



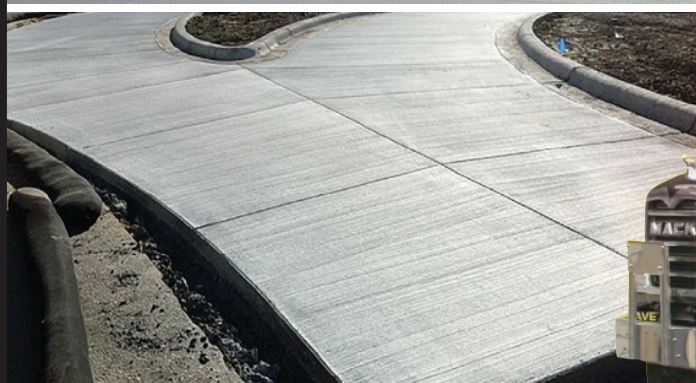
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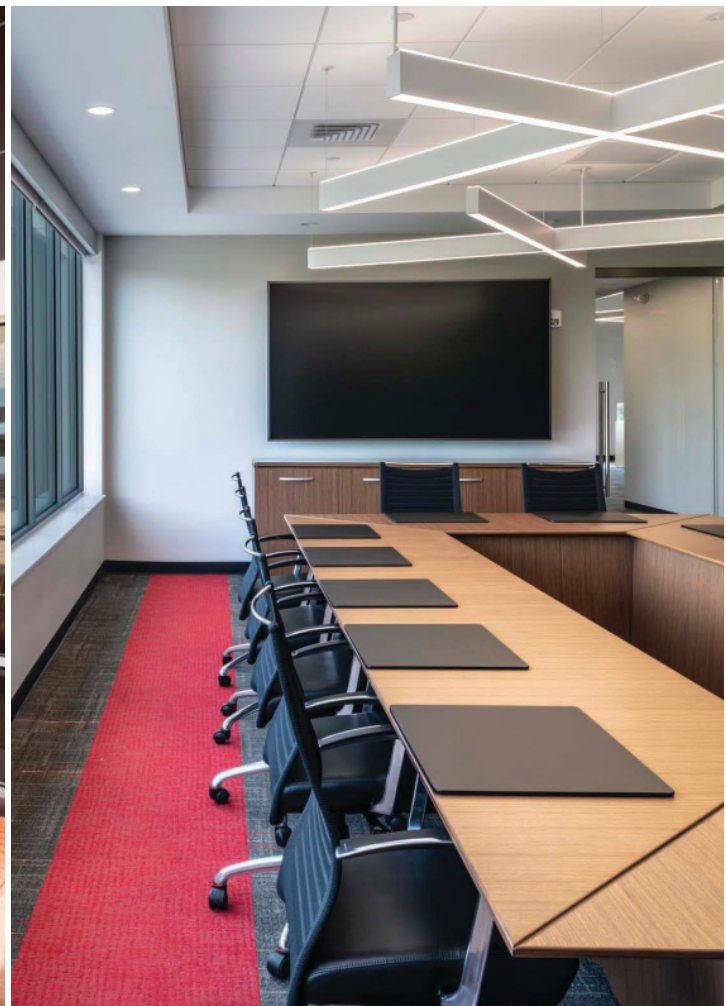
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AUGUST 2 - 8, 2024



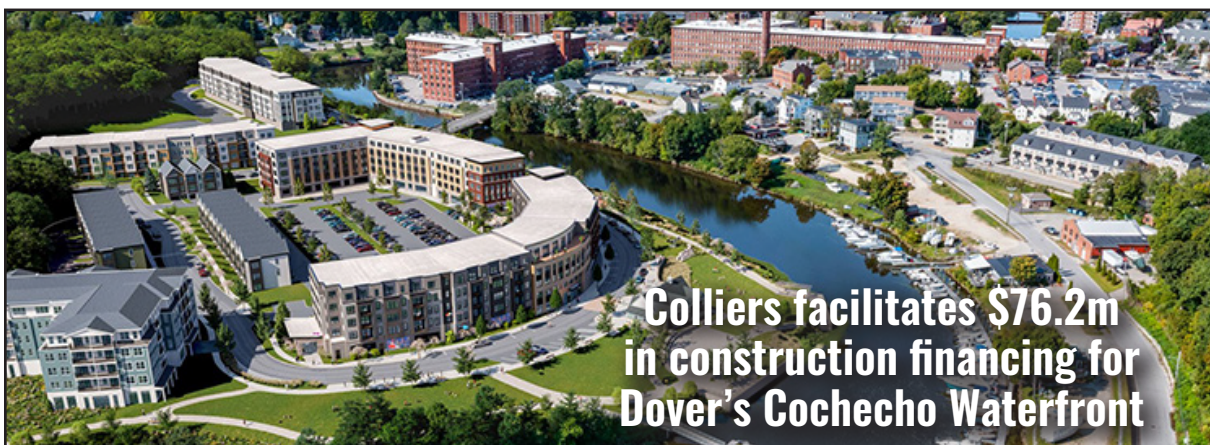
Tishman Speyer secures 106,000 s/f lease to the Commonwealth of Mass. at One Federal

FEATURED ON PAGE 7



J. Calnan & Associates join Rhino Capital for groundbreaking of 180,000 s/f flex space

FEATURED ON PAGE 11



Colliers facilitates \$76.2m in construction financing for Dover's Cochecho Waterfront

FEATURED ON PAGE 31

COVER STORY: BXP, TRIA & Commodore Builders	25-27
OWNERS, DEVELOPERS & MANAGERS	11-30
BOMA - Boston Chapter	20
IREM Boston Chapter	22
Project of the Month	25-27
CAI New England Chapter.....	28
IFMA Boston Chapter	29
NORTHERN NEW ENGLAND	31-47
Maine Spotlight.....	39-43
CIBOR NH.....	44-45
BILLBOARD/AUCTIONS	48-51

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Northern New England Owners, Developers & Managers	Rhode Island Financial Digest Appraisal & Consulting	Construction, Design & Engineering Connecticut	Retail Trends & Development Spotlight

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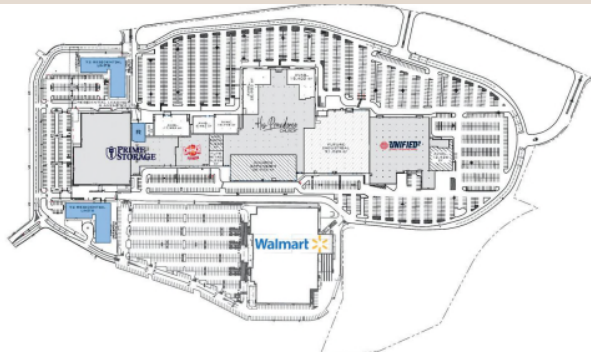


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Tishman Speyer secures 106,000 s/f lease to the Commonwealth of Mass. at One Federal

BOSTON, MA Tishman Speyer has secured a 106,000 s/f lease with the Commonwealth of Massachusetts through the Division of Capital Asset Management and Maintenance (DCAMM) at One Federal St., its 38-story tower in the Financial District.

DCAMM is responsible for facilities management and real estate services for the Commonwealth of Massachusetts. Under the 10-year lease, the Commonwealth will bring together employees from six state agencies into two full floors at One Federal St. by early 2025. The agencies, which will relocate their offices from 1000 Washington St. and 501 Boylston St., are the central administrative executive offices for the office of consumer affairs and business regulation; division

of banks; department of telecommunications and cable; division of standards; division of licensing; and division of insurance.

“One Federal’s efficient and sustainable design, robust amenities, and premier location create the ideal environment for these Commonwealth agencies to come together,” said Tishman Speyer managing director Jessica Hughes. “The tower is an important driver of the Commonwealth of Massachusetts and city of Boston’s regional economy and we are thrilled to welcome DCAMM to our thriving community.”

These groups will come together in new offices by utilizing existing buildouts from previous customers of One Federal St. The plan aligns with both DCAMM’s and Tishman

Speyer’s sustainability initiatives and provided significant financial benefit and efficiency for the Commonwealth’s agencies.

Occupants of the 1.11 million s/f tower have access to an amenity program including on-site retail and restaurants (Eastern Bank, Everybody Fights, Luma’s, Potbelly, Josie’s Green) concierge service, and a covered parking lot. Located on the ninth floor is 90FS, a premier venue for private events that boasts city views and an unrivaled indoor-outdoor experience with an open-air terrace with rooftop garden. Customers also have access to ZO, Tishman Speyer’s global amenities network.

Tishman Speyer was represented in-house by Jeffrey Moore and Victoria Robinson.



