, MA Leah Fitzgerald has joined Acella Construction Corp. as an assistant superintendent.



Leah Fitzgerald

In this role, she supervises the execution of construction projects, including verifying the quality of work performed, and ensuring compliance with plans, specifications, contract requirements and safety regulations. She also acts as a liaison between the office, clients and subcontractors to safeguard a cooperative environment and resolve any issues that may arise.

Fitzgerald began her career in the construction industry on Boston's "Big Dig" working for The BSC Group's survey and mapping department as part of the team building

Massport's GIS (Geographical Information System). From there she was a contractor for the Federal Aviation Administration as a designer and then as a construction superintendent overseeing the construction of FAA facilities and navigational aids.

Prior to joining Acella, Fitzgerald was with CHA Consulting (the former Coler & Colantonio) working on the Northern Pass Transmission Project as a GIS administrator for the Right-of-Way and land acquisition efforts. Later she transferred into the firm's software group and worked extensively on a solution that created a mobile data collection platform for the gas distribution industry, where she served as the implementation and training coordinator.

She is a graduate of Salem State University with a Bachelor of Science degree in Geography.

For full story visit nerej.com

Hnasko joins e3i Engineers as sr. tech. consultant

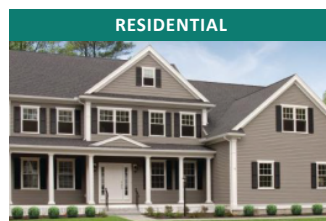
BOSTON, MA Rob Hnasko, CTS, DMC-D has joined e3i Engineers, Inc. as senior technology consultant. In this role, Hnasko will work within the technology consulting group to provide custom-tailored audiovisual, security, and telecommunications solutions. Using technological advancement, Hnasko integrates innovative systems to help business improve communications and security while educating clients on how to continue processes and maintenance.



Rob Hnasko



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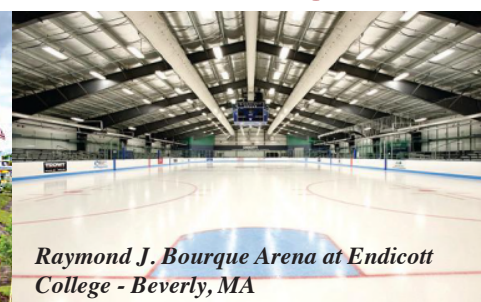
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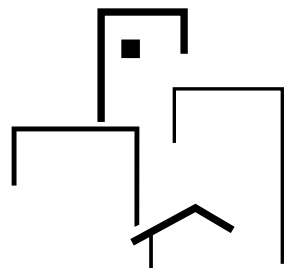
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UPGRADES TO PUBLIC SPACES AND NEW ATRIUM IN PATHWAY SLAM and Consigli complete atrium at UMass Memorial Med'l.

WORCESTER, MA The multi-phase MC2020 Modernization project at the UMass Memorial Medical Center has completed upgrades to major public spaces at the Memorial Campus, including the new atrium in the Pathway, the main pedestrian artery that connects all major departments and spaces on the two public levels of the medical center.

The modernization project represents a total of 250,000 s/f and is designed by The S/L/A/M Collaborative (SLAM) and constructed by Consigli Construction Co., Inc. This phase of the renovation project provides upgrades to both interior finishes and spaces including corridors, department entries, wayfinding graphics, and the chapel.

Multiple Patient Care Units on all floors are being renovated to provide updated services, as well as refreshed



rooms and team stations. These changes allow for more effective spaces, while respecting the hospital's time, budgetary and logistical concerns. The first phases included major renovations to the West and South wing of the Memorial Medical

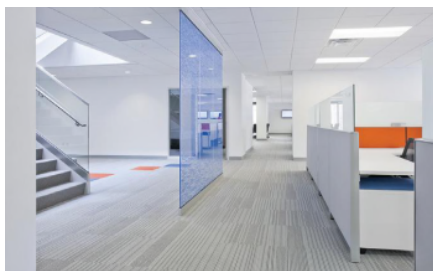
Center.

In addition to renovations, medical education simulation spaces were developed to create an "academic hub" and provide nurses with a realistic teaching environment where collaboration and immersive learning intersect. New conference rooms are offered for seminars and larger meetings. A medical library is being provided, with both hard copy and electronic resources.

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Mas, St. Germain and Sullivan named to Fuss & O'Neill board of directors

MANCHESTER, CT Fuss & O'Neill has added three new members to their Board of Directors.

Erik Mas, PE, will serve a three-year term on the Board. Erik started with Fuss & O'Neill in 1995 and is a manager in our Water and Natural Resources Business Line. His primary expertise is in water resources planning, including watershed management, stormwater and water quality, and climate resilience. Mas also leads Fuss & O'Neill's practice in environmental impact assessment and manages projects involving compliance with the national and state environmental policy acts in the northeast.

Tim St. Germain, PE, will serve a three-year term on the Board. St. Germain began his tenure with Fuss & O'Neill in 1993, and is a senior vice president in our Springfield, Mass. office. His expertise includes facilities engineering, industrial wastewater treatment, site assessment and remediation, solid waste, and environmental permitting and compliance. St. Germain is a senior leader in our Industry and Utilities Business Line.

Kevin Sullivan, PE, LEED AP, will serve a one-year term on the Board to replace John Hankins, LEP, who recently retired. Sullivan is a vice president and regional office manager in our Greater Boston office. Throughout his career, he has managed a wide variety of successful multi-discipline projects. His specific area of expertise is in electrical engineering, and he has a strong interest and special expertise in energy conservation and the application of alternative energy systems for a variety of projects.



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PROJECT TEAM: FLOOD CON

MEDCOM Architectural complete 17,500 s/f Strawb

CENTERVILLE, MA MEDCOM Archi- tectural Group recently completed the two-story, wood-framed, 17,500 s/f clinical facility located on 3.28 acres at 1030 Falmouth Rd. Constructed by Dellbrook|JKS, the building houses 27 primary care patient exam rooms, as well as both rheumatology and endocrine centers, and a podiatry and foot surgery practice. The facility unifies Cape Cod Healthcare’s primary care teams and medical specialists in one location, allowing patients easier access between their primary care and medical specialists.

The first floor is comprised of prima- ry care offices, which brings together two teams from Cape Cod Healthcare’s practices. The building accommodates five physicians and five mid-level prac- titioners across 27 exam rooms, nurse practitioners, physician assistants, and administrative and clinical staff. The second floor houses rheumatology and endocrine centers, and a podiatry and foot surgery practice scheduled to join this fall.



The building was designed to deliver elevated patient care with thoughtful interiors, ergonomic exam rooms, and latest medical technologies, but was also given equal consideration to complement the character of Cape Cod

and its architecture. “The building’s exterior was de- signed to blend in with the character of the local area and highlight traditional Cape Cod architecture with a modern approach”, said Greg Siroonian, princi-



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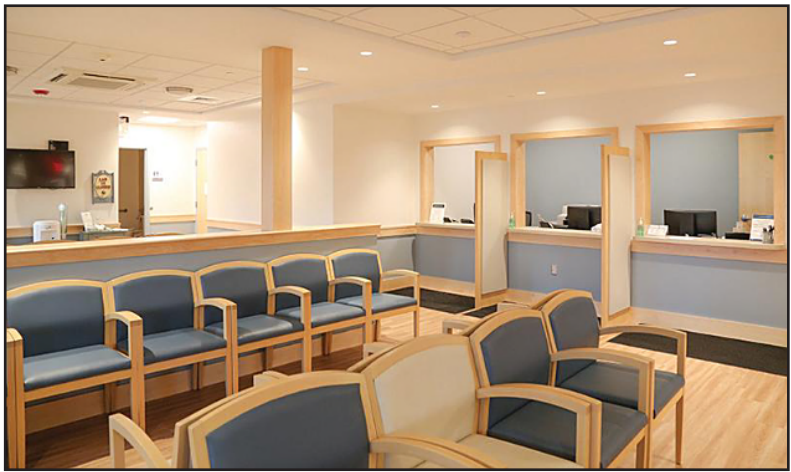
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erry Hill Medical building



pal of MEDCOM Architectural Group.
Construction began November 2017
and was completed August 2018, deliv-
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coordination of Cape Cod Healthcare
facilities management, contractors, IT,
supply sequencing, our architectural
team, and the physicians.
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bridge the gap between how medical
specialists and primary care physicians
interact, drastically improving patient's
care and experience.



Strawberry Hill Medical building project team

MEDCOM Architectural Group	architect
Dellbrook JKS.....	construction manager
Baxter Nye	surveying & site design
Flood Consulting	structural engineer

itect



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Fletcher Tilton building blocks: Contractor must be perfect



Adam Ponte
Fletcher Tilton PC

Indeed, contractors should assume that the lien must be perfect if they ever expect to recover unpaid monies pursuant to a recorded mechanic's lien.

In our December 2016 article on Mass. mechanic's liens, we discussed the general requirements, process, and time constraints regarding the recording of mechanic's liens on private construction projects. Now, only weeks following a Mass. Superior Court decision that resulted in the discharge of a contractor's mechanic's lien on a residential project, the purpose of this article is to caution contractors, subcontractors, and vendors from recording liens haphazardly or, even worse, without advice of legal counsel. Indeed, contractors should assume that the lien must be perfect if they ever expect to recover unpaid monies pursuant to a recorded mechanic's lien.

In June 2018, a Superior Court judge ruled that a residential construction project owner was entitled to summary discharge of a contractor's mechanic's lien. Why? Because the contractor who recorded the notice of contract inserted the wrong amount for the contract value, and this seemingly minor defect was fatal in light of the defendants' denial that a signed contract ever existed. In *Atlas Contracting, Inc. v. Saleh et al.*, Middlesex Sup. Ct. (Jun. 11, 2018), judge

Christopher K. Barry-Smith found that—because the plaintiff contractor's recorded lien documents asserted a contract value of \$240,000, when the purportedly signed contract actually was for \$227,000, and because the defendant homeowners denied having ever signed any contract—the mechanic's lien must be summarily discharged. This recent ruling from the bench serves to further the courts' interpretation and enforcement of the mechanic's lien statute, M.G.L. c. 254, §§ 1 et seq., requiring absolute strict compliance. See *Nat'l Lumber Co. v. United Cas. and Sur. Ins. Co., Inc.*, 440 Mass. 723, 726 (2004) (“A mechanic's lien is a statutory creation . . . and can be enforced only by strict compliance with the statute”) (emphasis added); *Ng. Bros. Constr. v. Cranney*, 436 Mass. 638, 644 (2002) (holding the mechanic's lien statute “is strictly construed against the party claiming the lien”) (emphasis added).

When given the opportunity to grant leniency to contractors who perhaps recorded lien documents with seemingly trivial errors, Mass. courts have consistently been unforgiving and thus required a near standard of perfection relative to the contractors' recorded documents. In the above *Atlas Contracting* case, the contractor may have avoided summary discharge of their recorded notice of contract had they carefully considered the court's high standard held against plaintiffs seeking to enforce mechanic's liens. From an initial risk management perspective, perhaps the contractor could have better organized their documentation of the project, including secure storage of the signed contract. This could have prevented the slapdash preparation and recording of the notice of contract, which ultimately contained incorrect contract values with a net difference of approximately \$13,000. With this shortcoming, combined with the defendant homeowners' assertion that they never signed any contract, the judge was compelled to discharge the lien, pursuant to the strict standards consistently announced by Mass. courts.

The above cited cases, including the June 2018 *Atlas Contracting* case, should serve as an obvious reminder to contractors, subcontractors and vendors that they must carefully maintain project files, require signed contracts before commencing work and seek advice of legal counsel before recording lien documents against a property. By erring on the side of caution, and recognizing that the courts will require lien documents to be perfect, contractors can avoid the demoralizing blow that the plaintiff contractor was dealt in *Atlas Contracting*. Of course, it is best practice to confer with an attorney before preparing or recording lien documents, as a quick consultation might be the difference between getting paid or going broke.

Adam Ponte is a litigation attorney with Fletcher Tilton PC, Boston and Worcester, Mass.

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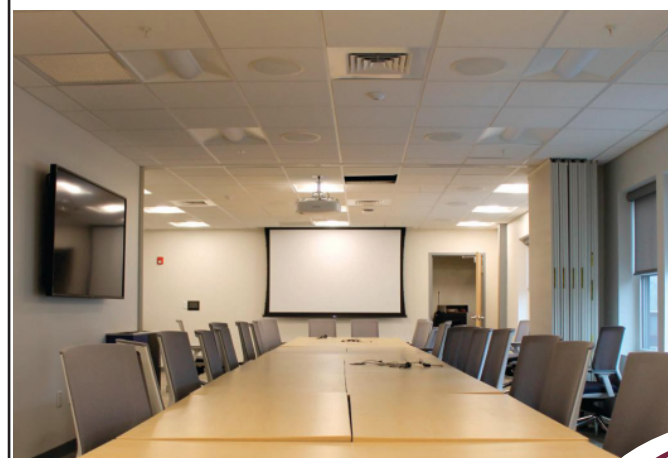
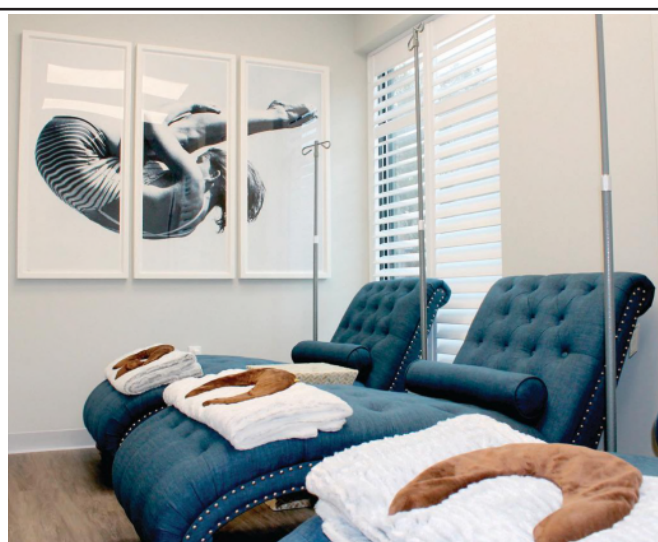


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FOR WORK ON MASSDOT UNDERGROUND AT INK BLOCK PROJECT ACEC/MA names VHB winner of silver engineering excellence award

BOSTON, MA The American Council of Engineering Companies of Massachusetts (ACEC/MA) has named VHB as a winner of a 2018 Silver Engineering Excellence Awards for work on the Massachusetts Department of Transportation (MassDOT) Underground at Ink Block Infraspaces project.

