

Here's to a Bright 2021 for New England's Real Estate & Construction Communities!



RENDERING: SGA; LEGGAT MCCALL PROPERTIES / DLJ

Boynton Yards, Somerville, MA



RENDERING: STANTEC (ADD INC) and NORDBLOM COMPANY

The BEAT (former Boston Globe Headquarters), Boston, MA



PHOTO: ANDREW HORVITZ

Boston Children's Hospital at Brookline Place, Brookline, MA



PHOTO: BOSTON HERALD

Revolutionary Clinics - Cannabis Facility, Cambridge, MA



PHOTO: ALDON ELECTRIC, INC.

Ashland 5.8MW Solar Landfill, Ashland, MA

The electrical and tel/data contractors of NECA Boston Chapter, New Hampshire Division and Maine Division look forward to making the year ahead shine bright!

Rely on the power of quality electrical and tel/data construction.



www.bostonneca.org (877)NECA-IBEW 617-969-2521



FOR A COMPLETE LIST OF NECA GREATER BOSTON CONTRACTORS, VISIT WWW.BOSTONNECA.ORG

February 5-11, 2021

New England Real Estate Journal

EST
19
63

nerej

USA \$4.95

THE COMMERCIAL REAL ESTATE MEDIA SOURCE

Project of the Month

ODM PAGES 7-9C



Connolly Brothers finishes work on new 26,000 s/f corporate headquarters for Bio-Techne Corp.



Hilco and Redgate receive approval to redevelop the Edison Power Plant

ODM COVER C



Featured Property of the Month

NNE PAGE 8B

Donovan and O'Connell to revitalize downtown following approval of the \$10 million Residences at Bethel Station



Colliers handles \$23.3m portfolio sale to The Grossman Cos.

NE COVER A



NNE COVER B

Senné acquires 14,673 s/f retail pharmacy property for \$8.65m



Product of the Month

ODM PAGE 10C

Renukrete: Outdoors and indoors, restoring concrete floors to new life



Executive of the Month

ODM PAGE 5C

Lee Santos is the managing director of Performance Northeast Services, LLC

nerej.com

Sign up for Daily RE Cap!
Visit nerej.com/newsletter

Volume 60 • Issue 05

This Week's Sections

Front Section
Northern New England
Owners, Developers
& Managers
Billboard/Auctions

VIRTUAL CONFERENCE WEBINAR

Northern
New England
Coming February 24!

Columnist
Carol Todreas



NNE Spotlight!

Maine

NNE PAGES 7-12B



Property Management at its very best.

Robert Marcus Real Estate Company, Inc. has the resources, market knowledge and experience necessary to maximize potential in today's shifting commercial real estate climate.

PROPERTY MANAGEMENT / BROKERAGE / DEVELOPMENT

42 Glen Avenue, Newton, MA 02459 1.800.956.1113 617.277.1116 www.rmre.com

84 ACRE SITE

MAJOR DEVELOPMENT

262 SWANSEA MALL DRIVE, SWANSEA, MA

500,000 SF of mixed-use commercial office and retail space, ultimately creating a vibrant, experiential lifestyle center for Swansea and the neighboring communities.

- Major redevelopment of the former Swansea Mall
- 84-acre site with +/- 500,000 SF of existing buildings
- Will include a new build residential apartment community
- +/- 90,000 SF state-of-the-art self-storage facility
- Walmart anchored

Commercial Office Availability: 5,000 SF and up
 Retail Availability: 1,500 SF and up

THE SHOPPES
 AT SWANSEA
A Lifestyle Center



CONTACT US TODAY

JAMES TOBIN
 (603) 315-4668
 jtobin@bradysullivan.com

CHARLES PANASIS
 (603) 799-6926
 cpanasis@bradysullivan.com

BRADY SULLIVAN
 P R O P E R T I E S



HORVATH & TREMBLAY

INVESTMENT REAL ESTATE BROKERAGE MULTI-FAMILY | MIXED-USE | 1031 EXCHANGE



The Residences at Trowbridge
Cambridge, MA
\$15,000,000



24 Church Street
Watertown, MA
\$3,800,000



67-71 John Dunn Memorial Drive
Rockland, MA
\$1,985,000



25 & 29 Lambert Street
Cambridge, MA
\$3,565,000



308 Hollis Street
Framingham, MA
\$853,000



9-19 Brown Street
Waltham, MA
\$3,300,000



242 Main Street
Gloucester, MA
\$1,452,000



100 Prospect Street
Gloucester, MA
\$1,125,000



278 Beacon Street
Somerville, MA
\$14,600,000



42 Moseley Street
Dorchester, MA
\$1,325,000



Lafayette Street Portfolio
Rochester, NH
\$1,100,000



564 East Broadway
South Boston, MA
\$3,025,000

Michael Alvarez, NH Principal Broker



1,000+
TRANSACTIONS



\$6 BILLION+
IN RECENT TRANSACTIONS



TOP RANKED
INDUSTRY LEADING FIRM

HORVATHTREMBLAY.COM



639 Granite Street
Braintree, MA 02184
781-848-2500



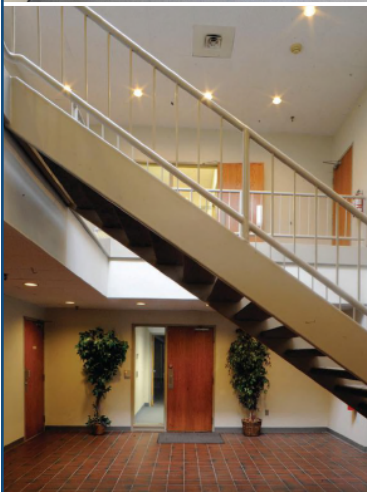
www.simoncompanies.com

Professional Developers,
Owners and Managers of
Commercial and Multifamily
Real Estate Since 1966.

Contact us to learn how our
third-party **Asset Optimization
Services** can increase the
value and efficiency of your
real estate holdings.

- Financial Management and Accounting
- Property Management and Maintenance
- Leasing Services
- Project and Construction Management
- Additional Advisory Services

AVAILABLE NOW! 48 SWORD STREET, AUBURN, MA 2,500-5,000 SQ. FT. PRIME OFFICE SPACE



FIRST FLOOR OF MODERN, TWO-STORY BUILDING

Conveniently located Near Rte. 146, I-290, I-190, I-395, I-495
and the Mass. Turnpike

BRIGHT AIRY SPACE / ROBUST DATA INFRASTRUCTURE /

RENOVATED LOBBY / AMPLE PARKING /

CONVENIENT TO SHOPPING AND RESTAURANTS / A MUST SEE!

SCHEDULE A VISIT TODAY. 978.365.4585 or rentals@aidc.com



AIDC

AUBURN INDUSTRIAL DEVELOPMENT CORPORATION
www.aidc.com



New England Real Estate Journal
nerej
One-on-One Interviews
with Rick Kaplan

Contact Rick Kaplan 800-654-4993, ext. 247, rkaplan@nerej.com
Sponsorship and Interview Opportunities Available.

Weekly interviews with top professional from all categories of CRE!
Watch a new interview every week!



Carol Todreas
Retail



Retail therapy: Stores in the time of COVID-19

Retail therapy is the pursuit of shopping to make one feel good, especially in times of stress. Coined in the 1980s when shopping became a national pastime and there were many more stores than today, shoppers flocked into stores and malls for well-being, as an escape.

Retail therapy needs a physical store and a live salesperson with whom to chat. Simple enough in preCOVID days, but given the pandemic and its resultant loss of stores, (over 30,000 expected to close in 2021) obtaining such therapy has become a problem leaving many seeking this form of therapy in a continual search for fulfillment.

Even before the pandemic, stores were closing and pickings were slim. But now finding interesting stores is reaching crisis conditions just as demand from every generation is rising.

Some shoppers have taken to combining walking and pop-up searching in malls, but mostly finding dated stores and several vacancies; others are masking up to walk around neighborhood centers hoping for a find ... even just one store will do.

Stores providing retail therapy these days are special. Discovering such a store, the shopper experiences an "A-HA" moment, breathes deeply and readies to buy.

Such is the case at two relatively new stores. 2nd Hand Rose and Your CBD Store Needham. Both located in Needham Town Center. Both retail therapy providers; both with excellent customer service, both aligned with the stars to be an integral part of the 21st century. Here is why:

2nd Hand Rose, a curated woman's consignment boutique with designer and contemporary brands of all categories of clothing and accessories. Not just your ordinary array of consignment goods, but more than that a visual pleasure dome of merchandise from designer sunglasses to every other category of women's apparel. Its not just the Chanel's and LV's that dazzle, it is the "feel" of the store, the comfort with the owners who actually help. The experience is fun and refreshing.

CONTINUED ON PAGE 6A

FOR SALE

25,200 SF OFFICE/MEDICAL



11 PLEASANT STREET CONNECTOR FRAMINGHAM, MA

RIGHT OFF ROUTE 9 ACROSS FROM CROSSING BOULEVARD



508-881-1600

New England Real Estate Journal
nerej
THE COMMERCIAL REAL ESTATE MEDIA SOURCE

David Sullivan, x210 Chief Financial Officer dsullivan@nerej.com
David Denelle, x283 General Manager ddenelle@nerej.com
John Picard, x250 President jpicard@nerej.com

Patty Colman, x251 Publishing Director pcolman@nerej.com
Roland Hopkins Founder
Karen Dowell, x254 Senior Vice President kdowell@nerej.com

Jeff Keller, x244 Publisher jkeller@nerej.com
Mike Campisi, x284 Publisher mcampisi@nerej.com
Rocco Laugelle, x241 Associate Publisher rlaugelle@nerej.com

Phone: 781-878-4540 | Toll Free: (Outside Mass.) 1-800-654-4993

Section Publishers

Billboard, Auctions, & Classified..... Karen Dowell, x254, kdowell@nerej.com
Connecticut..... Rocco Laugelle x241, rlaugelle@nerej.com
Construction, Design & Engineering..... John Picard, x250, jpicard@nerej.com
Financial Digest..... Jeff Keller, x244, jkeller@nerej.com
Massachusetts Patty Stone-Colman, x251, pstonecolman@nerej.com
Northern New England..... Patty Stone-Colman, x251, pstonecolman@nerej.com
Owners, Developers & Managers..... John Picard, x250, jpicard@nerej.com
Rhode Island Karen Dowell, x254, kdowell@nerej.com
Retail..... Mike Campisi x284, mcampisi@nerej.com
Spotlights Patty Stone-Colman, x251, pstonecolman@nerej.com

Section Schedules

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

Production Staff

Jill Graham, Editor, jgraham@nerej.com;
Jeanne Hardman, Art Director, jhardman@nerej.com;
Kathi Ferry, Art Specialist, kferry@nerej.com; Rick Kaplan, Events, rkaplan@nerej.com;
Tuyen Pham, Billing, tpham@nerej.com;

Tech Department

Jill Graham, jgraham@nerej.com, David Denelle, ddenelle@nerej.com

NEREJ Events

Rick Kaplan, rkaplan@nerej.com, John Picard, jpicard@nerej.com

New England Real Estate Journal
Published weekly for \$139 per year by East Coast Publications
17 Accord Park Drive, Unit 207, Norwell, MA 02061

Printed by: Graphic Developments, Inc.
80 Mayflower Dr., Hanover, MA 02339 | www.graphicdevelopments.com
Periodicals postage paid at Norwell, MA and additional mailing offices.
\$4.95 Single Copy, \$9.95 Special Issue. Subscriptions are non-refundable
Publication #ISSN 0028-4890 | USPS #378-860 | Vol. 60, No. 05
Mailing Address: P.O. Box 55, Accord, MA 02018
Express & Overnight Mail: 17 Accord Park Drive, Unit 207, Norwell, MA 02061
Phone: 781-878-4540 | Toll Free: 1-800-654-4993 | Fax: 781-871-1853 | www.nerej.com
POSTMASTER: Send address changes to New England Real Estate Journal, P.O. Box 55, Accord, MA 02018 or 17 Accord Park Drive, Unit 207, Norwell, MA 02061
REPORT AN ERROR IMMEDIATELY

New England Real Estate Journal will not be responsible for more than one incorrect insertion.
Disclaimer: The views expressed by contributing writers are not necessarily representative of the New England Real Estate Journal.



1-888-KENNEDY
CLEANING FLOORING RESTORATION
FIRE FLOOD SOOT DUCT CLEANING
INSURANCE SPECIALIST

SINCE 1978 KENNEDY CARPET

CARPET SALES | DISINFECTANT SERVICE | CLEANERS | RESTORATION

888-KENNEDY KENNEDYCARPET.COM

KENNEDY CARPET CLEANING

CARPET SALES & CLEANERS
FIRE FLOOD SOOT MOLD
DISINFECTANT SERVICES

FREE ESTIMATES

FOR SALE
77 CAR PARKING GARAGE
\$1.2 MILLION

180 Lancaster Street, Albany, NY



MOTIVATED SELLERS!

For more information, contact us at

GALLAGHER & COMPANY

(518) 432-9705

gallagherandcompany.com

ON BEHALF OF SELLER, TAURUS CD 184 BEVERLY TOWNHOMES LP Butler, St. John and McLaughlin of CBRE broker \$72.7 million sale

BEVERLY, MA CBRE has arranged the sale of Townhomes of Beverly, a 204-unit multifamily community located at 201 Broughton Dr., for \$72.7 million.

CBRE Capital Markets' multi-housing experts Simon Butler, Biria St. John and John McLaughlin exclusively represented the seller, Taurus CD 184 Beverly Townhomes LP, a joint venture between Boston-based Taurus Investment Holdings and PhilMor Real Estate Investments of Needham, Mass., and also procured the buyer, Broughton Drive Owner, LLC, an affiliate of The DSF Group.

The community is comprised of 204-direct entry townhouses spread over 12.6-acres of 28 separate, two-story townhouse buildings, as well as a new clubhouse, maintenance shop and laundry rooms. The



property offers three different unit styles, averaging 973 s/f and features a clubhouse with resident amenities including a pool, fitness center and

community room.

Townhomes of Beverly is located off Rte. 128/I-95 at exit 19, offering convenient access to numerous different employment centers throughout the Boston Metro and major employment further south along Rte. 128. Additionally, the property is less than a half-mile from the Montserrat commuter rail station, providing service to Boston's North Station. Townhomes of Beverly is a quarter-mile from Northshore Crossing, which is anchored by Whole Foods, Café Nero and other convenient retail, and is less than 10 minutes from the 1.7 million s/f North Shore Mall and 850,000 s/f Liberty Tree Mall.

"We are pleased to have represented both Taurus and PhilMor in the sale of Townhomes of Beverly, which reflects a very successful renovation and reposition of the community," said Butler.

"Townhomes of Beverly provides The DSF Group with the unique opportunity to generate strong long-term returns given the strategic location coupled with the quality of the asset and lack of new supply in the market," said St. John.

Retail therapy: Stores in the time of COVID-19

CONTINUED FROM PAGE 4A

Your CBD Store Needham is, in contrast, a minimalist designed boutique that feels more like a spa/salon than a retail store. The store sells organic CBD products derived from hemp. Inside the décor is harmonious with generous spacing between merchandise. Products include creams, pet products, bath and beauty accessories, and oil tinctures, all for well-being and healing pain. Journey here to discover, to explore and to feel good.

Retail therapy is a big reason we shop. It's time now to place such stores in town centers and in renovated shopping centers and malls. These are tenants of today who will gently ease us back from clicks into the pleasures of bricks. They make us feel good. And right now we can all use that.

Carol Todreas is a principal at Todreas Hanley Associates, Cambridge, Mass.



PR first!!!

781.681.6616

info@prfirst.com



About Vantage Builders

Founded in 2000, Vantage Builders is a full-service construction management, general contracting and design-build firm serving corporations, building owners, developers, property managers and institutions throughout New England. Our team of professionals is dedicated to successfully completing projects – from ground-up construction to tenant improvements and renovations – that create the environments in which our clients' employees thrive and their businesses succeed. We have extensive experience serving the corporate, retail, industrial, cannabis, healthcare and education markets. For more information, please visit www.vb-inc.com or follow us on LinkedIn, Instagram (@vantagebuilders) and Twitter (@VantageBldrs).

VANTAGE
BUILDERS, INC.
COMMERCIAL CONSTRUCTION

204 Second Avenue
Waltham, MA 02451
P: 781.895.3270
F: 781.895.3271

www.vb-inc.com



PRODUCED BY

New England Real Estate Journal New York Real Estate Journal
nerej nyrej

CORPORATE ROUND TABLE



with host Rick Kaplan

*Your company sponsored
interview with Rick Kaplan,
you can have up to four speakers
from your company on the
interview webinar style
discussing what your
company offers.
This is presented to a
national audience.*

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

BIG news small budget!



A one year \$139.00
subscription includes:

- The 55 year old New England Real Estate Journal delivered.
- Access to the digital edition on nerej.com.
- The Daily RE Cap newsletter which covers New England sales, leases, mortgages, construction and many activities linked to the multi-trillion dollar industry.

Subscribe to the
New England Real Estate Journal
nerej

Tel: 781-878-4540 | 800-654-4993
info@nerej.com | www.nerej.com

FOR SALE

**3 Survey Circle
Billerica, MA 01862**



VACANT - READY TO OCCUPY

- 9,216 ± sf two-story office building
- Four 2,304 ± sf units
- New roof (June 2020)
- Parking: 46 ± spaces
- Built 1987
- Lot: 54,951 SF
- Gas, electric, septic, sprinklers
- Zoned: General business
- Located 1.0 mile to Route 3

\$1,380,000.00

CARBONE Commercial Real Estate

Edward Carbone, CCIM
781-935-5444 (o)

Edward@CarboneRE.com
www.CarboneRE.com

REPS. SELLER AND PROCURES BUYER, LONGPOINT REALTY

Newmark completes sale of 217,592 s/f 11 Centennial Dr.

PEABODY, MA Newmark has completed the sale of 11 Centennial Dr., a “last-mile” warehouse/distribution facility located 15 miles north of Boston. The details of the sale were not disclosed.

Comprising 217,592 s/f, 11 Centennial Dr. is fully occupied by Cardinal Health, one of the largest drug wholesalers in the United States. Cardinal Health utilizes the property as a regional distribution facility to supply medical equipment and pharmaceuticals to hospitals, pharmacies and doctor’s offices across New England.

Newmark co-head of U.S. Capital Markets Robert Griffin, executive managing directors Tony Coskren, Ed Jarosz, Matthew Pullen and Rick Schuhwerk, managing directors Samantha Hallowell and Brian Pinch and associate Lizzie Kusbit of the firm’s Boston Capital Markets Group represented the seller and procured the buyer, Longpoint Realty Partners. Newmark senior financial analyst Dominick Romano provided financial analysis support.

“11 Centennial Dr. is a prime ‘last-mile’ facility given its cross-dock functionality and proximity to both Logan International Airport and downtown Boston,” said Coskren. “The I-95/Rte. 128 corridor is undergoing exceptional growth as a premier alternative for industrial and life science users that are increasingly being displaced from Greater Boston’s urban core by its skyrocketing rental rates and decreasing supply.”



11 Centennial Drive - Peabody, MA

Confalone named president of The Greater Boston Association of Realtors

CAMBRIDGE, MA Dino Confalone, associate director of sales at Gibson | Sotheby’s International Realty, has been named president of The Greater Boston Association of Realtors. Confalone brings over 30 years experience to this leadership position.

Confalone said, “The pandemic has made a lot of people re-evaluate their careers. As someone that got into real estate late in life, The Greater Boston Association of Realtors is here to strengthen our industry. Realtors are part of our communities. Realtors live in our neighborhoods, protect property interests and promote a vibrant environment. I look forward to contributing to our membership and continue to support home ownership,

investment, and property rights.”

Confalone joined Gibson | Sotheby’s in 2015 after spending several years as an agent leadership council member with Keller Williams Realty. In a dual capacity career; he previously worked as a management consultant / chief financial officer for a variety of companies in the Boston area.

A graduate of Suffolk University, Confalone volunteers as treasurer for The Cambridge Community of Real Estate Professionals Foundation, a 501(c)(3) primarily focusing on fundraising for “Our Place” Daycare Center for Homeless Children. He is also a founding member of The Greater Boston Realtor Board’s Global Business Council.

50 YEARS,
5,000 APARTMENTS...
and *Growing*

CELEBRATING 50 YEARS



Chestnut Hill Realty

1969 - 2019

**Help Us Grow
Our Multifamily Portfolio**

Call Director of Acquisitions,
Stephen Gladstone at (617) 323-8800

Markets may move up and down, but Chestnut Hill Realty always moves forward. Founded by Ed Zuker in 1969 we own and operate apartment communities in Eastern Massachusetts and Rhode Island. Chestnut Hill Realty is committed to customer service, environmental sustainability and strategic growth.

Referral Network

This Week's Real Estate Specialist - Andover, Mass.



Ron Fredette, CCIM, CIPS
138 River Rd., Andover, MA
Office: 978-475-2111
Cell: 603-540-4489
Email: ronald@kw.com

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

WITTEN OF MARCUS & MILLICHAP REPS BUYER, CONCRETE VENTURES

Lefebvre of Elm Grove Realty sells 40-unit apt. complex for \$5.45m

WESTFIELD, MA Matthew Lefebvre of The Lefebvre Team at Elm Grove Realty, based in Manchester, N.H., sold 200 Southwick Rd., a 40-unit apartment complex also known as Oakwood Terrace, for \$5.45 million. Lefebvre represented the sellers of the property, 2nd Oakwood Terrace, LLC. The buyer of the property was Concrete Ventures, LLC, represented by Gary Witten of Marcus & Millichap. Oakwood Terrace is a 34,188 s/f property consisting of 39 two-bedroom townhouse-style apartments, and one three-bedroom townhouse-style apartment.



Cushman & Wakefield releases focus group and survey data from industry leaders on post-pandemic workplace

BOSTON, MA Cushman & Wakefield released a report examining what industry leaders expect their future workplaces to look like in a post-pandemic environment following the anticipated successful distribution of the COVID-19 vaccination. The new report, "Workplace Ecosystems of the Future," developed by Cushman & Wakefield's global research team, includes focus group and survey insights from building owners with just under \$900 billion in assets under management, building occupiers representing \$574 billion in annual revenue, and business improvement district executive directors in major U.S. markets containing over 350 million s/f of office space. Among other findings, there is strong consensus among leaders that declines in workplace culture, inno-

vation and creativity are inevitable when people work entirely remotely. Hybrid working, where employees spend part of the week working in the office and the other part working from home or in a third location, is expected to more than double going forward, while exclusively remote structures will remain the exception. In addition, the real estate industry is expected to become nimbler as tenants require greater flexibility in terms of space, amenities and leasing terms. "These testimonies and research findings provide further evidence that people still need a space to collaborate, innovate and stay connected – and the office provides that," said David Smith, global head of occupier research at Cushman & Wakefield. "The pandemic has given us the opportunity to test remote work. Moving forward,

occupiers will need to strike the right balance between remote and in-office work, and our research indicates a need for fundamental change in the culture and flexibility of the real estate industry in order to remain relevant in a post-pandemic environment." This report is the latest and third of Cushman & Wakefield's four-part global research series exploring the impacts of COVID-19 on the future of office and the workplace, "New Perspective: From Pandemic to Performance." Parts 2 and 3 are derived from Cushman & Wakefield's own analysis of 5.5 million data points from workers around the globe, in affiliation with the George Washington University (GWU) School of Business Center for Real Estate and Urban Analysis and Places Platform, LLC, a place-based national real estate proptech firm.

West Hartford, Conn.

www.brodercommercial.com



43 North Main Street
West Hartford, CT 06107
860-249-1540

Space Available

To list your company
call Karen Dowell
781-878-4540 x254
kdowell@nerej.com
nerej.com

Milford, Conn.