The Collaborative Companies facilitates \$20.348m sale at The St. Regis Residences

BOSTON, MA The St. Regis Residences, Boston, an iconic symbol of luxury living in the Seaport District, has achieved a sale, marking the highest residential transaction in the history of the city’s Seaport District. The \$20.348 million sale was facilitated by The Collaborative Companies, the exclusive marketing and sales agent for the residences, with sales director Michael Moynihan representing the seller and Peter Skambas of Compass representing the buyer. This transaction solidifies the property’s position as the premier luxury residential address in the city. The sale price, the top thus far in 2024, ranks as the 9th largest residential sale in the city’s history.

“This record-breaking sale reflects the exceptional appeal of the St. Regis Residences and the sustaining desirability of the Seaport,” said Jon Cronin, principal, Cronin Development. “The buyer recognized the unique value of



this waterfront residence, with its expansive layout, stunning views, and the unrivaled lifestyle offered by the St. Regis brand.”

“This sale is a significant milestone for both the St. Regis Residences and the Boston luxury market. It demonstrates the strong demand for branded residences and high-end properties in Boston. This confirms the appeal of luxury residences that offer exceptional quality, resort-style service, and

a truly unique lifestyle,” said Sue Hawkes, managing director of The Collaborative Companies.

The residence is a combination of two three-bedroom units with views of Boston Harbor, encompassing 5,525 s/f of interior space and 167 s/f of exterior space. It features BAMO-designed Italian cabinetry, Wolf/Sub-Zero appliances, and custom Phillip Jeffries wall coverings.

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Ligotti, Redeker and McGranaghan of Boston City Group, Inc. broker \$875,000 building sale

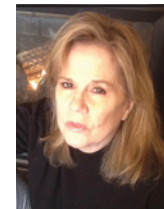


IPSWICH, MA A well-known North Shore restaurant and the longtime home of the Ipswich Clambake was

The building was the longtime home of the iconic and celebrated Ipswich Clambake restaurant which also ran an established catering operation from the building. Situated at a site with 92’ of direct Rte. 1A frontage, 196 High St. is a 4,044



Caroline Ligotti



Linda Redeker



Emily McGranaghan

sold for \$875,000 on July 8th.

Caroline Ligotti, Linda Redeker and Emily McGranaghan of Boston City Group, Inc. at Coldwell Banker Commercial represented the seller.

s/f free-standing two-story retail building on a 1.5-acre lot. The sale included real estate, trade equipment, fixtures, supplies and a fleet of vehicles for transport.

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AUGUST 30

INDUSTRIAL SPOTLIGHT

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Kelleher and Pentore of Horvath & Tremblay handle \$3.575m sale

NORTH ATTLEBORO, MA Dennis Kelleher and John Pentore of Horvath & Tremblay have completed the sale



Dennis Kelleher **John Pentore**

of a 16-unit multifamily property. The property sold at \$3.575 million and \$223,438 per unit.

131 Chestnut St. consists of two adjacent two-story buildings with 16 two-bedroom/one-bathroom units with 13,664 s/f of living area in 14,720 s/f of gross area, on a 0.80-acre parcel. The majority of units have been renovated with new kitchens featuring quartz or granite countertops and stainless-steel appliances. Additionally, the property features a laundry facility in each building, on-site storage lockers for tenants, and on-site parking with 40 parking spaces.

Located in the North Attleboro Central neighborhood, 131 Chestnut St. offers access to US Rte. 1, the area's primary commercial corridor and the Attleboro MBTA Station (Providence/Stoughton Line). Adding to the property's appeal is the proximity to area schools, highways, entertainment venues, retailers, and restaurants.



131 Chestnut Street - North Attleboro, MA

The property's central location offers access to I-95, 295 and 495 which provide access to the major employment centers in Providence, Worcester, and Boston.

The property is close to parks and recreation areas. 131 Chestnut St. is a well-located stabilized asset that offers significant rental upside that is poised for future growth.

Press of Press|Guozzo and Soules and Ross of Newmark negotiate 27,573 s/f industrial lease



NORTH HAVEN, CT Stephen Press, SIOR has negotiated a 27,573 s/f industrial lease at 60 Dodge Ave. The high bay warehouse is a portion of the 132,264 s/f building which is set on 2.5 acres offering access to I-91. Press represented the tenant F+F Mechanical Enterprises on this

long-term lease. The building ownership, ESP 60 Dodge Avenue, LLC was represented by Bradley Soules and Art Ross, SIOR of Newmark.

This represents an expansion for F+F Mechanical with their headquarters and existing facility at 2 Dwight St.

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Robbins of Colliers fully leases all condos at North Andover Office Park

NORTH ANDOVER, MA According to Colliers, 15 condominiums it represents at the North Andover Office Park, are fully leased.

North Andover Medical Park is located at 451 Andover St. and 203 Turnpike St. The complex consists of 57 medical/office condominiums, with a total area of 137,000 s/f in two buildings. Most of these units are owned by NAOP Medical Realty, LLC/203 Turnpike Street Realty, LLC or Merrimack College.

Andrew Robbins, from Colliers' Manchester office, represents one of the landlords, NAOP Medical Realty, LLC/203 Turnpike Street Realty, LLC, which owns 15 units. Over the last four years, Robbins has completed more than 19 leases and renewals, including Doctor



North Andover Medical Park, 451 Andover Street - North Andover, MA

Stephen J. Galizio, M.D., P.C; LIPIX Med Spa; Merrimack Valley Auto School; and Neuropsychology Consultants.

"Andrew Robbins has been great to work with over many years. He is a tireless professional and always

delivers exceptional results. He managed to fully lease out our 50,000 s/f medical office park in North Andover, Mass.," said Dan Bluestein of 203 Turnpike Street Realty, LLC & NAOP Medical Realty, LLC, owner.

Wickey and Aubuchon of Saugatuck Commercial Real Estate represent ARC, Inc. in purchase of Brooks Corner at 136 Main St., Westport, CT



WESTPORT, CT Penny Wickey and Laure Aubuchon of Saugatuck Commercial Real Estate (SCRE) represented ARC, Inc. a Concord, Mass.-based real estate acquisition, development and management company, in the purchase of the iconic property known as Brooks Corner at 136 Main St. Brooks Corner is 23,954 s/f and centrally



Penny Wickey



Laure Aubuchon

located on Main St. in downtown. Current retailers include Brooks Brothers and Lux Bond & Green jewelers. Several offices occupy the second floor representing financial services, trading and leisure activities.

Joanna Manfro of Matthews Real Estate Investment Services represented the seller, Westfair Inc.

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J. Calnan & Associates join Rhino Capital for groundbreaking of 180,000 s/f flex space

TAUNTON, MA Nearly 75 guests gathered to commemorate the start of construction on a significant new development at the Business Park at Myles Standish. The groundbreaking ceremony marked the beginning of a 180,000 s/f flex/manufacturing facility located at 55 Dever Dr., set to be delivered next summer. The project is being constructed speculatively and aims to offer life science, flex, or manufacturing space to prospective tenants seeking a specialized facility.

The Myles Standish Industrial Park, a 1,029-acre industrial campus, provides competitive labor costs and draws from a substantial, well-trained labor pool from a population base of over one million people in Southeastern Massachusetts and Northern Rhode Island. The park hosts a range of businesses, including office users, high-tech companies, manufacturing, warehousing, and distribution centers.

Representatives from J. Calnan & Associates (JC&A) joined Rhino



Capital Advisors, city officials, and members of the extended project team, including Randall Paulson Architects, MassDevelopment, and Colliers to celebrate this milestone.

Dan Charest, partner and project executive at JC&A, said “This development is a testament to the power of collaboration and innovation. We are thrilled to be part of a project that will bring significant economic and social benefits to the Taunton community.”

Michael Olson, managing prin-

icipal of Rhino Capital Advisors, said “The start of construction here at Myles Standish represents more than just a new building; it symbolizes progress and a commitment to creating high-paying jobs that enhance the quality of life for both



employees and the community.”

The new facility is designed to support a variety of uses, combining flexibility with advanced manufacturing capabilities. This

project underscores the ongoing development and growth within the city and reflects a commitment to driving economic development in the region.

N6 Props. to construct 50,000 s/f ground-up apartment building

BOSTON, MA Boston developer Diarmaid McGregor, principal of N6 Properties, started work at 375 Cummins Hwy. on a 49-unit apartment building in the Roslindale neighborhood. The project represents the first ground-up venture McGregor and company have undertaken since forming N6 Properties in 2023.

The nearly 50,000 s/f 375 Cummins Hwy. will host 49 modern residential units with parking for up to 44 vehicles.