The 2018 Engineering Excellence Awards were announced at the recent ACEC/MA Engineering Excellence and Awards Gala with emcees Beth Larkin, PE, MBTA assistant general manager for capital delivery and Housamm Sleiman, PE, CCM, MassPort director of capital programs & environmental affairs.

VHB was retained by the MassDOT Office of Real Estate and Asset Development to help transform an underutilized, blighted site under the elevated portion of I-93 into a vital community asset. The site had long formed a barrier between neighborhoods, becoming a haven for illicit activities, homelessness and violent crime. Today, what is known as Underground at Ink Block is a vibrant space that combines revenue-generating parking lots, a boardwalk, storm-water treatment, 24-hour security and lighting and an urban park to accommodate art exhibits, markets and community activities. The space features specialty uplighting, a unique landscape with water retention areas and a multiuse path connecting South Boston with the South End.

Elkus Manfredi Architects promotes Sardegna and West to principals

BOSTON, MA Elkus Manfredi Architects promoted several individuals to principal and vice president.

Promoted to principal are:

Mark Sardegna, AIA, LEED AP, he joined Elkus Manfredi in 2004 and is a graduate of Syracuse University (Bachelor of Architecture).

Andrew West, AIA, joined Elkus Manfredi Architects in 1996. He is a graduate of Columbia University (MA, Architecture; BA).

Promoted to vice president are:

Susanne Ackermann who joined Elkus Manfredi in 1994.

Ross Cameron, RIBA, RIAS, joined Elkus Manfredi in 2004.

Linda MacLeod Fannon, IIDA, RDI, joined Elkus Manfredi Architects in 2005.

Christian Galvao who joined Elkus Manfredi Architects in 2004.

William Halter, AIA, LEED AP, joined Elkus Manfredi in 2005.

Kevin Lennon, AIA, LEED AP, joined Elkus Manfredi in 1997.

Emily Paparella, AIA, LEED AP BD+C, joined Elkus Manfredi in 2007 and

Jane Zimmerman, LEED AP, joined Elkus Manfredi Architects in 2013.



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SEPT. 25 FOR 987,000 S/F CANNABIS CULTIVATION AND PROCESSING AmeriCann to hold ground breaking for Mass. Medical Cannabis Center

FREETOWN, MA AmeriCann, Inc., an agricultural-technology company that is developing the next generation of eco-friendly greenhouse cannabis cultivation and processing properties, plans to host a ground breaking celebration for its Massachusetts Medical Cannabis Center (MMCC) on September 25th. AmeriCann designed the MMCC on a 52-acre parcel located in the Business Park of Freetown. The project allows for 987,000 s/f of cannabis cultivation and processing infrastructure and will be developed in three phases. The ground breaking event will celebrate the first phase of the MMCC construction which will be a 30,000 s/f cannabis cultivation, processing and research facility.



AmeriCann plans to complete the first phase of the MMCC by the spring of 2019. Campanelli Construction is the general contractor and CBRE/New England is the project manager for the MMCC.

Krygeris rejoins Eckman

BEDFORD, NH Jonathan Krygeris has rejoined Eckman Construction's project management staff after working at a Massachusetts construction management firm during the past two years. Krygeris originally served in the role of project manager at Eckman from 2010 to 2016 and has an additional nine years of prior experience. Krygeris is a seasoned construction professional who has overseen several successful projects including Milford Ambulance Facility, Union Crossing Mill Apartments, and the Franklin Pierce University Pappas Health Science & Athletic Training Facility. He holds a degree in Architectural Engineering Technology from Wentworth Institute of Technology.



Jonathan Krygeris

Fortier joins Elaine Const. as sr. project manager

NEWTON, MA Bob Fortier has joined Elaine Construction Company as a senior project manager. Fortier brings nearly four decades of experience to his role, with a deep portfolio of large, out-of-the-ground government and commercial building projects, he will bring complimentary skills and expertise to Elaine's growing academic, and corporate and commercial sectors. As a seasoned professional, Fortier will lead teams, and bring exceptional



Bob Fortier

service through project delivery to our clients. Prior to joining Elaine Construction, Fortier served in a variety of capacities from field to office, beginning his career in the Army Corps of Engineers as a subject matter expert instructor and assistant brigade construction officer, he brings order, vision, strong communication skills and an ability to execute. Having served as owner, consultant and builder throughout his career, his understanding of team dynamics has allowed him to consistently deliver superior quality in terms of the experience and his building. For full story visit nerej.com



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100 ROOMS IN KEENE, NH TO BE MANAGED BY JAMSAN HOTEL

Russell and Dawson starts 55,000 s/f Hampton Inn for Jazzlyn Hospitality

KEENE, NH Russell and Dawson was selected by Jazzlyn Hospitality II LLC to provide architecture, engineering and construction services for a Hampton Inn & Suites. Construction of the four-story, 58,000 s/f, 100-room hotel on a 2.25-acre site is slated to be completed by May 2019.

Jamsan Hotel Management has been selected as the management company. The design scheme for the Hampton Inn & Suites includes stucco, brick, indoorswimmingpool, metal and glass, and will follow standard prototypical brand design standards.

"Since 1965, we have provided architectural design and engineering services to over 200 hotel projects in the northeast market. We recently added construction services to become a design-build contractor,



this is our second design-build hotel project in the northeast region," said Chirag Thaker, president of Russell and Dawson.

"Russell and Dawson has been our AE firm for the many hotel projects of ours. Recently they provided architecture and engineering services for our Holiday Inn Express at Chelmsford, this is the first project for us where we have selected them to provide comprehensive A/E/C services as a design-build contractor," said Ashok

Patel, developer of the project.

Other ongoing hotel projects by Russell and Dawson for Jamsan Hotel Management Group include:

- Element Hotel, Chelmsford, Mass. – remodel and rebrand 19-year old hotel
- Aloft, Framingham, Mass. – redesign and rebrand of hotel built in 1969
- Boston Hotel, East Boston - a building constructed in 1912 for a shoe factory getting converted into an upscale hotel

G. Greene building new headquarters

ALLSTON, MA The original building that was built more than 36 years ago by Gabe Greene, founder will soon



Summer Tobin

be replaced with a contemporary, three-story open concept headquarters. To stay on site while the new building is built, G. Greene

employees were relocated into temporary, modular offices. The company owns their location and has been planning this final phase of their campus development for quite some time.

Beyond just having an office for operations, this temporary space allows employees and management to experiment with the 'open concept'. Those who were skeptical at first, have embraced this model. Being able to communicate and collaborate with other team members more easily has been some of the many benefits.

"We really wanted to give our team an in-depth experience with a more open, collaborative environment before finalizing decisions on our new headquarters. We are experimenting with different scenarios and using that direct feedback in our design process for our new building," Bob Greene said.

Summer Tobin, G. Greene's in-house architect designer and VDC/BIM coordinator was tasked with managing the design for the temporary office. She is now spearheading the final design with GMA Architects on the new headquarters. Tobin said, "We work and build with the most advanced institutions in the region/world. We're lucky to have great examples of how office design impacts productivity and employee satisfaction and we're testing the best of those ideas now. Our new headquarters will have the best combination of 'openness', furniture and equipment technologies."



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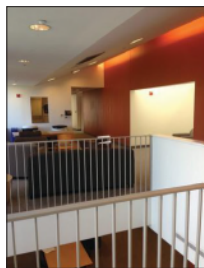
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DEVELOPED BY NATIONAL DEV. AND XSS HOTELS NEAR NATICK MALL

PROCON starts 98,940 s/f Residence Inn by Marriott Natick

NATICK, MA Construction is underway on a 5-story Residence Inn by Marriott with event space. National Development and XSS Hotels partnered on the 98,940 s/f hotel. Design-build firm PROCON is the architect and construction manager. The project is located at 1225 Worcester St. off Rte. 9; it is near the Natick Mall and 20 miles from Boston.

The future Residence Inn is part of the Avenu—a 62+ active adult walkable community that includes a 164-unit apartment building with resort-style amenities. The two buildings will occupy a nine-acre parcel of land known as the “triangle,” located on the town’s west side bordering Framingham. The new hotel will also be four miles from Wellesley College ranked by Forbes as one of the top colleges in the U.S.

The Residence Inn by Marriott is an extended-stay accommodation designed for cost-conscious travelers seeking longer than traditional stays. The design features 135 urban king suites with a separate living area, a workspace and a fully-equipped kitchen. PROCON senior associate and the project’s architect Chris Lizotte commented on the decision to design an all-king suites hotel. “This design choice was intended to provide more guest rooms in a dense urban area and still offer the extended-stay room experience for guests of the Residence Inn brand.”

The hotel will also feature a 3,000 s/f event space capable of holding 350 people that will be available by reservation for various special events



such as weddings, corporate functions, training, meetings and more. The space flows outside to a second furnished patio area for guests to enjoy. The overall space will subdivide into two smaller areas capable of operating simultaneously for intimate-sized functions. A full-service kitchen and back-of-house corridor will support all of the event spaces. Two boardrooms will also be available to host smaller meetings. There will be exterior parking for 135 vehicles as well as two car-charging stations.

Interior design will be reflected in the reception and lobby area that flows into the lounge and bar with an assortment of seating. The lobby space continues into a complimentary breakfast buffet area with its own dining. Both areas will access an outdoor patio space ideal for the Residence Inn-styled social gatherings and mix

n’ mingles. Other amenities include a fitness room, a 24/7 market, guest laundry, complimentary WiFi and a 24-hour business center.

The upcoming Residence Inn will be the only extended-stay option in town for business travelers, Wellesley College visitors and those who just want to enjoy some shopping at New England’s largest mall. It is expected to be complete by fall 2019.

Nauset completes skilled nursing facility for Whittier Health Net.

NEWBURYPORT, MA Nauset Construction completed of the new Port Healthcare Center, a 123-bed skilled nursing facility owned and operated by Whittier Health Network.

For full story visit nerej.com



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PROJECT TEAM INCLUDES SIMPSON GUMPERTZ AND SHAWMUT DC

Finegold Alexander completes interior restoration of TMCO

BOSTON, MA Finegold Alexander Architects has completed the first phase of the multi-phased renovations to The First Church of Christ, Scientist, on Mass. Ave. The project involved the interior repair and restoration of The Mother Church Original. The building is part of a campus that is located on a 14.5-acre site that includes a large pedestrian plaza, The Mother Church Original (TMCO) and The Mother Church Extension (TMCX), and a number of other buildings in the Back Bay neighborhood. It is the largest privately owned, yet publicly accessible space in Boston.

Work on TMCO involved strategically inserting updated electrical and life safety systems into the existing building fabric to bring the structure up to code, while leaving the original interiors intact. Additional interior work included plaster repairs, restoration of damaged interior stonework and mosaic tile, and restoration of the interior decorative painting.

Finegold Alexander is leading the project and will coordinate and oversee the multiple phases, including the restoration of TMCX which is slated for construction in 2022. The design team includes building envelope specialists Simpson Gumpertz & Heger (SGH), who are responsible for the building exterior, and Arup, who provide the electrical and fire protection services. Key elements include the preservation of the building envelope, interior repairs to address water infiltration, and life safety/accessibility code upgrades. Construction is lead by Shawmut Design and Construction.



“The team had to carefully design and implement the work in order to

ensure that there were no areas in the building that showed traces that we were ever there,” said Regan Shields Ives, principal, Finegold Alexander.

McCabe joins Kaplan as senior project manager

BOSTON, MA Timothy McCabe has joined Kaplan Construction as a senior project manager. McCabe brings more than 20 years of experience to Kaplan Construction, where he will be responsible for leading project delivery and managing client relationships.



Timothy McCabe

Kaplan's services include pre-construction, general contracting, construction management, and design/build for a variety of clients, including multi-family, commercial, healthcare, historic rehab, institu-

tional, recreational, and houses of worship. McCabe will be taking the lead on all of Kaplan's healthcare and life science projects from project inception through turnover.

Prior to joining Kaplan Construction, McCabe was a MEP project manager for Turner Construction Co., where he coordinated and oversaw building mechanical and electrical system installation and start-up for multi-million dollar construction projects. Managing a staff of 10 employees, McCabe was responsible for over 300 tradespeople in the field on projects such as the Harvard Science and Engineering Center, 50/60 Binney St., Vertex Pharmaceutical, among others.

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UMass.-Boston harbor barrier study - part one



Peter Papesch

Critique of misleading conclusions

When it comes to sea-level rise, no solution of any significance can be limited to the City of Boston. The University of Massachusetts-Boston's (UMB) Feasibility of Harbor-Wide Barrier Systems report implies otherwise.

We believe that the UMB study team and the scoping Steering Committee overlooked - or ignored? - what was subsequently highlighted in a letter to the Boston Globe: Adel Foz, former director of planning and programming at Massport, asked "How can it not be worthwhile to spend \$11 billion to preserve well over \$80 billion in major real estate alone,



Franziska Amacher
Amacher and
Associates

not to mention other resources..." and Ginger717 added "Not to mention \$422.7 billion in annual GDP from the Greater Boston economy alone, as of 2016".

A more comprehensive look at the entire Metro Boston estuary in terms of resilience and mitigation factors would show more appropriate respect for the communities affected and the true scale of the problem.