680 Boston Post Rd., Milford, CT 06460
203-877-1345 / Fax: 203-877-6090
apreicon@gmail.com

South Windsor, Conn.



Mark F. Butler, Specialist
Residential & Commercial • Sales & Leasing
800-292-1102
950 Sullivan Ave., #19 South Windsor, CT 06074
mark@butco.net

Northern Rhode Island



SALES • APPRAISALS
DEVELOPMENT
-401-724-7980
bererealty@aol.com
869 Smithfield Ave., Lincoln, RI 02865

Providence, R.I.



146 Westminster Street, 2nd Floor
Providence, RI 02903
401-273-1980/Fax 421-4207
www.hayessherry.com

Cape Cod Mass.



REAL ESTATE MANAGEMENT

Post Office Square, 20F Camp Opechee Rd.
Centerville, MA 02632
508-775-0079
poyant1@verizon.net

Western Mass.



Macmillan Group, LLC
1500 Main Street, Suite 252
Springfield, MA 01115
413-240-2358
mhealy@macmillang.com

Burlington, Mass.



55 Cambridge St., Burlington, MA 01803
781-272-2899
www.rjkellycompany.com

Andover, Mass.



Ron Fredette, CCIM, CIPS
138 River Rd., Andover, MA
Office: 978-475-2111
Cell: 603-540-4489
Email: ronald@kw.com

Connecticut River Valley

Also Serving NH & VT



800-542-5188
www.townandcountryrealty.com
dchabot@townandcountryrealty.com

Londonderry, N.H.



Residential, Commercial and Industrial
Route 102, Londonderry, NH
603-432-7769 / Fax: 603-434-1545
www.tinkhamrealty.com
email: info@tinkhamrealty.com

Warwick, R.I.



www.ButlerRealty.us
or email Jeff Butler at jab@butlerrealty.us
Trusted Real Estate Service Since 1977
401-886-7800

Portsmouth, N.H.



The Kane Company
603-430-4000
netkane.com

Southern New Hampshire



veranicommercial.com

Res/Comm'l/Ind Consultants
One Verani Way, Londonderry, NH 03053
603-845-2500

Central New Hampshire

Brenda Litchfield, CCIM



2 1/2 Beacon Street, Suite 159
Concord, NH 03301
603-225-3200

brenda@concordcommercial.biz

Hanover/Lebanon, N.H.

Cam Brown, Managing Broker



93 So. Main St., West Lebanon, NH 03784
Office: (603) 298-8904
Cell (603) 252-8902

Bedford, N.H.



116 South River Road
Bedford NH • 603-668-7000
28 Deer Street Suite 301
Portsmouth, NH • 603-431-3001
www.nainorwoodgroup.com

Vermont



Vermont's Commercial Real Estate Leader
Since 1987
Sales & Leasing
Buyer/Tenant Representation
Site Selection
29 Church St., Burlington, VT 05401
802-878-9000, www.jldavisrealty.com

Nashua, N.H.



PROLMAN REALTY
100 Elm St.
Nashua, NH
603-880-6655
mark.prolman@prolmanrealty.com

The Best Way To Get The Picture



**Most of all;
when you want it right Call us!**
Aerial and Ground

AERIAL BOSTON PHOTOGRAPHERS
Tel 617-491-7474

www.aerialboston.com • www.bostonphotographers.com

AERIAL • VERTICAL AND PHOTOGRAMETRY
• ADVERTISING • COMMERCIAL • INDUSTRIAL • LEGAL

Serving the Construction and Real Estate Professionals for over 25 Years

INCLUDING THE \$8.35M SALE OF 701 & 713 BOSTON TPKE. NAI Glickman Kovago & Jacobs facilitates sales in Shrewsbury, MA

SHREWSBURY, MA NAI Glickman Kovago & Jacobs completed the sale of 701 & 713 Boston Turnpike.



Michael Jacobs



Jeff Borus

Michael Jacobs, principal and Jeff Borus, vice president assisted both the buyer, Boch Shrewsbury – Worcester, LLC, and the seller, Lilly Attell Realty Trust and Tim and Eileen Samara, in the transaction. Purchase price was \$8.35 million.

In addition, NAI Glickman Kovago & Jacobs facilitated the sale of the four buildings at 256, 258, 262 Boston Turnpike and 5 Stanley Rd. The 30,000



256, 258, 262 Boston Turnpike and 5 Stanley Road - Shrewsbury, MA

s/rectangular lot with four buildings and frontage on Rte. 9 was sold by the Frank Rossetti Trust for \$950,000 to Colton Land, LLC of Worcester. Jacobs represented the seller.

Nery of Coastal Commercial arranges sale of 4,684 s/f building in New Bedford, MA

NEW BEDFORD, MA Coastal Commercial Real Estate completed the sale of 32 Hillman St., located in the historic downtown area.

The building was owned by the seller Jon Ruel, D.M.D. and has been purchased by New Bedford Inc.

The seller was represented by Lori Nery, CBR, LMS, GRI, broker and vice-president of Coastal Commercial Real Estate. It was sold on December 30, and terms were undisclosed.

This two-story, 4,684 s/f mixed use medical/residential building sits on a corner lot overlooking the New Bedford Harbor and is located near Rte. 18, Rte. 195, bus routes, and the future commuter rail terminal.

Bulfinch names Yang as the firm's new COO

BOSTON, MA The Bulfinch Companies, Inc. (Bulfinch) has hired Pamela Yang, CFA, CPA, CMGA, as the firm's new chief operating officer. Yang will guide daily operations for Bulfinch, including assisting with strategic planning, overseeing the Boston office, and working closely with the financial reporting team and Bulfinch ownership.

Yang brings more than 25 years of financial and investment experience with her to Bulfinch. Most recently, Yang served as managing director,

head of charitable asset management, at State Street Global Advisors. Prior to joining State Street, Yang spent more than 18 years in several financial and leadership capacities at Harvard Management Company, Inc., including senior vice president, head of trust investments and operations, helping guide the company through substantial growth during her tenure. Pamela began her career at PricewaterhouseCoopers (PwC) as a senior associate in business assurance.

For full story visit nerej.com



New England
Real Estate Academy

Commercial Investment Real Estate Training
Qualified Massachusetts CE Credits
Live Lecture or Online Options Available

Online Video Option

- ✓ All Video
- ✓ No tests, exams or reading required
- ✓ Watch as much or as little in one sitting. Our system keeps track of your progress so you don't have to.
- ✓ Available 24/7 from any device with Internet access

12 Hour Package \$40

Or contact us to create a custom package for your company.

Live Lecture Option

2 - 12 Hour CE Packages Available

Available Subjects:

- Investment Property Basics
- Commercial Real Estate Basics
- 1031 Tax Deferred Exchange
- The Appraisal Process
- Residential Rental- Landlord Tenant Issues
- Commercial Brokerage: The lease offer and the Basics of a Lease- Part 1 and 2



Owner/Instructor:
Jeanne Barreta
CCIM

For more info about Jeanne or the classes,
check out the webpage
www.NewEnglandRealEstateAcademy.com
or give Jeanne a call at 508.952-1010



New England
Real Estate Academy

246 East Main Street, Norton MA 02766
508.332.5111
NewEnglandRealEstateAcademy.com



REALTOR® of Massachusetts

**Use this coupon and we will
WAIVE our
\$100 Application Fee**

Company Name: _____

Contact Person: _____

Address: _____

Phone: _____

Email: _____

REALTORS® Commercial
Alliance of Massachusetts
492 Washington Street
Auburn, MA 01501
Tel: 508-832-6600
www.rcama.org

BENEFITS OF MEMBERSHIP

*Ability to participate in a Commercial Information Exchange to market your listings nationwide.

*Be listed as a commercial REALTOR® on and have members-only access to the websites of RCA-MA, as well as the Massachusetts & National Association of REALTORS®.

*Use of NAR's distinctive red "Commercial Real Estate" REALTOR® logo, which is branded via national network t.v. advertising.

*Regular commercial real estate updates from NAR's REALTORS® Commercial Alliance.

*RCA-MA's quarterly e-newsletter and member emails — loaded with useful links and information specifically for commercial real estate practitioners in Massachusetts.

*Member discount to attend RCA-MA programs, including marketing sessions, networking, informative topics, and commercial CE courses for your MA license renewal.

*Access to the enormous benefits of Realtor® membership, such as lobbying on your behalf, the legal and technology Hotlines, alternative dispute resolution, top-flight research, and discounts on computers, office supplies, car rentals, tires, and more.

*Representation of your interests on the Massachusetts Association of REALTORS® Government Affairs Committee and Board of Directors.

*Opportunity to become involved in RCA-MA, including goal-setting, leadership opportunities, committee assignments, and more.

*Information on commercial real estate networking and educational opportunities via other groups.

Featuring AUCTIONS

James R. St. Jean
AUCTIONEERS & LIQUIDATORS


Over \$1 Billion in Offerings
Contained Within

New England Real Estate Journal

Classified Ad Section

Billboard

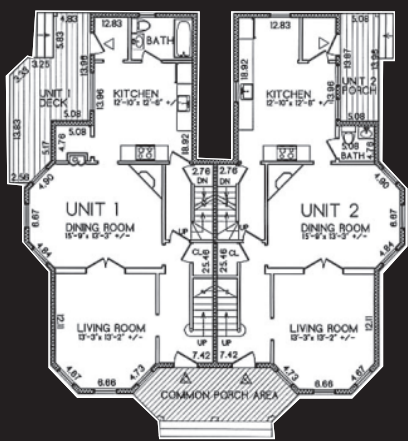
CAPE COD
Centerville

René L. Poyant, Inc.
REAL ESTATE MANAGEMENT

Post Office Square,
20F Camp Opechee Road
Centerville, MA 02632
Tel: 508-775-0079
Fax: 508-778-5688
poyant1@verizon.net

CONDO DOCS



MSH ARCHITECTURE ASSOCIATES
(617) 964-9812
www.condodocuments.com

IPSWICH, MA



5,000 SQUARE FEET LIGHT INDUSTRIAL SPACE

- 2 Drive-in doors - 14'
- 1,500 SF Office
- 15' - 20' Ceilings
- Very clean!
- 200 Amp 208 Volt Service

For Lease: \$5,000 Plus Utilities
Call Steve DeSisto



40 Kenoza Avenue • Haverhill, MA
Office: (978) 373-3897 • Cell: (978) 852-5559
email: sdesisto@coldwellbanker.com

Route 3 Industrial Park
Weymouth, MA

FOR LEASE
2,500 - 15,000 SF Units



36 - 106 Finnell Drive

Office, warehouse, manufacturing and service-based businesses

21 Ft. Ceilings - Highway Access

RIVERSIDE PROPERTIES, INC. blevy@riversideprop.com
(781) 237-8880 x 219

MB Tractor
South Windsor, CT



Fastenal - Lease Renewal
Bloomfield, CT



For Sale
The Mattress Firm

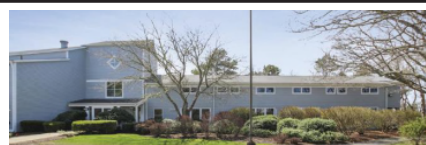


20 year Profitable History at this Location. Western MA Regional Trade area 7.5 Years Remaining on a 10 Year Term \$1,325,000 6.5% Cap Rate.



COMMERCIAL REAL ESTATE
Real Estate Advisory Group NE
860-305-7466
Fax 860-783-5263
www.Reagne.com • dan@reagne.com
Dan Rosow
85 Felt Road, Suite 504, South Windsor, CT 06074

OFFICE FOR LEASE
18,610 SQUARE FEET
\$15.00 - \$17.00/SF/YEAR
765 Attucks Lane, Hyannis, MA



Excellent building in a prime location!!! 3 floors of waterfront, elevator serviced, office space. The owner has offered a generous build-out allowance and has developed flexible floor-plan options. Starting at 2,000± square feet.

- ☐ Route 132 corridor, minutes to anything
- ☐ 1.3 miles to Barnstable Airport



Contact: John Shields
508-776-0312
jshields@therealtyadvisory.com

SVN
THE MASIELLO GROUP

NORTHERN NEW ENGLAND'S
TRUSTED COMMERCIAL EXPERTS

Call Us Today: 833-746-6479
www.SVNMasielloGroup.com

FOR SALE
MERRIMACK, NH
INDUSTRIAL BUILDING
- \$4,200,000 -
68,870± SF on 9.5 Acres



Great location. Expansion available. Tenant occupied. Owner to lease back majority of space. Another tenant occupies space as well. More than ample parking. Easy access to major highways.

Call for further details

David A. Grappone
KW Commercial NH
Direct 603-836-2632 Cell 978-761-3557
dgrappone@kw.com • www.kwcommercialnh.com

FOR LEASE
1-2-3 YEAR SUBLEASES
OFFICE - LAB - FLEX - INDUSTRIAL

Move Business Closer To Employees

Andover: Office 4,063 SF
Beverly: Lab 2,511 SF
Wilmington: Flex 6,589 SF
Woburn: Research & Lab 3,600 SF
Flex Showroom: 2,440 SF
Office 1,925 sf
Industrial: 5,050-10,100 SF

Flexible Terms Up To 5 Years



Marianne E. Wronka
781-229-2233
www.wronkaltd.com



FOR LEASE
AUBURN, MA
OFFICE / WAREHOUSE



OFFICE SPACE
10,000, 5,000, 2,500 & 1,500 sf

WAREHOUSE SPACE
5,000 sf, 10,000 sf
15,000 sf, 20,000 sf
35,000 sf & 50,000 sf

Convenient access to I-190, 290, 395, 495, Mass Pike & Rtes. 20 & 146

Call **978-365-4585**
AUBURN INDUSTRIAL DEV. CORP.
www.aidc.com

FOR LEASE
FORMER BANK BRANCH
115 Daniel Webster Highway
Nashua, NH



\$30.00 PSF NNN

Architecturally designed, attractive, free-standing 2,200 square foot building, ideal for a bank branch, retail or any high profile use in one of the most prestigious retail trade areas in New Hampshire.



603-880-6655
www.prolmanrealty.com



CAPE COD • FOR SALE OR LEASE



FOR SALE OR LEASE 5 INDUSTRIAL DRIVE, MATTAPOISETT, MA *1 Mile from I-195 & 6 Miles from New Bedford*



147,000 TOTAL SF

100,000 SF Warehouse

**17,000 SF Mezzanine -
Over 150 lb. Load Capacity (Very Heavy)**

36,000 SF Office - 1st & 2nd Floors

— ALSO AVAILABLE 5 1/2 ACRE LOT —

Property Specifications

- Building Size: 118,000 SF
- Utilities: Municipal Water and Gas
- Zoning: Industrial
- Sewer line being installed now
- Land Size: 10.87 Acres
- Clear Height: 18' to 24'
- Lease Rate: To Be Negotiated
- Parking - 200+ cars

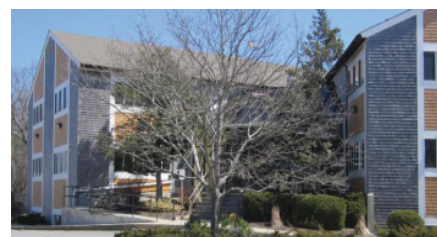
Sale Price: Call for Details



**973 - Rte. 132 (Golden Mile)
Hyannis, MA**
Opposite Whole Foods Supermarket
**For Lease
Office/Retail**
Several Units Available:
1200 SF - 3,800 SF



**3821 Falmouth Road
Marstons Mills, MA**
**For Sale Plaza
Anchored by
Dominos & Dunkin Donuts**
A plaza with 10 buildings offered at
\$4,200,000



**310 Barnstable Road
Hyannis, MA**
For Sale
28,000 SF office building

**Willow Street
Yarmouth, MA**
For Sale/Lease



1/4 mile from exit 7; buy or lease finished lots for office building or build-to-suit



106 Falmouth Road, Mashpee, MA
For Lease • Retail
Total Space Available: 8,300 SF
Neighbors include: Ferguson Showroom,
Boston Interiors and Planet Fitness



1121 Rte. 28, South Yarmouth, MA
For Sale
Seller is offering 9 residential
condominium permits with plans.
6-2 bedrooms & 3-1 bedroom units.
Convenient to shopping, easy access to
Route 6. **\$489,000**. Call for details



259 B North Street, Hyannis, MA
For Lease Office/Medical
8,000 sf, the entire building. Suitable for
office (former social security office) or
medical. In the heart of Hyannis with
plenty of parking.
Total Space Available: 8,000 SF



45-75 Perseverance Way, Hyannis, MA
For Lease Office
This is a high tech state of the art facility. It is climate
controlled and includes all utilities and services except
for voice and data. The building has a cafeteria and
receptionist.
Suites are available in 7,000 sf -12,000 sf range.
**Also Available: 60,000 SF R&D/Office/Medical
Approvals In Place**

IF YOU DON'T SEE WHAT YOU WANT ... WE HAVE DOZENS MORE!

HOLLY MANAGEMENT

508-328-9090 • tbusby@hollymanagement.com

New England

For Sale Lease Wanted

Available
 1,600 sq ft
 1,250 sq ft
 960 sq ft

For Lease
 Traffic - 22,000/day Red
 Light in front of center

Brokers Invited

1201 Fall River Ave, Seekonk, MA
 17,000 sq ft

\$18.50/ sq ft
 Triple Net
 Plus CAM

MAF Realty, LLC

401-258-3229
 Frank Cassisi,
 Manager

401-258-1011
 Frank Cassisi




Major 45 Unit Franchisee Expanding in New England

MASS Eastern Mass - from Boston North and West to Rte. 495, from Boston South including all of Cape Cod

NH Entire State

MAINE From NH line to Mid-State

LAND SIZE: Minimum 3/4 acre buildable
BUILDING SIZE: 2,600 s.f. to 3,500 s.f. - 40-80 seats with drive-thru
DEAL TYPE: Purchase or Ground Lease

Exclusive Franchisee Broker: Mark Shair
 M&J Associates, Inc. - Tel: 617-454-1030
 Email: mshair1943@gmail.com

NOTICE OF RECEIVER'S SALE BY THE RECEIVER, JOHN A. DORSEY, ESQ.

To All Interested Parties: On February 8, 2021, at 12:00 p.m. the Receiver will seek approval to sell the Real Estate located at 31 Benefit Street, Pawtucket, RI (the "Real Estate"). Any Party may attend the hearing and present higher or better offers for the Real Estate. \$5,000.00 in certified funds made payable to the Receiver is required to bid.



- The Real Estate consists of approximately 0.14 acres of land.
- The Real Estate is located in the "Residential Multi-Family Zone", ("RM"), of the City of Pawtucket Zoning Map. The Real Estate is located conveniently close to restaurants and a playground and is located in very close proximity to Broadway.
- Situated upon the Real Estate is a single-family residential structure. The Structure is a 1.75 story "Conventional" style home built in 1920 and is situated with six (6) total rooms, including three (3) bedrooms, one (1) full bathroom, and one (1) half bathroom for a total of 1,123 square feet of above-ground livable space.
- Located beside the Structure is a detached single vehicle garage, along with a private, off-street, paved driveway with parking available for at least two (2) vehicles.

The Receiver has accepted an offer to purchase in the amount of \$45,000.00
 Subject to Court approval and higher or better bids.

For any party interested in submitting a competing bid, a copy of the current offer is available upon request. An Offering Memorandum and Abatement Template is available at www.frlawri.com. Comprehensive materials regarding the Real Estate are also available upon request. All inquiries may be directed to the Receiver at: jdorsey@frlawri.com

FERRUCCI RUSO PC
 55 PINE STREET • PROVIDENCE, RI 02903
 (T) 401.455.1000
 Email: jdorsey@frlawri.com

FERRUCCI RUSO BUSINESS LITIGATION
 RECEIVERSHIP
 PROJECT DEVELOPMENT

FOR SALE

**Double Space
 (5" x 3-5/8")**

Please bill me


(4 Fridays) \$480
 (2 Fridays) \$280

Pay in advance - SAVE

Prepay — Check/Charge

(6 Fridays) \$400
 (2 Fridays) \$240

Call Karen Dowell
 (781) 878-4540 x254
 FAX (781) 871-1853 or
 email: kdowell@nerej.com
 website: www.nerej.com



Office / Retail

For Sale Lease Wanted

**Office Space
Retail Space**

**Condos
R&D**

**Warehouses
Sites**

305 INDUSTRIAL PARK - 7.49 ACRES
Site Planned for 4 12,000 SF Buildings

*Liberty Lane (East)
"305 Industrial Park West"
Kingston, RI!*

7.49 Acres (326,342 SF) zoned industrial uses. Town approved for 48,000 SF of building footprint. Will subdivide, will lease, will consider any proposition. Additional land available if needed.



\$1,300,000



Call Ned Caswell for Details - 401-741-4044

RE/MAX® Flagship

QUINCY, MA

Brick Office Building

Approx. 9,000 Sq. Ft. Gross Area

Business Zoned. Built in the 1980's.

Near Quincy Center and Quincy Adams T-Station.

Great location for apartment or condo conversion

617-773-6898

QUINCY, MA
Wollaston Center
(Less than 500 ft. from T-Station)

— LAND —

**Approx. 31,000 sq. ft
Business Zoned Land**

Uses include: Retail, Bank, Trust Co., Apartment or Condos

Currently apartments. Possibly higher better uses.

617-773-6898

**119 Herbert St.
Framingham, MA**

\$3.15 M



Offered for sale for the first time since it was constructed in 1984, 119 Herbert St., Framingham is a multi-tenanted industrial/flex/office building of 42,000± SF situated on a 2.33 acre lot.

Outstanding opportunity for a new owner to occupy up to 17,995 SF of industrial space with multiple drive-in doors and 22' clear height, available 10/1/21.



Phoenix
COMMERCIAL REAL ESTATE

david.tognacci@phoenixcre.com
508-820-0133

New England

For Sale Lease Wanted

NOTICE OF RECEIVER'S SALE BY THE RECEIVER, JOHN A. DORSEY, ESQ.

To All Interested Parties: On February 11, 2021, at 4:30 p.m. the Receiver will seek approval to sell the Real Estate located at 118 Hall Street, East Providence, RI (the "Real Estate"). Any Party may attend the hearing and present higher or better offers for the Real Estate. \$5,000.00 in certified funds made payable to the Receiver is required to bid.



- The Real Estate consists of approximately 0.10 acres of land.
- The Real Estate is located in the "R-6 Zoning District", of the City of East Providence Zoning Map. The Real Estate is located conveniently close to Waterman Avenue and Taunton Avenue. The Real Estate is also conveniently close to the RI-195 highway.
- Situated upon the Real Estate is a single-family residential structure. The Structure is a 1.50 story "Conventional" style home built in 1920 and is situated with five (5) total rooms, including two (2) bedrooms, one (1) full bathroom for a total of 792 square feet of above-ground livable space.
- Beside the residential structure is a private, off-street, paved driveway with parking available for at least two (2) vehicles.

The Receiver has accepted an offer to purchase in the amount of \$85,000.00 Subject to Court approval and higher or better bids.

For any party interested in submitting a competing bid, a copy of the current offer is available upon request. An Offering Memorandum and Abatement Template is available at www.frlawri.com. All inquiries may be directed to the Receiver at: jdorsey@frlawri.com



FERRUCCI RUSSO PC
 55 PINE STREET • PROVIDENCE, RI 02903
 (T) 401.455.1000
 Email: jdorsey@frlawri.com

BACK AT WORK OR WORKING REMOTELY

Appear in the largest weekly commercial/investment newspaper in the country online! www.nerej.com
Includes direct link to your website or email address

BILLBOARD ADVERTISING AD RATES

Name _____
 Company _____
 Address _____
 City _____
 State _____ Zip _____
 Phone _____ Fax _____
 E-Mail _____
 Web Address _____

Single Block
 2 3/8" x 3 5/8"
 Once \$95 / Twice \$160
 5 issues \$300
 Prepay Check / Charge \$250
Pre Pay and get two extra weeks on us.