“While N6 Properties is a newer company, this project represents the evolution of the model I’ve been following the past 20 years. We find underutilized lots near public transportation and amenities and put in play our vision for modern city living,” said McGregor. “We’re excited to have selected Richard Schmidt Architects and Delphi Construction to bring this project to life. Their experience has been paramount in this challenging mar-



ket to keep the project on budget.”

A major project component is a focus on sustainability and resiliency. The building is designed with an all-electric, high-efficiency, heating, and cooling system, and a lighting system that is over 50% more efficient than similar neighboring buildings. Electric vehicle charging stations are planned for in the naturally ventilated parking garage.

With the help of FinanceBoston

N6 Properties secured a loan with North Shore Bank to build the project.

The anticipated completion date is January 2026.

“Matt LaFlamme and the rest of the team at North Shore were very easy to work with and seemed genuinely excited about this project in this particular neighborhood,” said McGregor.

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Diggs joins Reveler Dev. as finance director

PORTLAND, ME Reveler Development has appointed of Jonathan Diggs as finance director, effective immediately. With a career in finance and a proven track record of strategic financial management, Diggs brings knowledge to the team and will guide Reveler’s financial operations as the company seeks to unlock potential throughout southern Maine.

Diggs most recently served as senior financial officer for the indirect consumer lending portfolio at Truist Financial, where he drove fiscal strategy and operational efficiencies

across multiple consumer businesses and platforms. As finance director, Diggs will be instrumental in steering Reveler’s financial strategy, overseeing financial operations, and ensuring sustainable growth – helping to drive Reveler into its next phase of development. As part of the leadership team, Diggs will evaluate market trends to predict and establish short- and long-term targets to ensure the company’s financial objectives and positively shape Reveler’s future projects. His understanding of market dynamics and proactive approach to financial management align with Reveler’s mission to lead with thoughtfulness, integrity and innovation, as well as the company’s commitment to constant improvement.



Jonathan Diggs

Logistics Property Company appointments Crawford as senior vice president, acquisitions

BOSTON, MA Logistics Property Company, LLC, a modern logistics real estate developer, investor, and manager based in Chicago, has appointed Mark Crawford as senior vice president, acquisitions for the company's east region.



Mark Crawford

Crawford will be based in Boston, and he will be responsible for sourcing and closing core plus and value-add industrial investments across the eastern United States. Joel Wicks, who joined Logistics Company in March of this year, covers the firm's west region markets.

"We're thrilled to welcome Mark to our acquisitions team," said Brent Steele, chief investment officer, Logistics Property Company. "His experience in the acquisition of logistics real estate across key U.S. markets will be instrumental in future expansion within the east region."

Crawford brings 20 years of experience in real estate to the role. He spent the majority of his real estate career with Duke Realty, where he worked as senior vice president, head of acquisitions prior to Duke's merger with Prologis in 2022. Most recently, he worked for an international investment management firm acquiring logistics real estate for its direct real estate investment platform.

AHSC, Peabody Props., and Onyx Grp. break ground on 200-unit sr. housing

FOXBOROUGH, MA The Walnut Street Joint Venture, comprised of Affordable Housing and Services Collaborative, Inc. (AHSC), a nonprofit organization that owns and develops affordable rental communities; Peabody Properties, one of the preeminent property management and development companies in the affordable housing industry; and Onyx Group Development, a certified Women & Minority Business Enterprise (W/MBE) real estate firm with expertise in brokerage and a passion for affordable housing, hosted a June 24th groundbreaking ceremony for Walnut Knoll at 51 Walnut St.

The 200-unit affordable rental housing development for seniors is situated on 16-acreS at the corner of Walnut St. and Rte. 140. The phased 40B affordable housing project will encompass 141 rental units in phase one and an additional 59 rental units in phase two. Each phase will provide a broad range of affordability from 30% up to 80% of the Area Median Income.

The groundbreaking ceremony was attended by local and state officials and members of the community, including U.S. congressman Jake Auchincloss, state senator Paul Feeney, state senator Liz Miranda, state representative Jay Barrows,



Foxborough town manager Paige Duncan, Foxborough Housing authority chairman Greg Spier, and representatives of the AHSC, Peabody Properties, and Onyx Group Development and Realty project development team.

Michael Mattos, president and executive director of AHSC, thanked and congratulated all entities involved in "making this project happen."

"Everyone has worked together to make this important endeavor move along as quickly as possible from funding to permitting to construction," said Mattos, extending special thanks to "area neighbors and abutters."

Chanda Smart, CEO of Onyx Group Development and Realty, expressed gratitude to the Foxborough community for its support of this much-needed project.



"From the very start of the Walnut Knoll project, the synergy between the development team, the town of Foxborough and the community has been remarkable with everyone in agreement about the importance of providing high-quality affordable housing for our senior population," said Heather Calcagni, director of revenue management and marketing at Peabody Properties.

"This project addresses the largest statewide concern—the housing shortage and the importance of affordable housing for our senior citizens," said Auchincloss.

Barrows said "the collaboration with neighboring towns to enable this project to move forward." Feeney said, "the project will serve as a model for other districts across the state who will use this project as a blueprint for similar projects across the Commonwealth."

SAK Enviro. names Gulbicki project scientist

NORTH ANDOVER, MA SAK Environmental has welcomed Eric Gulbicki to the environmental family as a project scientist to support environmental permitting and field operations. Gulbicki came from the City of Portsmouth where he was an operator at the city's municipal



Eric Gulbicki

wastewater treatment system. Prior to that, he serviced and monitored groundwater and sub slab vapor remedial systems. A graduate of Plymouth State in Environmental Science, Gulbicki brings SAK a blend of firsthand operations experience, and associated compliance permitting and reporting. When not working, Gulbicki enjoys hiking, is an avid back-country skier, and ultra-marathoner competing throughout New England

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(L to R) Sue Manchester, Ken Viscarello, Greg Chakmakas, Val April, Chloe Golden, Margaret Probish

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Greystar unveils Juniper; phase two of 1690 Revere Beach Pkwy. dev.

EVERETT, MA Greystar Real Estate Partners, LLC (Greystar) have broken ground on the second phase of the 1690 Revere Beach Pkwy. development, branded as Juniper. Juniper is part of a two-phase, 741-unit development located at 201 Mill Rd. in the Commercial Triangle district.



Gary Kerr

Phase I, announced as Jade, will deliver 325 units upon completion in early 2025. Juniper is set for completion in mid-2026 and will deliver 416 units. Combined, the residential communities, designed by CUBE3, will provide 850 parking spaces, over 10,500 s/f of retail space, and 22,800 s/f of amenities for residents.

Juniper, along with Greystar's other residential developments in the Commercial Triangle, represents a more than \$880 million investment in the city and will help to usher in a new era for the district, with transit-oriented residential, retail, and pedestrian corridors. Greystar's Mason opened last year and delivered 330 units at nearby 101 Mill Rd. Additional communities include Maxwell (384 units) and



Photo credit: Cube3 Architecture

Juniper, 201 Mill Road - Everett, MA

the newly opened Anthem Everett (450 units). Juniper will deliver as Greystar's fifth phase of projects in the neighborhood, finalizing the development corridor on Vale St. Combined, these projects will deliver more than 100 affordable units to the town.

"Juniper, alongside our numerous Everett developments, will transform and rejuvenate the city's streetscape while bringing hundreds of new housing opportunities to current and future residents," said Gary Kerr, senior managing director of development at Greystar. "Greystar remains committed to our efforts in the Commercial Triangle District's emergence as a vibrant, mixed-use neighborhood and look forward to continuing our work in this community."

Amenities of the seven-story building will include three distinctly themed interior courtyards, an extensive fitness room, a golf simulator lounge, and bike storage with a Bluebikes rental station. Juniper is a seven-minute walk from the Chelsea MBTA station, which offers access to the Silver Line and Commuter Rail. Chelsea Station is the only MBTA station that provides direct access to South Station and North Station, as well as to the Seaport and multiple bus lines. Juniper also offers proximity to Encore Boston Harbor casino and is poised to benefit from the future MBTA Silver Line Extension project that will provide connectivity to Charlestown's Sullivan Square Orange Line station and the Assembly Square district.

Quiet and Tejada join safety officer team at Tecta America New England and WeatherGuard

BILLERICA, MA Safety officers Colby Quiet and Franklin Tejada join the safety team at Tecta America New England and WeatherGuard. Quiet recently graduated from Keene State College



Colby Quiet



Franklin Tejada

with a BS in Safety Occupational Health Applied Sciences; Tejada has construction-industry experience and holds several safety-related certifications.

Columbia hires Dretchen as director of energy

NORTH READING, MA Columbia, a MA-based construction management firm has appointed Josh Dretchen director of energy. With nearly two decades of experience in the construction industry, Dretchen most recently served as Columbia's renewable energy manager.