It would be a mistake to take this report as the last word on the subject when, by their own admission, the authors did not consider "Direct physical damages to infrastructure and business, transportation, and



Vernon Woodworth
AKF Group LLC

service interruption losses not contemplated in this analysis." (UMB report, Appendix E, p. 210, footnote 3). The self-imposed limitations of the study determined its conclusions, to

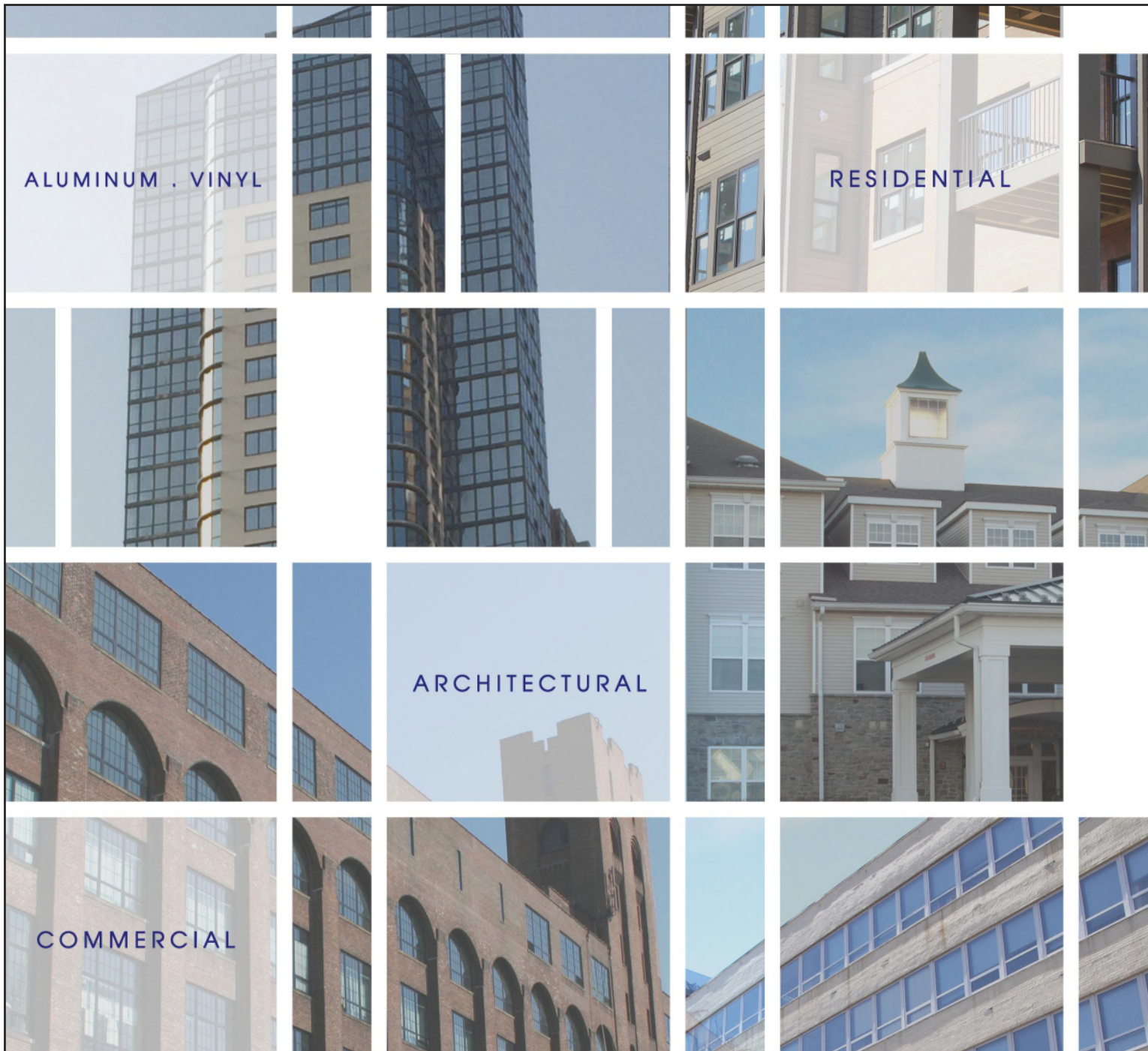
wit: "the methodology ... was presented to and deemed acceptable by the UMB project team and the Steering Committee based on ... budget and schedule allocated to model losses avoided"-Appendix D, pp. 209-210).

Readers should wonder why the Metro Mayors Alliance did not participate in the Steering Committee, why Lynn was left out of the study, and why the Metropolitan Area Planning Commission, the Massachusetts Executive Office of Energy and Environmental Affairs, and various other State of Massachusetts departments permitted their names to be listed as Steering Committee members. A more comprehensive look at the entire Metro Boston estuary in terms of resilience and mitigation factors would show more appropriate respect for the communities affected and the true scale of the problem. We look forward to such a study.

Ultimately, responsibility for the conclusions of the UMB study and their effects is shared by all participants, but to varying degrees. The professionals could only perform as directed and as financially supported. But the steering committee cannot escape its collective responsibility for conclusions which lull the communities of the Metro Boston estuary into complacency. The greatest harm, however, originates in the two articles of the Boston Globe (The next Big Dig? UMass study warns Boston Harbor barrier not worth cost or effort and Better than a wall: flood control that's sustainable, beautiful, and fair), which uncritically reported the conclusions of the UMB study and thereby invite these communities into complacency relative to the looming disasters for them of sea level rise and storm surges. This complacency could prevent residents, property owners and their representatives from truly coming to grips with the extent of the threat, with potentially disastrous consequences.

***Part two will appear in the
October 19-25, 2018 CDE.***

Peter Papesch, AIA, is a retired architect-developer & educator. Franziska Amacher, FAIA, NCARB, LEED APVWB, is owner of Amacher and Associates, Boston. Vernon Woodworth, FAIA, is a code consultant at AKF Group LLC, Boston and a faculty member of the the Boston Architectural College.



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COMPANY CEO, KELLY, POSITIONS FIRM FOR GROWTH

Timberline Const. unveils new brand, website, vision for the future

CANTON, MA Timberline Construction has unveiled a bold new brand image and website, setting the stage for projected and dramatic growth.

"Timberline Construction distinguishes itself for having the best professionals in the business, exceptional expertise and a laser focus on the client," said Steven Kelly, Timberline's president since 2002. "We made a strategic decision to elevate the firm to an even higher level, and that required us to re-craft our brand image, completely re-imagine our online presence and reaffirm our commitment to the companies we serve."

Our colorful new logo is multi-faceted and each shape intersects and comes together collaboratively, representative of the collaboration required within the AEC industry. The new logo is refined and imaginative, married to a bold new position statement:

Exceptional. No exceptions.

"We are thrilled with our new image", said Kelly. "It is uncompromising. It tells our current and prospective clients that we are dynamic team who goes above and beyond and committed to providing exceptional results."

Timberline is proud of the companies and partners it serves from science and technology to industry-leading



corporations, developers and academic institutions.

"Our brand new website communicates our mission and purpose, introduces our team, many of whom are among the top construction executives and professionals in the greater Boston area, and showcases our work," said Kelly. "We intend for it to be a great place to demonstrate our appreciation for current clients while offering potential clients an introduction to Timberline."

Timberline has also embarked on an aggressive growth strategy leveraging its highly experienced team to continue its ascent as a best-in-class team within the region.

"I've never been so proud of our

team as I am today. We are building one of the best companies in the Greater Boston area. It starts with having the best people and providing them with a culture where they thrive, develop, and achieve both professional and personal goals. In doing so, we have a team of like minded individuals who strive to exceed our clients' expectations and deliver an exceptional client service," said Kelly.

Exceptional. No exceptions. This is more than a clever statement, but the true expression of the commitment and purpose of Timberline Construction.

Steffian Bradley promotes Noble and Widofsky

ENFIELD, CT Steffian Bradley Architects (SBA) has named Derek Noble AIA, LEED AP managing director and Edward Widofsky AIA, LEED AP BD+C, MCPPO operations director.

Noble an executive principal and design director has worked at SBA since the Enfield office opened in 2007. Noble is driven by a collaborative design process and innovative problem solving approach which lead to thoughtful, memorable experiences. He is dedicated to helping SBA achieve a diverse portfolio of work across the firm's multiple practice sectors and gladly shares his expertise with the next generation of young design professionals. His strengths in consensus building, mentoring, and implementation of strategic improvements internally has helped prepare Noble for his new management role.

Widofsky, a principal at SBA, brings over two decades of experience to SBA's Enfield office. He is a great example of a leader and mentor to all that meet him and are fortunate to work alongside him. A teacher at heart, he has a passion for the education of others, and loves collaborating with a team, to create environments that transform the lives of their users. He dedicates his time in and outside of the office, mentoring young professionals and overseeing various projects. Widofsky's strengths in consensus building, managing multiple complex tasks, and bringing out the best of a team to bring project needs to fruition will directly apply to his operations role.

O'Sullivan promotes Nikolla to job captain

READING, MA O'Sullivan Architects, Inc. promoted Erion Nikolla, Registered Architect, LEED Green Associate to the position of job captain.

This promotion follows years of full time work at O'Sullivan Architects while attending college in the evening to earn his Bachelor of Architecture degree.

David O'Sullivan, president of the firm said "we have enjoyed watching Erion grow in the field and witnessing his diligent and very intense preparations for the rigorous series of national examinations. This well-deserved promotion further highlights the value and weight that is placed upon successful completion of the six practice-based divisions of the National Council of Architectural Registration Boards (NCARB) – Architect Registration Examination (ARE)." Nikolla recently passed all six exams and now joins 4,146 other Massachusetts professionally licensed Registered Architects.

CTA Const. breaks ground on Benjamin Franklin Classical Charter School

FRANKLIN, MA Elected officials and CTA Construction staff were joined by leadership of the Benjamin Franklin Education Foundation in Franklin recently to break ground at the construction site of a new 70,000 s/f charter school. The new school, which will allow the expansion of the Foundation's capacity from 450 to 900 students, has been a longstanding goal of the organization and will help it achieve its mission of providing students with a classical academic education. Budgeted at \$20.3 million, the school is expected to be completed in time for students to attend classes for the fall 2019 semester.

"The new Benjamin Franklin Classical Charter Public School has been in planning for nearly six years," said Paul DuRoss, principal at CTA Construction. "We know how much it means to both the students and faculty to finally see this project come to life, and we are excited to deliver to them a school that will live up to their highest aspirations."

The new school will serve as a facility for BFCCPS students and staff, who are currently occupying a building that was formally a Catholic school in Franklin. Just two miles away from the current site, it still aims to be a resource for families in the Franklin and surrounding area that have come to value BFCCPS' reputation as one of the oldest and best-performing charter school systems in Massachusetts. Construction

of the new school is a joint effort between owner BFCCPS, owner's project manager Daedalus Projects, Inc, project architect Arrowstreet Architecture and Design, and construction manager CTA Construction.

Work on the school began a few months ago and is expected to continue into the spring of 2019.

Shawmut Design and Construction contributes to DivcoWest's Cambridge Crossing development

BOSTON, MA Shawmut Design and Construction is involved with DivcoWest's Cambridge Crossing (CX). The 45-acre mixed-use development will consist of planned commercial, retail, and residential space, along with public and green space beside science and tech facilities in the East Cambridge neighborhood. Shawmut is engaged on five separate projects throughout the development, including public commons and retail buildings located across three parcels.

"We are excited to be engaged in one of the city's largest current development projects," said Kevin Sullivan, vice president at Shawmut Design and Construction. "We're proud to be working on some of the more impactful elements of the development, contributing life and vitality to the up-and-coming mixed-use neighborhood."

Shawmut, in partnership with Michael Van Valkenburgh Associates, will build-out The Common at

Cambridge Crossing to help form an 11-acre centralized public and green space which will become the focal point of the 4.5 million s/f development. Wide-ranging landscaping, bike, and walking paths will connect eclectic retail, dining, commercial, residential, and transportation options amongst custom water features, open-air amphitheaters, and a community plaza.

Shawmut will also construct three retail buildings that will contribute to the 100,000 s/f of retail and dining space within the new development. In partnership with Prellwitz Chinski Associates, the three parcels will seamlessly blend together the common landscape by utilizing metal, glass, and cedar materials and design palettes. The buildings will be complete with operable garage doors that will open to the outside, creating indoor-outdoor seating and gathering spaces to deliver a unique, local neighborhood experience.

Tighe & Bond recognized by Zweig Group

WESTFIELD, MA Based on the survey results of its 2018 Best Firms To Work For Ranking, Zweig Group recently named Tighe & Bond one of the best civil engineering firms to work for in the nation. This annual awards competition is based on business practice data collected from numerous participating firms across the country, including feedback solicited through an employee survey.

This award recognizes the top firms leading the way in creating a work place that inspires, motivates and rewards employees.

The competitive ranking that results is based on comprehensive evaluations of factors such as firm culture and workplace practices, employee benefits, career development and growth opportunities, compensation, performance and recognition, as well as recruiting and retention rates. All firms that apply for this prestigious ranking and recognition are evaluated against each other, not a set standard.

"Zweig Group has recognized Tighe & Bond numerous times as one of the best engineering firms to work for in the nation, and it is always a significant honor. It also exemplifies our ongoing commitment to create a working environment where all employees feel valued, and where they can see their contribution to the overall mission and success of the firm and our clients," said Tighe & Bond's president and CEO David Pinsky. "Our ability to recruit, develop, and retain the most talented staff is crucial to providing the high quality, responsive services that our clients have come to expect and deserve," he adds.

Zweig Group will recognize Tighe & Bond, along with the other best firm winners, during the 2018 Zweig Group Hot Firm + A/E Industry Awards Conference this month. This is the industry's largest and most comprehensive business conference for leaders of architectural/engineering/construction (AEC) firms in the U.S.

Walsh Bros. to build LEED gold certified undergraduate residence at MIT

CAMBRIDGE, MA Walsh Brothers, Inc. has been selected by the Massachusetts Institute of Technology (MIT) for preconstruction and construction management services for a new undergraduate residence hall to be built. This project will incorporate sustainable strategies to reduce energy and strengthen community. The undergraduate residence will be located on Vassar St. on MIT's West Campus on the current site of the West Garage.

The residence will be designed to achieve the maximum bed count for the selected site, along with a complement of activity, support, and community spaces shaped by student input. The building is slated to be ready for students by fall 2020.

MIT is committed to building

performance that is expected to meet or exceed LEED v4 Gold certification. In support of this commitment, MIT has challenged Walsh Brothers and the project design team of Michael Maltzan Architecture, Inc. and DiMella Shaffer to integrate architectural and project delivery approaches that will provide innovative, economically reasonable and technically feasible solutions to sustainable construction.

Working as a collaborative team early in the design of the new building will allow for the review of options to improve the building's systems and materials used, as well as the most beneficial approach to how the building will be constructed on time and on budget.

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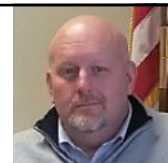
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The importance of recruiting and retaining talent

There is no bigger issue in our industry right now than trying to recruit and retain talented workers. Although the construction industry is booming, the dearth of talent to meet the demand can be limiting, which is why ABC MA and its members have focused its efforts and committed significant resources towards expanding the construction workforce. Given that talent challenge, I think it's a good time to applaud one of ABC's most adept leaders for the recognition he has received of late.