Double Block
 5" x 3 5/8"
 Once \$160 / Twice \$280
 5 issues \$575
 Prepay Check/Charge \$475
Pre Pay and get two extra weeks on us.



New England Real Estate Journal is published every Friday. You may change copy during scheduled run.

Other Rates & Sizes Available

Single Block
 2 3/8" x 3 5/8"

Double Block
 5" x 3 5/8"

Karen Dowell - kdowell@nerej.com
781-878-4540 x254 • Fax 781-871-1853 • www.nerej.com

Auctions

New England Auctioneers Specializing in Commercial/Industrial Real Estate

Aaron Posnik
AUCTIONEERS • APPRAISERS

Corporate Office "Established in 1932" 31 Capital Drive West Springfield, MA 01089 (413) 733-5238 • Fax 731-5946 MA Auc. Lic. #161

Branch Office P.O. BOX 247 Malvern (Philadelphia), PA 19355 (610) 853-6655 • Fax 853-6633 PA Auc. Lic. # AY-000241-L

• INDUSTRIAL PLANTS • MACHINERY •
• CONSTRUCTION EQUIPMENT •
• COMMERCIAL, INDUSTRIAL & RESIDENTIAL REAL ESTATE •

TOLL FREE 1-877-POSNIK-1 (767-6451)
visit our website at www.posnik.com • Email us at info@posnik.com

AMG AUCTION MARKETING GROUP

High Performance Auctions

www.amgss.com
800.209.3900

Dale W. Schaetzke, CAI, AARE, CES, GRI
Auctioneer/Broker/Realtor®

STANLEY J. **PAINÉ**
AUCTIONEERS

373 BOYLSTON ST., NEWTON, MA 02459
617-731-4455
www.paineauctioneers.com
MA Lic. #120 • NH Lic. #2779 • RI Lic. #0546

HARV LEVIN, INC.
Auctioneers

The man with the "Golden Gavel"®

P.O. Box 2114 • New Castle, NH 03854
(800) 522-8488 • (603) 436-6711 fax

• NH Lic. #2736 • MA Lic. #1541 • ME Lic. #AUC957
RI Lic. #7774 - VT Lic., #057-0002209 -
FL. Lic. #AU 2301

www.auctionsnewengland.com
info@auctionsnewengland.com

Est. 1976

PAUL MCINNIS INC
AUCTIONS • REAL ESTATE • RESULTS

Real Estate Auctions and Brokerage throughout the Northeast

Paul McInnis - paul@paulmcinnis.com
Justin Conway - justin@paulmcinnis.com
www.paulmcinnis.com
(603) 964-1301

Mass. License #2581

Resnick
AUCTION GROUP

1028 Commonwealth Ave., Boston, MA 02215
AUCTIONEERS • REAL ESTATE

Telephone: 617.730.9800
Sam Resnick President Fax: 617.730.9922
email: sam@exitboston.com

SALVADORE
AUCTIONS & APPRAISALS, INC.

750 Boston Neck Road • Narragansett, RI 02882
Phone: 401.792.4300 Fax: 401.792.4337
Auctioneer: Michael Salvadore Jr.
RI Lic. #1907 MA Lic. #380 NH Lic. #5052

Auctions • Appraisals
Liquidations

email us at: Auctions@siaai.com

James R. St. Jean
AUCTIONEERS & LIQUIDATORS

SPECIALIZING IN:
Commercial, Residential,
and Industrial Real Estate

45 Exeter Road, P.O. Box 400
Epping, NH 03042
1-800-639-1810
www.jsjauctions.com

JJ Manning
AUCTIONEERS

Over 16,000 Successful Real Estate Auctions
Since 1976

800.521.0111 www.JJManning.com

PAUL E. Saperstein Co.
AUCTIONEERS & APPRAISERS

Bringing Buyers and Sellers Together

- Foreclosures • Private Owner Sales
- Bankruptcies • Condominium Liens
- Secured Party & Commissioner's Sales
- Commercial & Residential Sales

"PESCO" has been New England's preeminent auction and appraisal firm throughout our 50 years in business, since opening in 1963. We are committed to delivering the highest quality real estate and equipment auctions as well as appraisal services to our clients for SUPERIOR results.

144 Centre Street, Holbrook, MA 02343 • Tel: 617-227-6553
Visit our website at www.pesco.com
MA Lic 295, N.H 2508, R.I 4035, VT 057-0002204

SULLIVAN & SULLIVAN
AUCTIONEERS • LLC

A Trusted Leader in Commercial & Residential Real Estate Auctions.

Best-in-Class Reputation, Technology, Service & Results.

Marianne Sullivan
President, Lead Auctioneer

sullivan-auctioneers.com
MASSACHUSETTS | NEW HAMPSHIRE | RHODE ISLAND
617-350-7700 (MA) | 401-585-7793 (RI)

tranzon®

207-775-4300
www.tranzon.com

TRANZON AUCTION PROPERTIES
SERVING CLIENTS IN NEW ENGLAND, NEW JERSEY & UPSTATE NEW YORK
WITH OFFICES IN:
PORTLAND, MAINE, WAKEFIELD, MASSACHUSETTS
WESTPORT, CONNECTICUT, KENMORE, NEW YORK
SOMERSET, NEW JERSEY

There are Two Ways to Sell Real Property – On the Market for Months or Off the Market in Minutes. Take Action! Have an Auction. The Auction Advantage!

Commercial & Residential Real Estate Auctions
auctionzip.com – ID #5964
Southcoast Auctions & Realty, Inc. - George A. Collias
A Reputation for Results – for over 30 years
(508) 679-7919

This Space Available

If you would like to be included on this page contact:

Karen Dowell
Phone: 781-878-4540 x254
Fax: 781-871-1853
email: kdowell@nerej.com
www.nerej.com

Auctions

AUCTIONEERS • APPRAISERS

PAUL E. SAPERSTEIN CO., INC.

144 Centre Street, Holbrook, MA 02343

Tel: 617-227-6553 • www.pesco.com

MA Lic 295, N.H 2508, R.I 9246, VT 057-0002204

(2) Mortgagee's Sales of Real Estate at Public Auction

NANTUCKET 2 VACANT LOTS

**1 & 2 WINDSOR RD., NANTUCKET (SIASCONSET), MA
THURS, FEB 25, 2021 STARTING AT 12PM**

Properties to be auctioned separately.

1 Windsor Road at 12pm & 2 Windsor Road at 12:30pm.

1 Windsor Road: A 50,056+/-sf lot of vacant land. Parcel Info: Map 49, Parcel 195.
2 Windsor Road: A 126,722+/-sf lot of vacant land. Parcel Info: Map 49, Parcel 194. Both lots have foundation installed and zoned residential (SR20).

Visit www.pesco.com for more details. Terms of Sale: A deposit **\$20,000 per sale** by cash, certified or bank check will be required at the time & place of sale & balance due within 30 days. All other terms announced at sale. **Neither Auctioneer nor Mortgagee nor Attorney make any representations as to the accuracy of the information contained herein.** Gaughen, Gaughen, Lane & Hernando, LLP, E. Weymouth, MA, Attorney for Mortgagee. **Please follow current state and CDC COVID-19 guidelines, Social Distancing & Masks required at sale.**

AUCTIONEERS • APPRAISERS

PAUL E. SAPERSTEIN CO., INC.

144 Centre Street, Holbrook, MA 02343

Tel: 617-227-6553 • www.pesco.com

MA Lic 295, N.H 2508, R.I 9246, VT 057-0002204

Mortgagee's Sale of Real Estate at Public Auction

BEVERLY – Potential Development Comm'l Office Bldg Industrial Warehouse

**95 SAM FONZO DRIVE, BEVERLY, MA
WED, FEB 24, 2021 @ 11AM**

102,086+/-sf lot of land improved by a 2-story 28,200+/-sf comm'l office building under construction. Exterior shell of the bldg. is complete, all perimeter walls have been installed, the site has been graded & the area around the bldg. has been paved. 1st floor is 15,000+/-sf and the mezzanine is intended to be 13,200+/-sf. **Terms of Sale:** A deposit of **\$100,000** by cash, certified or bank check will be required at the time & place of the sale & balance due no later than 30 days after the date of the sale. All other terms announced at sales. **Neither Auctioneer nor Attorney nor Mortgagee makes any representations as to the accuracy of the information contained herein.** Riccardo L. Rullo, Esq., Somerville, MA, Attorney for Mortgagee. **Please follow current state and CDC COVID-19 guidelines, Masks & Social Distancing required at sales.**

MORTGAGEE'S SALE OF REAL ESTATE AT PUBLIC AUCTION

**Thurs, Feb. 18, 2021 at 1:00 PM
2 Northern Boulevard
PLUM ISLAND, NEWBURY**

OCEANFRONT COMMERCIAL/RESIDENTIAL MIXED-USE PROPERTY



A unique beach/oceanfront property. Situated on approx. 16,507 s/f of land (0.379 acres) is a two-story mixed-use bldg. located on Plum Island at the intersection of Plum Island Blvd. and Northern Blvd. First floor is an ice cream/restaurant most recently known as Georgie Porgie Ice Cream/ The Beachfront with take-out windows. The second floor is an apartment with ocean views. Large outside decks with beautiful ocean views. Zoning: Residential-Agriculture District. Do not miss this opportunity. Call for more info.

TERMS OF SALE(S): A deposit of \$10,000 by certified or bank check will be required to be paid at the time and place of sale. Balance paid within thirty (30) days. This is for informational purposes only and no representation, guarantee or warranty, expressed or implied, is made as to the accuracy of this information. Bidders must rely on their own due diligence. Property sold "as is". Other terms announced at sale.

monroe auction group
auctioneers and appraisers
MA LIC #1029 · 617-306-6575
www.monroeauctiongroup.com

ATTENTION

Auction Companies

*Reach the people who want to attend your presentation
and buy your properties*

THE NEW ENGLAND REAL ESTATE BILLBOARD WEEKLY

***Readership 40,000 + per issue**

***Large display ads - 5" x 6"**

(Larger sizes available)

For the past FIFTY-FIVE years OWNERS, DEVELOPERS AND BROKERS have been selling and leasing their commercial properties through the country's largest real estate weekly newspaper - NEW ENGLAND REAL ESTATE JOURNAL. The JOURNAL has probably marketed more commercial property than all the Sunday newspapers in the region put together.

Call Karen Dowell

Digital Edition: www.nerej.com

(781) 878-4540 x254

email: kdowell@nerej.com



Cummins offers cost-effective **built-to-suit space** and expandable **lab facilities** in **tech/science clusters** north of Boston. With broad **in-house expertise**, we are uniquely positioned to deliver specialized labs quickly for life sciences, biomanufacturing, pharma, and research firms.

- Ample free parking
- Expansion space guarantee
- Easy access, minutes from I-93 and I-95/Route 128
- Area amenities, including restaurants, hotels, and shopping
- Most Cummins' communities have earned **MassBio's Platinum Level BioReady® Community** rating

Join dozens of other life science firms at Cummins:



Rates 1/3 to 1/2 the cost of leasing in Boston or Cambridge

Biotech labs, chem labs, clean rooms, and dry rooms

In-house leasing, design, construction, and permitting

Faster delivery with in-stock inventory of hoods, casework, and HVAC equipment

From 1,000 SF to 50,000 SF turn-key and build-to-suit



cpmanagement

Commercial & Residential
Property Management

11 Court Street, Exeter, NH 03833
p. 603.778.6300
info@cpmanagement.com
www.cpmanagement.com

February 5 - 11, 2021
Section B

Northern New England



nerej

THE COMMERCIAL REAL ESTATE MEDIA SOURCE

Quick Read

**Stebbins brokers
three leases for
15,200 s/f**



SEE PAGE 2B

**Bacon and Farley
of SVN|Masiello
sell car wash**



SEE PAGE 4B

Featured Property of the Month

**Donovan and
O'Connell to
revitalize
downtown
following approval
of \$10m Residences
at Bethel Station**



SEE PAGE 8B

20 Pages

Maine Spotlight..... 7-10B
Service Directory..... 13B
NH CIBOR 16-17B

New England
Real Estate Journal

f t YouTube in n nerej.com

ASSISTED BY HORVATH & TREMBLAY, FIRST AMERICAN TITLE, AND NEWBURYPORT BANK

Senné acquires 14,673 s/f retail pharmacy property for \$8.65m

GOFFSTOWN, NH Senné has acquired 577 Mast Rd., a standalone 14,673 s/f retail pharmacy property with parking and two drive-through windows to facilitate mobile pickup which has been valuable during the COVID-19 pandemic. The property, tenanted by Rite Aid under a long-term lease agreement, is anticipated to generate strong annual investor cash returns over the investment hold period. The \$8.65 million purchase was completed with a combination of syndicated private equity from multiple investors and long term bank financing: Newburyport Bank, Newland Development Associates LLC, Horvath & Tremblay, and First American Title which all played key roles in assisting Senné in completing the acquisition.

“We are happy to confirm another smooth and successful transaction for our real estate syndication business. Even in current market conditions, we see continued growth in this area of our business and have no plans of slowing down in the coming years. This purchase in New Hampshire furthers our commitment to investing locally in our surrounding communities,” said William Senné, president

TFMoran honored

BEDFORD, NH TFMoran has been recognized by The Registry Review, as a Gold-rating recipient in their first ‘Best of 2020’ readers’ survey.

TFMoran was voted the gold winner for ‘Best Engineering Firm’, and the gold winner for ‘Best Landscape Architect’ in the commercial real estate category. The Registry Review’s readers cast their votes online for the best providers of services and goods in the real estate and banking industries. This poll was put together to measure the loyalty and satisfaction of readers.

TFMoran, Inc. is one of the largest full-service engineering firms in New Hampshire, with offices in Bedford and Portsmouth. The firm’s services include: civil, structural, traffic and transportation engineering, land surveying, landscape architecture, environmental permitting, storm-water monitoring, and construction support services.



577 Mast Road - Rite Aid Pharmacy - Goffstown, NH

and CEO of Senné. “We are always open to exploring opportunities with partners new and old, who share our vision as we invest in the commercial property landscape of New England.”

Senné selected this property as the pharmacy is an essential business with a strong in-store sales track record. It has been significantly less affected by the COVID-19 pandemic and is

anticipated to be a resilient business in the coming years. This Rite Aid location was thriving pre-pandemic and will continue to be an important business in this growing suburban community for many years to come.

Through a vertically integrated structure, the Senné team will manage the day-to-day operations of 577 Mast Rd. and handle all asset management, accounting, finance, investor and tax reporting, and regulatory compliance for the investment. This syndication provides our investors the opportunity to have a passive alternative investment with frequent and predictable cash flow for additional portfolio diversification and downside risk protection. Senné anticipates the next round of syndication deals will come to market in the first quarter of 2021.

For full story visit nerej.com

PASCUCCI OF SVN THE MASIELLO GROUP REPS. TENANT

Martin of Colliers Int’l. leases 21,300 s/f to S.G. Torrice

MANCHESTER, NH Colliers International has leased 21,300 s/f at 2 Keller St. Doug Martin, of Colliers’ Manchester



Doug Martin



Chris Pascucci

office, represented the landlord, Team Nissan. Chris Pascucci, of SVN The Masiello Group, represented the tenant, S.G. Torrice.

2 Keller St. is the former home to Toys “R” Us. Team Nissan purchased the property in 2018 to support the dealership’s continued growth, allowing for additional display space for new and used cars, as well as service and reconditioning bays. The property is undergoing a full redevelopment and S.G. Torrice’s tenancy helps complete the process by adaptively reusing the remaining portion of traditional retail



2 Keller Street - Manchester, NH

box space with its conversion to a wholesale distribution warehouse.

S.G. Torrice, headquartered in Wilmington, Mass. is an award-winning independent wholesale distributor in the HVAC industry. S.G. Torrice represents American Standard, Trane, and Mitsubishi Electric. With additional locations in New Hampshire, Massachusetts, Maine, and Rhode Island, S.G. Torrice expanded into

Manchester to better serve its customer base throughout the region.

“This additional space enables us to more quickly fulfill the needs of contractors throughout central New Hampshire,” said S.G. Torrice president, Stephen Torrice. “This location is our opportunity to forge new relationships with our heating and air conditioning partners, who are the true keys to our success.”

NAI Norwood Group

116 South River Road | Bedford NH | 603.668.7000
28 Deer Street, Suite 301 | Portsmouth NH | 603.431.3001
www.nainorwoodgroup.com

Buyer Representation | Seller Representation | Tenant Representation | Landlord Representation
Land and Development Services | Investment Advisory | Off Market Opportunities | Consultations



6,400+/- SF WAREHOUSE SPACE

FOR LEASE
33 HEMLOCK DRIVE
NEW BOSTON NH
\$6.75 PSF NNN



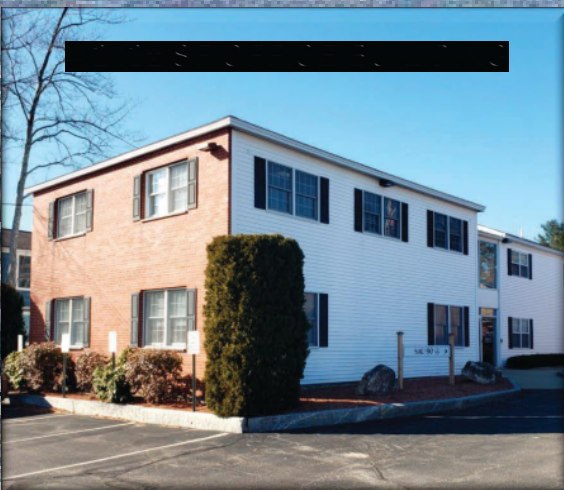
12 UNIT MOTEL AND SINGLE FAMILY HOME

FOR SALE
369 & 371 ELM STREET
MILFORD NH
\$499,000



RECENTLY RENOVATED OFFICE SPACE CLOSE TO DOWNTOWN

FOR LEASE
110 STARK STREET
MANCHESTER NH
\$13.00 PSF GROSS



FOR LEASE
7 SCOTT ROAD, BLDG 1
HAMPTON NH
\$13.00 PSF NNN



RETAIL / RESTAURANT SPACE

FOR SALE
266 ROUTE 125
BRENTWOOD NH
\$315,000



5 RETAIL / OFFICE SPACES

FOR LEASE
95 BREWERY LANE
PORTSMOUTH NH
\$16 PSF MODIFIED GROSS

FOR SALE**100% Leased****Multi-Tenant Industrial Building****Great for your 1031 Exchange**

- Little to no deferred maintenance
- Dock high and drive-in loading
- Main building is fully wet sprinklered
- 20 minutes from Manch/Boston Airport, 45 Minutes to Logan International
- Clear Height 21', Bay Spacing 100' x 50'

For Lease Only 1 Retail suite remains at Cozy Corner Plaza, Raymond NH, across from Tuckaway Tavern.

Commercial Building for Sale: HOOKSETT NH 2 acres, great visibility on Route 3A. Large, open level yard with 2-story bldg. Small SF house generates about \$26,400/yr. income. Town water/sewer nearby. \$499,000.

Land for Sale: HOOKSETT NH 5 acres with visibility from Interstate 93. Town water, some Engineering is done. Small SF house and yard storage generates about \$20,000/yr. income. Only \$499,900

Land for Sale: 13 acres with over 600' frontage on Route 106. Corner Lot. Boundary, topo and wetlands in hand. NHDOT Permitted driveway in place. Lot of commercial uses allowed. Only \$229,900.

Profitable Sub Shop for sale: Stop working from home ? Very clean, well-run and very profitable sub-shop for sale. FF&E in very-good to excellent condition. Owners are retiring after decades in the food business.

33,000 sf proposed for Redevelopment**26' Clear height**

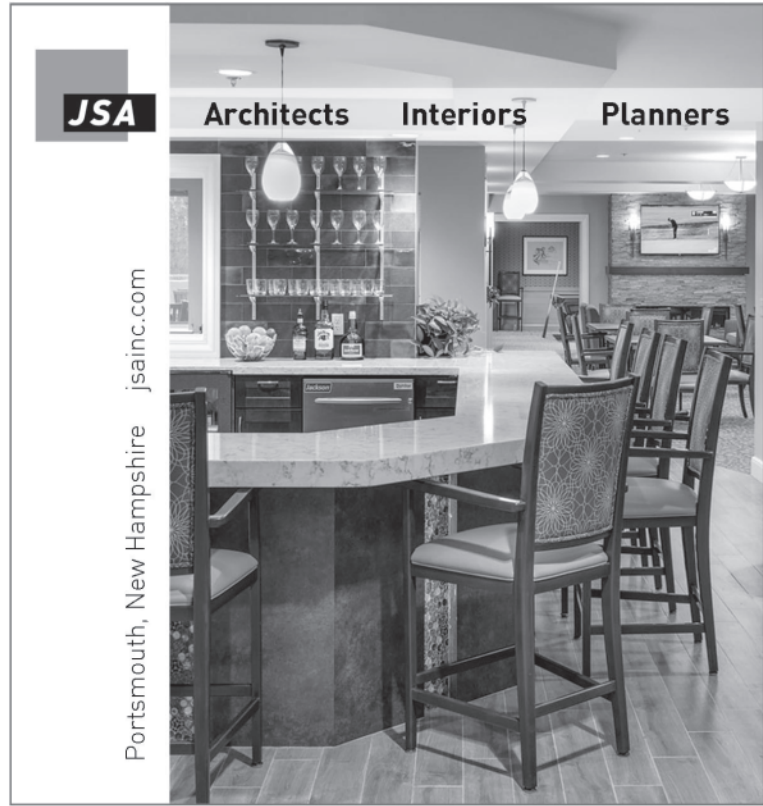
Uses allowed by right include warehouse, wholesale businesses, *manufacturing, industrial, auto repair facility/garage (fleet maintenance), buildings materials sales/storage, HOTEL, retail, office, restaurant.* The building is serviced with 3-phase power, town water/sewer, and natural gas. HVAC units will be new. Exterior of the building to get a facelift. Units sizes vary. Boston/Manchester Airport about 20 min. away, Logan Int'l Airport about 45 min. away. Located a few minutes to either Exit 4 or Exit 5, Interstate 93. Lots of amenities nearby.



The Valentine Group

REAL ESTATE INVESTMENT SERVICES

603-434-9700



JSA Architects Interiors Planners

Portsmouth, New Hampshire jsainc.com

NAI NORWOOD, JACKMAN COMM'L., AND COLLIERS INT'L. ASSIST Stebbins Commercial Props. brokers three leases for 15,200 s/f

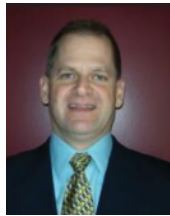


53 Goffstown Road - Manchester, NH



35 Londonderry Turnpike - Hooksett, NH

MANCHESTER, NH Tom Dickson, commercial real estate agent from Stebbins Commercial Properties LLC leased of 2,000 s/f at 53 Goffstown Rd. from Northern New England Benefits Trust DBA Allegiant Trust to Small Business Computer of New England.



Tom Dickson

Dickson represented the landlord and Aron Brown of NAI Norwood assisted the tenant in the transaction.



Michael Reed

In a second transaction, Dickson negotiated the lease of 7,200 s/f at 35 Londonderry Tpk., Hooksett, from SNOPL, LLC to New Perspectives.

Dickson of represented the landlord and John Jackman of Jackman Commercial Realty, Inc. assisted the tenant.

In a separate lease in Manchester, Michael Reed, president of Stebbins Commercial Props., leased 6,000 s/f at 700 Harvey Rd. from Home of LEI to Anchor Pest Services, Inc.