Josh Dretchen

"Josh has been remarkably effective in introducing clients to renewable energy options and helping to decrease their greenhouse gas emissions," says Dave Stodden, executive vice president of Columbia. "His knowledge of renewable energy technologies,

ability to navigate the regulatory process, and attention to our clients' budgetary concerns make him exceptionally well-positioned to achieve their needs."

Dretchen joined Columbia in 2013 and has been a member of the firm's Energy Division team for several years.

"I am excited and honored to serve as Columbia's director of energy," says Dretchen. "I look forward to working with our best-in-class clients to identify and achieve their goals and to continue developing and deploying renewable energy technologies. Coupled with broader building electrification and decarbonization strategies, I can strengthen their businesses and prepare them for an energy-efficient and resilient future."

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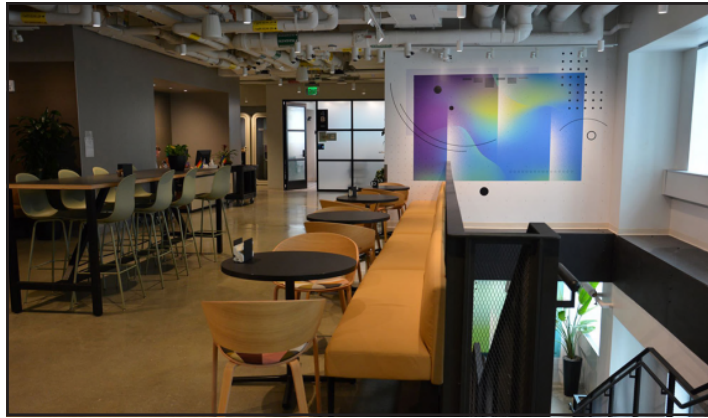


Dacon Corp. and The Engine enter strategic partnership

CAMBRIDGE, MA The Engine and Dacon Corp. have entered a partnership to support disruptive startups that have the capability to positively change the trajectory of society. This partnership funds affordable access to critical resources such as labs, equipment, programming, mentorship and networking opportunities to early-stage startups.

Emily Knight, The Engine's president and CEO said, "At The Engine, we believe that spaces accelerate growth and we're excited to partner with Dacon, an organization that shares this view. Together, we can support Tough Tech teams as they scale."

"Tough Tech" refers to startups utilizing breakthrough science and engineering to solve deep-rooted global challenges across environmental, health, and advanced systems and infrastructure verticals. The Engine is a public benefit corporation that spun out of MIT in 2016 to support the unique needs of early-stage Tough Tech companies, from discovery through commercialization. The challenges of commercializing these science and engineering breakthroughs are diverse and complex. As such, The Engine fosters growth within the broader ecosystem of scientists, engineers, government agencies, academic institutions,



capital providers, and corporations. They deliver programming, mentorship, events (including Tough Tech Week in Boston, October 7th-11th featuring the Tough Tech Summit), and shared equipment and lab space.

Organizations like The Engine and Dacon are committed to supporting Tough Tech companies that require specific resources and

infrastructure given their unique needs.

Kevin Quinn, Dacon's CEO said, "Every business experiences challenges, and the startups at The Engine have no shortage of them as they are tackling some of the world's most complex problems. As an established business, it is our responsibility to support this effort."



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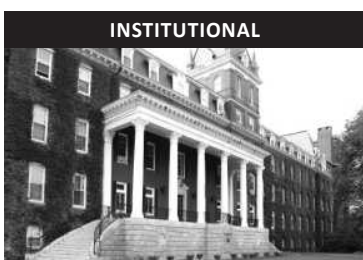
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Capstone Communities refinances Station Lofts for capital improvements

BROCKTON, MA Capstone Communities LLC has refinanced its property Station Lofts, a 25-unit mixed-income apartment community. With this refinancing, Capstone secured \$150,000 that will be used to make on-site capital improvements to the exterior and interior of the property. Capstone's continued investment in Station Lofts underscores its commitment to providing high-quality, affordable housing options in the city that enrich the lives of residents and strengthen the community.

Station Lofts, with 14 of its 25 units designated as affordable, is committed to providing affordable housing options with modern finishes to local residents. The refinancing of the property was made possible through a partnership with The Property and Casualty Initiative (PCI), a state-wide community loan fund dedicated to enhancing lives by investing capital to generate opportunities within communities.

Support from the Brockton Housing Authority (BHA) and the Commonwealth's Massachusetts Rental Voucher Program (MRVP), administered by Neighborworks and allocated by The Executive Office of Housing and Livable



Communities, was pivotal in maintaining Station Lofts' affordable housing efforts, with each contributing six respective vouchers to the project. These investments from the BHA and the Commonwealth allowed Capstone to further invest in Station Lofts and continue to provide much-needed housing opportunities to the local community.

Capstone's additional \$150,000 investment in Station Lofts will fund vital exterior renovations to the building's façade, as well as key interior upgrades, including new paint, updated flooring, and improvements to common areas. These enhancements will ensure

that the property continues to offer thoughtfully updated and modern homes to its residents, as it has since Capstone redeveloped the site in 2013. Capstone's redevelopment of Station Lofts in 2013 was made possible by Massachusetts Housing Investment Corp. (MHIC) investment of \$2.8 million in historic and federal low-income housing tax credits.

Located in downtown, in the historic former-Lilly Brackett Boot & Shoe Co./Geo. Knight & Co. Building, Station Lofts combines history, community, sustainability, and comfort.

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Swain appointed vice president of marketing and communications at National Development

NEWTON, MA National Development, a leading vertically integrated real estate investment, development, construction, and asset management firm, has expanded its senior leadership team with the appointment of Linda Swain as vice president of marketing and communications. Swain brings over 25 years of transformative marketing leadership to her new role, having previously served in senior leadership positions at Redgate and JLL. Swain's appointment underscores National Development's dedication to enhancing its market presence and delivering exceptional value to stakeholders.

Swain will lead the creation and execution of all National Development internal and external marketing and communications. She will play a pivotal role in shaping and executing the marketing strategy to drive leasing success across National Development's property portfolio. Additionally, Swain will oversee all branding initiatives for the firm's assets, including key elements such as name, design, placemaking opportunities, and the creation and deployment of messaging strategies.

Swain has been recognized with several industry awards throughout her career including the Connect CRE Women of Influence Award,



Linda Swain

five JLL Best of Marketing Campaigns, the prestigious JLL DaVinci Award for Innovation, and Ten Women to Watch in Real Estate.

She has participated in multiple speaking opportunities across the country with ULI, NAIOP, and AMA.

"It's an exciting time to join National Development, and I'm eager to contribute to our strategic efforts," said Swain. "As a long-time leader in New England, National Development has consistently emphasized collaboration, innovation, and community – values that align with my strengths. I'm energized to continue to evolve National Development's transformation throughout the region and beyond, and I look forward to using my proven marketing expertise to drive results."

"Linda's visionary approach to marketing and consistent track record of strengthening brands solidifies her as an ideal addition to National Development's leadership team," said Ted Tye, managing partner of National Development. "We are confident that her expertise will play a critical role in expanding our market presence."

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Puritan Restoration offers restoration construction services

NORWOOD, MA Puritan Restoration, a family-owned company and leader in fire and water restoration and mold remediation, now offers restoration construction to residential, commercial, and industrial clients.

With the recent addition of restoration construction to its roster of services, the Puritan reconstructive team can take the next steps towards returning residential, commercial, or industrial property to its original state upon completion of water and fire damage restoration. Restoration construction services include project management, carpentry, framing, flooring, dry-wall, plastering, electrical, HVAC, roofing, cabinetry, and window replacement.

“We’re excited to announce the addition of restoration construction to our catalog of services,”



Co-owners and brothers Paul and Chris Daniele.



said Chris Daniele, co-owner with brother Paul Daniele of Puritan Restoration. “With this new service, we can ensure a fast return to a safe, clean, and fully restored environment whether for a residential home or commercial or industrial building.”

Vicinity Energy appoints Hagerty CEO and president

BOSTON, MA Vicinity Energy has appointed Kevin Hagerty new chief executive officer and president. Bill DiCroce has led Vicinity and its predecessors as CEO and president since 2012 and will stay on as executive chairman of Vicinity’s board of directors.



Kevin Hagerty

Hagerty brings a wealth of ex-

perience and a forward-thinking approach to his new role as CEO and president. With a proven track record of driving innovation and fostering growth, Hagerty is poised to lead Vicinity into its next chapter. His vision for a clean energy future aligns perfectly with Vicinity’s commitment to offering sustainable energy solutions that decarbonize their customers and communities.