Nate Peck, current ABC MA board member and President of Kaplan Construction, has had quite a run. Earlier this summer he was chosen as one of Engineering News-Record (ENR) Magazine's "National Top 20 under 40," where he was the only representative from New England on the list. Soon after, he was chosen as one of the Boston Business Journal's (BBJ) "40 under 40," reserved for young executives, entrepreneurs and innovators who are on the rise and making a mark in their respective



Nate Peck

Nate Peck's leadership is clearly working at Kaplan Construction, and his effectiveness is being recognized throughout the construction industry.

industries. Before those individual honors, Kaplan was chosen as one of the BBJ's "Best Places to Work" – for the fourth consecutive year.

When Peck came to Kaplan from Turner Construction in 2012, one of the things he was struck by was the longevity of much of the staff. He thought it was unique and that it should be recognized. That led him to the BBJ Best Places to Work process. Company staff are surveyed (with no executive staff input), and a certain percentage of staff members must participate for a firm to qualify. "I still don't even know what the questions are," Peck said.

Kaplan's secret isn't to provide lavish perks like many tech companies do. Rather, they do it the old-fashioned way. "We just try and foster a good environment by building a team of people who like to work with each

other," Peck said.

While at Turner, Peck earned the nickname "Switzerland" for his ability to look at all sides of an issue and forge consensus. He's brought that same approach to Kaplan, where he strives to work cooperatively with subcontractors and achieve consensus among the staff. A current Kaplan client recently enthused that "Nate possesses an admirable ability to investigate all sides before making an educated decision. He places great value on all perspectives and carefully weighs pros and cons, never making hasty or sloppy judgments."

Nate Peck's leadership is clearly working at Kaplan Construction, and his effectiveness is being recognized throughout the construction industry. ABC applauds his efforts and those of more than 440 other member companies that are committed to attracting, retaining and developing the thousands of men and women they employ throughout the Massachusetts and beyond.

John Anderson is the 2018 chairman of the Associated Builders and Contractors Inc.-Mass. Chapter, Woburn, Mass. and is the president of Plumb House Inc., Milford, Mass.

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ASM welcomes new CEO, Michael McDonagh

The Associated Subcontractors of Massachusetts is pleased to welcome and introduce our new CEO, Michael McDonagh. Mike replaces outgoing CEO Carrie Ciliberto, who has moved to Texas to get married. We thank her for her hard work and wish her well. Mike joins ASM after serving as general counsel and director of government affairs for the 24,000 member Massachusetts Association of Realtors (MAR) in Waltham. As member of MAR staff since 2001, Mike served as the association's chief lobbyist, a continuing education instructor, and managed the association's legal hotline. Prior to being named general counsel in 2012, Mike served as associate counsel for five years, answering calls on the MAR Legal Hotline and working with staff and members on a variety of risk reduction issues and programs affecting brokers and salespersons.



Michael McDonagh

Mike comes to ASM with the goal of advancing the Association's mission which is "to protect and advance the interests of all subcontractors and promote professionalism in public and private construction through education, communication, and advocacy." The mission statement is simple and straightforward, as a mission statement should be. And that is to help members to be successful. A big part of that success comes from the work ASM is involved with on Beacon Hill in Boston.

And when it comes to advocacy, there are not many organizations that can claim they have advanced their member's interests as much as ASM. The goal is usually very simple: to level the playing field and keep the construction industry fair. Just look back over the past eight years for some examples. In 2010, ASM successfully advocated for the Prompt Pay Law and four years later in 2014, the Association led the way on passage for the Fair Retainage Law.

As we look forward, the 2019-2020 Legislative Session is already on the horizon. Elections remain the focus right now,

but after November 6th Beacon Hill will once again turn their attention to legislative and policy matters. No one knows yet what the elections will mean for our state Legislature. ASM will, of course, be at the table advocating for our members on issues that likely will include another attempt to pass an unfair wage theft bill. Our association is keen on improving bills with an eye towards fairness. Each session over 5,000 bills are filed in the House and Senate so there will undoubtedly be other proposals that will impact the construction industry. This is where the benefits of belonging and being active in an association come in. By joining together, members can have a significant impact and a strong voice in state government.

One of the advantages we have as an association is that we are a state-wide organization. Boston may seem to be the construction hub, but ASM members help drive the economy and employ thousands of workers all across the state from the Berkshires to Cape Cod. ASM members live and work all over our state.

The mission statement clearly identifies advocacy as a key priority for ASM but education and networking is another focus. We have a major upcoming event on October 17, when ASM will host the "GC Showcase," which has become a tremendously popular event, held biennially for over 10 years. This one-of-a-kind event will feature 25 to 30 of the area's leading general contractors and construction managers, along with approximately 200 subcontractors, representing the full spectrum of trades. The event will provide a great opportunity for general contractors, subcontractors and our partners in the industry to network and make connections and to discuss company operations and upcoming projects. We welcome and encourage GCs, subcontractors, and industry affiliates to sign up for this great event on our website www.associatedsubs.com.

Susan Coglin Mailman is the president of the Associated Subcontractors of Mass., Boston and is the president and owner of Coglin Electrical Contractors, Inc., Worcester, Mass.



On September 12th, ASM members attended a 2-hour Safety Roundtable on Fall Protection and Inspection. Becky Danielson of Webb Rite Safety led the instruction on fall protection under OSHA and ANSI standards with hands on examples of what to expect during an inspection. Special thanks to ASM Sponsor Cross Insurance for hosting the program.



AMS's last "GC Showcase" had over 25 general contractors exhibiting along with several hundred subcontractors and suppliers in attendance. This event is a terrific way to connect GCs and subcontractors for networking and to discuss business opportunities. The next GC Showcase will be October 17, 2018.



ASM's annual golf tournament was a big success. It was a beautiful day for our 296 golfers to enjoy playing a round at the challenging International Golf Club in Bolton, MA. ASM Members, sponsors, guests, and volunteers had an opportunity to enjoy the stunning surroundings and the spirit of camaraderie all while supporting the ASM Scholarship Program.

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The logo graphic consists of four overlapping triangles: a green one at the top, a grey one to the left, an orange one to the right, and a red one at the bottom right.

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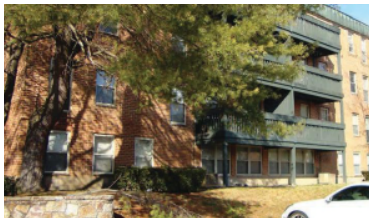
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NKF Capital Markets arranges \$19.5m for CS Acquisitions Group



SEE PAGE 2C

Ranieri of NorthMarq Capital arranges \$6.7 million refinancing



SEE PAGE 4C

CBRE handles the \$108.5 million sale of Crown Point Apartments



SEE PAGE 6C

The Kempner Corp. purchases 6-unit multifamily prop. for \$1m



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24 Pages

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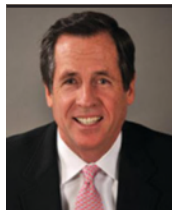
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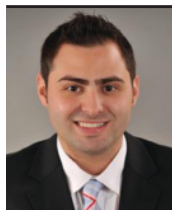
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Keefe and Cordido of HK Group broker \$136.5m multifamily sale

HAMDEN, CT According to HK Group, Matthew Keefe, president and Ricardo Cordido, CCIM, vice presi-



Matthew Keefe



Ricardo Cordido

dent, were the sole brokers in the sale of Town Walk at Hamden Hills for a sale price of \$136.5 million. Jones Street Investment Partners, a Boston-based multifamily investment sponsor and operator, acquired the property from an affiliate of Baker Properties, a White Plains, NY real estate developer and operator.

Town Walk at Hamden Hills is an apartment community comprised of 764 garden-style apartment homes on a 44.9 acre site located at 100 Town Walk Dr. Originally built by AvalonBay Communities in the early 1990s, it offers a variety of floor plans, onsite amenities and a



suburban setting located six miles from New Haven's CBD and Yale University.

The location is appealing to renters looking for convenient access to shopping, schools, services and employment. Town Walk at Hamden Hills is the premier residential asset in the submarket.

Messore of Colonial Properties handles \$3.6 million sale of 125 Coleman St.

WEST HAVEN, CT Fred Messore, senior vice president at Colonial Properties, Inc., represented the seller in the sale



Fred Messore



Michael Richetelli

of 125 Coleman St. for \$3.6 million. The investment property consists of two fully leased apartment buildings, one 18-unit and another 12-unit, on 1.84 acres. Benjamin Hale of Hale Real Estate represented the buyer in the transaction. The seller's attorney was attorney Jerome Lacobelle Jr. and attorney Lawrence Levinson; the buyer was represented by Vincent Falcone, Esq.

"This transaction demonstrates the high demand for stabilized multifami-



125 Coleman Street - West Haven, CT

ly properties in the Greater New Haven market. We had significant interest in this asset and realized a high per unit sale price for the seller," said Michael Richetelli, president and designated broker of Colonial Properties.

Colonial Properties is a full service commercial and residential real estate brokerage, company. The firm handles all types of real estate transactions including the sale and leasing of retail, industrial, office, investment properties, and residential properties.

Institutional Property Advisors completes \$20.85m sale of Westwood Apartments

WEST HARTFORD, CT Institutional Property Advisors (IPA), a division of Marcus & Millichap, completed the



Eric Pentore



Victor Nollelli



sale of Westwood Apartments, a six-building, 200-unit multifamily asset. The property, which is one of the largest market-rate multifamily properties in town by number of units, closed at \$20.85 million.

"Westwood Apartments represented a significant value-add opportunity in one of the most desirable rental markets in the Northeast," said Eric Pentore, IPA first vice president. "A lack of value-add opportunities nationwide results in a competitive acquisition climate when these properties come to market, especially in highly sought-after areas like West Hartford."

Victor Nollelli, IPA senior managing director, and Pentore, along with

Wes Klockner, senior associate with Marcus & Millichap, exclusively represented the seller, Westwood Apartments LLC, and procured the buyer, CS Acquisition Group LLC.

The city is experiencing a resurgence recently, with year-over-year job growth reaching the highest level since 2015. New jobs have supported household formation, pushing down the vacancy rate to just 4.1%. Healthy demand for high-end units in the area gives Westwood Apartments significant upside after improvements. Constructed in 1971 as 368 rental units in nine buildings, the original Westwood development was divided into two separate parcels with four of the buildings converted into condominiums in the mid-1980s. Located near I-84, the property is close to Bishops Corner, West Hartford Center, Blue Back Sq., Westfarms Mall and downtown Hartford.



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Captain Neville Plaza • Waterbury, CT Offered for \$1,800,000



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Former Skilled Nursing Facility • South Windsor, CT Offered for \$2,750,000



+/- 31,744 SF on 13.06 acres in a desirable community. Rarely available re-purpose opportunity. A-40 zoning allows for single family development, with potential uses of assisted living, medically related inpatient services, elderly housing, educational or religious institutions.

Recent Highlighted Closings



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FOR THE ACQUISITION OF 200-UNIT COVE WEST HARTFORD

NKF Capital Markets arranges \$19.5m for CS Acquisitions Group

WEST HARTFORD, CT NKF Capital Markets arranged a \$19.5 million loan on behalf of CS Acquisitions Group for



Dustin Stolly



Jordan Roeschlaub



Daniel Fromm

the acquisition of Cove West Hartford, a 200-unit apartment community. The NKF Capital Markets team also assisted in sourcing the equity investor.

The team was led by NKF Capital Markets vice chairmen and co-heads, debt & structured finance, Dustin Stolly and Jordan Roeschlaub, along with senior managing director Daniel Fromm.

The six-building complex is located 2.5 miles from downtown and is poised to benefit from this repositioning effort that will upgrade every apartment and reimagine its 12,000 s/f clubhouse to provide sought-after amenities and revenue potential.

"It was a pleasure working with CS Acquisitions to facilitate the acquisition of Cove West Hartford," said Stolly. "This property is ideally located near main transportation hubs, which represent part of the growing appeal of this neighborhood."

**Lyman Real Estate brokers sale of two land parcels**

UNCASVILLE, CT Ron Lyman, CCIM, CEO of Lyman Real Estate, completed the sale of two residential parcels. A 20.31 acre property at 90 Maple Ave. was purchased by Horace Lindo of Lindo Construction. The seller was Lawrence Legg of Salem through

executrix Therese Fuller. Lyman was the sole agent.

A contiguous 16.71 acre parcel at 82 Maple Ave. was purchased by Mary Ellen Moskal, whose agent was Paul Stone. The seller was Stephen Legg, with Lyman acting as his agent.

Godin of Godin Property Brokers completed multiple leases totaling 20,000 s/f at Hurley Farm Ind'l. Park



Hurley Farms Industrial Park, 115 Hurley Road - Oxford, CT

OXFORD CT Ed Godin Jr. SIOR of Godin Property Brokers completed multiple lease transactions totaling 20,000 s/f at Hurley Farms Industrial Park, which is located at 115 Hurley Rd. The leases included: 5,250 s/f to

GRYE; 9,000 s/f to Botanical Gardens LLC; and 5,250 s/f to Better Packaging Inc.

Bruce Wettenstein SIOR of Vidal Wettenstein represented Better Packaging Inc.