700 Harvey Road - Manchester, NH

Reed represented the landlord and Laura Nesmith of Colliers International represented the tenant.

Cresta of Nedde Real Estate leases 2,505 s/f

SOUTH BURLINGTON, VT Nedde Real Estate has leased 2,505 s/f at 1889 Williston Rd., Suite# 1, to Working Fields, LLC.

Fernando Cresta of Nedde R.E. assisted the landlord and Esther Lotz of Esther Lotz, Broker, LLC. assisted the tenant.

Northern New England

A section of the
New England Real Estate Journal
P.O. Box 55, Accord, MA 02018
781-878-4540, www.nerej.com



Publisher
Patty Stone-Colman x251
pstonecolman@nerej.com



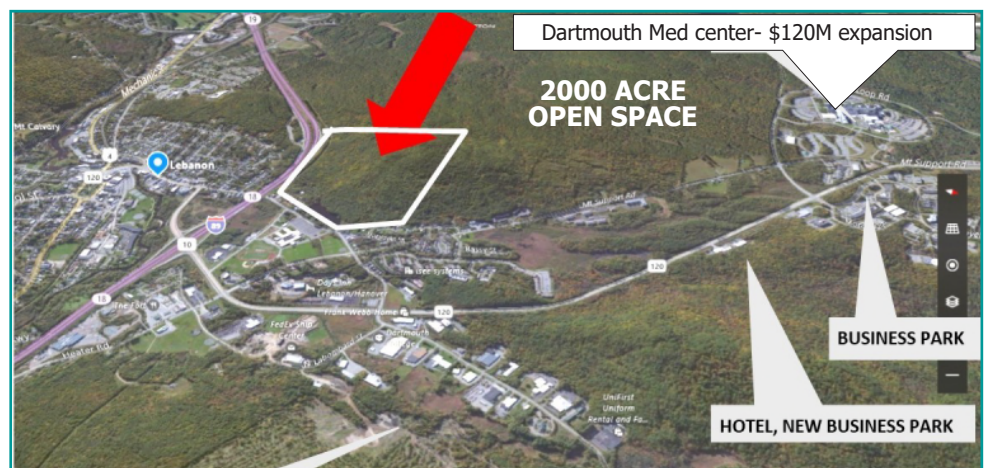
| CORPORATE OFFICE | MULTI-FAMILY | DESIGN BUILD | RETAIL |
| HOSPITALITY | INSTITUTIONAL | ADAPTIVE REUSE | CORPORATE INTERIORS |



Aberthaw Construction Company Inc.
Lowell, MA
www.Aberthawcc.com

LIVE, WORK, PLAY MIXED USE SITE LEBANON/HANOVER NH

HOME OF DARTMOUTH COLLEGE & MEDICAL & BIOTECH REGIONAL HUB



133 Acres, Zoned up to 400 units and 80,000SF commercial. Adjacent I-89, schools, downtown, pond, views, and open space. 2 miles to Med Center & Bus Parks. No Current use penalty \$5,900,000



www.EquityGroupRealtors.com

603-448-8000
James P. Ward, Broker NH & VT





 **Fulcrum**

Construction. Managed.

fulcrumnh.com | (603) 673-3200

Bill Jean, Director of Business Development



Manchester, NH 603-668-2648
Portland, ME 207-887-9065
Westport, MA 508-938-9708

New England's Leading Wall & Ceiling Contractor



Concord Hospital, Concord, NH - metal framing, drywall and acoustical ceilings
GC: Harvey Construction



MORE AT METROWALLS.NET

Development Opportunities, Southern, NH

244 Nashua Rd., Londonderry: 5 residential duplex style buildings, approx. 2,000 s.f. each unit on 6.6 acres. All state and town approvals. Close to all amenities and Rt. 93 exit 4. Approx. 857 ft. frontage on Rt. 102. Plans available for review upon request. \$429,000.

12 Parmenter Rd., Londonderry: Highly visible 4.5 acres of slightly rolling land with an antique connected farmhouse and barn. Corner lot with 460 ft. frontage on Rt. 102 and 269 ft. on Parmenter Rd. Zoning is AR-1 within the Rt. 102 Performance Overlay District providing more uses in developing the property. Great potential! \$550,000.

20-24 Main St., Pelham : Corner lot with approx. 512 ft. frontage on highly traveled Bridge St. and 462 ft. on Main St., signaled 4 way intersection, Zone B allows for general retail, wholesale commercial, services, office use, apartments, and more. Close to Hannaford's, Rite Aid, Enterprise Bank, Pelham Healthcare Associates \$995,000.

117-119 Lowell Rd., Nashua: New Englander style multi-family on 1.45 acres with detached 22'x40' garage on busy Lowell Road., Hudson. Business zoned. Sale includes approved plans for an additional 45'x74' garage with 15 car parking. The business zone has many permitted uses. Lots of potential. \$795,000.

Turnkey Salon & Condo For Sale, Just Bring Your Clients!

Derry: Nicely fit-up hair salon and condominium for sale. Well established in business for 15 years. Five stations with 7 possible. The space is in excellent clean condition with many new upgrades. Good opportunity to own a turnkey salon at a great price. Just bring your clients with you. With the low interest rates, owning will be less expensive than leasing space. Salon was set up with additional spacing for covid-19, but has opportunity to add additional stations. Owner Retiring. \$165,000.

TINKHAM

Tinkham Realty, Inc
603-432-7769

Explore our website to see all our listings
www.tinkhamrealty.com

TO RYAN, MICHAEL, J. DOUGLAS AND BENJAMIN MADDEN Bacon and Farley of SVN | Masiello sell White Water Car Wash facility

DOVER, NH SVN | Masiello has completed the sale of White Water Car Wash, a 3,928 s/f full service car wash facility on .29 acres at 525 Central Ave. to Ryan, Michael, J. Douglas and Benjamin Madden for an undisclosed amount.

Matthew Bacon and Cassandra Farley of SVN Masiello represented the seller, White Water Car Wash and Detail Center, LLC, and assisted the buyer in the transaction.

"Full service washes with proven track records continue to attract significant investor and operator interest. In many geographies, the car wash industry has not seen the same devastating impacts from COVID that other industries have had to face. Many successful washes like White Water



525 Central Avenue - White Water Car Wash - Dover, NH

have continued to see a rise in revenue" said Farley regarding the transaction.

"We're excited to be running a family business together and Matt and

Cassandra were a pleasure to work with." said Madden.

Shaw of Roche Realty Group is Top Producer for 2020

LACONIA, NH Frank Roche, president of Roche Realty Group, said that Kevin Shaw of the Laconia office produced a closed sales volume in excess of \$35.5 million involving 76 transaction sides for the year 2020. Shaw is the top producer for the firm for 2020.



Kevin Shaw

"Kevin had another amazing year in sales and was just \$1 million shy of his record-breaking year in 2019 at \$36.6 million in sales volume. Kevin's sales accomplishments of \$35,534,950 placed him as the num-

ber 7 top producer in the Lakes Region Board of Realtors that ranked 664 members that produced sales. Additionally, Kevin ranked as number 24 in the entire state of New Hampshire Association of Realtors out of 5,803 statewide realtors that produced sales, according to the New England Real Estate Network, Inc." Roche said "this is a tremendous accomplishment that he achieved individually, not as part of a team, as reported by a number of other top producers."

Shaw has been practicing real estate with Roche Realty Group for 20 years; just in the last five years alone, Shaw has sold \$130,461,951 in properties involving 341 transaction sides.

Currier of CSI negotiates sale of Airport Country Store and Deli to ENG

GILFORD, NH C-Store Investments, LLC (CSI) provided advisory and transactional services to Mark Dickson of Airport Country Store & Deli on the sale to EnergyNorth Group (ENG).

CSI handled the sale process of the convenience store and deli at 63 Gilford E Dr. The sale was able to close in only a matter of months. CSI coordinated the marketing in a confidential manner, worked with several interested buyers, managed the due diligence process, and assisted with the closing. It was principal lead consultant at CSI, Ken Currier who orchestrated the deal.

For full story visit nerej.com

Get Out of Town. More space. Less Money.

Healthy employees. Healthy bottomline.
Real Estate Solutions for post-COVID-19.



TWO INTERNATIONAL GROUP

twointernationalgroup.com | (603) 436-8686

1 NEW HAMPSHIRE AVENUE, SUITE 101 · PORTSMOUTH, NH 03801
DEVELOPMENT · ASSET MANAGEMENT · CONSTRUCTION · LEASING OFFICE
MEDICAL INDUSTRIAL · FLEX/R&D · BUILD-TO-SUIT



In a multitasking world, we suggest design that multitasks

Our latest project is a 833,000 sf, four-building mixed use community in Portland ME using an Industrial Design vernacular. Incorporating twentieth and twenty-first century materials and sensibilities derived from industrialized production and building techniques, the design spans the century from the neighborhood's railroad/industrial past to its mixed use residential future.

450 Apartments
1 and 2 bedroom
Studio
Micro units
115,000 sf retail space

THA Architects combines experience ranging from commercial and multifamily housing to senior living and retail - with completed work in Florida, New Jersey, Pennsylvania, and New York as well as Connecticut, Massachusetts, New Hampshire and Maine.

If you are toying with the idea of mixed use - or are already serious about it - call 603-770-2491 today to find out how we can help you turn your idea into a finished, successful mixed use project.



THA Architects, LLC

Architecture Planning Consulting Interior Design

THA ARCHITECTS, LLC | 105 WILLOW BROOK AVENUE | STRATHAM NH, 03885
603.770.2491 | WWW.THAARC.COM

Granite Meadows Business Park

Land for Sale or Build-To-Suit
Exit 4, Off Route 101, Raymond, NH



PHASE 1 STARTED FALL 2020
NEW: HIGH BAY WAREHOUSE
ECOMMERCE CENTER

- 10 Acres to 35 Acres
- New Construction
- 80,000 SF to 400,000 SF
- 30' to 40' Clear Height
- Town Water
- Trailer Storage

• PRICE \$79,900 PER ACRE



Mike Harrington, Principal
Mobile - 603-785-8601
Office - 603-625-9628
www.harringtonandcompany.com

AT SAINT PATRICK ACADEMY IN PORTSMOUTH Meridian Construction building new 17,000 s/f Saint Sebastian Hall

PORTSMOUTH, NH Meridian Construction was chosen to build the new Saint Sebastian Hall for Saint Patrick Academy. Meridian was chosen based on trusted recommendations and their multi-project experience in building and renovating school gymnasiums. Located on the campus at 315 Banfield Rd., the building is on schedule for a June completion.

This project will expand the school's PreK to Grade 8 lower and middle school programming by adding co-curricular activities with maker spaces, a full-sized gymnasium and space for the visual and performing arts. The new 17,000 s/f multipurpose building significantly expands the school by adding classrooms, locker rooms, arts areas and a multi-sports facility for basketball, volleyball, futsal, tennis and more. Students will have enhanced opportunities to



flourish and excel through hands-on projects, movement and creativity so they can truly thrive in Mind Body and Spirit – the theme of the capital campaign.

For full story visit nerej.com

Two North Branch Const. projects receive Certificates of Occupancy



199 Manchester Street, Manchester, NH

MANCHESTER, NH Renovation projects at two facilities owned and operated by Families in Transition-New Horizons (FIT-NH), made possible by funds received through the CARES Act, received Certificates of Occupancy on December 22, 2020 and Certificates of Completion on December 30, 2020.

The renovations, completed by North Branch Construction, will allow FIT-NH to respond more effectively to operational limitations due to the COVID-19 pandemic and provide assistance for food insecurity and homelessness in the future.

Dennis Mires, P.A., The Architects was the architectural design firm for the project.

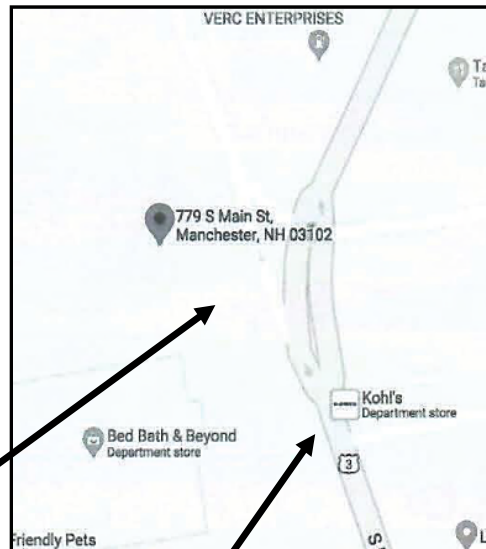
The project included moving the organization's food pantry from 199 Manchester St. to a new property located at 176 Lake Ave. across the street from the organization's Family Emergency Shelter located at 177 Lake Ave. Renovations at the new Lake Ave. location included major structural improvements, asbestos abatement, roof replacement, new gas service, new 3-phase electrical service, and two new RTU systems, installation of new security, fire alarm, and LED lighting systems, bathroom renovations to ensure ADA compliance, relocation of a walk-in cooler and freezer from the organization's 199 Manchester St. location, and addition of an ADA compliant ramp at the entrance.

The former food pantry area at the 199 Manchester St. location was renovated to create additional sleeping quarters for individuals experiencing homelessness. Renovations included selective demolition of walls and offices and reframing new partition walls.

For full story visit nerej.com

FOR SALE \$899,000

779 South Main St., Manchester, NH



- Located on the Bedford Town Line (S. River Road)
- 8,100± SF Building on Land Condominium
- With/Without 4,960± SF Tenant in Place
- 3,139± SF Former Bank Branch, with Drive-Through
- Ideal for Corporate or Professional Offices
- Pedestal Electronic Sign with Time & Temperature

Call Bill Norton, CRE at 603-625-9628, x1

Norton Asset Management INC.

Maine Spotlight

BY PETER HARRINGTON OF MALONE COMMERCIAL BROKERS

The Greater Portland retail forecast for 2021



Peter Harrington
Malone Commercial
Brokers

On January 21st Peter Harrington, Malone Commercial Brokers, presented the "Greater Portland Retail Forecast" at the Maine Real Estate and Development Association's (MEREDA) 2021 Virtual Forecast Conference. Below is a synopsis of his presentation.

2020 brought rapid, unprecedented change across the retail industry, potentially altering the way customers shop going forward. And, retailers are necessarily adapting to these changes and the resulting trends for the coming year in order to maintain a competitive edge in 2021.

Certainly, 2020 was a challenge in all respects due to the COVID-19 pandemic shutdown in March and subsequent phased re-openings that

began during the summer months in Maine. As expected, vacancy rates increased as some retail businesses failed and closed. Landlords and tenants both were challenged to manage and remain competitive in a constantly shifting market.

Many sectors of retail struggled, especially bars, dine-in restaurants, gyms, small and boutique retailers, wedding businesses, hotels and most tourism related operations, a mainstay of Maine's economy.

In Greater Portland, the Maine Mall has been stung by many retail closings (Sears, Williams Sonoma and more) but others opened (notably Jordan's Furniture at the Mall and Planet Fitness nearby). Other retailers throughout Southern Maine appear to be in jeopardy and are attempting to stay afloat in the coming months, 2021 could see a larger rise in the retail vacancy rate.

However, many were successful; grocery and small markets, liquor, take-out and home delivery food outlets, outdoor athletic and sporting goods, drugstores, home goods (furniture to building supply stores) bank branches, and large on-line retailers.

In Portland's Old Port and Waterfront districts there was quite a bit of activity: Sea Bags moved into the former Company C space; Chilton Furniture opened a showroom at 100 Commercial; Mexicali Blues relocated, and Bobbles & Lace, Uncommon Paws, Kate Nelligan/Local Color all opened new doors.

Notable because of COVID-19, new restaurants opened. Broken Arrow in Portland, and in the suburbs Clean Eatz, Tacos Y Tequila, SoPo Seafood, and Café Louis.

An important, trending driver is residential Maine home sales. January through November was 7.9%

ahead of the comparable time-period for 2019 – Maine's best year ever! A third of November sales were to out-of-state buyers compared to 1/4 in 2019. As a matter of fact, real estate accounted for \$12.2 billion [18% of the Gross Domestic Product (GDP)] in 2019; in 2020 the real estate GDP was \$1.2 billion higher in sales (thru Nov. 2020).

Add to this that everyone was sitting at home during the lockdowns in their existing homes, deciding to improve their home/backyard in some shape or form. This was a major driver of the retailers who were successful in 2020. It cannot be underestimated the tremendous impact this has had on the Maine economy and on retail sales during the past year.

Not only was this a boon for retailers, but it was also a boon for homeowners whose increased wealth effect of 22% increased their confi-

dence in the economy. This has a huge positive impact on contractors and subcontractors – good luck finding an electrician, carpenter, or plumber!

As we enter 2021, we can expect the challenge and impact of the COVID-19 pandemic to be felt in the retail industry for months to come. To be sure, e-commerce will continue to grow to meet people's needs and desire for "contactless" shopping. And there will be resurging focus on "local" in both sourcing and shopping as well as take-out and same day food delivery.

Looking ahead are trends we see that will endure, grow and transform the Greater Portland market and throughout Maine:

Retail Marijuana - Portland alone approved 32 retail licenses, not all will open, but many will.

Restaurants - As the country reopens and vaccinations expand, restaurants will rebound. Restaurants are an integral part of the Portland and Maine's economy. This will bring much needed relief to restaurant owners and employees.

ROCK ROW - Music venue and new retail center in Westbrook, Market Basket opened in 2020 with more retailers to open here soon including Chick-Fil-A.

Brick & Mortar Retail - It should rally in 2021, as vaccinations increase. Businesses spent more in 2020 on everything other than physical space. This should change, but by how much remains to be seen.

Online Shopping - Tries to mimic reality but lacks the experience of in-person shopping. We haven't evolved to be people who sit at home in isolation. We need the physical connection to each other and many of the products we use! To what extent brick & mortar retail recovers will depend on COVID-19 and the economy.

Flexibility - Tenants and landlords will need to be flexible. Not many retailers are signing long-term leases with the inherent risk in them. There will likely be a common risk approach, i.e. break point leases: if a tenant does well, they pay more. This is becoming more popular nationally and moving forward that trend will be seen more in Maine.

Lease Rates - Future rates, looking ahead, will begin to moderate.

As the days lengthen, the sun rises higher and vaccinations expand, Old Port sidewalks will once again be streaming with shoppers. Retailers will fling open their doors; and our wonderful restaurants will once again be teeming with life!

Peter Harrington is a partner & associate broker with Malone Commercial Brokers, Portland, ME.

REFINANCE FOR 37-UNIT THE LODGES CARE CENTER IN SPRINGVALE

Shearer and St. Pierre of KeyBank secure \$6.3 million financing for DLTC Healthcare, LLC



51 Main Street - The Lodges Care Center - Springvale, ME

SPRINGVALE, ME KeyBank Real Estate Capital (K B R E C) secured a \$6.3 million fixed-rate Federal Housing Administration loan for DLTC Healthcare, LLC, a



Patrick Shearer

Rockland, Maine-based operator of 16 healthcare facilities in the state, to refinance a healthcare property at 51 Main St.



Steven St. Pierre

The Lodges Care Center provides inter-

mediate care needs – such as local transportation, dietary services, housekeeping, laundry and activities – to residents in its 57 beds in 37 units. Originally built in 1979, additions to the property were added in 1995 and 2005. In 2018, 2,000 sq ft were added for a new dining room.

The loan, which refinanced a KeyBank cash-out bridge loan, was

closed using the U.S. Department of Housing and Urban Development's 232/223(f) mortgage insurance program and is structured with a fully amortizing 35-year term.

Patrick Shearer of KeyBank's Commercial Mortgage Group and Steven St. Pierre of KeyBank's Business Banking team structured the financing.

Featured Property of the Month

PROJECT TEAM: THA ARCHITECTS; DESTEFANO & ASSOCIATES INC.; AND WALSH ENGINEERING ASSOCIATES

Donovan and O'Connell to revitalize downtown following approval of the \$10 million Residences at Bethel Station

BETHEL, ME Developers Tony Donovan and Gerry O'Connell are poised to help revitalize downtown following approval of the \$10 million Residences at Bethel Station project. Bethel Planning Board members voted January 6th to approve the site plan for the 38-unit condominium development, which emphasizes walkability and open space to boost the viability of restoring passenger rail service at Bethel Station.

During the approval process, advocates told Planning Board members the Residences at Bethel Station project will help revitalize downtown Bethel making it a more competitive location for both winter and summer sports. The development will replace a long-vacant lot with attractive condominiums priced to attract middle income homeowners at the town's gateway. In its approval process, the Planning Board noted the project's building design reflects the forms of Gould Academy and other local historic buildings while maximally preserving the natural feel of the area.

Bethel Station Residence Development, LLC purchased the 7.08-acre site at 23 Cross St. in March of 2020. Shareholders Anthony Donovan, of Spectrum Real Estate in Portland, and Gerry O'Connell of Keller Williams

Coastal Realty in Portsmouth, N.H., are heading the project, which will result in hundreds of construction jobs, Donovan said. The condos – at state Rtes. 26, 2 and 5 – will be walking distance from downtown. They are designed to meet rising housing demand in town, and drive more business downtown. The project also stands to benefit from expansion of passenger train service between Boston, Portland, and Montreal.

"This location in the ski-resort and outdoor recreation region of western Maine will attract a wide range of residents and homeowners who will take advantage of proximity to town amenities and potential for passenger train service between Boston and Montreal," Donovan said.

The seven acre tract is part of a larger 25-acre subdivision originally created in the 1990s adjacent to Bethel Station. At that time, the station was developed as a transit-oriented retail, residential and commercial development to support Montreal-to-Boston passenger rail. For a few years in the 1990s, a ski train operated between Portland and Bethel.

The 25-acre subdivision is now home to the train station, currently occupied by the Bethel Chamber of Commerce, and a 400-foot train



platform that is the only Amtrak serviceable platform between Portland and Canada.

Nearby are mixed downtown uses: Gem Theater; a bowling alley and restaurant called River Lanes; a class A office building occupied by Norway Savings Bank; and other retail, residential, and commercial uses.

The Residences at Bethel Station will include 38 residential condomini-

um units in a three-story professionally managed complex with fitness center/community room, personalized storage for biking, skiing, and fishing gear, three acres of on-site preserved open space land with trails that will connect to other area trails, parking, and EV charging stations. Units will be a mix of one, two and three bedrooms. Six of the ground-floor condos will have attached garages. All units

will have decks or patios with views of the Androscoggin River and the western mountains.

The project is being financed by Franklin Savings Bank. Contractors include THA Architects of Stratham, N.H., for the design, Walsh Engineering Associates of Westbrook for site development, and DeStefano & Associates Inc. of Portsmouth, N.H., for project management.

Architect

Construction Manager

IT'S A MULTITASKING WORLD...
DESIGN SHOULD MULTITASK

450 Apartments
1 and 2 bedroom
Studio
Micro units
115,000 sf retail space



If you are toying with the idea of mixed use or are already serious about it, call 603-770-2491 today to find out how we can help you turn your idea into a finished, successful mixed use project.