DiCroce’s long tenure as CEO and president has been marked by significant accomplishments,

shaping the district energy portfolio and driving transformative growth and efficiency for Vicinity. Under his leadership, the company has expanded its footprint, enhanced its technological capabilities, and solidified its position as a leader in the urban and campus clean energy sector. DiCroce’s vision and dedication have been instrumental in advancing Vicinity’s mission to provide sustainable and reliable energy solutions to its customers and communities.

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Farah Fakhri

at Trimount Place, the latest addition to the Andrew Square neighborhood. The exclusive listing agents for Trimount Place are CEO Dylan Costello, Danny Allen and Farah Fakhri.



Located at 267 Old Colony Ave., Trimount Place offers 55 condominium residences spread across six stories, each accompanied by its own garage parking space. Floor plans include one-

two- and three-bedroom layouts, with sizes ranging from 648 to 1772 s/f.

Residents of Trimount Place will have access to over 8,000 s/f of amenities, including a fitness center with Peloton equipment, community room, conference room, roof deck with 360-degree views, sky lounge, Zen courtyard, and pet spa. Additionally, there are three retail spaces, one of which will be a restaurant.

Biden-Harris Admin. increases housing supply & reduces costs

CAMBRIDGE, MA According to Vice President Kamala Harris and HUD Acting Secretary Adrienne Todman, the Biden-Harris Administration is awarding \$85 million in grant funding for the first ever Pathways to Removing Obstacles to Housing (PRO Housing) program. HUD general counsel Damon Smith traveled to Cambridge to present the Metropolitan Area Planning Council (MAPC) in Massachusetts with a \$3 million award to boost the supply of affordable housing by expanding access to technical assistance and modernizing and improving local regulations.

PRO Housing provides grant funding to communities actively taking steps and demonstrating progress in addressing needless local housing barriers to housing production. Winners of the PRO Housing competition will update state and local housing plans, revise land use policies, streamline the permitting process for housing construction, and take other actions to create more housing-forward communities. Grants will also be used to preserve existing affordable housing units, provide development subsidies to create new affordable units, and increase access to homeownership.

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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
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BOMA Boston Update – BOMA Golf, BOMA Int'l. Conference and more!

BOSTON, MA BOMA members and guests once again took to the greens down at Pinehills Golf Club on Monday, July 8th for the annual BOMA Golf Tournament. Thank you to our Tournament Sponsor, C&W Services. It was a fantastic day for members and guests to network with one another.

Over 80 members and Massachusetts friends traveled to Philadelphia in July for the 2024 BOMA International Conference & Expo. Boston is looking forward to hosting the conference next year and welcoming BOMA chapters from all over the world on June 28th to July 1st, 2025.

Congratulations to our newest BOMA Boston International TOBY winner – Piedmont Office Realty Trust for their win in the Suburban Low-Rise (1-5 Stories) Category with Wayside Office Park in Burlington! Congratulations to the other five finalists on making it to the International TOBYS!

BOMI: The Design, Operation, and Maintenance of Building Systems, Part II class will take place on Tuesdays and Thursdays starting on September 10th and will conclude on October 3rd. Class will be held virtual on Zoom from 4:00 – 7:00 p.m. and will be taught by David Thompson, director of engineering, Newmark. The Design, Operation, and Maintenance of Building Systems, Part II is for property and facilities managers who need

to make management decisions about various building systems and sites. Decisions will increase occupant safety and comfort while facilitating building efficiency to meet the business goals of an organization. Critical topics in this course include electrical systems and lighting, elevator maintenance and modernization, pest and solid waste management, security issues, fire and life safety systems, and energy management concerns. The topics covered will help you analyze and manage your building systems. For questions or to register, please contact Kathryn Morgan, kmorgan@gbreb.com.

Keep summer going strong with BOMA's next networking nite in the heart of Boston's financial district on Thursday, September 5th. Join us at Newmark's 53 State St. roof deck for a night of industry networking, with an open bar and light appetizers courtesy of Newmark and Compass Facility Solutions. The event will start at 5:30 p.m. and conclude at 7:30 p.m. Registration is \$30 for BOMA Boston members and \$60 for non-members. For questions or to register, please contact Kayla Burmeister (Kburmeister@gbreb.com).

BOMA Boston will host a Connect with BOMA Breakfast Tuesday, October 8, 2024 at Chrome Gym (1 Center Plaza, Boston) 9:00-10:30 a.m. The Connect with BOMA Breakfast is designed for current, new and prospective mem-

bers to learn more about committee involvement, networking opportunities, BOMI Course offerings, and how to become more involved with BOMA. BOMA staff will be on site to answer any questions you might have regarding your membership. Complimentary to BOMA Boston members and prospective members.

Save the date for 2024 BOMA Fallfest on October 10th, 2024 at 100 Federal St. More details to come soon! For questions, contact Courtney Sullivan (csullivan@gbreb.com).

Save the date for the TOBY & Industry Awards! The 2024 BOMA Boston TOBY & Industry Awards will be held on Thursday, November 14th at the Westin Copley Place from 5:30–9:00 p.m. Call for entries are now open and the deadline for submissions is September 9th. More information can be found here: <http://www.bomabostontoby.com/>

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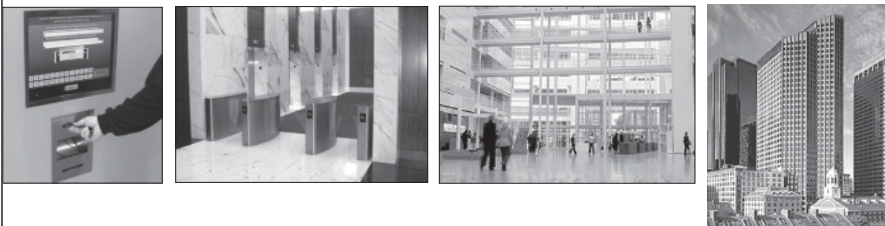


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LeBranti of John M. Corcoran & Company installed as ARM during IREM Boston Event

BOSTON, MA Jayson LeBranti was installed as an ARM (Accredited Residential Manager) of the Institute of Real Estate Management during the IREM Boston Membership Meeting, FOI/Industry Partners, and New Membership Installation event on Thursday, July 11, at Crossing Nines, Granite Links Golf Club.



Jayson LeBranti

dential property management industry with recipients noted for demonstrating excellence in residential property management.

LeBranti is the rental manager at Babcock Tower in Boston, a property managed by John M. Corcoran & Company.

The ARM residential property management certification teaches early-career real estate managers the core competencies to manage residential properties successfully. As such the ARM designation is widely recognized in the resi-

“It’s a pleasure to announce Jayson’s achievement,” said Chris Salamanis-Rivera, 2024 president of IREM Boston Metropolitan Chapter No. 4 and vice president, learning and development with Beacon Communities. “ARM certification is highly valued within the property management industry, and attaining its designation is a professional milestone.”

Slowing demand on multifamily housing – myth or truth?

Multifamily housing in the Boston area has experienced some shifts in recent months, owing to a number of reasons, including new supply outpacing new demand and a predicted slowdown in job growth, but is it safe to say that the market remains relatively robust?

While some industry reports point to a softening market, the demand for multifamily housing continues to be strong, the primary reason being the cost of single-family homes in the Boston region. And it’s not just homebuyers feeling the hard pinch of inflated free-standing home prices. Government regulations play a crucial role in determining housing supply and affordability; according to the National Association of Home Builders, regulations account for nearly 24% of the final price of a new single-family home.

Regulations for multi-family housing, however, are more flexible for a number of key reasons, with affordability challenges placing number one on that list. Multiple unit housing also addresses density issues, offers diverse housing options, and fosters equity by offering options for various family sizes and income levels.

Those categorized as millennial or Gen-Z now represent a significant percentage of renters. The often prohibitive (not to mention competitive) single-family pricing, a lack of urgency to be tied down to a permanent home, and a tendency to change jobs more often than that of generations past all contribute to a rise in the number of young renters.

The bottom line is that while challenges exist within the multi-family housing market, it remains in demand for those

seeking convenient and affordable living options.

Don’t forget to mark your calendars for the IREM Boston Chapter’s 26th Annual Charity Golf Tournament and Networking event on September 9th at Granite Links Golf Club in Quincy, Massachusetts. In addition to the tournament, the annual fundraiser will feature raffle prizes, a silent auction, lunch, dinner, music, and networking. Non-golfers can enjoy a corn-hole tournament at 3:30 p.m., followed by dinner. Proceeds from the event will benefit the IREM Foundation, a nonprofit public charity that provides scholarships and grants to those seeking a career in the real estate profession. Candidates for the 2025 IREM Boston Metropolitan Chapter No. 4 board of directors will be announced at the

conclusion of the event. For more information, please visit www.iremboston.org.