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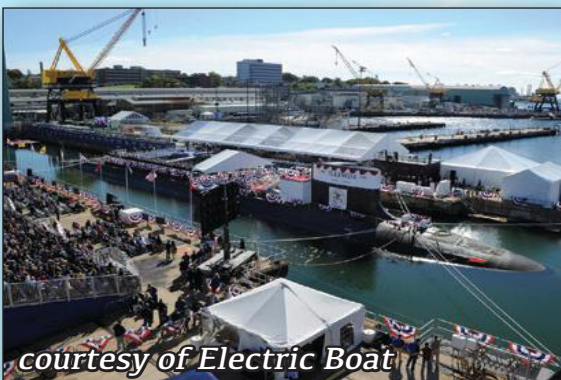
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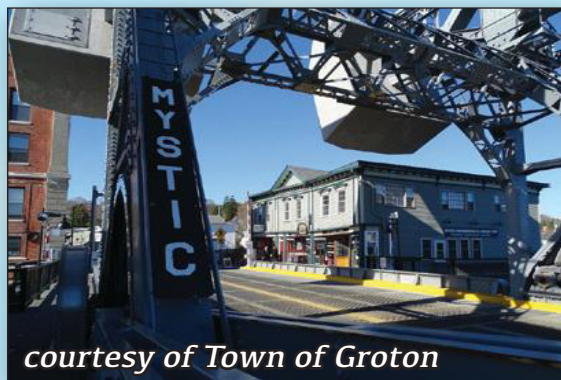
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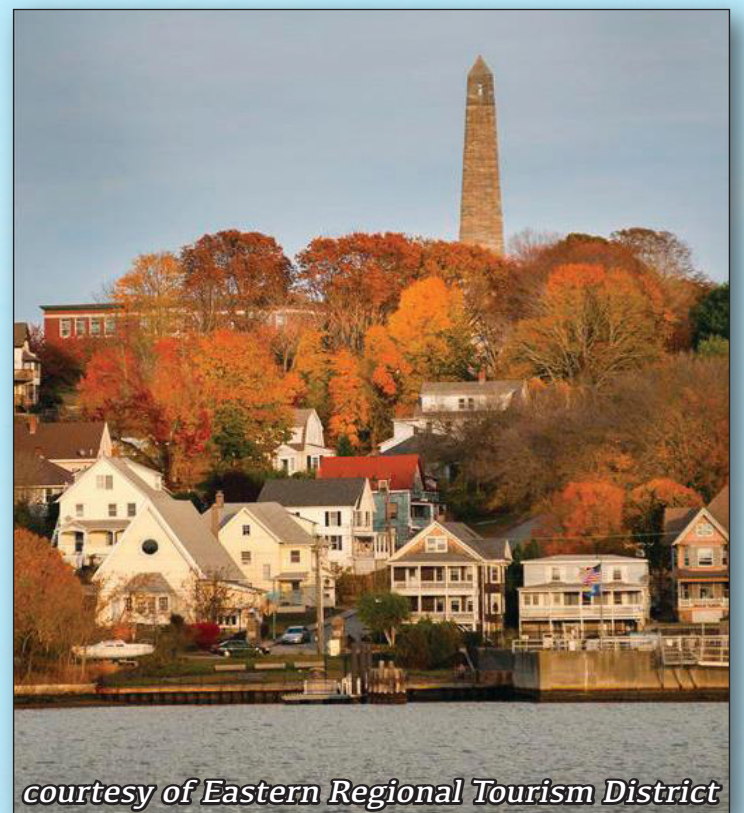
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FOR ROBERT TREAT APARTMENTS, A 124-UNIT PROPERTY Ranieri of NorthMarq Capital arranges \$6.7 million refinancing

MILFORD, CT Robert Ranieri, senior vice president/managing director of NorthMarq Capital's Westchester-based regional office, arranged the \$6.7 million refinance of Robert Treat Apartments, a 124-unit multi-family property located at 30-60



Robert Ranieri

Robert Treat Dr.

The permanent-fixed loan was structured with a 10-year interest-only term. NorthMarq arranged financing for the borrower, Robert Treat Associates, LLC, through its seller/servicer relationship with Freddie Mac.

"The borrower was seeking to refinance an existing Freddie Mac



Robert Treat Apartments, 30-60 Robert Treat Drive - Milford, CT

loan and cash out to make improvements to the property," said Ranieri. "They refinanced with Freddie Mac given their familiarity with the process and Freddie provided a competitive quote and offered 10 years interest-only."

R. Calabrese Agency, LLC handles 3,600 s/f lease to Mission BBQ restaurant



785 Queen Street - Southington, CT

SOUTHINGTON, CT According to Tony Valenti and Ralph Calabrese of the R. Calabrese Agency, LLC, Mission BBQ restaurant has opened at 785 Queen St. The long-term lease will accommodate this company owned 3,600 s/f restaurant.

Mission BBQ first opened its doors September 11, 2001, and the Southington location is Mission BBQ's first location in Connecticut and the company's 68th location overall.

Mission BBQ joins Chick Fil-A, Aldi Grocery Store, Hartford Health-Urgent Care, Admire Dental, and coming soon; Chipotle, Verizon Wireless and an AAA Auto Care Center.

The R. Calabrese Agency represented the landlord in this leasing transaction.

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176 Units

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CLOSED

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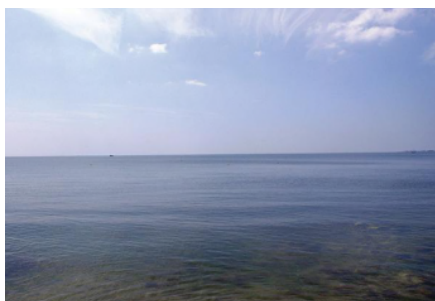


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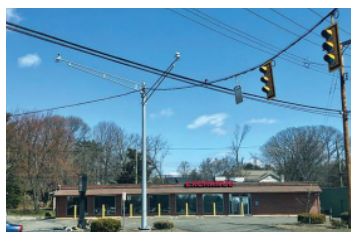
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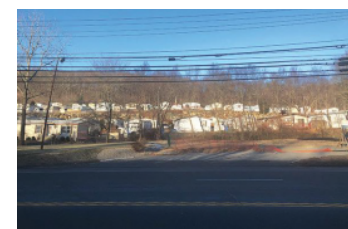
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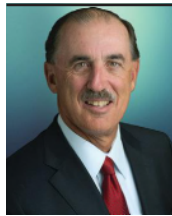
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CBRE handles the \$108.5 million sale of Crown Point Apartments

DANBURY, CT CBRE has completed the \$108.5 million sale of Crown Point Apartments, a 466-unit residential



Jeffrey Dunne



Gene Pride

property. The CBRE team of Jeffrey Dunne, Gene Pride and Eric Apfel represented the owner, an affiliate of Harbor Group International, LLC (HGI), in the sale and also procured the buyer.

Built in two phases in 2007 and 2011, Crown Point Apartments offers a collection of amenities, including two clubhouses, each with a fitness



center and a swimming pool. The property is in close proximity to diverse retail, such as Trader Joe's and Starbucks, as well as the region's abundant employment, recreation

and entertainment centers. Crown Point Apartments offers a value-add opportunity for the new owner, as all



Eric Apfel

of the apartments have original finishes that can be upgraded with more modern granite counter tops, stainless steel appliances, vinyl plank flooring and lighting, in order to generate additional rent premiums.

"Crown Point is an exceptional asset with a strong history of rental growth due to HGI's efficient, hands-on management. The Danbury market has had a history of strong occupancy, even with the 800+ new apartments that were delivered over the past three years," said Dunne.

RHYS hires Gardner, Marinelli and Conway

STAMFORD, CT RHYS has appointed several new hires. They include:

- Thomas Gardner, to director of research and financial analysis, where he is responsible for overseeing the underwriting and research for the firm. His job is to have a deep understanding of all facets of the commercial real estate markets that RHYS operates in to leverage information for the firm's clients and their future success.

- John Marinelli to director who oversees investment opportunities for buyers and sellers representing firms and individuals. He is a corporate leasing advisor for landlords, tenants and prospective tenants. Marinelli previously worked as a financial advisor at Northwestern Mutual in New York City.

- Jon Conway to a new associate who works in office leasing, retail leasing and investment sales. The New York City resident recently interned at Heyman Properties in Manhattan, a company that acquires, develops, owns, and manages commercial real estate properties in the Northeast of the U.S. While there, Conway assisted in due diligent process associated with property management, and also performed in-depth analysis of Stamford residential multifamily rental market.

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Uncasville, CT *1,800 SF with Drive-Thru*
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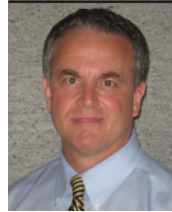
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THE BUYER, A LOCAL DEVELOPER, PLANS TO RENOVATE Fugitt of Vidal/Wettenstein brokers \$1.15m sale of 4,000 s/f building

WESTPORT, CT A local developer purchased a freestanding, 4,000 s/f professional office building at 29 East Main



David Fugitt

St. The building, located in a professional neighborhood near Compo Shopping Center, sold for \$1.15 million. The developer plans to renovate the building to set up an office for their own operations and lease out the remaining space for professional use.

David Fugitt, SIOR, a partner with Vidal/Wettenstein Commercial Real Estate was the sole broker.



29 East Main Street - Westport, CT

BTX Global Logistics inaugurates new world headquarters in Shelton

SHELTON, CT BTX Global Logistics inaugurated its new world headquarters at 12 Commerce Dr. Chris O'Hara, senior vice president of Coldwell Banker Commercial NRT Inc, represented BTX in the \$3.7 million purchase after an extensive search for property that combined both its headquarters and logistic operations into the new 75,000 s/f facility. BTX renovated the property, which was formally occupied by Latex Foam creating a world-class ecofriendly facility. The ribbon cutting was attended by 120 guests, staff, customers, carriers, state and city officials, including mayor Mark Lauretti and state senator Kevin Kelly.

Shiue of Colliers Int'l. and Nesson of Press/Cuozzo arrange 11,040 s/f lease



118 Quinnipiac Avenue - North Haven, CT

NORTH HAVEN, CT Red Hawk Fire & Security, LLC, a leading provider of life safety and security solutions, has signed a long-term lease for 11,040 s/f of office and storage space at 118 Quinnipiac Ave.

Peter Shiue, CCIM, senior broker of Colliers International's New Haven office, represented the tenant. Joel Nesson, senior advisor at Press/Cuozzo Commercial Services, represented the landlord, WTE 118 Quinnipiac LLC.

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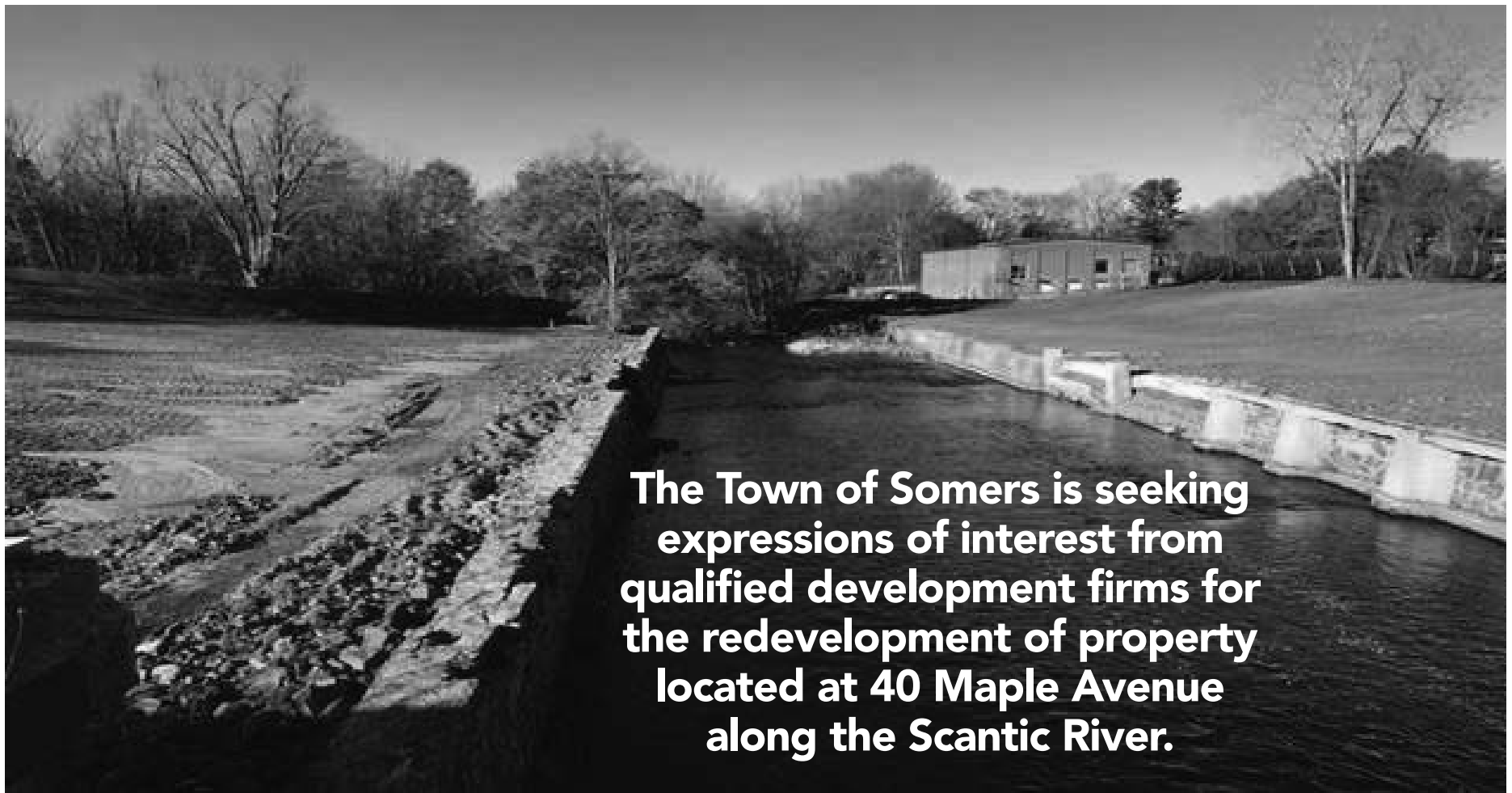
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The Town of Somers is seeking expressions of interest from qualified development firms for the redevelopment of property located at 40 Maple Avenue along the Scantic River.

The parcel for redevelopment is 5.38 acres, and mixed-use development that enhances the surrounding natural amenities is preferred. However, the Town has enacted a Planned Development District at the site to allow for flexibility in use and is open to the ideas of developers.

"The site is in the heart of the Somersville section of Somers and is bisected by the scenic Scantic River with connections to nearby recreational amenities and linkage to the beautiful Mill Pond and trail systems," said Somers First Selectman, Bud Knorr. "This property would be ideal for a mixed-use development that takes into account its location, scenic beauty, and history. This should be a development that appeals to the millennials, that incorporates housing, restaurants, recreational opportunities, and that will serve as a 'go-to destination'.

Let's get together so I can personally show you the wonderful opportunities that await a developer with a vision that will benefit you and Somers!"

The property was previously occupied by the abandoned Somersville Mill and was cleaned up through a CT Department of Economic and Community Development remediation grant. Qualified developers will be determined based on their experience, capabilities, hiring practices, and expertise. Heavy industrial uses will not be considered.