THA Architects, LLC

Architecture Planning Consulting Interior Design

THA ARCHITECTS, LLC | 89 WILLOW BROOK AVENUE | STRATHAM NH, 03885
603.770.2491 | WWW.THAARC.COM

*Proud to be a part of
this great project!*



DeStefano & Associates, Inc.
PLANNING • DESIGN • CONSTRUCTION



- Retail
- Hospitals
- Medical Offices
- Libraries
- Restaurants
- Supermarkets
- Industrial Facilities
- Religious Institutions
- Historical Restoration
- Office Buildings
- Food Process Plants
- Residential Condos
- Multi-family
- Sports Facilities
- Theaters
- Banks
- Hotels
- LEED, AP



2456 Lafayette Road - Portsmouth, NH 03801-5624
603.430.0339 - 603.430.0346 fax

www.destefano-associates.com email: john.d@destefano-associates.com

EXPERIENCE MATTERS



130 Years' Combined Experience

PLANNING, PRECONSTRUCTION & ESTIMATING





EASTERN FIRE

Fire Protection Contractors and Engineers

Contact Us

207-784-1507

Auburn Office: 170 Kittyhawk Ave., Auburn, Maine 04210

Bangor Office: 408 Harlow Street, Bangor, Maine 04401



Maine & New Hampshire's Premiere Fire Sprinkler and Fire Alarm Systems Company

Make Sure You're Protected

Life can be uncertain, but with Eastern Fire, we have you covered 24 hours a day. Trust us with your fire sprinkler and fire alarm systems to make sure you are protected. For over 70 years, Eastern Fire has been the trusted choice for fire protection in Maine and New Hampshire. We offer services covering fire protection systems for businesses, schools, hospitals, healthcare facilities and state and federal government facilities in the area. We are fully insured and bonded with a licensed staff of experts who can help you find the right products for you at reasonable prices.

Your safety is our highest priority

We are committed to providing the best protection for you and your property. This means we only select the highest quality products and vendors who can guarantee customer satisfaction. We also make sure we have the latest and best information through continued education and training to provide you with protection you can count on. Our licensed inspectors make sure your home or business is up to code with code-compliant inspections, and our engineering technicians are N.I.C.E.T. certified.



For your safety, we offer

- Fire Suppression
- Fire Alarms
- Fire Sprinklers
- Gas Detection
- Backflow Prevention
- Alarm Monitoring

Call us any time for a free estimate and 24-7 service and repairs.



NOVEL IRON WORKS, INC.

FABRICATORS & ERECTORS

- STRUCTURAL STEEL • STEEL JOIST
- METAL DECK • MISCELLANEOUS IRON



250 OCEAN ROAD, GREENLAND, NH 03840
PHONE: (603) 436-7950, FAX: (603) 436-1403

Email: contact@noveliron.com
www.noveliron.com



SLCHASSESTEEL

SLCHASSE **STEEL** **FABRICATORS & ERECTORS**

**STRUCTURAL STEEL
MISCELLANEOUS METALS
FABRICATION
ERECTION**



**8 CHRISTINE DRIVE
HUDSON, NH 03051
PH: (603) 886-3436
FAX: (603) 881-9953**

**AISC CERTIFIED
FABRICATOR & ERECTOR**



WWW.SLCHASSESTEELFAB.COM

EMAIL: INFO@SLCHASSESTEELFAB.COM

PROUD MEMBERS OF:



Business Card Service Directory

Appraiser



Scott M. Emery, MAI/CCIM
Director/Senior Analyst

INVESTMENT REALTY ANALYSTS & APPRAISERS

79 Old Winthrop Road
P.O. Box 979
Augusta, ME 04332
Email: scott@DirigoPartnersLtd.com

Phone: 207-621-0600
Fax: 207-621-0700

Auctioneer

James R. St. Jean
AUCTIONEERS & LIQUIDATORS


SPECIALIZING IN:
Commercial, Residential,
and Industrial Real Estate



45 Exeter Road, P.O. Box 400
Epping, NH 03042

1-800-639-1810
www.jsjauctions.com

Construction



FULCRUM ASSOCIATES
Construction Managers & Contractors

Bill Jean

5 Tech Circle, Amherst, NH 03031

Tel: (603) 673-3200
Fax: (603) 673-1020

Email: bjean@fulcrum-nh.com
www.fulcrum-nh.com

Construction Planning & Management



John P. DeStefano
2456 Lafayette Road
Portsmouth, NH 03801-5624
603.430.0339

www.destefano-associates.com
john.d@destefano-associates.com

Health Care • Historical Restoration • Hotels
Industrial • Libraries • Banks • Multi-family • Office
Religious • Restaurants • Breweries • Retail • Schools
Sports • Supermarkets • Theaters

Consultant



NAI Norwood Group
Commercial Real Estate Services, Worldwide.

- Seller/Landlord Representation
- Buyer/Tenant Representation
- Investment
- Business Brokerage
- Consulting
- Development

116 South River Road | Bedford | NH 03110 603.668.7000
28 Deer Street Suite 301 | Portsmouth | NH 03801 603.431.3001
www.nainorwoodgroup.com
Committed to New Hampshire, Connected to the World

Design/Build



CONSIGLI
Est. 1905

Vance Freymann
Director of Project Development

t. 207.791.2548
f. 207.791.2565
c. 207.253.5748
vfreymann@consigli.com

84 Middle Street
Portland, ME 04101
www.consigli.com

Construction Management
General Contracting
Design/Build

Engineering

Civil, Structural and Traffic Engineering
Wetlands Permitting | Landscape Architecture | Land Surveying




SERVING NORTHERN NEW ENGLAND SINCE 1968

CONTACT:
Dylan Cruess (603) 472-4488

www.tfmoran.com

TFMoran, Inc. ~ Offices in Bedford, NH & Portsmouth, NH

Investment Broker




Phone: (603) 645-6441
jjackman@jackmanrealty.com
www.jackmanrealty.com
Manchester, NH

John A. Jackman, CCIM
President





Land Surveying

SINCE 1987

ENGINEERS
SURVEYORS
LANDSCAPE ARCHITECTS

Bedford Design

603.622.5533
www.bedforddesign.com

Contact: Robert J. Baskerville, P.E.
Manchester, NH

Management



cpmanagement
Trusted. Seasoned. Leaders.

11 Court Street, Exeter, NH 03833
p. 603.778.6300 f. 603.778.6331
www.cpmanagement.com

NH Broker



Serving all of New Hampshire
Commercial, Industrial, Investments, Office, Warehouse, Retail, Sales/Lease

Rte. 102, Londonderry, NH 03053
(603) 432-7769 • (F) (603) 434-1545

Visit our Web Site @ Tinkhamrealty.com
Email: info@tinkhamrealty.com

Vermont Brokerage



Vermont's Commercial Real Estate Leader Since 1987

Sales & Leasing
Buyer/Tenant Representation
Site Selection

29 Church Street, 3rd Floor
Burlington, VT 05401

802.878.9000
www.jldavisrealty.com

Space Available

If you are interested in listing your company on this page please contact

Patty Stone Colman, x251
New England Real Estate Journal, P.O. Box 55, Accord, MA 02018
800-654-4993 • 781-878-4540, pstonecolman@nerej.com
www.nerej.com

VIRTUAL CONFERENCE WEBINAR

New England Real Estate Journal



Northern New England



Northern New England States are still seeing growth during the pandemic and developers take advantage.

February 24, 2021

*Networking from
10:00am-10:30am*

*Panel discussion
10:30am-11:30am*

Register at:

<http://bit.ly/3q4CJ03>

Register today
for **FREE!**



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

Sponsorship and Speaking
Opportunities Available.



COMMERCIAL BUILDING with 25,600 sf. Presently has numerous office and retail possibilities. **\$349,000**



INVESTMENT OPPORTUNITY!! Great rental location. Walk to town or plaza. Many upgrades. Single family plus a 4 unit and a 7 unit. Cap rate 15%. Good upside with low market rents.



CLAREMONT SAVINGS BANK - top floor. Prestigious rental, available in its entirety of 7,700 sq. ft., or separated as 3 office suites. This class A space is being offered at **\$14 per sq. ft.** All utilities included.



7,400 sq. ft. commercial retail building with warehouse and dock plus a fully leased 1,000 sq. ft. service and retail space and a very nice 2 BR apartment. Good upside as current rents are under market rates. Updated heating, roof and exterior. **\$179,000**



COMMERCIAL LAND 1.9 acres - 300' highway frontage, 200' depth, 20,000 cars per day. Level site near Market Basket, Hobby Lobby, Burger King and TJ Maxx. **\$495,000**



PRIME VISIBILITY, (20k cars per day), across from Market Basket, Hobby Lobby, State Liquor Store & TJ Maxx. 6300 square foot bldg w/5 overhead doors, offices & service areas plus detached 936 square feet w/3 bays. **\$419,000**



RETAIL AND OFFICES - Circa 1850's brick structure offers ground floor retail space plus professional office space on 1st and 2nd floor. Recently paved parking lot - high visibility. **\$325,000**



VERMONT approved redemption center, restaurant and ice cream parlor plus 2 commercial rentals on 8.3 acres. Just off I-91 exit. **\$349,900**



Close to Walmart this 6,390 sq. ft. commercial building offers a 2,395 sq. ft. rented space - \$2,350/month NNN & an additional 3,995 sq. ft. for owner operator or for added income. 22,000 cars per day. **\$349,000**



COMMERCIAL 3.55 acres. 25,000 car count, near Walmart, 3 month to month tenants. Land lease or sale. **\$595,000**



INVESTORS- 8 unit apartment complex, good location. Four 2 BR units, two 3 BR units and two 1 BR units. N.O.I. over \$50,000. Good upside with lower than market rents. **\$399,900**

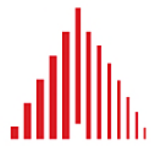


Established fully equipped restaurant w/lounge plus a ground level retail or office space, plus 4 large 1 BR apts. Turn key business plus over \$35,000 rental income. **\$495,000**



SERVING VERMONT & NEW HAMPSHIRE
WITH A TOP SELECTION OF
RESIDENTIAL & COMMERCIAL PROPERTIES
Don Chabot, Principal Broker CRB, GRI, ABR
1-800-542-5188
email: dchabot@townandcountryrealty.com
website: www.townandcountryrealty.com





Appraisal Institute®

Professionals Providing
Real Estate Solutions

Northern New England Chapters

Scott M. Emery
MAI, CCIM

Bruce A. Taylor
MAI

Dirigo Partners, Ltd.
79 Old Winthrop Road
P.O. Box 979
Augusta, ME 04332
Tel: 207-621-0600
Fax: 207-621-0700
smemery@aol.com

P.O. BOX 5
Fairlee, VT 05045
Tel: 802-333-9619

Hampshire

FIRE PROTECTION

CO., INC.

Sales
Design
Installation
Inspections
24 / 7 / 365 Service



Main Office
8 No Wentworth Ave
Londonderry NH 03053
603-432-8221
f 603-434-3194

Service Department
55 Harvey Road
Londonderry NH 03053
603-432-8221
f 603-434-8128

Upper Valley Office
1 Commercial Street
West Lebanon NH 03784
603-448-5461
f 603-448-7334

Monadnock Office
227 Old Homestead Hwy
Swanzey NH 03446
603-358-6736
f 603-358-6832

www.hampshirefire.com



2020 President
Joe Friedman
Brooks Properties



www.nhcibor.com

N.H. Commercial Investment
Board of Realtors
166 South River Rd., Bedford, NH 03110
603-647-0100

Allison Ropes
Executive Officer

A strong infrastructure will continue to bolster our market

Now we are in 2021. With the distribution of the vaccines, we are starting to see what life might be like post COVID. For instance, the National Association of Realtors just announced that they will have their spring meetings virtual and their fall meetings in November in person. Many expect that, by the fall, the vaccines will have been widely distributed enough that we can start to get together again. NH CIBOR will follow the guidelines of the CDC and the State of New Hampshire to determine when we can resume our in-person meetings.

In Washington and in Concord, there is a lot of talk about infrastructure. Infrastructure is critically important for commercial real estate. Town water and sewer, good roadways and access, reliable sources of power and broadband internet availability all add significant value to commercial properties.

In Washington and in Concord, there is a lot of talk about infrastructure. Infrastructure is critically important for commercial real estate. Town water and sewer, good roadways and access, reliable sources of power and broadband internet availability all add significant value to commercial properties.

New Hampshire has built some great highways including the completion of the long-term I-93 four lane widening from the Massachusetts border to Manchester and the completion of the new General Sullivan Bridge and associated widening of the Spaulding Turnpike between Portsmouth and Dover. New Hampshire is looking into expanding mass transit from Massachusetts up through Nashua and on to Manchester. With money from the MBTE settlement, New Hampshire is finishing a major water line extension that will deliver public water to many southern New Hampshire communities including Windham & Plaistow. Last year Broadband Internet was extended further north in New Hampshire and with a new \$25m Federal grant last month, Broadband will continue to expand in our more rural areas for the next 10 years. There are proposals and considerations of major wind power

systems off the New Hampshire coast and clean energy may provide many new jobs.

Some are considering workforce/affordable housing as part of infrastructure. As the overall infrastructure improves, we will likely see more favorable conditions for New Hampshire towns to permit and allow affordable housing projects.

Some are considering workforce/affordable housing as part of infrastructure. As the overall infrastructure improves, we will likely see more favorable conditions for New Hampshire towns to permit and allow affordable housing projects.

Recently New Hampshire has seen another wave of people moving here that appreciate the lifestyle, beauty and economics of our state. A strong infrastructure will allow that trend to continue and bolster the commercial real estate market throughout the state.

Joe Friedman is the 2021 president of the NH CIBOR, Bedford, NH.



Where is Maine Working?

The COVID Office Impact Survey

Results Are In!

We surveyed over 160 Maine Professionals to find out how COVID has impacted their offices, to gauge who's working from home, how productive they feel, and when they plan to go back to the office.

[View Survey Results](#)

NH Commercial Investment Board of Realtors Sponsors

BERGERON COMMERCIAL APPRAISAL

CONSULTANTS IN REAL ESTATE VALUATION



Stephen J. Bergeron, MAI

487 State Street (603) 436-3009
Portsmouth, NH 03801 Fax: (603) 436-7339

www.bergeronappraisal.com
steve@bergeronappraisal.com



Christian Stallkamp
Senior Broker
cstallkamp@boulos.com



Kent White
Principal Broker | Partner
kwhite@boulos.com



Caitlin Burke
Associate
cburke@boulos.com



603 427 1333
14 Manchester Square, Suite 235
Portsmouth, NH 03801

CBRE | New England

CB Richard Ellis – N.E. Partners, LP, a CBRE Joint Venture

Michael Tamposi • Roger Dieker • Chris Healey

2 Wall Street
Manchester, NH 03101
T 603-626-0036 • F 603-626-0249

www.cbre.com/manchester



Commercial • Development • Management



Richard Danais, CCIM

740 Chestnut St. Tel: 603-644-4600
Manchester, NH 03104 Fax: 603-626-0046
rdanais@danaisrealty.com



GOODNOW REAL ESTATE SERVICES

• Real Estate Consulting • Investment • Brokerage
• Management • Development Advisory Services



Christopher B. Goodnow
Principal

PO Box 2389, Salem, NH 03079
Phone: (603) 893-5000 Fax: (603) 894-9840
E-Mail: GoodnowMIT@Juno.com



CAM BROWN
Managing Broker
E-mail: cam.brown@lmsre.com

93 So. Main St. Office: (603) 298-8904
West Lebanon, NH 03784 Cell: (603) 252-8902
FAX: (603) 298-7546

Norwood Group

Commercial Real Estate Services, Worldwide.



- Seller/Landlord Representation
- Buyer/Tenant Representation
- Investment
- Business Brokerage
- Consulting
- Development

116 South River Road | Bedford | NH 03110 | 603.668.7000
28 Deer Street Suite 301 | Portsmouth | NH 03801 | 603.431.3001
www.nainorwoodgroup.com
Committed to New Hampshire, Connected to the World

BERKSHIRE HATHAWAY HomeServices Verani Realty

COMMERCIAL DIVISION

veranicommercial.com • (603) 845-2500
Residential/Commercial/Industrial Consultants
One Verani Way, Londonderry, NH 03053

Fulcrum Construction. Managed.



Bill Jean

5 Tech Circle
Amherst, NH 03031
Tel: (603) 673-3200
Fax: (603) 673-1020
Email: bjean@fulcrum-nh.com
www.fulcrum-nh.com

TINKHAM

Serving all of New Hampshire

Commercial, Industrial, Investments,
Office, Warehouse, Retail, Sales/Lease



Judy Tinkham

Rte. 102, Londonderry, NH 03053
(603) 432-7769 • (F) (603) 434-1545

Visit our Web Site @ Tinkhamrealty.com
Email: info@tinkhamrealty.com



cpmanagement

Trusted. Seasoned. Leaders.

11 Court Street, Exeter, NH 03833
p. 603.778.6300

Commercial & Residential
Property Management

info@cpmanagement.com
www.cpmanagement.com



Brian W. White, MAI, SRA
New Hampshire Certified General Appraiser - #52



WHITE APPRAISAL

130 Varney Road, Dover, New Hampshire 03820
(603) 742-5925
Email: brianwmai@aol.com

Space Available

If you are interested in listing your company
on this page please contact

Patty Stone Colman, x251
New England Real Estate Journal, P.O. Box 55, Accord, MA 02018
800-654-4993 • 781-878-4540, pstonecolman@nerej.com
www.nerej.com

Networking to over 20,000 Prospects every Month

COMMERCIAL LOTS FOR SALE, LEASE OR BUILD TO SUIT ROCHESTER, NH



ROUTE 202, WASHINGTON STREET

ALL SITES:

- Abut a Park and Ride off Exit 13 on Route 202, a Residential Subdivision and a 308,190 +/- SF Mall Across the Street
- Highway Commercial Zoning
- Natural Gas, Municipal Water and Sewer Stubbed at Sites

SITE #1 (177 WASHINGTON STREET):

- 1.2 +/- AC Site
- 200' Frontage on Route 202
- Conceptual Plans Available for 5,000 +/- SF Commercial Building
- \$325,000

SITE #2 & #3:

- 5.9 +/- AC and 10.7 +/- AC
- 730' Frontage on Route 202
- Call for Pricing

NORTHEAST MEDICAL PARK NEWINGTON, NH



2299 WOODBURY AVENUE

21,722 +/- SF | 5.457 +/- AC | Office & Medical Tenants | All City Services | Office Zoning | Direct Access to Route 16 | Ample Parking On-Site |
Call for Pricing

LAFAYETTE PLAZA RETAIL SPACE PORTSMOUTH, NH



775 LAFAYETTE ROAD

23,000 +/- SF | Established Plaza | Join Planet Fitness, Harbor Freight Tools and Others | Excellent Signage & Visibility | 24,000 VPD |
\$12.00 PSF

THE KANE COMPANY, INC.



COMMERCIAL • INDUSTRIAL • REAL ESTATE

(603) 430-4000 | www.kane-company.com

3.21 AC LOT FOR SALE LEE, NH

40 CONCORD ROAD

Ready for Development | Zoned Commercial | 39,000 VPD |
\$575,000



February 5 - 11, 2021
Section C

Quick Read

Executive of the Month

Santos is the managing director of Performance Northeast Services, LLC

SEE PAGE 5C

Project of the Month

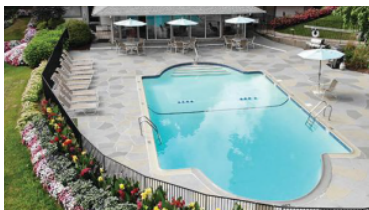
Connolly Brothers finishes work on new 26,000 s/f HQ for Bio-Techne



SEE PAGE 7-9C

Product of the Month

Renukrete: Outdoors and indoors, restoring concrete floors to new life



SEE PAGE 10C

20 Pages

BOMA	12C
IREM	14C
CAI-NE	16C
IFMA	17C

New England
Real Estate Journal

Owners, Developers & Managers

nerej

EST 1963

THE COMMERCIAL REAL ESTATE MEDIA SOURCE

WILL CREATE 1.68 MILLION S/F OF MIXED-USE DEVELOPMENT SITUATED ON 15.2 ACRES

Hilco and Redgate receive approval to redevelop the Edison Power Plant

SOUTH BOSTON, MA Hilco Redevelopment Partners and Redgate Capital Partners, the real estate development partnership behind the redevelopment of L Street Station, received approval from the Boston Planning and Development Agency to move forward with a mixed-use redevelopment on the site of the former Edison Power Plant in South Boston. The proposed project will bring new energy to the previously inaccessible site by extending the neighborhood to the Boston Harbor waterfront, adding construction and permanent jobs, and creating new community open space, neighborhood retail, housing, and commercial space using best-in-class environmental sustainability standards. The project also involves environmental remediation at the former industrial site.

Originally constructed in phases beginning in 1898 at the corner of Summer St. and East First St., the former coal-fired power plant was expanded and operated for more than a century before being decommissioned in 2006. Hilco and Redgate purchased the site in 2016 and have undertaken a robust multi-year community planning and review process.

The redevelopment will reuse four historically significant turbine halls and create 1.68 million s/f of mixed-use development situated on 15.2 acres along the Reserved Channel. The project incorporates resilient site design along the waterfront and improves traffic, transit and pedestrian infrastructure in and around the site, while building new office, retail, residential, civic, and R&D/lab space, with associated parking.

The plans include six acres of open space throughout the site, including a new 2.5-acre public park along the waterfront. Approximately 80,000 s/f of space throughout the development is envisioned as neighborhood retail, including a market or food hall in one of the Edison Turbine Halls.

In addition to providing needed housing, public open space and employment opportunities, the project's commitments involve many other unique public benefits for the South Boston community, including more than \$10 million to the MBTA to improve transit service and safety in the neighborhood, a \$1.75 million



commitment for improvements and operations of Medal of Honor Park and Christopher Lee Playground, a \$1 million perpetual scholarship endowment for South Boston college students, commitments for trade apprenticeships and internships throughout the duration of the development, 16% of housing units to be provided at affordable or workforce income levels, priority access and below-market rents for local and disadvantaged small business retailers, and access to 120 parking spaces for local residents free of charge on nights, weekends and during snow emergencies.

34,000 S/F BUILDING WAS DESIGNED BY DARIO DESIGNS

Bowdoin Construction earns ABC EIC Award for The Revers Center

WESTON, MA Bowdoin Construction Corp. was awarded an ABC Merit Award, representing work that stands above the rest, for its work on The Revers Center for Science and Visual Arts at The Rivers School. The Merit Award recognizes the overall excellence in project execution, craftsmanship, safety, innovative elements and challenges, and client satisfaction.

Construction of the 34,000 s/f academic building took place over the course of 15 months, opening its doors to students in January 2020. Bowdoin's proactive use of building information modeling (BIM) throughout the project, uncovered several coordination issues that were able to be mitigated prior to installing mechanical ductwork and piping in the field, which saved time and money.

A key feature of the project is the main entrance stair found in the front lobby. This was designed to hang from the ceiling off a single, two-inch square rod. This building element was incorporated to tie in with the school's engineering program, demonstrating the important principals of physics, and highlights the overall educational purpose of



the Revers Center.

Designed by Dario Designs, the Revers Center prominently demonstrates the Rivers Schools' commitment to academic excellence – and to providing students with superior innovative and experiential learning

opportunities.

Bowdoin president Irwin Yanowitz said, "Projects of this nature are particularly gratifying to be a part of, realizing the positive impact your time and efforts can have on a learning community."