I hope to see you there!

It was an extraordinary evening on July 11th at the IREM Boston Metropolitan Chapter No 4 networking event, made possible by our Friends of IREM and the members and board of directors. We also congratulated our new members on their commitment to their profession and express our sincere appreciation to all sponsors for their continued support.

Chris Salamanis-Rivera is the 2024 IREM Boston Chapter president and vice president of learning and development at Beacon Communities, Lynn, Mass.



John Corcoran and company crew.



Shown (from left) are: Eridania Rodriguez, Adam Kenney and Rosia Munez.



Shown (from left) are: Cheryl Piper, Frank Cevetello and Brian Shimkus.



Shown (from left) are: Event sponsor – Certa Pro Painters – Dave Rowell, Ted Komenda and Ryan Agler.

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

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MassDevelopment issues \$22.2m tax-exempt bond to build 80 units for phase one of Walnut St.

FOXBOROUGH, MA MassDevelopment has issued a \$22.2 million tax-exempt bond on behalf of Walnut Street Phase One 4 LLC to build 80 units of affordable senior housing at 51 Walnut St., a project developed by a joint venture that includes Affordable Housing and Services Collaborative, Inc., Peabody Properties, Inc., and The Onyx Group. The site, previously owned by the Commonwealth of Massachusetts, was conveyed to the Foxborough Housing Authority in 2017. These units represent the first step in a multi-phase project that will result in the construction of 200 new units of affordable senior housing at the site. All of the 80 one-bedroom units will be rented to households earning up to 60% of the area median income (\$68,520 for a one-person household) with 20 units reserved for households earning up to 30% of area median income (\$34,260 for a one-person household). Project sponsor Affordable Housing and Services Collaborative, Inc. created a for-profit affiliate, Walnut Street Phase One 4 LLC, for the purposes of facilitating this tax-exempt financing. The tax-exempt bond, purchased by Citizens Bank, helped Walnut Street Phase One 4 LLC achieve a lower cost of capital.

In addition to the tax-exempt bonds, MassDevelopment assisted the Massachusetts Executive Office of Housing and Livable Communities with the approval of federal low-income housing tax

credits that will provide approximately \$15.1 million in equity for the project. Earlier, in 2021-22, MassDevelopment provided Real Estate Services Technical Assistance awards totaling \$55,000 to the Town of Foxborough to help the town develop a Request for Proposals (RFP) to find a qualified developer for the site (a parcel of the former Foxborough State Hospital), coordinate with the community, and analyze RFP responses.

“Our economy is made stronger when residents of all ages can afford to live and thrive in Massachusetts,” said secretary of economic development Yvonne Hao, who serves as chair of MassDevelopment’s board of directors. “Congratulations to all who are playing a role in bringing affordable senior housing to this former state-owned site in Foxborough.”

“As we work to combat the housing crisis Massachusetts faces, the Healey-Driscoll administration recognizes the opportunity that exists in transforming underutilized former state-owned property into housing,” said secretary of housing and livable communities Ed Augustus. “With the support of tax credits from the Executive Office of Housing and Livable Communities as well as technical assistance and tax-exempt financing from MassDevelopment, this site is on the way to becoming critical affordable housing for seniors in that region.”



Rendering: Affordable Housing and Services Collaborative, Inc.

“This is a major win for Foxborough and a great example of how MassDevelopment can assist at every stage of an economic development project,” said acting MassDevelopment president and CEO Dan O’Connell. “Our early technical assistance helped the town of Foxborough engage a qualified developer for the redevelopment of this former state-owned site, and now our tax-exempt financing will bring the first phase of senior affordable housing to fruition with 80 much-needed units.”

“Citizens Bank appreciates the opportunity to work with such a strong development partnership team in Peabody Properties Inc., Affordable Housing and Services Collaborative, Inc., and Onyx Boston in their effort to create new senior housing in the town of Foxborough,” said Citizens Bank senior vice president of communi-

ty development Eugene J. Clerkin. “This development opportunity is the result of a significant and long-time effort by the town’s housing and legislative leaders to create a biddable land parcel, and their determination to succeed is admirable.”

“As town manager of Foxborough, I am delighted to see MassDevelopment provide funding for Phase 1 of the Walnut affordable housing project,” said Paige Duncan. “The town has worked tirelessly on this significant initiative for years, and we are thrilled to see much-needed affordable housing being built during these challenging times.”

Affordable Housing and Services Collaborative, Inc. (AHSC) is a 501c3 non-profit organization founded in 2001 to develop affordable housing, as well as to

promote and enhance the quality of life for residents of affordable housing. Since its inception, AHSC has worked with its strategic partners Peabody Properties, Inc. (PPI) and Peabody Resident Services, Inc. (PRSI) to establish a leadership role in the preservation and creation of affordable rental communities.

“Our development team is extremely fortunate to have worked with MassDevelopment on our Phase One 4 Low-Income Housing Tax Credit (LIHTC) deal,” said Michael Mattos, president and executive director of Affordable Housing and Services Collaborative, Inc. “Given the complexity and competitiveness of receiving tax-exempt volume cap in Massachusetts, we are truly appreciative of MassDevelopment and the Executive Office of Housing and Livable Communities’ (EOHLC) commitment and support.”

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PROJECT OF THE MONTH

BXP, TRIA and Commodore Builders complete 103 CityPoint spec manufacturing and R&D space

Photo credit: Raj Das

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PROJECT TEAM: INTERSTATE ELECTRICAL; LAKE HVAC; HAMPSHIRE

BXP, TRIA and Commodore Builders recently completed the new ground-up 113,000 rentable s/f speculative cGMP manufacturing, laboratory and office building. Located in the Rte. 128 life sciences corridor, this innovative design integrates all operational aspects within a single footprint, departing from the traditional separation of manufacturing from R&D and office spaces. Representing a trend in suburban Boston, the new four-story building can flexibly accommodate approximately 80% lab and office space and approximately 20% cGMP manufacturing.

WALTHAM, MA BXP, TRIA and Commodore Builders recently completed the new ground-up 113,000 rentable s/f speculative cGMP manufacturing, laboratory and office building. Located in the Rte. 128 life sciences corridor, this innovative design integrates all operational aspects within a single footprint, departing from the traditional separation of manufacturing from R&D and office spaces. Representing a trend in suburban Boston, the new four-story building can flexibly accommodate approximately 80% lab and office space and approximately 20% cGMP manufacturing.



Photo credit: Raj Das

The exterior features a blend of rigid geometry, translucent glass, and lighting designed by Sladen Feinstein Integrated Lighting emphasizing the pivotal role of

manufacturing in this new facility. "This building's design represents TRIA's commitment to providing state-of-the-art facilities that foster innovation and growth," said Sherwood Butler, TRIA president and CEO. The seamless integration of manufacturing, R&D, and office

spaces provides unique functionality for companies that require speed-to-market discoveries. The entire team contributed creative ideas to help reshape corporate culture for science and technology tenants."

103 CityPoint is one of seven



Photo credit: Raj Das



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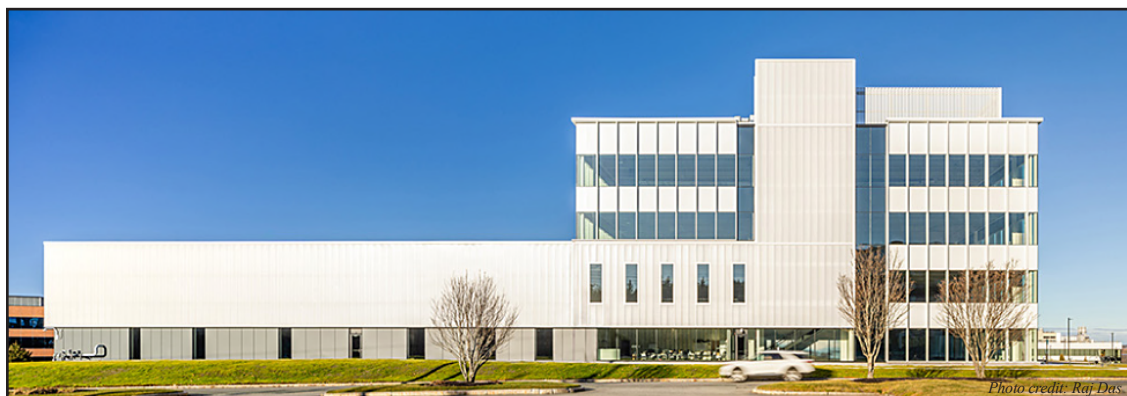


Photo credit: Raj Das

BXP properties within a one-mile stretch, further solidifying its strategic position as a hub for innovators. The speculative building, certified as LEED Silver, offers tenants adaptable options tailored for discovery, development, and execution in the life sciences, biotech, and tech industries.