Responses must be filed with the Town no later than 2 pm on Friday, November 16th, 2018.

**The full request can be found at:
biznet.ct.gov/SCP_Search/BidDetail.aspx?CID=47655.**



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New England Real Estate Journal





TO REFINANCE A SHOPPING CENTER AT 396 CROMWELL AVE. Noeldechen of Marcus & Millichap arranges \$3.5m interest only loan

ROCKY HILL, CT Marcus & Millichap Capital Corp. has arranged a \$3.5 million 10-year interest only loan to refinance a shopping center located at 396 Cromwell Ave. Director Robert Noeldechen of Marcus & Millichap's New Haven office, led the refinance.



Robert Noeldechen

Cromwell Ave. Shops is a 15,000 s/f retail center located in the town's main shopping corridor. It is anchored by the Asian Bistro, Velocity Urgent Care, Berkshire Bank and Total Vision Eye Care. "The local community is well served by these tenants as the immediate area contains an array of retail



396 Cromwell Avenue - Rocky Hill, CT

properties. The massing of these retail properties creates a significant gravitational pull that benefits this property and other retail properties in the area," said Noeldechen. "The primary drivers for these retail prop-

erties are the large concentration of single and multifamily residential properties both east and west of the Connecticut Rte. 3 corridor with over 3,000 rental units within a 2 plus mile radius."

During the last five years, development has been predominantly consisting of retail and multifamily rental uses, and has included Town Center West, Hampton Inn, The Alterra and The Montage at Rocky Hill.

ArborCrowd offers investors equity interests in Cove West Hartford

WEST HARTFORD, CT ArborCrowd (the company), one of the only online platforms that enables individuals to make equity investments in institutional-quality commercial real estate, has presented the opportunity for investors to acquire equity interests in Cove West Hartford, a 200-unit apartment community. The six-building complex is located 2.5 miles from downtown.

The property was acquired in an off-market transaction by affiliates of ArborCrowd, CS Acquisition Group, LLC (the sponsor), a real estate owner and operator with a large portfolio in the Hartford area, and AMAC—a real estate private equity firm that is part of the Arbor family of companies. ArborCrowd is seeking to raise \$3.55 million from investors for this opportunity. The total capitalization of the transaction is \$26.3 million, and the sponsor and AMAC will continue to own more than 50% of the total equity in this transaction.

The investment opportunity has a projected 14% to 17% Internal Rate of Return (IRR) and a targeted hold period of three to five years. The value-add repositioning program includes a budgeted \$3.6 million to fully gut and renovate all units and overhaul the property's common areas and multi-purpose clubhouse. The sponsor has extensive experience creating value and operating properties in the Hartford multifamily market and anticipates this repositioning program will generate an average rental premium of over \$330 per unit per month.

Westbury Plaza
Westbury, NY
Proposed Rendering



The Village Center
Westport, CT



Rivertowns Square
Dobbs Ferry, NY



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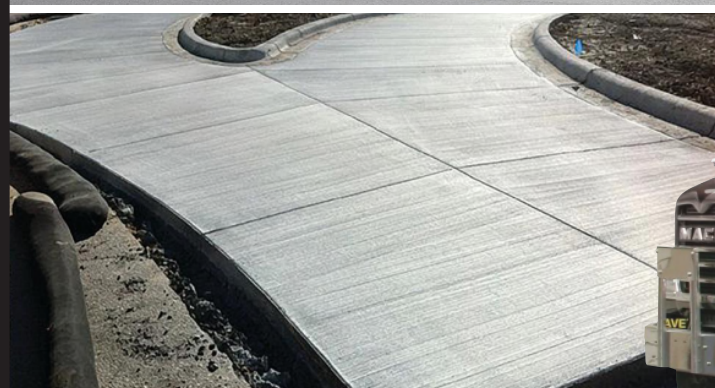
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Is your valuation due diligence process up to the task?

Derek Ezovski
ORMS, LLC

Since the late 2000s financial crisis, regulators have applied greater scrutiny to the property valuation arena. If your financial institution is engaged in residential or commercial property lending, it is critical to stay on top of the latest regulatory guidance for engaging valuation professionals and ensuring the quality and accuracy of those valuations.

Start with the most recent Interagency Appraisal and Evaluation Guidelines, adopted in December 2010 and further enhanced in April 2018, when the appraisal threshold for commercial real estate loans was raised

from \$250,000 to \$500,000. CRE loans that fall below the new \$500,000 threshold are subject to an evaluation “that is consistent with safe and sound banking practices.” However, CRE loans covered by an SBA guarantee program are still subject to the lower \$250,000 appraisal threshold.

Here are three keys to maintaining a strong and compliant valuation due diligence program:

1. Ensure you are meeting all experience requirements. Per the Uniform Standards of Professional Appraisal Practice (USPAP), and the Interagency Guidelines, “a state certified or licensed appraiser may not be considered competent solely by virtue of being certified or licensed.” Likewise, internal or external individuals performing non-appraisal evaluations must have “the requisite experience and training for the assignment, and

thorough knowledge of the subject property’s market.” Examples of qualified evaluators include: appraisers (where states allow for appraisers to complete evaluations without complying with USPAP), foresters, ag extension agents, and real estate lending professionals.

2. Ensure proper separation of duties in the valuation and review functions. If you use internal staff to perform evaluations, you must ensure they work independently of the loan production operation. The same goes for internal staff that review external appraisals.

3. Use technology to streamline the process. A range of easy-to-use and cost-effective technological innovations for valuation ordering, processing, and tracking are available on the market. It’s worth exploring these tools to improve the efficiency of your internal appraisal and evaluation program. (Note that tools like automated valuation models (AVMs) do not qualify as formal appraisals or evaluations by themselves but may be used as part of an ongoing collateral monitoring program.)

If the above steps seem challenging, consider engaging a third-party firm to assist. For community institutions with fewer resources, maintaining rigorous oversight and separation of duties within the valuation ordering and review functions can be daunting.

Derek Ezovski is president of ORMS, LLC, West Hartford, Conn.

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The New England Regional Council of Carpenters. It’s time to build. To learn more, visit NERCC.org

Washington Trust issues \$39.6m financing for Trumbull Lofts apartments

TRUMBULL, CT Washington Trust’s Commercial Real Estate Group provided \$39.6 million in financing to Trumbull Developers, LLC, for the development and construction of Trumbull Lofts, a 202-unit, class A apartment complex.

Included within the 202 units of Trumbull Lofts will be 119 apartments with two bedrooms and two bathrooms and 83 one-bedroom apartments with one bathroom. The apartments are located among five separate four-story buildings.

Amenities of Trumbull Lofts will include a pool and deck with wi-fi, an outdoor lounge, fire pit and community grill, a catering kitchen, fitness facility, dog washing station, loaner bicycles and a clubhouse.

“Continental Properties has a true knack for building multifamily properties that deliver unexpected extras,” said Julia Anne Slom, senior vice president & team leader of Washington Trust’s Commercial Real Estate Group. “The designs are beautiful and well thought out and the amenities are unsurpassed. I think what differentiates them is the attention to detail. We are very pleased to continue working with Howard Rappaport and his team.”

For full story visit nerej.com

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"Hill's Gallery" is back in September every Saturday live, from 9am to noon.

Tom Hill III, CCIM/SIOR

I will once again join the announcing team live, with Greg Rickes, the voice of Lime Rock Park. I'll also take the mike for the 36th Annual Historic Festival over Labor Day weekend, August 30th to September 3rd. This is my eighth year on the PA at Lime Rock Park in Ct. I'm inviting my friends to come up and enjoy the greatest sports car racing in the New England region. For more info and tickets, visit: www.limerock.com

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A 9,000 S/F, TWO STORY FIELD HOUSE BUILDING Caldwell & Walsh Building Construction completes work at Yale

NEW HAVEN, CT Caldwell & Walsh Building Construction, Inc. has completed Yale University's Carol Roberts Field House. The first building of its kind at Yale, this 9,000 s/f, two story building is dedicated to supporting the women's field hockey and softball programs by meeting the training and performance needs of both sports. It not only enhances the student athlete experience, but that of alumni, family and spectators.

The field house is located between Johnson Field, which serves the field hockey team, and William O. DeWitt Family Field, home of Yale softball. The building's design complements the landscape, with straight lines and right angles for the wing closest to Johnson Field and a curve that echoes the outfield's sweep for the softball wing. Metal panels, a curtain wall system, and an EIFS finish adorn the exterior. A walkway paved with bricks engraved with names of supporters leads to the plaza and atrium that greets visitors.

The interior features locker rooms for each team. Coaches have offices, their own locker room and a shared training room for team huddles. A flexible-use space is equipped for video conferencing and also serves as the visiting teams' locker room. This space is also equipped for video conferencing.

There are several storage rooms, a concessions stand, public restrooms, a laundry facility, and a ticketing office that doubles as a video production space. The crowning glory of the



building is an observation deck where fans can view games. ADA amenities include a ramp, lift and viewing

windows on the upper level. A glass enclosure with canopy complements the rooftop gathering space.

Wettenstein of Vidal/Wettenstein leases space to Wind River Environmental at ELM's new building

MONROE, CT Wind River Environmental has leased the remaining available space at 154 Enterprise Dr., the term of the lease was for ten years. The building was recently constructed to accommodate the owner, Eastern Land Management Company of Stamford (ELM), which needed expansion into this region of the state. ELM purchased the 6 acre parcel and constructed the 21,000 s/f building for its partial use, and had Bruce Wettenstein of Vidal/Wettenstein market for lease, the balance of the space.

"We were fortunate to find a tenant that fit the remaining available space and adapted to the design of the building," Wettenstein said. The mezzanine

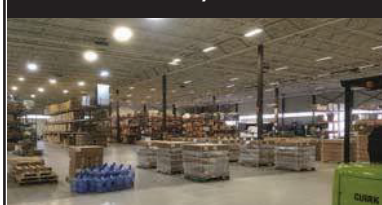
with direct access off the front will house Wind River's offices, and the main level will be for vehicle access.

Wind River will relocate from Newtown and use the facility for general offices and truck fleet storage and maintenance. Wind River is one of the nation's largest full-service non-hazardous liquid waste management service providers.

ELM is a full service property care company that services the commercial businesses in Fairfield County, including many Universities and office parks. The company's main office will remain in Stamford and the new location will help facilitate the quick action required to satisfy their client's needs.

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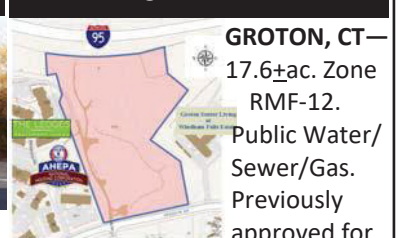
CHESTER, CT— 10,000-20,000sf For Lease \$5/sf NNN. 23' Ceilings. Four Loading Docks. Overhead door. Phase3. Sprinklered. Zone RLM Light Mfg. Call Norm Peck, ext 133.

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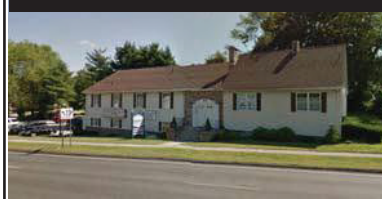
WATERFORD, CT— ADA compliant 2nd floor 6,804sf, open area w/ 7 private offices near L&M Hospital. For Lease \$6/sf NNN Norm Peck, ext 133.

DEVELOPMENT LAND



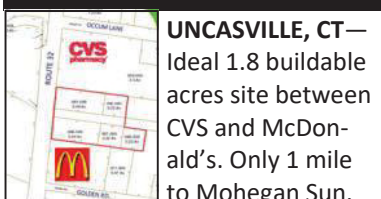
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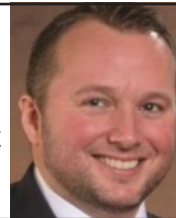


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WITH CT MAIN ST., MAKING MERIDEN BCR AND CERC CCIM presents program on designated Opportunity Zones

MERIDEN, CT The CCIM Connecticut chapter has partnered with CT Main Street, Making Meriden Business Center and CERC to present an event dedicated to learning about Opportunity Zones.

The event will be held September 24 at Silver City Ballroom, 16 Colony St., starting at 4:30 p.m.

The cost is \$30 for CCIM chapter members and \$40 for non-members. The price includes a buffet dinner with a cash bar.

The schedule:

- 4:30 p.m. Walking tour of Meriden's nearby Opportunity Zone;
- 5:30 p.m. Presentation begins;
- 5:45 p.m. Presentations moderated by CERC:
- Liddy Karter, Enhanced Capital.
- Brian Newman, CPA, Cohn Reznick.
- John Stafstrom, Jr., Esq. Pullman & Comley.
- 6:45 p.m. Q&A;
- 7:15 p.m. Networking.

Last December, federal lawmakers created the federal Opportunity Zones program for investors to reinvest their unrealized capital gains into Opportunity Funds- private investment vehicles dedicated to community, business, real estate, and economic development activities in America's lowest-income communities.

This event will provide a com-

prehensive background and expert analysis of the new program, as well as recommendations for cities, philanthropies, advocates, and private sector representatives interested in

Opportunity Fund creation, operation, and management and equitable development outcomes throughout our nation's 7,927 newly designated Opportunity Zones.

CCIM Connecticut Chapter will participate in the CCIM Mentoring Program with the CCIM Institute

HARTFORD, CT The CCIM Connecticut Chapter presents the CCIM Mentoring Program by the CCIM Institute, which provides connections for career building. This is a rare opportunity to get mentored by the best in commercial real estate. CCIM Mentor helps you reach your career goals with the help and guidance of an experienced CCIM. CCIM Mentor pairs experienced CCIM professionals with current and aspiring commercial real estate professionals. This platform provides a central place for mentors and their mentees to communicate and track goals. Aspiring commercial real estate professionals and new CCIM designees have the opportunity to receive one-on-one guidance from a commercial real estate veteran. Your mentor will help build your industry knowledge base and invigorate your career.

Experienced CCIM designees help mold the future of the CCIM designation and the commercial real estate industry as a whole by becoming a mentor. This is a valuable opportunity to develop professional relationships

with future leading experts in the field.

You are eligible to apply for the program as a mentee if you are a student, CCIM Institute member or a CCIM designee. CCIM mentors need to have had the CCIM designation for at least one full year to apply.