National Development promotes Mayeux to vice president of the development group

NEWTON, MA According to National Development, Naomi Mayeux has been promoted to a vice president in the development group. Mayeux manages all aspects of the development process, including design, permitting, and construction. Mayeux joined National Development in 2014, and has taken on increasingly challenging projects primarily in the office and life sciences sectors. She currently serves



Naomi Mayeux

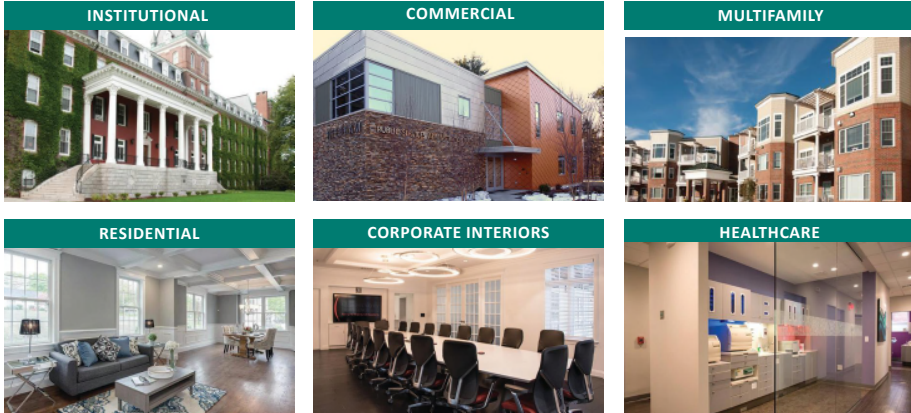
as a project manager for two major life sciences developments in Boston. Some of her previous projects include the redevelopment of The District Burlington, and Siena at Ink Block and More Than Words in Boston.

New England



CONSTRUCTION, INC.

TRUSTED CONSTRUCTION PROFESSIONALS
SINCE 1985



215 LEXINGTON STREET, WOBURN, MA 01801
P: 781.935.0130 F: 781.935.0048
www.seaverconstruction.com

CUBE3
architecture | interiors | planning

Celebrating 15 years of DESIGN

lawrence | boston | miami

978.989.9900 CUBE3.com info@CUBE3.com

WE HAVE YOU COVERED!



NEW ENGLAND SECURITY



SPECIALIZING IN CONSTRUCTION, COMMERCIAL AND RESIDENTIAL SECURITY

208 Broadway Malden, MA 02148 • (617) 322-6372 • newenglandsecurity.com

Building Envelope Restoration Specialists

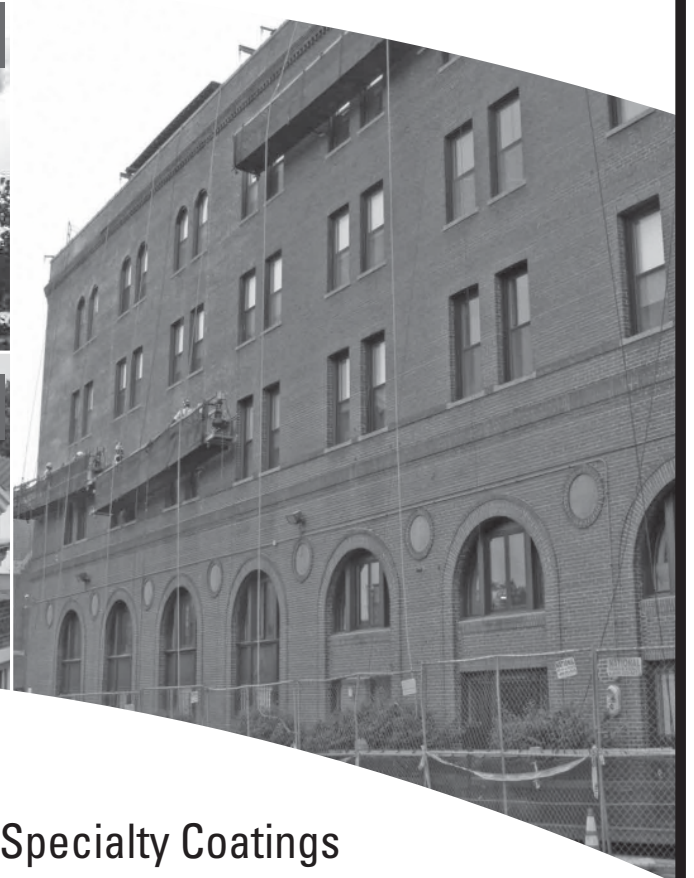
Since 1981, **Alpha Weatherproofing Corporation** has served engineers, architects, building owners and property managers throughout New England with comprehensive weatherproofing and building envelope restoration services.



BEFORE



AFTER



- Concrete Restoration
- Façade Inspection & Repair
- Masonry Restoration
- Sealant Removal & Replacement
- Parking Garage Repair & Traffic Coatings
- Specialty Coatings
- Waterproofing Systems
- Roofing: Flat, Slate, Copper, Sheet Metal
- Roofing Maintenance
- Emergency Repairs
- Structural Repairs

617-628-8888 www.weatherproofing.net

Time for a change?
 (We're hiring, and we've
 got sign-on bonuses.)



Commercial/Industrial Roofing • Sales and Service • 24/7 Emergency Service

N. Billerica, MA 800-398-1380
 Brockton, MA 866-583-9499
 Portland, ME 207-878-1732
 E. Hartford, CT 860-828-0380

Tecta America New England was formerly Delta Roofing



ONESOURCE

STRATEGIC FACILITY MANAGEMENT SOLUTIONS



NEW ENGLAND'S
**OUTSOURCED
 FACILITY
 MANAGEMENT
 SOLUTION**

Facility Management
 Building & Grounds Maintenance
 Corporate Real Estate Management
 Life Safety & Regulatory Compliance
 Facilities Consulting

onesourcecompanies.com

PROJECT BY THE NON-PROFIT, COALITION FOR A BETTER ACRE
**Delphi Construction completes
 50,000 s/f veterans housing project**

HAVERTHILL, MA Multi-market construction management firm, Delphi Construction has completed a new 50,000 s/f veterans housing project for their client, Coalition for a Better Acre.

The 44-unit development sits on the site of the former Gerson Furniture Building on Washington St. The new development features a mix of one, two and three-bedroom units along with three fully ADA compliant units with low rise countertops, expanded bathrooms and other accommodations for residents in wheelchairs.

Delphi was awarded the project by the non-profit, Coalition for a Better Acre (CBA) in partnership with Veterans Northeast Outreach Center (VNOC). The Coalition for a Better Acre is a membership based community development corporation dedicated to resident empowerment and sustainable community revitalization for current and future residents of the city and the Merrimack Valley. CBA promotes healthy, vibrant neighborhoods by developing resident leaders, affordable housing and economic opportunities, and by responding to community needs through collective action. VNOC provides a full continuum of care to Veterans and their families in Essex, Middlesex and Barnstable Counties in Mass. and Rockingham County in N.H. The partnership with VNOC is a continuation of the Welcome Home Apartment project that is located at



VNOC's headquarters less than a half mile up the road from the Gerson building. This project has a 70% unit preference for local veterans being serviced by VNOC.

The Gerson development aims to provide affordable housing opportunities for military veterans and their families.

As part of the project, designed by Davis Square Architects of Somerville, Delphi demolished three shuttered buildings on the site in order to make way for the new construction. The new facility includes the residential apartments, a community room and a two story detached parking structure in the rear. The ground level also features 2,500 s/f of retail space CBA plans to lease out to commercial tenants.

The project had a duration of just under 2 years from start of demolition to occupancy.

For full story visit nerej.com

**Owners, Developers
 & Managers**

A section of the
New England Real Estate Journal

P.O. Box 55, Accord, MA 02018
 781-878-4540, www.nerej.com



Publisher
 John Picard x250
jpicard@nerej.com



Editor
 Jill Graham
jgraham@nerej.com

**Redi-Dock® Provides Instant
 Drive-In Access to Your Facility**



Call for an immediate consultation.

- Modular
- Minimal site prep
- Low maintenance
- Delivered & set
- Easily relocated
- Lengths to 50'
- Infinite widths
- Heavy duty rating
- No future demolition
- ADA ramps available

Reading Precast

Inc.

Manufacturer of Precast Concrete Products

Call: 800-724-4881

www.ReadingPrecast.com

anthony@readingprecast.com

New England

Background sources of PFAS: implication for drinking water supplies and human health risks



Frank Ricciardi
Weston
& Sampson

There has been considerable reporting in the environmental industry on per-and polyfluorinated alkyl substances, or PFAS, sometimes referred to as “forever chemicals” since they do not readily degrade and are persistent in the environment. There are thousands of individual PFAS variants found in hundreds of common consumer products. Their resilience and ability to accumulate in humans and animals make them a potential health risk at extremely low levels and removing them from environmental media/drinking water requires expensive disposal, specialized equipment, and/or new treatment technologies.

The USEPA established a Health Advisory Level of 70 parts per trillion (ppt) in drinking water based on available toxicity data. This extremely low concentration has been equated by the Michigan Department of Environmental protection as approximately four drops of water in an Olympic-sized swimming pool. The Massachusetts Department of Environmental Protection (MassDEP) recently established a total Maximum Contaminant Level (MCL) for six PFAS compounds in

drinking water of 20 ppt. This level is even lower than the USEPA Health Advisory to account for evidence associating larger PFAS compounds with several potentially adverse effects to infant development and the immune system. Several other states have also used similar models and assumptions to develop their own drinking water standards which are lower than the USEPA Health Advisory. The use of PFAS in so many consumer products has resulted in its being detected around the globe, even in uninhabited areas. This so-called “background” presence can impact properties and public water supplies at levels nearly equal to the Health Advisory and Maximum Contaminant Level. In cases where known sources of PFAS exist nearby, the responsible party may be able to be held liable for addressing PFAS impacts, but if the impacts are related to background, the responsibility may lie with the owner of the impacted property/water supply.

Where is Background PFAS Coming From?

Atmospheric Deposition and Precipitation: A recent study found concentrations of PFAS in Massachusetts precipitation at five ppt due to releases into the atmosphere from stack emissions from manufacturers who use PFAS. Once airborne, PFAS can travel miles from the source prior to deposition – one investigation

showed PFAS impacts to surface and groundwater greater than 20 ppt more than five miles away from its source.

Pesticide use: The MassDEP identified concentrations of PFAS compounds at concentrations up to 1,000 ppt in the mosquito spray applied aerially in Bristol and Plymouth counties to combat eastern equine encephalitis (EEE). Given that PFAS is used as a dispersant additive, it is also possible that PFAS may be found in other similar products that are sprayed aerially. Additionally, further studies have found that PFAS may have been added as a coating in the containers of these products.

Consumer Products: Many consumer products such as food packaging, non-stick pans, water-repellent clothing, firefighting foam, and stain-resistant textiles contain PFAS, which can dissolve from these products into the environment or local water supplies.

Wastewater Treatment Plants and Residential Septic Systems: After decades of exposure to PFAS, humans have these compounds in our bloodstream which are then excreted. Since neither municipal nor residential wastewater treatment methods break down PFAS, they pass directly through treatment plants, discharge into surface water bodies and then travel miles downstream, potentially impacting environmental media and drinking

water supplies. Residential septic systems can also discharge PFAS directly into soils and groundwater, potentially impacting nearby wells and surface waters.

Biosolids: Wastewater treatment facilities concentrate PFAS in biosolids, which have been applied to farmlands as a fertilizer for decades. This has resulted in residual sources of PFAS in shallow soils that can leach into groundwater or run off into surface water. Some studies of land application sites show residual PFAS impacts in shallow soils and underlying groundwater decades after sludge application ceased. In addition, incineration of biosolids occurs at temperatures well below those needed to destroy PFAS, resulting in atmospheric discharge and further transport of PFAS to surrounding areas.

Landfills: Massive quantities of consumer products that contain PFAS are disposed of in landfills every year, which, along with disposal of industrial waste and wastewater treatment plant biosolids, may result in very high concentrations of PFAS in leachate. In addition, leachate disposal at wastewater treatment facilities discharges directly to surface water bodies as these compounds pass through conventional treatment processes.

Regulatory Future

Given the thousands of PFAS variants, extremely low regulatory

standards, their ubiquitous presence in our environment, and the costs to remove PFAS from water supplies, regulatory agencies should routinely evaluate their risk models to ensure they are scientifically valid and not unnecessarily conservative. As the science of PFAS matures, additional data and longer-term effects of PFAS will become more readily available. These standards should be scientifically defensible and not overly burdensome so as to result in costly and potentially unnecessary treatment measures to address what may well simply be background PFAS concentrations.

Will My Property be Impacted by PFAS? The simple answer is most likely “yes,” given the ubiquitous nature of PFAS, background sources, and potential source producers of PFAS products. Whether or not your property has already been impacted by PFAS, the best course of action may be to consider an evaluation of potential PFAS sources and implications for your property, water supply, or wastewater treatment facility. This evaluation should identify potential source polluters, who can be pursued in the future, if necessary, for costs related to PFAS mitigation, remediation, or treatment.

This column was written as a team by Frank Ricciardi, Steve LaRosa, Marie Rudiman, Chuck Raymond of Weston & Sampson.

transform your environment

- water, wastewater & stormwater
- traffic & transportation
- environmental engineering
- site development
- geomatics & mapping
- GIS & permitting
- visualization
- geotechnical & structural
- electrical & mechanical
- climate resiliency
- facility design
- landscape architecture
- energy & sustainability
- aquatics
- construction
- operations & maintenance



RESTORE IT ENHANCE IT SUSTAIN IT MAINTAIN IT


westonandsampson.com
1-800-SAMPSON
Offices along the East Coast

Weston & SampsonSM
transform your environment

an employee-owned company

OWNED BY LEGGAT MCCALL PROPERTIES

The Smith earns LEED Silver and Fitwel 2-star certification

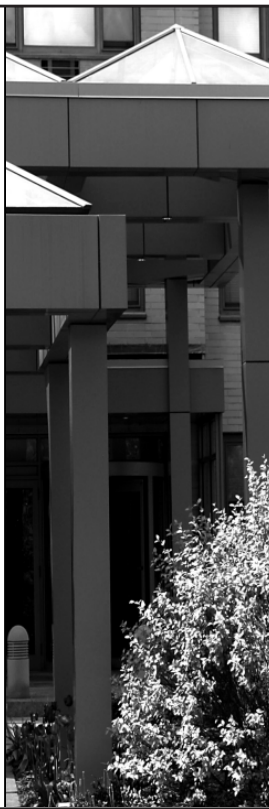


First Realty Management

Your Property Management Solution.

CALL US
617.423.7000

Or visit www.firstrealtymgt.com
AMO®



BOSTON, MA The Smith, located at 89 East Dedham St., and designed by CBT architects, has been named recipient of both LEED Silver and Fitwel 2-star rating certifications.

“During a year when issues like work-from-home environments, individual health, outdoor activities and eco-friendly measures are foremost in our minds, we are honored to be among the buildings that offer safe, healthy and luxurious amenities for our residents,” said Sam Reiche, vice president and partner at Leggat McCall Properties, owner of the property.

The Smith received a LEED Silver designation based on the following sustainability achievements, among others:

- 35% offset of fossil fuel consumption through renewable energy certificates, through a mixture of



wind, solar, biomass and geothermal renewable power;

- 40% potable water use reduction through low flow plumbing fixtures;
- Bicycle facilities and EV fueling stations on site to promote alternative/carbon free transportation; and
- Recycled nearly 90% of construction waste.

The Smith joins buildings, sites, and communities from around the world as part of Fitwel Certification System, the world’s leading certification system committed to building health for all. The Smith is the first multifamily project to achieve Multi-Family Residential v2.1 certification which achievements include:

- Positive impacts on mental, social health and social equality with access to a common outdoor courtyard, proximity to outdoor restorative garden, parks, fitness areas and transparency of health features;
- Well-being through enhanced indoor air quality strategies, occupant comfort surveys for continual feedback, access to daylight and views to nature;
- Increased potential of physical activity through walkability (Walk score of 96), access to pedestrian walking routes, bicycle paths, safe street infrastructure, numerous public transit options (Transit Score of 83) and an internal stairwell;
- Access to healthy nutritional options through grocery stores, farmers’ market, and restaurants within a 1/2-mile radius; and
- Promotion of occupant safety through emergency preparedness procedures and plans.

The Smith is composed of 300 apartments designed to accommodate singles, couples and families including studio, one, two and three-bedroom apartments ranging from 484 to 1,328 s/f. The apartments feature design elements such as movable kitchen islands, stainless-steel appliances, walk-in closets and glass showers, cabinet storage space, and floor-to-ceiling windows.

CRYSTAL®

WINDOW & DOOR SYSTEMS, LTD.
WWW.CRYSTALWINDOWS.COM

31-10 Whitestone Expwy, Flushing, NY 11354

800.472.9988

Building Relationships Since 1990.



◆ Made-in-USA ◆ ALUMINUM ◆ VINYL
◆ RESIDENTIAL ◆ COMMERCIAL ◆ ARCHITECTURAL

Crystal Windows Affiliations:



Follow us on:



Executive of the Month

STARTING HIS CAREER IN 1984 WORKING PART TIME FOR AMERICAN CLEANING COMPANY

Santos is the managing director of Performance Northeast Services, LLC

BOSTON, MA The New England Real Estate Journal (NEREJ) sat down with Lee Santos, this month's executive of the month, for a question and answer session. Santos is the managing director of Performance Northeast Services, LLC.

NEREJ: You are the managing director and partner of Performance Northeast Services, LLC. How did this happen?

Santos: Spent 27 years at American Cleaning Company where I started out as a part-time supervisor downtown Boston (Little Building – 80 Boylston St.), within a short time got promoted to full time area manager and over the years moved up to district manager.

Through a client and friend started a conversation with State Cleaning Services and joined in 2009 where we did a great job putting a small company on the map, becoming one of the largest in the Boston area in record time.

State Cleaning Company was sold to a N.Y. based company three years ago and an opportunity came up for ownership which I readily jumped on.

NEREJ: Tell me a little bit about Performance Northeast Services, LLC:

Santos: Performance Northeast Services, LLC is a partnership between myself and Performance Environmental Services founded in 2020. Our core mission is to provide commercial maintenance building services with a main focus on janitorial.

NEREJ: Can you give me a few examples of the types of projects your firm is involved in?

Santos: We currently service commercial office buildings, life science, medical and high profile residential grounds and common areas.

NEREJ: Tell me a little bit about you, personally:

Santos: Grew up in East Cambridge, proud Navy Veteran, love golf and a great book but my biggest achievement is my family, one lovely son (Joshua Santos) and a great wife of 36 years (Alise Santos).

NEREJ: What is your motto in life?

Santos: Be kind and grateful for all the blessings life has bestowed on me.

NEREJ: What are the key influences in your work today?

Santos: Technology is in my mind the greatest influence, it transformed the entire industry without a doubt.

NEREJ: What led you to your current profession?

Santos: In 1984, recently married,

I needed a part time job to supplement my income, started out with American Cleaning Company part time and in a short time led me to a full time position as an area manager.

NEREJ: Describe the philosophy behind your firm?

Santos: To find the very best talent we can, build a family like employee company and provide the very best services possible.

NEREJ: What do you regard as the greatest success in your career to date?

Santos: Building State Cleaning in record time to a large size operation servicing a diverse portfolio as well as a large geographical footprint.

NEREJ: What do you like most about your job?

Santos: The people.

NEREJ: How long have you been in the janitorial industry?

Santos: I have been working in the industry since 1984.

NEREJ: What was the most complex project you were involved in?

Santos: Pharmaceutical services.

NEREJ: What do you see as the biggest challenges in the industry from your perspective:

Santos: Office concept changes, mainly due to COVID-19, have been a challenge for our industry.

NEREJ: What guidance would you give to someone contemplating a future in your industry?

Santos: Make sure, above all, you enjoy working with people, buildings and traveling.

NEREJ: Do you ever truly unplug from work?

Santos: The commercial building maintenance industry is a 24/7 commitment, customer needs are constant and unpredictable, so you have to be there for those that trust you with their assets.

NEREJ: What learning experience or professional development most helped prepare you for leadership?



Lee Santos, the managing director of Performance Northeast Services, LLC

Santos: People skills, listening skills and a commitment to always aim for excellence.

NEREJ: How do you cope with crises?

Santos: I believe that every crisis has a solution, crisis will happen no matter how well you prepare, most of them out of your control, how you respond and come through for your customers is what make the difference.

NEREJ: How do you set priorities?

Santos: Priorities setting is mainly based on common sense, the level of urgency will determine that.

NEREJ: How has the industry changed since you first started out?

Santos: This is like asking how was life before the Internet, when I started out was basically a hand shake and very little else. There was to price structure, agreements were non existing for the most part,

unions and labor rules were very relaxed to what is today. Communication was non existent as far as cell phones, e-mail, everything was coming through the door and verbal, no computers, in the 1980s the only thing we had was a typewriter and not all even had that.

NEREJ: How did you move up the ladder in your industry?

Santos: Hard work, commitment, leadership, integrity (core values).

NEREJ: Do you or did you ever have a mentor? If so, how did your mentor help you and where do you think you would be today without their mentoring?

Santos: When I started out I worked for very demanding people, that pushed you to your limits at every level, I believe that had a great impact on my approach to the business.

NEREJ: What was your biggest challenge in business and how did

you overcome it? In your personal life?

Santos: Biggest challenges would be starting out multiple job sites at a moments notice with very little support, all was on you, so creativity, being resilient, etc. was what defined the outcome.

NEREJ: Hindsight is 20/20. What would you do differently? Do you think that would have changed where you are today?

Santos: Nothing comes to mind, no regrets, happy with who I am and where I am in life.

NEREJ: Do you ever take time for yourself?

Santos: I try my best to balance my lifestyle between work and family.

NEREJ: What are your future plans?

Santos: To build a quality driven service company that will become my legacy.





- Pre-Construction Planning
- Construction Management
- General Contracting
- Design Build

We are a proud ABC member, honored to receive an Excellence In Construction award for The Revers Center in Weston, MA



Providing Creative Solutions for Your Building Needs Since 1973

Needham Heights, MA ■ Worcester, MA ■ East Berlin, CT
781.444.6302 ■ BowdoinConstruction.com

Ask the Electrician

What's involved with setting up an EV charger?

Access to electric vehicle charging is incredibly important to cutting greenhouse gas emissions: the future is electric and the question is how do we get there? As batteries and other related technologies continue to improve, electric vehicles (EVs) are becoming a more enticing choice for passenger vehicles. Today's EVs have longer range, rapid charging, and improved efficiency. The biggest hurdle? Infrastructure.

Motorized transportation has for the past century been dependent on fossil fuels. In order for cleaner electric vehicles to fully replace existing technology, there is a great deal of infrastructure that has to be put in place. EV charging stations en masse have to replace or exist alongside traditional fuel stations

on major motor ways, and in other public places. And at the pace of adoption of EV's it's certain that the infrastructure will follow.

EV's have an advantage over a traditional gas-powered vehicle in that fuel stations aka chargers can be located at unconventional locations (anywhere there is access to electricity) where it's not feasible to install a gas pump, such as the supermarket, a mall parking lot, or a parking garage. Some require payment "per minute" of charging, whereas others offer free charging as an incentive to visit a store or business. It can indeed be a major draw for your customers, employees, or tenants, so it's important to decide whether you will want to provide the service for free or require payment for charging. Now, what's involved with

setting up an EV charging station and what are some of the other questions you need to address?

Location: Running a power line to an EV charger is considerably easier than setting up a gasoline reserve tank and installing a gas pump, but there are still some important things to consider. Primarily, you and your electrical contractor will need to consider where the EV charger's power source is, and where the path running that power will go.

At Interstate, when we're discussing these installations with clients, we'll often find out that they want the chargers in the front of the building for visibility, but this is usually one of the most difficult places for installation. The power source is usually on a side of the building or in the back, and running a path to the front of the building could require temporarily uplifting landscaping or require a significant amount of work (and costs) to facilitate. If you're building new construction, of course it's easier to plan for and accommodate the proper cabling in the planning stages. Since we're in New England, you'll also need to consider snow removal and ensure that the chargers are not in a spot susceptible to damage by plows or other equipment.