TRIA is a full-service architecture firm that values client relationships above all, while designing spaces that enable business success and advance discoveries—in the lab, around the office, and beyond. The firm’s principal-driven approach puts its leadership team at the table with client decision-makers, work-

ing together to envision success, solve problems and deliver exceptional results. TRIA’s lab design and corporate interiors teams strive to learn every client’s unique DNA, and by doing so, the firm creates efficient and energizing spaces that reflect a company’s culture and foster innovation.

103 CityPoint Project Team

BXP	Owner
TRIA	Architect, Interior Design
Commodore Builders.....	Construction Manager
Interstate Electrical Services.....	Electrical
Lake HVAC	HVAC
Hampshire Fire Protection Co., LLC	Fire Protection
Lymo Construction Co. Inc.	Architectural Panel System
S&F Concrete Contractors Corp.....	Concrete



Photo credit: Raj Das

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President
Katie Dodge
USI Insurance Services, LLC.

CAI-NE Calendar of Events

August 7

Community Conversations Live
(Webinar)

2:00 pm – 3:15 pm

August 8

CAI-NE Managers' Zoom Meeting
10:00 am – 11:00 am
(Virtual Meeting)

August 8

Managers' Summer Social
Tia's Restaurant & Bar on Boston's
Waterfront
4:00 p.m. – 7:00 pm
Boston, MA

August 15-16

M-310 Management Company
Administration
(Live Virtual Class)

August 22-23

M-202 Association Communications
(Live Virtual Class)

*The above calendar is subject to change,
contact the chapter office or www.caine.org to
confirm programs, dates, times, and location.*

CAI Approves significant policy changes to Board Member Education public policy



Dawn Bauman
CAI Government &
Public Affairs and FGAR

The Community Associations Institute (CAI) approved a significant update to its board member education public policy. The update comes in response to a marked increase in legislation nationwide addressing board member education following the 2021 tragic partial condominium collapse in Surfside, Fla. This incident highlighted the critical need for well-educated and competent board members who understand their roles and responsibilities. Educated boards have the ability to implement best practices and ensure good governance in community associations.

CAI firmly believes board members should be knowledgeable and proficient in their governance duties. The updated policy emphasizes the importance of board member education in maintaining safe and well-managed community associations. However, CAI ultimately concluded mandatory government-imposed training requirements could have unintended consequences. Such mandates could deter volunteerism, a cornerstone of community associations, and potentially lead to costly education programs that are insufficient to cover the essential core competencies and best practices needed for effective governance.

A key aspect of the updated policy is its nuanced approach to legislative involvement. CAI acknowledges the importance of board member education and recognizes the potential downside of mandatory training requirements and seeks to support effective and practical solutions. CAI will not actively pursue mandatory training legislation.

By advocating for accessible and comprehensive educational resources, CAI aims to empower board members to fulfill their roles effectively without the burden of mandatory training requirements. This approach ensures communi-

CAI firmly believes board members should be knowledgeable and proficient in their governance duties. The updated policy emphasizes the importance of board member education in maintaining safe and well-managed community associations. However, CAI ultimately concluded mandatory government-imposed training requirements could have unintended consequences. Such mandates could deter volunteerism, a cornerstone of community associations, and potentially lead to costly education programs that are insufficient to cover the essential core competencies and best practices needed for effective governance.

ty associations continue to thrive under the leadership of well-informed and dedicated volunteer board members.

The updated CAI public policy reads in part:

Board Member Education Summary

Community Associations Institute ("CAI") supports education and training to assist community association volunteer leaders (board members) in understanding and carrying out their responsibility to govern the community association they serve. A community association volunteer leader is a board member of a condominium, housing cooperative, townhome, homeowner association, or planned community.

CAI encourages board members to obtain education in governing documents, fiduciary duties and duty of care, ethics and leadership, rules creation and enforcement, financials and

budgeting, reserves and financial responsibilities, maintenance responsibilities, risk management and insurance, board and owner meetings, elections and responsibilities, and conflict resolution and community building. CAI understands the importance of making board member education accessible to all governing board members. CAI encourages board members to get education without state mandates. If states are considering mandated board member education, CAI recommends state legislatures work with CAI's state legislative action committees (LACs) to establish a minimum level of education for all community association board members.

Dawn Bauman, CAE, is senior vice president, CAI Government & Public Affairs and Foundation for Community Association Research (FCAR) executive director, Falls Church, VA.

**To read the complete public policy on board member education
visit www.caionline.org**



President
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Marriott International

IFMA Boston Chapter FMForward Podcast

Have you checked out IFMA Boston's FMForward Podcast yet? Season 6 has dropped, and we have a new host, Kate Thibeault, CFM. FMForward focuses on the rapidly changing landscape of Facility Management and how to remain on top of the FM game. In the sixth season we are exploring the FM Talent Gap, if it really exists and if so, what to do about it! Episodes include:

It's Not Your Imagination – The FM Talent Gap: The Problem

It's Not Your Imagination – The FM Talent Gap: Focus on Education

And dropping soon:

It's Not Your Imagination – The FM Talent Gap: FM isn't Sexy

It's Not Your Imagination – The FM Talent Gap: Other Sources of FM Talent

We're also introducing you to our valued IFMA Boston partners through a series called Conversations with our Vendor Partners.

IFMA Fall Golf Classic and Fall Golf Clinic

QUINCY, MA IFMA Boston's Fall Golf Classic and Clinic at Granite Links on September 30th are now open for registration. Register here for a foursome: <https://bit.ly/3LhvMFJ> And we're also holding our second annual Golf Clinic that day. This 90 minute clinic will help you learn the basics or brush up on your skills. You can register for the clinic here: <https://bit.ly/3Y29UFR>. Don't miss out on getting a foursome as this is destined to be a great day of golf and networking. Dinner and cocktails will take place under the pavilion tent.

IFMA International World Workplace in San Antonio from October 9 - 11

SAN ANTONIO, TX IFMA International's World Workplace will be taking place in San Antonio from October 9th through 11th. IFMA's World Workplace is where facility management professionals gather to discover the latest FM innovations, make valuable connections, and improve essential skills. Attendees have access to cutting-edge thought leadership and educational sessions



Listen as Kate learns more about the value each partner provides to the FM community. So far, we've shown the spotlight on TectaAmerica Roofing as well as MovePlan. New episodes of both series will

continue to drop over the coming weeks and months. You can listen to the episodes on our website IFMA Boston - FMForward Podcast or wherever you listen to your favorite podcasts.



that will help advance careers. Here's the overview from IFMA International: **Why Attend IFMA World Workplace?**

Learn from the industry's best: Experts from across the FM industry offer the latest forward-thinking ideas, strategies and solutions that help shape the built environment today and for the future.

Connect with global FMs: FMs

from around the world come to IFMA's World Workplace. You'll meet professionals at every level of their career and forge connections to last a lifetime.

Insights to optimize your facility: Sessions are stacked with practical takeaways you can immediately implement. You'll learn cutting-edge solutions from the masters of the profession.

About IFMA Boston

In 1984, ten local facility management professionals joined forces to found IFMA Boston with the hope to bring together individuals from the built environment community to foster communication and learning. Nearly 40 years later, this mission remains the same. IFMA Boston is committed to being the complete, expert resource for Facility Managers in the Boston area.

IFMA is the only organization dedicated to helping Facility Management professionals add more value to their organizations by providing them with:

- Support for their careers;
- Access to best practice and benchmark information;
- A diverse mix of interactive events; and
- Tools to help navigate the changing workplace.

Long recognized as one of the most active and progressive chapters, the Boston Chapter was honored as the 2018 International Chapter of the Year, and was previously recognized with this honor in 2001 and 2007 and received the Professional Development Award in 2019. The chapter hosts nearly 50 events a year including continuing education, webinars, programs and tours, panel discussions, FM roundtables, one day conferences and special events.

Established in 1980, the International Facilities Management Association is a non-profit, incorporated association dedicated to serving the facility management profession. IFMA strives to enhance the recognition and integrity of the profession, while providing facility professionals with the services and information they need to advance their careers.

IFMA Boston Upcoming Events

August

Summer Member only Pop Up Coming in August
Date and Location TBD

October 9 – 11

IFMA World Workplace
San Antonio, TX

September 30

The Fall Golf Classic at Granite Links in Quincy, MA.
Four-somes and Sponsorships now open

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Colliers facilitates \$76.2m in construction financing for Dover's Cochecho Waterfront

DOVER, NH Colliers' capital markets team arranged \$76.2 million in construction financing to facilitate the development of the first phase of Cochecho Waterfront, a 220-unit waterfront multifamily project. A Colliers team led by executive vice president Jeff Black, vice president Sean Burke, vice president Bryan Koop and analyst Matt Lombardi were exclusively retained by Cathartes to capitalize the deal.