The CCIM Mentor program was developed to encourage and enhance networking and professional growth among for members of CCIM Institute. CCIM Mentor presents the opportunity for qualified students and new designees to participate in valuable education and mentoring from experienced CCIM designees from all industry-related fields.

As a mentor, you have the unique opportunity to use your experience to help shape the career of a student who is working towards getting in the industry or a new designee who wants to deepen his/her network connections and learn more about a specialization.

Apply today to be matched with a mentor or to become a mentor by contacting mentoring@ccim.com for more information.

Upcoming CCIM Events

September 24

Designated Opportunity Zones, Silver City Ballroom, Meriden, CT

September 24-27

CI 102 - Goodwin College, East Hartford, CT

November 29

Year End Awards Event – New Haven Country Club, Hamden, CT

www.ccimconnect.com/connecticut

CCIM CT Chapter to host CI 102 course Sept. 24 - 27

HARTFORD, CT The CCIM Connecticut chapter will host an educational course at Goodwin College on September 24 - 27. The course, entitled CI 102: Market Analysis for Commercial Investment Real Estate is a four-day, case study-driven course.

One of CCIM's most innovative core courses, CI 102 shows you how to deploy "big data," and the most advanced digital tools to assess critical issues like market demand, location facility, and supply-chain strategy. CI 102 students have learned BAO mapping and data analytics to help their clients select store locations; others used Tapestry Segmentation to determine demand for apartment properties. In CI 102 you'll work with four case studies covering each of the major property types: office, industrial, multifamily, and retail.

After completing this highly interactive course, you will be able to:

- Apply market and competitive analysis, political and legal analysis, location and site analysis, and financial analysis to make fundamental investment decisions;
- Perform state-of-the-art geospatial analyses; and
- Forecast future demand and opportunities for investment.

The member rate is \$1,365 and non-member is \$1,650. The course instructors are:

- Stan Gniazdowski, CCIM, CRE - Gniazdowski is president of Realty Concepts, Inc., which he founded in 1984.
- Carl Russell, CCIM, SIOR - Russell is a specialist in investment analysis and offers his clients more than 42 years of experience.

Westbrook



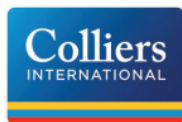
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Upcoming SIOR Events

September 20,
Chapter Meeting at New Haven
Country Club

October 11 – 13

2018 Fall World Conference; Sheraton
Denver Downtown; Denver, CO

October 25

Construction Industry Panel; The Farms
Country Club; Wallingford, CT

November 8 - 9

Northeast Regional Conference; One
Bryant Park; Bank of America; New York,
NY

December 6

Chapter Meeting: Woodway Country Club;
Darien, CT

For more information on the
CT/Western MA SIOR chapter visit:
<http://my.sior.com/siorconnecticutchapter/>

BASED ON MARKET ACTIVITY FOR THE PERIOD JANUARY - JUNE SIOR CT/Western Mass. Chapter semi-annual market report

HARTFORD, CT The Connecticut/Western Massachusetts chapter of SIOR presented the results of its semi-annual membership survey of commercial real estate market conditions. The survey is based on market activity for the period January through June within Connecticut and western Massachusetts.

Responses were positive and optimistic but they indicate a slow-down in momentum in early 2018. Industrial continues to demonstrate greater strength than the office sector. The results also reflect some individual markets that continue to lag behind. Responses regarding overall market conditions were split between improvement (38%), decline (32%) and no change (32%). Predictions for the remainder of 2018 are 56% expecting no change, 31% anticipating improvement and 13% expecting a decline.

Predictions regarding lease rates for the remainder of 2018 are positive for industrial which has been a consistent trend and members forecast either an increase (54%) or no change (46%). Office lease rates are expected to remain unchanged (75%) although there is a sizable amount of negative sentiment as 25% of the members forecast a decline and no predictions for office lease rates to increase.

Predictions for market vacancy rates for the remainder of 2018 are

once again more favorable for industrial versus office. Responses for the industrial sector forecast stability with vacancy rates remaining unchanged (54%) or decreasing (38%) with a bit of negative sentiment as some responses predict an increase (8%). Predictions for office vacancy rates are less favorable as a sizable number forecast an increase in vacancy rates (33%) with a majority (67%) expecting rates to remain unchanged.

The outlook for sales prices for 2018 follows the trend line with a more favorable outlook for industrial but the results for the office sector suggest continued firming up of the market. Survey responses for industrial properties predict upward pressure on pricing (54%) or stable pricing (46%). Survey responses for office indicate prices (79%) have stabilized but a notable number of responses anticipate further price declines (21%). Predictions for investment cap rates presumably reflect potential interest rate hikes with a sizable number expecting cap rates to increase (64%) which results in declining sales values for investment properties. Remaining responses for cap rates are 27% anticipating no changes or a decrease in cap rates (9%).

Expectations regarding market expansion are less optimistic for both growth and new development.

The majority of members do not anticipate new development (56%) in 2018 with the remainder predicting a decline (25%) or an increase (19%). Expectations regarding growth by users indicate no change (54%) or expansion (33%) or contraction (13%).

Comments by members reflect concerns about a lack of inventory in some markets. They also note the increased national activity but the Connecticut economy continues to under-perform. Overall members believe the weakness of the first half will be offset by a strong year end.

The CT/Western MA Chapter is one of 48 chapters of the international organization, the Society of Industrial and Office Realtors. Commercial real estate professionals must meet rigorous requirements to earn the SIOR designation. SIOR, founded in 1941, has over 3,200 members in 685 markets located in 36 countries. SIOR represents today's most knowledgeable, experienced, and successful commercial real estate brokerage specialists. The SIOR designation stands unchallenged for excellence in the performance of real estate services, and is universally recognized as the prerequisite in the selection of a commercial real estate broker, agent, or consultant.

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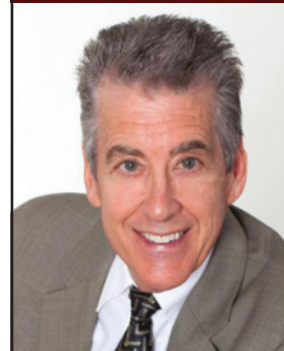
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IREM CT nominate officers & executive councilors for 2019

HARTFORD, CT After careful deliberations, the nominating committee has place nomination the following members of the chapter as officers & executive councilors for 2019. Action is to be taken on these nominations by the vote of those chapter CPM members, CPM candidates, ARM members and ACoM members, student members, academic members and associate members present at the chapter's holiday celebration meeting on Thursday, December 13, being held at Amarantes.

Additional nominations may be offered from the floor.

Officer Nominations:

President: David McGill, CPM

Vice President Jason Falcetta, CPM, ACoM

Treasurer: Heather J Phillips ARM, CPMC

Secretary: Toni Hernandez, ARM

Upcoming IREM CT Events:

Ethics For The Real Estate Manager - ETH800

November 2

8:30 a.m. - 5:00 p.m.

30 North Plains Industrial Road
Wallingford, CT

ARM Track (ETH800, RES201, ARMEXM) - ARMTRK

November 5 - 9

8:30 a.m. - 5:00 p.m.

Belfor Restoration, 30 North Plains
Industrial Rd., Wallingford, CT

2018 Holiday Celebration, Awards Night and 2019 Installation Officers and Board Members

December 13

5:30 - 9 p.m.

Amarante's Sea Cliff
62 Cove Street
New Haven, CT

Come help us celebrate
our year end party!

Save the Date: IREM Wine Dinner & Networking October 15, 2018



5:30 p.m. - 9 p.m.

L'Orcio Italian Restaurant
806 State St., New Haven, CT

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The importance of your core values in the workplace



Kathleen Cloud
M. Frank Higgins
& Co., Inc.

You have probably been in an organization, school or business that had their mission statement and core values posted on the wall somewhere. No attempt, however, was made to make these values part of the daily fabric of the group and share with customers.

Broadcasting your core values to all and using them to guide you can be a powerful tool for personal and business success. Businesses like Zappos, Whole Foods and Netflix have seen an enormous benefit in using their Core Values to steer their respective ships. ⁽¹⁾ Company morale improves, and customers increase their trust in you when the core values are relevant.

Developing Your Core Values

Look at this list of core values: communication, respect, integrity, excellence. Sound good, right? These were Enron's core values... certainly empty of meaning. So just how do you come up with a meaningful set of your core values? What image do you want to convey? Get your leadership team together and brainstorm a list of characteristics of those you admire and respect. Copy these on a whiteboard for all to see. Include your business and personal philosophies and values.

When our team did this activity, we constructed the following:

Honesty and integrity, enthusiastic, energetic, tenacious, services the customer, understands the value of reputation, encourages teamwork, pride in work, ability to adapt, do whatever it takes, commitment to excellence, competitive drive, passionate.

Next, narrow down and refine the list to come up with ones you believe as a team are "core" to your business success. The goal is for your list to consist of 3 to 7 key core values that really define who you are. We decided to come up with an acronym that might work and be easier to remember. (see image 1) Regardless of the format, "define what your brand stands for, its core values and tone of voice, and then communicate consistently in those terms." ⁽²⁾ Simon Mainwaring

Living your Core Values

When you hire new employees, your core values should be present and discussed as part of the interview process. This lets your potential new hire know about your beliefs and

Services the customer
Espirit de corps; teamwork
Respect all
Vivacity; passion
Integrity; trustworthiness
Cares about our reputation
Exhibits competitive drive

Image 1

their importance. It also can help you weed out those who do not exemplify what your company stands for. Make sure your office employees know the significance of your core values. "Catch" someone exemplifying a core value and highlight it for all to see. When our project administrative team worked exceptionally well with our estimation team on a difficult submittal recently, we noted that teamwork was one of our core values that was clearly demonstrated. It can help improve the morale in the office all around. In the event you have to terminate an employee, these same core values can make that process a bit smoother, making it clear that there was an egregious break from what we value as a company. This becomes an important tool to utilize. Check in with your team regularly on

your core values to see if they need to be tweaked. Perhaps there is a better way to broadcast your message that is even more meaningful. Regardless of the method, use your core values to help your business shine.

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1. Gino Wickman, *Traction: Get a Grip on Your Business* (Dallas, TX: BenBella Books Inc., 2011)

2. Simon Mainwaring, *We First: How Brands and Consumers Use Social Media to Renew Capitalism and Build a Better World*.

Kathleen Cloud is the president of M. Frank Higgins & Co., Inc., Newington, CT

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Life estates and an Approach to valuation



Marc Nadeau
Appraiser

Inherent in the fee simple ownership of real estate is something that is commonly referred to as the "Bundle of Rights". The Bundle of Rights is in effect the

exclusive right, use and disposition of the property that belong to the property owner. Inherent within the Bundle of Rights can be the right to sell, the right to mortgage, the right to occupy, the right to lease and the right to enter. The owner of the Bundle of Rights typically has the ability to convey all or some of those rights to another. The conveyance of the right to another person that enables them to occupy a property for the duration of their life is commonly known as a Life Estate. The beneficiary of the Life Estate is referred to as the Tenant. The person or entity that actually has the ownership in the real property is referred to as the Remainderman.

The life estate interest is an estate in real property that ends upon the death of the holder of life estate, (the tenant). The property may then revert back to the original owner of the property or some other designated person (the remainderman).

Uses of a Life Estate: The life estate is typically used as a tool for estate planning. A life estate can avoid probate and insure that the intended heir will receive title to the real property. For example, let's say that an aging parent would like to see to it that their son or daughter receive the full benefit of the value of the parent's property, without the potential hassle of the property passing through probate or term care or perhaps Medicare costs eroding the value of the estate, a life estate is a likely vehicle for planning.

The Appraiser's Role: There are multiple scenarios where an appraiser is needed to evaluate a life estate. Sometimes the role of the appraiser is to estimate the value of the interest for the Tenant and sometimes the role is to estimate the value of the Remainderman.

Valuation Scenario – Remainderman's Interest: The following is an example where the appraiser's role is to value the interest of the Remainderman. The property is encumbered by a Life Use that has been granted to a 70-year-old person.

There are a series of steps that must be taken in this valuation scenario which are summarized as follows:

- Estimate the fee simple market value of the property assuming it is unencumbered as of the date of conveyance. The scenario presented assumes a fee simple market value of \$500,000.

- Estimate the term of the life estate. This element is based upon the age of the beneficiary (The Tenant) of the life estate and their life expectancy. Life expectancy can be estimated from a variety of published tables including that of the tables included in IRS publication 590, which contains a table of life expectancies based upon age. In the case of this valuation scenario, the beneficiary is 70 years old and has a life expectancy of 17 years. The following is an excerpt from the Life-Expectancy table that is included in IRS publication 590 (see Chart 1).

- Estimate the expected rate of appreciation over the life expectancy. There are a variety of statistical references that an appraiser can utilize to estimate the expected rate of appreciation. That expected rate of appreciation should be rooted in fact and takes into consideration the kind of property that is being valued. For example if that property is located in an area that historically has seen better than average appreciation, then it is likely warranted that a better than average rate of appreciation be projected. If that property is located in an area or is the type of property where decline in property value is expected for some time then a below average rate of appreciation should be projected.

For this valuation scenario let's assume that the property will achieve a rate of appreciation that is typical of the general market. In this case your appraiser might utilize an institutional or nationally recognized benchmark such as the Consumer Price Index (all items). The benchmark chosen in this case was the twenty-year average of the Consumer Price Index (CPI), "All items". The twenty-year average mirrors the term of the life

Table - Expectancy of Life in Years			
Age	Life Expectancy	Age	Life Expectancy
60	25.2	69	17.8
61	24.4	70	17.0
62	23.5	71	16.3
63	22.7	72	15.5
64	21.8	73	14.8
65	21.0	74	14.1
66	20.2	75	13.4
67	19.4	76	12.7
68	18.6	77	12.1

Source: IRS Publication 590, published 2013

Chart 1

Investment Alternative	Yield	Characteristics
20-Year Treasury Bills	3.42%	Generally liquid asset, easily traded on market, guaranteed yield by Federal Government
20-Year AAA Rated Bond	3.55%	Generally liquid asset, could be corporate or municipality issued
1-Year Return, S & P 500 Index	22.22%	Liquid asset, volatile, short-term performance over the past 52 weeks, no guaranteed return

Poll Date: February 24, 2014

Chart 2

expectancy of the tenant with CPI being one of most reliable and least subjective measurements of anticipated appreciation. A review of the CPI index, as published by the Bureau of Labor Statistics between 1993 and 2013 revealed an average rate of inflation of 3.1%. Inflation over the past ten years has averaged less than 3.0%. Your appraiser has chosen a rate of 3.0% for the anticipated annual rate of appreciation.