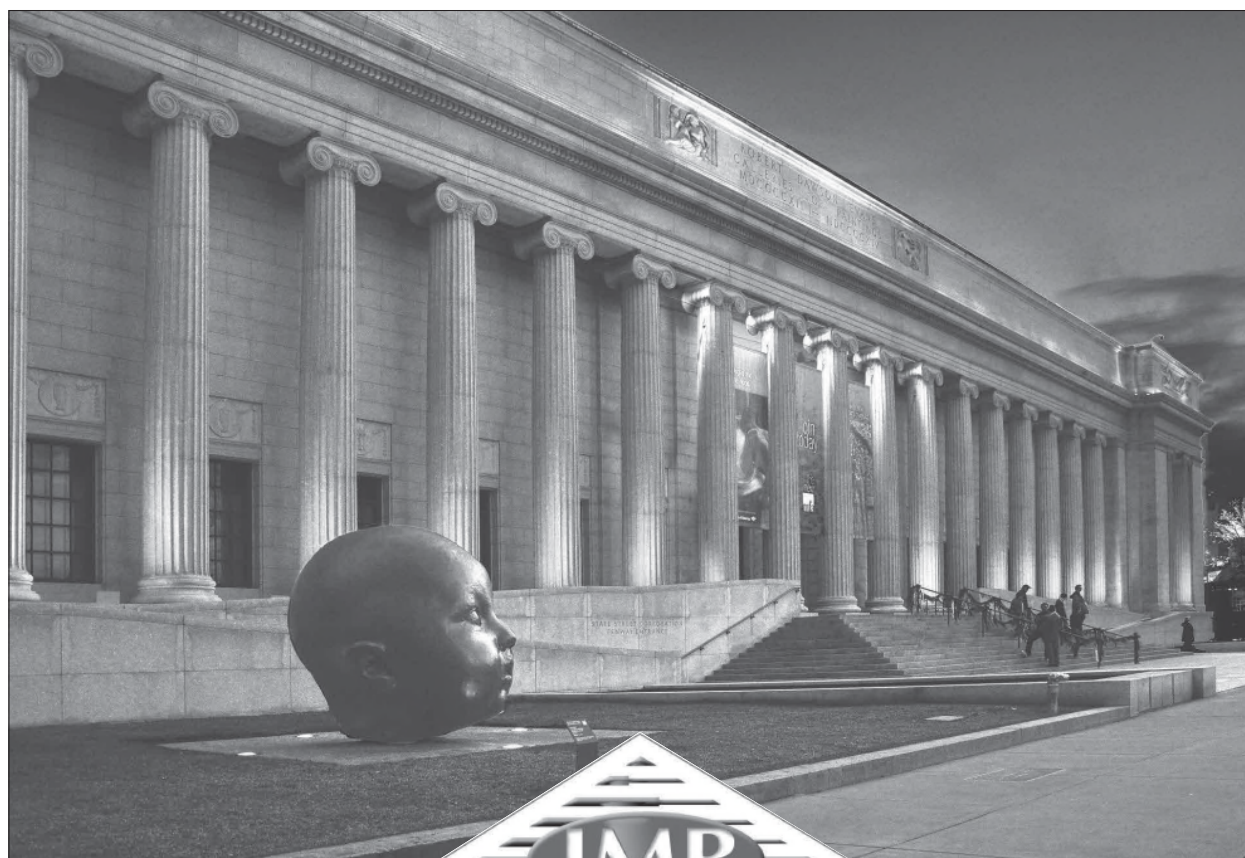
Electrical Capacity: Beyond where you will be placing your EV chargers, you (and your electrician) need to determine whether your building and existing electrical infrastructure can support the addition of EV chargers. Of course, with new construction, it's easy to include EV chargers as part of your infrastructure needs, but retrofitting existing buildings can be harder. Whether it's tapping into existing electrical lines or pulling new lines from the transformer, your electrician will explore your options with you.

Type of Charger: There are multiple varieties, brands and types of chargers, but your electrician can help you decide which model best suits your needs. Most at-home chargers are "Level 1," meaning they can connect to a standard 120-volt electrical outlet. The majority of commercial chargers are "Level 2," which require 240-volt power. There are two plug standards for these "Level 2" chargers, and most commercial charging stations come equipped with both types. If you're going to require payment to use the charger, you'll also need to decide whether you want the charger equipped with network connectivity so that it can be listed on publicly available EV charger maps, offer scheduling to drivers, and other features.

John Henry is a project manager and Roger Farwell is project managers/estimators at Interstate Electrical Services Corp., Billerica, Mass.

Electrical Construction ♦ Fire Alarm ♦ Tel/Data ♦ Security Systems ♦ Energy Division

Excellence in Electrical Construction... For More Than 90 Years



Museum of Fine Arts
Boston, Massachusetts



SPECTRUM
Integrated Technologies

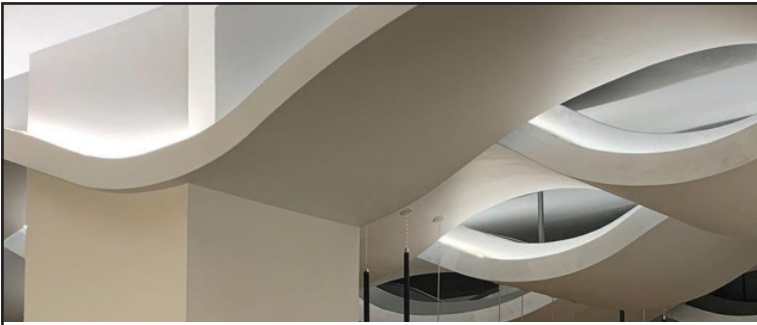
J. & M. BROWN COMPANY, INC.
Connecting Greater Boston to a Bright Future

Member of
NECA
GREATER BOSTON

267 Amory Street, Jamaica Plain, MA Tel: 617.522.6800 info@jmbco.com www.jmbco.com

For full story visit nerej.com

Metal framing, Sheathing, Drywall, AVB (Air/Vapor/Barrier)



Congratulations to Connolly Brothers and the entire Bio-Techne Corporation project team. Finished product looks amazing!



MATRIX INTERIOR CONSTRUCTION INC.

66C River Road, Hudson, NH 03051
(603) 897-1966
www.matrixinteriorinc.com

Project of the Month

Connolly Brothers finishes work on new 26,000 s/f corporate headquarters for Bio-Techne Corp.

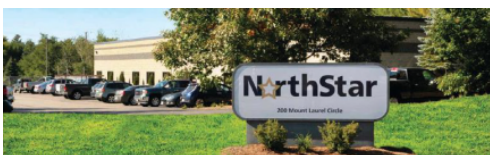


Roofing



We Maximize the Value of Your Roof!

- Single-Ply Roofing Systems
 - Slate & Copper Roofing
 - Metal Panel Roofing Systems
 - 24-Hour Service & Maintenance
- 1-888-5NU-ROOF**



200 Mount Laurel Circle, Shirley, MA 01464
www.nstarroofing.com

Structural Steel



**Congratulations to Connolly Brothers on another successful project
Proud to provide the structural steel on the project**

Electrical

LEONARD ELECTRIC, INC.

Congratulations to the Bio-Techne Corporation project team on a job well done.

Proud to be the Electrical Contractor on the project.

154 Fletcher Street, Lowell, MA 01854
Tel: 978-9378620
leonardelectric.com



D. CRONIN'S WELDING SERVICE, INC.

70 State Street
Lawrence, MA 01843
(978) 664-4488 | (978) 664-1958 fax
info@croninwelding.com

Masonry

DESIDERIO COMPANY INC.

VINNIE DESIDERIO

978-360-6952

16 Stewart Rd., North Reading, MA 01864
vdesiderio_masonry@yahoo.com



HVAC



Tech Mechanical is proud to have assisted Connolly Brothers in the completion of the Bio-Techne Corporation addition project.

Project of

PROJECT TEAM: MAUGEL; TFM; LEONARD; ANCHOR; TECH MECH; M

Connolly Brothers finishes corporate headquarters

DEVENS, MA Connolly Brothers, Inc., a construction management firm serving private commercial, industrial, and institutional clients, has completed a 26,000 s/f addition to the corporate headquarters of Bio-Techne Corp., a leading developer and manufacturer of high-quality purified proteins and reagent solutions. Located at 7 Jackson Rd., the construction of the new, single story addition provides a combination of manufacturing and warehouse space for the life sciences company.

Bio-Techne products are integral components of scientific investigations into biological processes and molecular diagnostics, revealing the nature, diagnosis, etiology, and progression of specific diseases. They aid in drug discovery efforts and provide the means for accurate clinical tests and diagnoses.

Designed by Maugel Architects, the new space is broken into three areas: An extended shipping area, storage and warehouse, and manufacturing. Before construction could begin Connolly had to relocate gas and fiber optic lines to secure the footprint. Due to COVID-19, the plant providing the brick veneer for the exterior of the building shut down and never reopened. Connolly had to find another product to match the existing brick building. Connolly took extra precautions throughout the project due to the COVID-19 pandemic. Extra hand-washing stations were installed on the site and employees closely followed the company's COVID protocol.

"I had worked with Connolly Brothers on another project and brought them on board for this project," said Bill Jackson, president at William Jackson Associates, "Their ability to turn over a project on time and on budget while delivering a good final product is the



grand slam of construction."

Located in Central Mass., the town is a 4,400 acre mixed-use community and an award winning model for military base reuse. After serving as the U.S. Army's New England headquarters for 79 years, Fort Devens was closed in 1996. Mass Development purchased

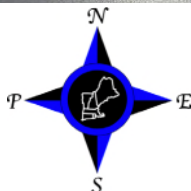
the property and, with financial support from the Commonwealth of Massachusetts, redeveloped Devens into a sustainable and diverse mixed-use community. Due to being located on Devens, the project team had to go through unexploded ordinance (UXO) training. Fortunately, no UXOs were



Epoxy Coating/Concrete Coating



Congratulations to Connolly Brothers and the entire Bio-Techne project team on a job well done.



New England Surface Preparation, Inc.

1 Melvin Street Suite B, Wakefield, MA 01880
781-213-1101

the Month

NORTHSTAR; DESIDERIO; CRONIN; NE SURFACE PREP; AND MATRIX es work on new 26,000 s/f s for Bio-Techne Corp.



uncovered during construction. In addition, the project generated a surplus of fill material which could not be transported off Devens. Connolly worked with the local building commission to relocate the material on Devens before putting loam and grass seed on top to create a grassy area.



Bio-Techne Corp. HQ project team

Owner.....	8 Jackson Road LLC
Construction Manager.....	Connolly Brothers
Architect.....	Maugel Architects
Structural Engineer.....	TFM Structural Engineers
Electrical.....	Leonard Electric
Site Work.....	Anchor Excavating
HVAC.....	Tech Mechanical
Roofing.....	NorthStar Construction Services Corp.
Masonry.....	Desiderio Company Inc.
Structural Steel.....	D. Cronin's Welding Service, Inc.
Epoxy Coating/Concrete Coating.....	New England Surface Preparation, Inc.
Metal Framing, Sheathing, Drywall, AVB.....	Matrix Interior Construction Inc.



Architect

OVER 25 YEARS OF SHAPING THE EXCEPTIONAL



Science / Advanced Tech / Healthcare / Industrial

MAUGEL.COM

Sitework



Sitework • Utilities • Paving



Anchor Excavating Corp.
16 Industrial Way, Hanover, MA 02339
781-871-9216
www.anchorexcavatingcorp.com

Structural Engineers

Serving NH, MA & Northern New England
Since 1968

**PROUD TO BE A PART OF THE
PROJECT TEAM!**



Structural Engineering Services for Bio-Techne Addition



**Professional Services.
Exceptional Results!**

COMMERCIAL • INDUSTRIAL • RETAIL
INSTITUTIONAL • MULTI-RESIDENTIAL



Civil Engineers
Structural Engineers
Traffic Engineers
Land Surveyors
Landscape Architects
Scientists

tfmoran.com

Voted BEST NH Engineering Firm
9 Years Running!



Robert Duval, PE - President Chief Engineer
Paul Sbacchi, PE - Chief Structural Engineer
Bedford, NH & Portsmouth, NH
(603) 472-4488 (603) 431-2222

Product of the Month

Renukrete: Outdoors and indoors, restoring concrete floors to new life

NORTHBOROUGH, MA With warmer weather arriving in the not too distant future (one hopes!), many residential management firms and commercial property owners are planning for repairs that they may have put off “just one more year.” At multi-family residential properties across New England where outdoor concrete slabs have fallen into disrepair, the question might be whether it makes more sense do demo the existing slab or try to salvage it.

RenuKrete has developed a patented, proprietary technology that can turn old, stained and damaged concrete slabs into newly restored surfaces that capture the look of flagstones, slate or tile. RenuKrete’s Engineered Concrete Flooring (ECF) process combines old world sculpting craftsmanship with modern concrete technology to achieve impressive results.

Finding the best option for concrete deck restoration

Freeze and thaw cycles over many New England winters can take their toll on concrete surfaces of all kinds. Particularly those with direct exposure to the elements, such as pool decks, patios and walkways; but also inside where road salts that get tracked in can stain and cause spalling. For residential management firms with pools on their properties, and with concrete pool decks that have become eyesores and a liability concern, there are several options available when it comes to tackling a cracked and heaved deck that’s become a hazard.

Concrete stamping and overlays: One popular option that’s more suitable for applications down South than up North is stamped concrete overlays, sometimes referred to “cementitious overlays.” These surface treatments, which are essentially thin layers of cement (an eighth of an inch to a quarter inch) sometimes reinforced with polymers, are troweled onto the existing concrete surface. While attractive and versatile, after just a few years in extreme New England weather they can begin to pop off, chip and then peel, leaving the property owner back at square one—with a chipped surface that’s a trip hazard for kids and others lounging around the pool.

Concrete pool deck demolition: Starting over is always an alternative, but the costs of demolition are high not only to budgets but to the environment. And ripping up a deck and pouring new concrete around a pool is not the same thing as tearing up an old sidewalk in front of a house. That’s because the stability of the ground on the turf side of the concrete deck is much greater than on the pool side, meaning demolition can pose significant risks to the integrity of the pool’s walls and seams.

The benefits of restoring the concrete rather than ripping it out



and replacing it are manifold. For one, the costs are significantly less when compared to breaking apart the concrete, digging it out and then hauling it away. Furthermore, besides the risks inherent in breaking up and then removing the old concrete, chances are the contractor doing the demo work has little idea of what lies beneath the concrete—like pipes, for instance. Pipes are no match for an errant backhoe bucket or pneumatic jackhammer with a drill bit.

RenuKrete ECF takes a different approach to concrete deck restoration

The RenuKrete ECF process begins by making repairs to the existing concrete pool deck. Even decks that are fractured with cracks and uneven expansion joints can be made to look new as if the wear and tear never existed. By using ECF’s cutting-edge technology, technicians use skill and craftsmanship to sculpt a distinctive natural stone installation design right into the existing concrete. The end results is a concrete pool deck that takes on a totally different characteristic and looks like a new stone installation.

For residential property managers, one of the key benefits of the new decks is the increased appeal they hold for tenants, leasing agents and their clients seeking apartments. Residents take pride in the end result and the pool area becomes a definite attraction for them and their guests.

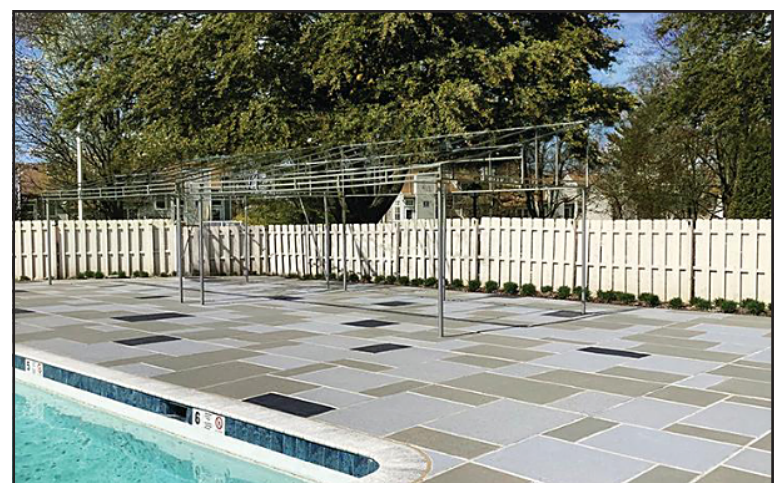
Bringing a design aesthetic to concrete flooring in commercial spaces RenuKrete’s technology isn’t limited to outdoors. The company

has similarly employed its expertise to existing commercial spaces such as food courts, warehouses, auto showrooms and service areas, lobbies, office hallways, and houses of worship, in the process saving many of its clients’ money.

“In existing commercial spaces where a new tenant might be moving in or renovations to the interior are being made, choosing a floor covering might be among the biggest costs in the property owner’s budget,” said RenuKrete founder, Alex Lorenz. “Like any other undertaking where worker time, materials and budget can come into conflict, anywhere that a cost estimator can save money is a good thing.”

In the vast majority of modern commercial buildings, concrete floors are required to be used on all floors due to the improved fire rating, strength and longevity of concrete compared to other materials. In addition, horizontal concrete is typically used in basement or first floor slab installations of residential and mixed-use buildings all over the world. Rather than covering up these concrete slabs with expensive floor coverings that can run into the tens of thousands of dollars, Lorenz’ company can reveal concrete’s true decorative possibilities in the existing slab. For property managers this is important, because when it comes to attracting new tenants and making existing tenants proud to call a building home, curb appeal means a lot.

To learn more, visit renukrete.com or call RenuKrete at (800) 406-5010.



Service and Vendor Directory

Access Control

PASEK™

PASEK CORPORATION

MAIN OFFICE
9 West Third Street
South Boston, MA 02127-1130

The Security Company™

- ▶ Access Control
- ▶ A.D.A Hardware
- ▶ CCTV Surveillance
- ▶ Master Key Systems

TELEPHONE
(617) 269-7110
Toll-Free 800-628-2822

FAX
(617) 269-0547
Toll-Free 800-262-0547

E-MAIL
pasek@pasek.com

Assessments - Env. Services



NORFOLK•RAM
ENGINEERING SOLUTIONS
FOR THE ENVIRONMENT

One Roberts Road
Plymouth, MA 02360
508.747.7900
1071 Worcester Road
Framingham, MA 01701
508.309.4793

- | | |
|--|---|
| Assessment/Remediation | Planning/Engineering |
| <ul style="list-style-type: none"> • Licensed Site Professionals • Environmental Remediation • Brownfields Re-development | <ul style="list-style-type: none"> • Wastewater Treatment • Stormwater Management • Low Impact Development |

- Planning & Design of Geothermal Loop Fields

www.norfolkram.com

Attorney

Flynn Law Group

185 Devonshire Street, Suite 401, Boston, MA 02110

www.flynnlaw-ne.com

617-988-0633 Telephone
617-988-0637 Telecopier

frank@flynnlaw-ne.com

Auctioneers



YOU CAN RELY ON US!

Specialists in Moving/Storage Facility Auctions Throughout New England

Daily Auctions
Over 100 per Month

For Auction Bookings Call
Phone (978) 777-5850 Fax (978) 777-5790
or visit www.Storageauctionsolutions.com
"Award Winning Auction Company"

Building Washing

INSTA-BRITE

MOBILE WASHING, INC.

Graffiti Removal

Building Cleaning • Sidewalks
Storefronts • Parking Garages
Clean It Right ... Call INSTA-BRITE

Since 1974

DAVID FRIEDMAN
781/447-0022
Whitman, MA

INSTABRITE.COM

Condo/R.E. Insurance

RODMAN INSURANCE AGENCY, INC.

145 Rosemary St., Bldg. A
Needham, MA 02494

(781) 247-7800 • Fax (781) 444-0090

email jgrosser@rodmanins.com

contact: Jeff Grosser



Construction Management

CALLAHAN

A Full-Service Commercial Construction Firm

Patrick Callahan, President

Callahan, Inc.
80 First Street
Bridgewater, MA 02324
P: 508-279-0012 | F: 508-279-0032
www.callahan-inc.com

Electric



Jacqueline Electric
and Contracting, Inc.
"Certified WBE"

Jacqueline P. Gorman

Master Lic. # EL 17235-A
Construction Lic. # CS092756

380 Turnpike Street
South Easton, MA 02375
Main: 508.643.0334 ext.101
Toll Free: 888.628.JECl
Fax: 508.643.9574
Cell: 508.524.3025
Email: jgorman@teamjec.com
Web: www.teamjec.com

Foam Insulation



Serving all of
New England

AGRICULTURAL BASED SPRAY FOAM INSULATION
• Closed Cell-R-value 6.25/in. • Open Cell-R value 4.00/in.

Keith Roberts, Owner
T: 1-888-98-SPRAY C: 1-978-290-8819
thegreenfoamguy@gmail.com, www.thegreenfoamguy.com

Management



BARKAN

MANAGEMENT COMPANY

BOSTON HARTFORD PROVIDENCE WASHINGTON, DC

617.482.5500
barkanco.com

Multi Housing Laundry Equipment

Coin and Card Laundry Room Development
Purchase, Lease and Route Agreement Options



Peter Limoncelli
Chief Operating Officer

P.O. Box 630
15 Glass Lane
Barrington, NH 03825

P: 800-239-9265 ext. 48
C: 203-671-6456
E: plimoncelli@YankeeEquipment.com
www.YankeeEquipment.com

Office Furniture



P. Scott Millette
affinitycompany@comcast.net

THE AFFINITY LIQUIDATION
& BROKERAGE COMPANY

Office Furniture - Pre Owned, Refinished & New

- Project Management
- Cubicle Installation/Reconfiguration
- Upholstery Cleaning
- Space Planning
- Liquidation & Brokerage
- Voice & Data Wiring

One Broadway, Lawrence, MA 01840
Phone: 617-821-1376, Fax: 775-402-4724

Roofing

COMMERCIAL • CONDOMINIUM • RESIDENTIAL

All types of roofs and roof related services
Expert Leak Detection

- ICE DAM SOLUTIONS
- SHINGLES
- RUBBER
- SLATE
- REPAIRS



Member
CAI
NERCA
Est. 1984

www.wooster-roofing.com
Toll Free: 888-766-3461 Local: 978-251-7181

If your company would like to appear on this page please contact:
John Picard, jpicard@nerej.com
781-878-4540, 800-654-4993 (outside MA)



President
Seth Skolnick
Oxford Properties
Boston, Mass.



Network | Educate | Innovate
www.gbreb.com/boma

**Building Owners and Managers
Association-Boston Chapter**
Three Center Plaza, Mezzanine Suite
Boston, MA 02108
617-423-8700, Fax: 617-338-2600

Executive Director
Adrienne Maley
BOMA Boston



BOMA Boston 2021 Officers

President
Seth Skolnick
Oxford Properties

President-Elect
Maria Farias
Northwood Office

Treasurer
Jennifer Twombly
Rockhill Management

About BOMA:

BOMA Boston Mission:

To promote excellence in commercial real estate ownership, management, and operations

BOMA Boston Vision:

To be a leader in commercial real estate providing members with the resources to thrive in the ever-changing industry

About BOMA Boston:

The Building Owners and Managers Association (BOMA) is a federated affiliate of BOMA International and is the 3rd largest local of BOMA's 91 affiliates. With a membership of over 670, BOMA Boston provides members with quality educational programs, networking & visibility opportunities. BOMA Boston is one of the 5 divisions of the Greater Boston Real Estate Board.

**BOMA Boston is a division of the
Greater Boston Real Estate Board**

AND A LOOK AT THE 2021 BOMI SCHEDULE

BOMA Boston update: Connect with BOMA's virtual events



On Tuesday, February 9th from 10 – 11 a.m. BOMA Boston is holding a Virtual Connect with BOMA event hosted by the BOMA Membership Committee. This event is geared towards new and prospective members who are interested meeting BOMA Board members and learning how you make the most of your BOMA membership! We hope you will join us to learn more about committee involvement, networking opportunities, BOMI course offerings, how to become more involved with BOMA, and more from our board of directors and members in a casual virtual setting.

Looking for a way to get more active with BOMA Boston? Join one of our many committees for a way to meet other members, get visibility for your company and help shape our programs and events. New this year we are launching a DEI Committee! View the BOMA Boston website to learn more and view all of our committees.

BOMA's partnership with BOMI International remains strong. Through educational offerings, BOMA members and non-members learn from senior professionals in the commercial real estate industry to work towards earning their RPA or FMA designations, or PAC or PMFP certifications. The next course, BOMI Law & Risk will take place the mornings of February 26th, March 3rd, 5th, 10th, 12th, 17th, 19th, 24th, 26th and 31st from 9:00 a.m. – 12:00 a.m. This virtual course will be taught by Barry Familetto with Stetson Management & Development. For more infor-

mation contact Courtney McHugh, cmchugh@gbreb.com.

The commercial real estate industry has a professional certification that provides early recognition for foundational knowledge and guides the next generation of property managers toward greater responsibility and success in their careers: The Certified Manager of Commercial Properties (CMCP). The CMCP is the only cer-

tification of its kind for early career commercial property managers—you may qualify with as little as one year's experience. Learn more at <https://www.creci.org/the-cmcp-advantage/>.

For more information about events or educational offerings, and to get involved with BOMA Boston, visit our website at www.BOMAboston.org. Follow us on Twitter and Instagram @BOMABoston and on LinkedIn.



**BOMA members networking at a Connect with BOMA event!
We looking forward to virtually networking with you in this month!**

For more information about BOMA Boston and events please visit:

www.BOMAboston.org
Follow BOMA Boston on Twitter: @BOMABoston

New England



- Common Area Cleaning
- Carpet Cleaning
- Pressure Washing
- Unit Turnovers
- Window Cleaning
- Garage Sweeping
- Tile & Grout Cleaning
- Construction Cleanup
- True CDC Guideline Disinfecting



(P) 800-979-1911 (F) 978-418-0051
www.championcleaning.com

COMMERCIAL DUCT CLEANING Continental Clean Air



Proactive measures to keep your facility clean will save time and money!

- Post Construction Cleaning
- Odor/Dust Elimination
- Serving: Industrial, Commercial, Education, Health Care, Museums, Corporate Campus, Retail

Serving New England and the New York Tri-State Areas for over 25 years

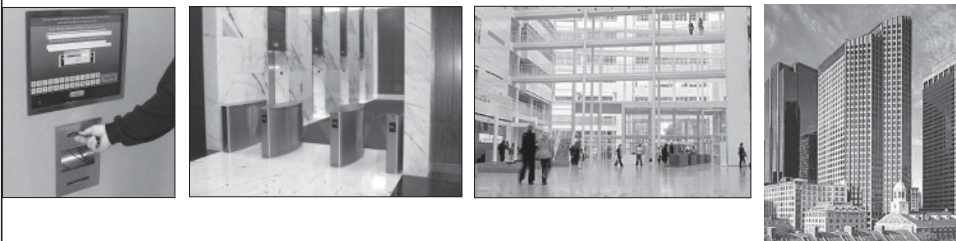


(800) 893-1117 www.continentalcleanair.com

BUILDING SECURITY.

New England's most visible addresses rely on Spectrum Integrated Technologies

- SECURITY NETWORKS • ACCESS CONTROL • CCTV & COVERT SYSTEMS
- DIGITAL RECORDING • DIGITAL VIDEO SYSTEMS • ELECTRONIC TURNSTILES
- INTERCOMS • INTRUSION DETECTION • EXTENDED WARRANTIES
- PREVENTIVE MAINTENANCE CONTRACTS



NEW ENGLAND'S FOREMOST PROVIDER OF TEL/DATA AND INTEGRATED SECURITY SYSTEMS

SPECTRUM
 Integrated Technologies

The technology division of J. & M. Brown Company, Inc.

267 Amory Street, Jamaica Plain, MA • Tel: 617-522-8800 • www.spectrumit.com

Architecture & Interior Design

Building Envelope

Historical Restoration

Professional Services



Historic Roof Restoration | Cambridge, MA

WESSLING ARCHITECTS

1250 Hancock Street | Suite 815N | Quincy, Massachusetts 02169
 Tel. 617.773.8150 | Web. www.wesslingarchitects.com



President
Melissa Fish-Crane
Peabody Properties
Braintree, Mass.



Institute of Real Estate Management
Educate, and Serving Real Estate
Professionals who Manage all
Property Types
617-436-7565

IREM Upcoming Events

February 11
Networking Virtual - Ask The Professional's
CPM, ACoM, ARM Night

March 10
EC Board Meeting - Review Financials 2020
with CPA

March 11
Networking Virtual - IREM Bingo Night

April 14
Legislative Meeting - Chapter Meeting- New
Members Installation

April 26-28
Chicago, Illinois

May 4
EC Board Meeting - 2020 Taxes need to be
filed by May 15th

May 6
Networking Virtual - IREM Trivia Night

June 8
Redsox Game - Networking Event

June 24
Networking Virtual - IREM Scavenger hunts

July 13
Networking Virtual - IREM Taco Tuesday

July 15
EC Board Meeting- Annual Meeting - Strategic
Planning - 2022 Budget

For more information on
IREM Boston please visit:
www.iremboston.org

IREM President's message: January chapter recap

January was an exciting month for IREM—a great way to kick off the new year! On January 20th we held our 2021 Economic Forecast, which featured an



Laurie McGrath

incredibly informative and entertaining presentation by Elliot Eisenberg, Ph.D., who shared a tremendous amount of data and helped us make sense of what these facts and numbers might mean beyond the surface. (Special thanks to Landmark Associates General Contracting and the Flynn Law Group for their generous sponsorship of the event.) We also recognized our past presidents—an inspiring list of leaders who have helped to move our organization forward and position it for future success and positive impact! So great to see so many of you, albeit virtually—thank you to everyone who attended! One of my favorite parts of the day was recognizing our newest Certified Property Managers (CPMs) and Accredited Residential Managers (ARMs.) Earning these credentials takes a commitment on the part of the individual, and also demonstrates that individual's dedication to real estate management, quest for self-improvement, and drive to excel in the field. Our newest CPMs include Laurie McGrath of Peabody Properties, Patricia Juba of Peabody Properties, Yoany Vargas of Housing Management Resources Inc., and Kimberly Parker of the Abrams Management Company Inc. Joining them are our newest ARMs: Maureen Rocheleau of First Realty Management Company, Christopher Rice of First Realty Management Company, Jeanine Elswick of Poah Communities, Franz Israel of Boston Building Solutions, Leaveine Damas-Young of Peabody Properties, Martine Laurent of Cambridge Housing Authority, and Meghan Grzybinski. Congratulations to all!

We have some great events upcoming over the next few months as well. February 11th features a virtual networking Ask the Professionals (CPM, ACoM, ARM) Night. On March 11th we look forward to holding a virtual wine tasting, and April's virtual networking night will feature IREM Bingo as well as cocktails and conversation, taking place on the 29th. And as we proceed into the second quarter of the year, we'll meet again at our next legislative and chapter meeting to be held on April 7th, where we'll install more new members and welcome Cheryl Gray, our immediate past president, as guest speaker. Looking ahead, save the date of September



Patricia Juba



Yoany Vargas



Kimberly Parker



Leaveine Damas

13th, for the 24th annual IREM Boston Golf Tournament, to be held at Granite Links in Quincy.

A fraction of the way into the new year has shown us glimmers of hope, with some of our more vulnerable residents receiving vaccines, and a promise of more to come for all. Yet we still must be resolved in our efforts to keep ourselves, our colleagues, and our residents safe, as the storm has not yet broken. And as we have come this far, it's important to take stock of all that we have accomplished up to this point, to realize we've achieved things

we may not have even considered just one year ago, and to know that the experiences of the past several months have built up strength, stamina, and resolve to carry us through whatever dark days are still ahead. With our strong network of IREM colleagues, ready to lend advice, experience, or even just an ear, we know that together we will get through this! We look forward to the future!

Melissa Fish-Crane is the 2021 president of IREM Boston and Principal & COO at the Peabody Properties.

Meet the 2021 IREM Boston Officers and Board Members



Meet the 2021 Officers and Board Members

Officers:

- President: Melissa Fish-Crane, CPM, Peabody Properties, AMO;
- Vice President: Neilie Sequeira, CPM, ARM, Wingate Companies;
- Treasurer: William Woodward, CPM, ARM, First Realty Management Corp., AMO;
- Secretary: Chris Salamanis, CPM, Beacon Communities.

Executive Councilors:

- Tony Susi, CPM, ARM - First Realty Management Corp., AMO;
- Pamela Haynes, CPM, ARM - Micozzi Management;
- Kristin Pine, CPM, ARM - Peabody Properties, AMO;
- John Parda, CPM, ARM - The Simon Companies, AMO;
- Scott Chakoutis, CPM - Trinity Management Company;

- Yoany Vargas, ARM, CPMC - Housing Management Resources, AMO;
- David Barrett, CPM, ARM - RCM Services;
- Gregg Jenner, CPM, ARM - The Simon Companies, AMO;
- Christopher Mellen, CPM, ARM - The Simon Companies, AMO;
- Peter Lewis, CPM - Schochet Companies, AMO;
- Nancy Gaudet, CPM - Corcoran Management Company, AMO;
- Kimberly Parker, ARM, CPMC - The Abrams Management Company, Inc.;
- Frank Cevetello, CPM - First Realty Management Corp., AMO; and
- Warren Lizio, CPM, ARM Immediate Past President - The Simon Companies, AMO.

Institute of Real Estate Management

KEITH DRISCOLL / CRAIG CHISHOLM / CAROL BUONOPANE
CHRISTOPHER BUTKOVICH / BRIAN GALLAGHER
ERIN GALLAGHER / NANCY GAUDET / PAUL KAELLER



100 GRANDVIEW RD., BRAINTREE, MA. 02184
TEL: 781-849-0011

RAYMOND MORALES / FERN MULLEN
NATHANIEL NICHOLS / JEANMARIE O'BRIEN
EDWARD SULLIVAN / JUSTIN YOUNG / KEVIN YOUNG



100 GRANDVIEW RD., BRAINTREE, MA. 02184
TEL: 781-849-0011

KAREN O'ROURKE, CPM



Bayside Office Center
150 Mt. Vernon Street, Suite 520
Boston, MA 02125
617-822-7300
cjapts.com | cmjapts.com

THOMAS BEATON, CPM
ANDREW DOLBEN, CPM
DANA POPE, CPM

The Dolben Co., Inc.

25 CORPORATE DRIVE, SUITE 210
BURLINGTON, MA 01803

TEL: 781-221-9000

FRANK CEVETELLO, CPM
SHEILA SPELLMAN, CPM
WILL WOODWARD, CPM
TONY SUSI, CPM



First Realty Management

AN ACCREDITED MANAGEMENT ORGANIZATION®
151 Tremont Street, Boston, MA 02111
617-423-7000 • www.firstrealtymgt.com



schochet companies

development • property management • investment

The Schochet Companies, Inc. AMO
536 Granite Street, Suite 301, Braintree, MA 02184

David Flad, CPM®, Peter Lewis, CPM®, Cindy Gomes, CPM®, Kimberly Quint, CPM®, Caroline Fortin, CPM®



Tel: 617-482-8925 Fax: 781-849-6083

FRANKLIN W. SIMON, CPM
HINDA M. SIMON-SNYDER, CPM, ARM
CHRISTOPHER E. MELLEN, CPM, ARM
GREGG JENNER, CPM, ARM
JAMES BARRY, CPM; WARREN LIZIO, CPMC



THE SIMON COMPANIES,
COMMUNITY HABITAT INC., AMO
639 GRANITE STREET, GRANITE EXECUTIVE PARK,
BRAINTREE, MA 02184
TEL: 781-848-2500



Specializing in property management,
real estate development and investment

Brian C. Bush, CPM, Mindy Diamantopoulos, CPM
and Christopher Petersen, CPM

100 Merrimack Street, Suite 401, Lowell, MA 01852
Phone: 978-458-0001
www.heritageprop.net

Janet Frazier, President/CEO



Providing a complete range of real estate services to the Greater Boston and New England area.

27 Mica Lane, Wellesley, MA

781-943-0000

www.maloneyproperties.com

DOUGLAS G. THAYER, CPM



Thayer & Associates, Inc.
1812 MASSACHUSETTS AVENUE
CAMBRIDGE, MA 02140
TEL: 617-354-6480
web: www.thayerassociates.com



SAUNDERS
PROPERTIES
Est. 1898
AMO®

20 Park Plaza | Boston, MA 02116
(617) 426-4000
www.TheSaundersBuilding.com

Donald L. Saunders, CPM® #0021422



cpmanagement

Trusted. Seasoned. Leaders.

Commercial & Residential
Property Management

James J. Horne, CPM
jayh@cpmanagement.com

11 Court Street, Exeter, NH 03833

p. 603.778.6300

info@cpmanagement.com
www.cpmanagement.com

WILLIAM C. STONE, CPM



W. C. STONE

Property Management Company, AMO
137 Weymouth Street, Rockland, MA 02370

TEL: 781-878-7222

Fax: 781-878-5444

People you can trust.
Experience you can rely on.



Serving condominium and homeowner associations throughout New England. Everything from suburban townhomes to ultra-luxury residential towers.

617.482.5500 | barkanco.com

BOSTON NEW YORK HARTFORD PROVIDENCE WASHINGTON, DC

If your company would like to appear on this page please contact
John Picard
JPicard@nerej.com

New England Real Estate Journal

P.O. Box 55, Accord, MA 02018

(781) 878-4540

(800) 654-4993 (outside MA)



President
Thomas Moriarty
Moriarty Troyer & Malloy LLC
Braintree, MA



Community Associations Institute
New England Chapter
888 Worcester St.
Wellesley, MA 02181
781-237-9020

CAI-NE Calendar of Events

February 11

CAI-NE Managers' Forum
10a-11a - ZOOM Meeting

February 11-12

M206: Financial Management
12p-3p - Live Virtual Course

February 17

COVID-19, Mental Health and our Communities
2p-3p - Webinar

February 25-26

M360: Leadership Practices in Building Community
12p-4p - Live Virtual Course

March 4

Managing Association Finances
1p-2:30p - Webinar

March 4-5

M-330: Advanced Insurance & Risk Management
12p-3p - Live Virtual Course

March 11-12

M-203: Community Leadership
12p-3p - Live Virtual Course

March 17

Board Leader Development Workshop Series Part I
1p-2:30p - Governing Documents, Roles & Responsibilities
Webinar

March 18 -19

M-205: Risk Management
12p-4p - Live Virtual Course

CAI-New England's 2021 Federal Priorities

CAI's Federal Legislative Action Committee (FLAC) strives to represent, serve, and protect CAI members through a comprehensive federal advocacy program focused on the United States Congress, administrative agencies, and other regulatory bodies. The FLAC has approved legislative and regulatory priorities for 2021 and the 117th Congress. These 2021 federal priority issues focus on helping community associations through the COVID-19 pandemic and other issues important to the day-to-day operations of our communities.

Below is a summary of CAI's 2021 federal legislative priority issues.

COVID-19 relief. CAI continues to advocate for federal resources to help community association boards, homeowners, and business partners emerge strong from the COVID-19 pandemic.

• **Support for housing.** CAI supports legislation to create a Homeowner Assistance Fund to provide housing security for community association homeowners who are unemployed or underemployed due to the COVID-19 pandemic.

• **Limiting liability for associations following government-issued pandemic protocols.** CAI supports federal legislation to establish a national standard for limiting liability of community associations and other organizations that document adherence to local and state orders and federal guidance from the Centers for Disease Control and Prevention.

Active federal priorities to support the community association housing model. CAI advocates for federal legislation and regulation to provide operational certainty for community associations and to ensure that housing opportunity and mortgage credit are available throughout the community association housing model.

• **Disaster assistance.** CAI supports enactment of the Disaster Assistance Equity Act of 2019 to streamline community association access to federal disaster assistance programs.

• **Housing policy.** CAI supports federal incentives for affordable homeownership in the community association housing model and equal access to mortgage credit for all creditworthy consumers through federal mortgage programs and agencies.

• **Short-term rentals.** CAI supports federal legislation easing administrative burdens of community associations seeking to enforce community short-term rental policies with online short-term rental platforms.

• **Fair Housing Act and assistance animals.** CAI supports current federal guidance clarifying reasonable accommodation requirements for assistance animals.

Monitoring priorities to support the community association housing model. CAI will monitor legislation and regulatory actions for any impact on the community association housing model.

• **Preserving association governance.** CAI supports allowing community associations to manage association affairs without unnecessary or unwarranted prescriptive federal intervention. CAI will monitor Congress and federal agencies for any proposed legislation or regulations that reduce association governance of community architectural standards and control of common property.

• **Community financial stability.** CAI supports public policy promoting the financial stability of community associations and their residents. CAI will monitor Congress and federal agencies for any actions that may impair community association lien priority or unreasonably restrain collection of association assessments.

• **Flood risk management.** CAI supports continuation of the National Flood Insurance Program (NFIP). CAI will monitor NFIP reform to ensure community associations have continued access to NFIP-backed flood insurance.

For more information about CAI's legislative priorities or to stay up-to-date on legislative issues, visit www.caionline.org/advocacy and CAI's Advocacy Blog - <https://advocacy.caionline.org/>

Dawn Bauman, senior vice president, government & public affairs and C.Scott Canady is the federal advocate for CAI-NE.

Meet the CAI Members:



Thomas Moriarty, Esq., CCAL
Moriarty Troyer & Malloy, LLC
30 Braintree Hill Office Park, Suite 205,
Braintree, MA
tmoriarty@lawmtm.com
www.lawmtm.com

Thomas Moriarty, Esq., CCAL is a principal and founding member of the firm Moriarty Troyer & Malloy LLC. An active CAI member both nationally and locally, he will serve as chapter president in 2021. Tom is also a CAI College of Community Association Lawyers (CCAL) fellow.



Jared McNabb, CMCA, PCAM
Brook House Condo. Trust
33 Pond Avenue, Suite 100,
Brookline, MA
J.mcnabb@brookhousecondo.com
www.brookhousecondominium.com

Jared McNabb, CMCA, PCAM is the General Manager at Brook House Condominium Trust. A long-standing member of the Condo Media board, the official monthly publication of the CAI New England Chapter, he will continue as the board president in 2021.

Community Association Civility Pledge

Community associations are comprised of people with different ideals, preferences, and values. The Community Association Civility Pledge was created by CAI's College of Community Association Lawyers in recognition of the critical responsibility of a board leader to facilitate community conversation about important issues and provides a framework for effective community conversations.

While we may be able to share our views with people who already agree with us, sharing our opinions while leaving room for someone else's viewpoint can be challenging. How can we seek to listen to those who hold different beliefs? How can we respectfully disagree? Community association boards use the pledge framework to lead their communities through conversations about difficult and complex issues and harmonizing feedback from residents resulting in decisions that are informed and well balanced for the community as a whole.

How Can You Make It Happen?

Adopting the Civility Pledge starts with YOU!

1. Distribute the document and publicize where and when the adoption will be considered.
2. Explain why this is important to your community.
3. Review and discuss the merits of the principles.
4. Solicit input from homeowners.
5. Hold a board vote to adopt a resolution.
6. Share the news of adopting the Community Association Civility Pledge throughout your community regularly.
7. Tell CAI that you've adopted the Pledge so we can share the information on our website.



President/CEO
Joy Shapiro



IFMA™ Boston Chapter
International Facility Management Association

www.ifmaboston.org

International Facility Management
Association-Boston Area Chapter
617-925-0106, Fax: 978-662-1174
ifma@ifmaboston.org

Best practices for healthy buildings with Allen of Harvard



Joseph Allen, associate professor of exposure assessment science at the Harvard T.H. Chan School of Public Health, joined the chapter to discuss his insights and research on healthy buildings. Allen believes that we have to force a collision between these two disciplines: Building science and health science. The indoor built environment (homes, offices, schools, hospitals, airplanes, laboratories) plays a critical role in our overall health, both due to the amount of time we spend indoors (~90%) and the ability of the buildings to positively and negatively influence our exposure. The goal is to improve the health of all people, in all buildings, everywhere, every day. He proposes moving from the term Key Performance Indicators (KPI) for businesses to Health Performance Indicators (HPIs) – making health explicit in all aspects of decision-making. Now with the introduction of COVID-19 and the spread of infection within the built environment it has become paramount and brought this concept to forefront. He provided our FMs with valuable information on proper

HVAC filters, elevator protocols, and his insights on transmission and cleaning protocols and so much more. To watch the replay, visit: <https://youtu.be/DNEAgy9aRNA>.

Start Here: CFM Credentialing & Recertification Information Share

You studied hard, you put in the work, and you took the exam and have received your CFM--that's amazing! But now what? One of the most frequently asked questions from our members is how to earn continuing education credits for their CFM, how to log them, and how to complete recertification. We've got the answers for you! Rhonda Hager, team lead, credentials from IFMA International joined us to go through the whole process with our members and answered any questions they had--not only on how to obtain ones' credentials and/or certificates and then how to keep them re-certified. To watch the replay, visit: <https://youtu.be/-T49X-i2Fq4>

Save the Date: FMForward 2021
FMForward is IFMA Boston's annual conference which provides

members with key strategies, technologies and best practices to help them navigate the ever-changing FM landscape.

The conference will include:

- The 18th Annual Awards of Excellence with keynote speaker.
- Two Facility Management Intensive Tracks--1 hour sessions featuring local facility management practitioners and a preferred vendor partner discussing real-life solutions. Tracks include: Technology and COVID-19.
- Two Professional Development Intensive Tracks - 1 hour sessions with a speaker or panel bringing their expertise to our membership for personal and professional development. Tracks include: Leadership and Human Factors.
- Facility Tours (virtual and potentially live).
- Hybrid Gathering(s) dependent on state guidelines.
- FMForward Overtime - 1 hour roundtables each day for facility managers only to continue the discussion on topics of the day.
- Balance Breaks - 15-30 minute activity breaks throughout the week.

IFMA Boston Upcoming Events

Workplace Of The Future: Reimagined

February 24 @ Noon
Join us for an FM roundtable discussion on what the workplace of the future now looks like in light of the pandemic

FMForward 2021

Week of March 29th
FMForward is IFMA Boston's annual conference which provides members with key strategies, technologies and best practices to help them navigate the ever-changing FM landscape.

18th Awards of Excellence

Week of March 29th

All programming to be delivered virtually unless otherwise noted.

To register, visit
www.ifmaboston.org



IFMA™ Boston Chapter
International Facility Management Association

START HERE: CFM CREDENTIALING & RECERTIFICATION INFO SESSION



IFMA Boston 2020-2022 board of directors



**PROTECTING INDIVIDUALS &
SECURING YOUR FACILITY**



KAYDON INTEGRATED TECHNOLOGIES

290 PINE STREET, CANTON, MA

(781) 728-4100

SALES@KAYDONIT.COM

WWW.KAYDONIT.COM

"Our relationships are built around the cornerstones of our business — People and Quality."

Kaydon IT provides world-class integration services for design, installation and support of Building Specialty Systems that include: electronic security systems, video surveillance systems, CATV, and Structured Cabling systems. Our team of technicians and managers have years of on hand and management experience. As a full-service technology services partner, we're capable of handling the most sophisticated security, surveillance, CA and telecommunications projects.



Design Build - Construction Management



**HEALTHCARE. CORPORATE OFFICE. BANKING. MANUFACTURING.
SENIOR LIVING. ACADEMIC. RETAIL.**

*Providing customized solutions for over 50 years with
no loss time accidents in over 16 years.*

(603)647-1777

Sullivanconstruction.com

258 South River Road, Bedford NH 03110