- Discount the forecasted future value of the property over the remaining duration of the Life Estate at an appropriate discount rate. Discount rate is synonymous with what would be an expected rate of return for a like property.

Expected Rate of Return/Discount Rate is essentially synonymous with the rate that an investor would expect over the anticipated holding period. There of course is the option of polling individual investors in real estate in order to establish what the expected rate of return should be. This however, is typically not a feasible method and would likely be flawed, depending upon the size of the sampling. Your appraiser in this case has consulted the *Price Waterhouse Coopers Investor Survey* that was published for the second quarter of 2013. Discount Rates for residential apartment properties ranged from 5% to 14% with an average of 8.04%. The subject property being a residential single family home would generally result in a rate at the lower end of the scale simply because it is not exclusively viewed as an investment vehicle. Your appraiser has estimated a rate of 7% for the subject property.

Other benchmarks for expected rate of return could be long-term treasuries, bonds, equities or some type of index fund as these investment vehicles could all be alternatives to investing in real estate. The following chart depicts some of the other investment vehicles that an appraiser might reference (see Chart 2 on page 8). Chart 2 illustrates what might be considered extreme ends of the investment spectrum yet also illuminate options that a prospective investor might consider.

Summary of Life Estate Valuation - Remainderman Interest: The Remainderman's interest is valued at \$262,000, much lower than the fee simple market value of \$500,000 (see Chart 3 online).

Valuing the Tenant's Interest: Consider the same information given in the previous example but now the appraisal problem is to estimate the value of the life estate for the tenant. Assume that a survey of comparable rents reveals that the rental market value of the property is \$1,000 per month and that the tenant is responsible for maintenance, insurance and taxes. Therefore, as a result of the Life Estate granted, the tenant is enjoying the benefit of \$1,000 per month.

Other Assumptions: The market value of rents will continue to increase at the rate of 3% annually.

The expected rate of return over the balance of anticipated life is 7%.

Marc Nadeau is a designated appraiser in Guilford, Conn.

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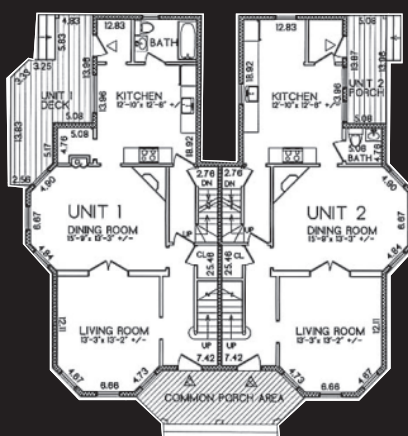
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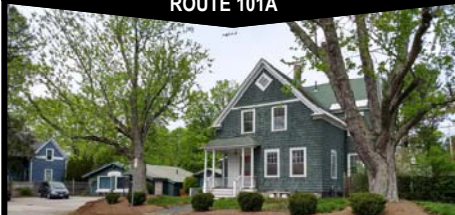
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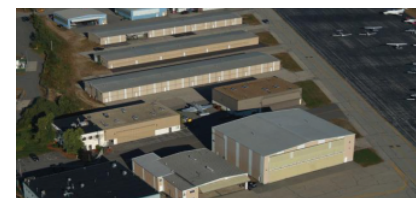
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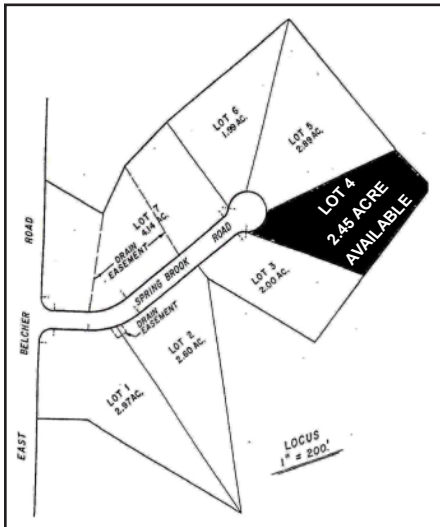
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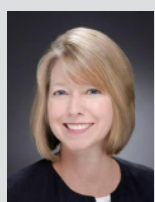
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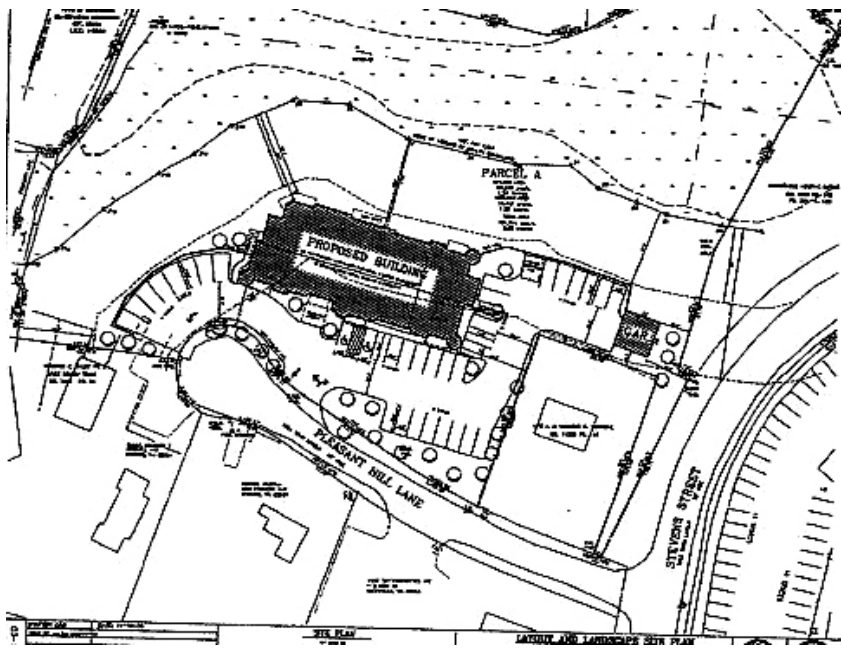
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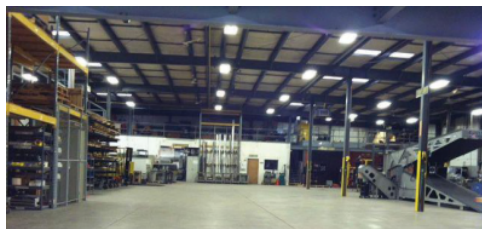
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WATERBURY, CT - For Sale: \$2,500,000

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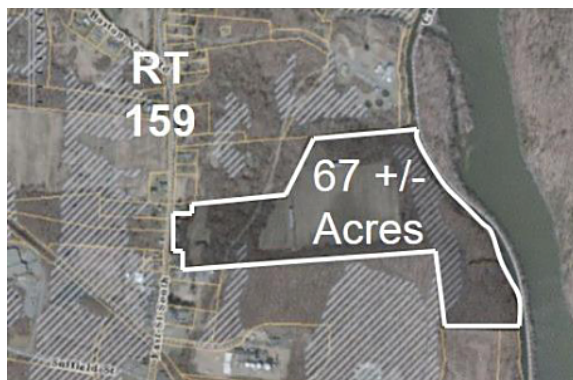
WATERBURY, CT - For Sale: \$900,000

11,520 SF commercial, former bowling alley on 1.66 acres with excellent visibility. Great location for grocery store, bank, restaurant or high traffic retailer. Neighboring tenants are: CVS, Mobile & Checkers.



NAUGATUCK, CT - For Lease: \$12 NNN

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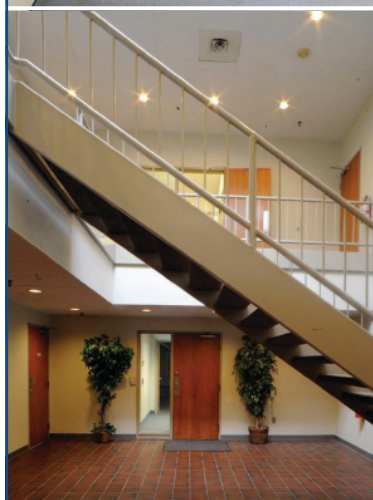


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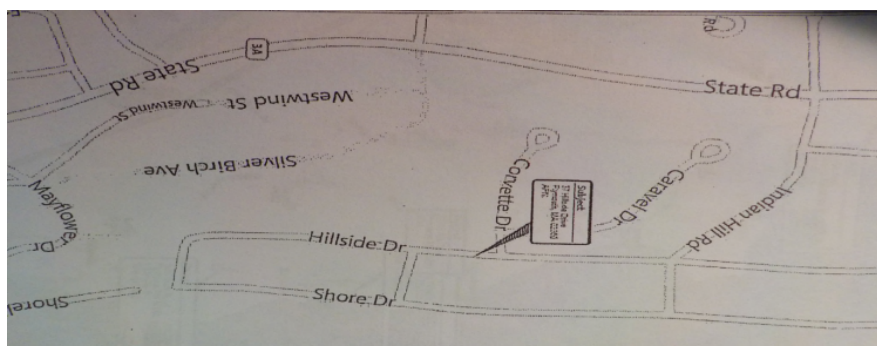
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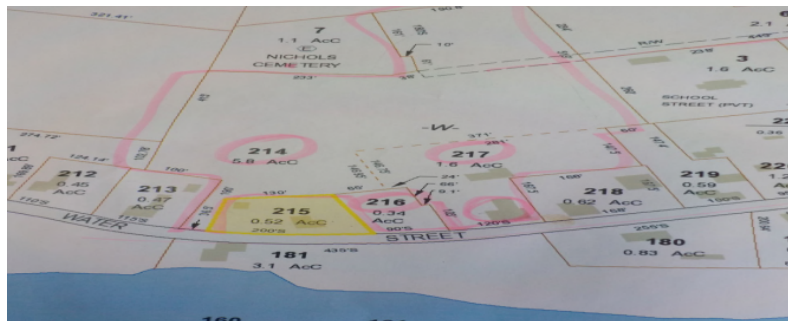
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Note: All information herein is according to information believed, but not guaranteed, to be correct. Call auctioneer for details. George A. Collias, MBA - MA Auctioneer's Lic. #662



Real Estate For Sale at Public Auction

**7.74 (+/-) Acres – Development Site – Former Assonet
Inn**

**16 Water Street
Freetown (Assonet), MA 02702**

**To Be Sold: Sat., October 20, 2018 at 12:00 PM (noon)
on the premises**

Outstanding Location – a sloping hillside property overlooking Taunton River, near Shepard's Cove, offering a 7.74 Acre parcel improved by a 7,192 SF Victorian style wood frame building (former Assonet Inn & apartments), a large detached barn & paved parking area. The possible three or four lot subdivision is: To Be Offered Individually & In The Entirety; original inn & barn on a 70K SF lot and two or three (3) 70K SF lots. **Terms of Sale:** \$10,000.00 Deposit to bid on each individual lot or \$20,000.00 Deposit to bid on the entirety – deposit in bank cashier's check; balance due in 50 days; other terms & conditions at sale. **Offering Strategy:** Bid Your Price! **Property Previews:** Sat., October 6th & 13th beginning at 11:00 AM sharp or one hour prior to the auction.

\$ Realtor Commission Available \$ – Call Auctioneers

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See listing & photographs at: auctionzip.com – ID #5964

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BRADY•SULLIVAN

P R O P E R T I E S

FOR LEASE

RIVERNECK ROAD PORTFOLIO

199 & 201 Riverneck Road, Chelmsford MA

This beautiful 21-acre property is comprised of two buildings measuring 94,828 and 90,399 square feet respectively.

Flexible floor plates, heavy power, excellent parking and a plush, park-like setting make this property an ideal destination for a corporate headquarters, as was demonstrated by the long-term tenancy of Mercury Systems.

The bustling Chelmsford office and R&D market is validated by the impressive array of corporate neighbors, including Thermo Fisher, Kronos, Analog Devices, and UPS, all with a large presence moments from the buildings.

While tenant demand continues to push outward from the Route 128 corridor, Brady Sullivan Properties is prepared to make a splash in the North sub-market at the Riverneck Road portfolio.



**Flexible Floor Plans &
Custom Space Planning**



**Campus Can Accommodate Office,
Flex, and R&D Users**



Polished Corporate Campus



**Centrally Located at the Intersection
of Route 495 & Route 3**

Ideal accommodations for office and industrial users alike.

For additional information please contact:

Charles Panasis

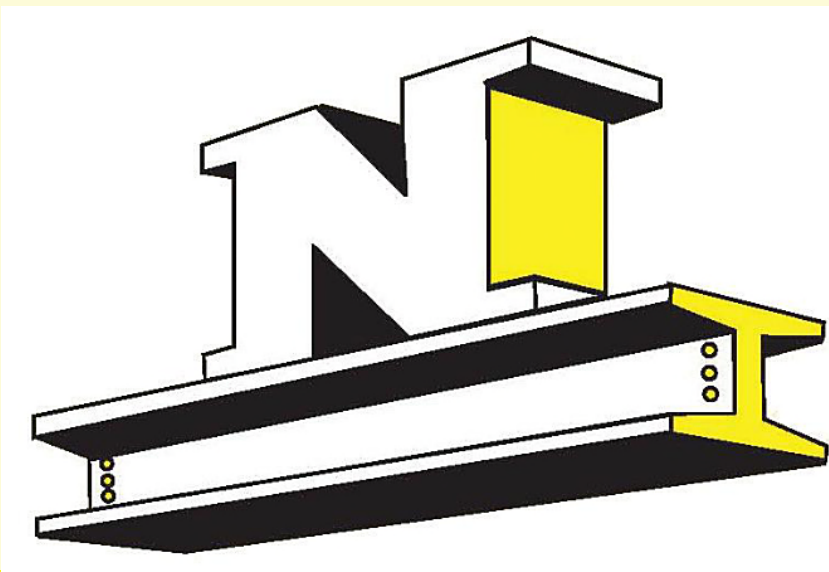
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Success!

We are honored to have served as counsel
in the **permitting** and **leasing** of the new
Oak Barrel Tavern in Sudbury, MA.



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