As New Hampshire's fastest-growing city, Dover is situated within one of the most desirable regions in New England. Dover features walkable downtown with dozens of restaurants and shopping options, outdoor activities including hiking trails and parks, and nearby access to the region's top employers. Located on the Cochecho River, the planned 306,000 s/f development will offer 220 upscale apartments — including 23 townhomes — and



a combined 28,000 s/f of amenity, retail and co-working space. The city invested heavily to bring new utilities to the site, improve climate resiliency, and create a 3.4-acre waterfront park, featuring a park pavilion, public boat dock, kayak launch, and walking paths.

“This project will bring much-needed housing to one of the fastest-growing areas in New England,” said Burke. “Cathartes was one of the first groups to see the demand growth in the Portsmouth/Dover region. They have done an incredible job planning, working with the community and executing to bring these vibrant mixed-use communities to life.”

Dover is located off Rte. 16, which provides access to Portsmouth and I-95 in less than 15 minutes. Pease International Tradeport, Portsmouth Naval Shipyard, University of New Hampshire (UNH) and Wentworth-Douglas

Hospital (Mass. General Brigham affiliate) are all within 10 miles of the property, collectively employing over 16,300 people. The Dover Train Station is a half mile from Cochecho Waterfront and provides residents direct access up to Brunswick, ME and down to Boston in less than 1.5 hours, via the Amtrak Downeaster.

The \$76.2 million financing was comprised of preferred equity provided by their partner Earlsfort Capital, and a construction loan provided by a lending syndicate led by Eastern Bank in partnership with Camden National Bank and Salem Five Bank.

Worthen joins Preti Flaherty's RE and finance practice group

PORTLAND, ME Matthew Worthen has joined Preti Flaherty as a director in the firm's real estate and finance group. Worthen previously served as a shareholder and chair of the real estate group at a Maine-based law firm.



Matthew Worthen

Worthen is one of New England's most accomplished real estate and finance attorneys, with more than twenty years of experience handling large and complex transactions for lenders, developers, universities, multinational corporations, and more. Leaning on his extensive industry knowledge, Worthen adeptly guides clients through a wide range of commercial and real estate transactions. From business lending and refinancing to mixed-use developments to utility-scale energy projects, he is well versed in the structuring and negotiation of a diverse range of commercial

real estate matters.

“Matt's decades of experience and pragmatic approach to client guidance fit neatly into the real estate and finance team here at Preti,” said Jason Howe, chair of the real estate and finance group.

“We have made a conscious effort to grow our practice by welcoming laterals who are at the top of their respective fields, allowing us to expand a team that is focused on servicing clients both today and for the decades to come.”

MEREDA appoints Deering of NBT Bank and Dovich of TD Bank to board of directors

PORTLAND, ME Jeremy Deering and Ron Dovich have been elected to the board of directors of the Maine Real



Jeremy Deering



Ron Dovich

Estate & Development Association (MEREDA).

Deering is a senior VP and regional commercial banking manager for the Maine region for NBT Bank. He graduated from the University of New England and began his

banking career shortly thereafter.

Prior to the last five years at NBT Bank, Deering has enjoyed team leader roles in commercial banking at Bank of New Hampshire and Androscoggin Bank.

Dovich is a senior relationship manager for TD Bank serving clients throughout Maine. Dovich joined TD Bank in July of 2020. Prior to TD Bank he worked for a commercial real estate development firm in Texas where they focused on light industrial business parks and NNN retail properties.

Deering served in the U.S. Navy for 10 years as a Naval aviator, which included three years assigned to NAS Brunswick, ME.

Italiaander and Gallagher of Boulos lease 2,920 s/f to Blaze Pizza at 451 Payne Rd.



SCARBOROUGH, ME Blaze Pizza has leased 2,920 s/f at 451 Payne Rd. from Miser Investments, LLC. The Boulos Company's Joe Italiaander and Chris Gallagher arranged the transaction on behalf of Blaze Pizza, concluding a multi-year search across the greater Portland market.

The location, at the corner of Payne Rd. and Gallery Blvd., is next to a new Starbucks, in front of Mardens, at the entrance to the

Scarborough Gallery.

Blaze Pizza is known for its “fast-fired,” build-your-own pies, offering artisanal ingredients and options for those with dietary restrictions.

Jeff Martin's Wildefire Restaurant Group is the local franchisee behind the new Blaze, which is slated to open by early fall 2024.

Blaze plans to continue its expansion in Maine.

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Downtown Realty sells 24-unit Lake Street Apartments for \$4.4 million

NASHUA, NH Downtown Realty negotiated the closing of the Lake Street Apartments, located at 87-89 Lake St., for \$4.4 million in June 2024. Matthew Lefebvre represented the seller and procured the buyer of this 24-unit garden-style apartment building.

Constructed in 1968, the Lake Street Apartments comprised two studio apartments, 10 one-bedroom apartments, and 12 two-bedroom apartments. The property is on under an acre adjacent to Sandy Pond and has over 40 parking spaces, a large fenced-in lot, and two curb cuts on Lake St. Only a mile from Main St., residents have access to a variety of restaurants, grocery stores, retail shops, medical facilities, and local businesses. This transaction marks only the third ownership change since the building's initial construction.

The sale of the Lake Street Apartments was a firm-wide effort, requiring months of attention, site visits, and dedication from all Downtown Realty team members. Their collaborative efforts resulted in a successful transaction.

Headquartered in Bedford, Downtown Realty specializes in serving the needs of investment property owners, commercial landlords, and developers across the retail, industrial, and multifamily sectors throughout Northern New England.



Lake Street Apartments, 87-89 Lake Street - Nashua, NH



Aerial view of Lake Street Apartments, 87-89 Lake Street - Nashua, NH

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Colliers sells Manchester office building for planned multifamily conversion

MANCHESTER, NH Colliers has sold 1138 Elm St. This 16,555 s/f downtown office building, situated on 0.117± acres, was sold for \$1.2 million, as recorded by the Hillsborough County Registry of Deeds.

Doug Martin and Laura Ne-smith from Colliers' Manchester office represented the seller, 1138 Elm Street, Inc. Stephen Pinard of Choice Realty represented the buyer, North Elm Rentals, LLC and Hallwin Properties, LLC.

1138 Elm St. was the home of Lamont, Hanley & Associates, Inc., a national agency that has been assisting corporate clients with accounts receivable management since 1991. The company relocated to 186 Granite St. in the summer of 2023.

"Doug and Laura did a tremendous job helping us sell our building. Their expertise and dedication made the entire process seamless and stress-free. We couldn't be happier with the results and are incredibly grateful for their hard work and professionalism. We highly recommend their services to anyone in need of real estate assistance,"



said Michelle Hanley, member of 1138 Elm Street, Inc.

This downtown property is slated for a multifamily redevelopment. The buyer is navigating the planning board process to transform the building into residential units.

"We are thrilled to see the transformation of this iconic building and look forward to the positive impact it will have on the community," said Martin.

FOR FULL STORY VISIT NEREJ.COM

Stebbins and Romano of Boulos lease 4,500 s/f to CrossFit 321

TOPSHAM, ME CrossFit 321 is relocating to 6 Center Park Rd., Unit #4. The newly constructed, 4,500 s/f space is an upgrade for the gym, which offers personal and small group training. They plan to be up and running in their new location this summer.

The Boulos Company's Noah Stebbins and Chris Romano brokered the deal on behalf of the landlord, The Grant Group, LLC.



Richards of Hay Runner appointed MEREDA president for 2024-2026

PORTLAND, ME The Maine Real Estate & Development Association (MEREDA) has appointed Shannon Richards of Hay Runner, to president for 2024-2026.



Shannon Richards

Richards, has been elected as president of MEREDA for a two-year term. Richards is an artist and entrepreneur, spending the last 20-plus

years in the practice of designing and building, manifesting a life centered around creation. Shannon has produced hundreds of custom homes, commercial spaces, pieces of furniture and fixtures.

Richards is the founder of Hay Runner, a real estate development company that provides services related to residential and commercial real estate transactions, project management, design, construction, furnishing and produces design centric events. Hay Runner

also provides brokerage services through its affiliation with Legacy Properties Sotheby's International Realty.

A member of MEREDA, Richards served as a MEREDA vice president, co-chaired MEREDA's conference committee, and continues to serve on its executive committee. Richards joined the MEREDA board in 2019 and that same year, was selected to receive one of two MEREDA's Volunteer of the Year Awards.

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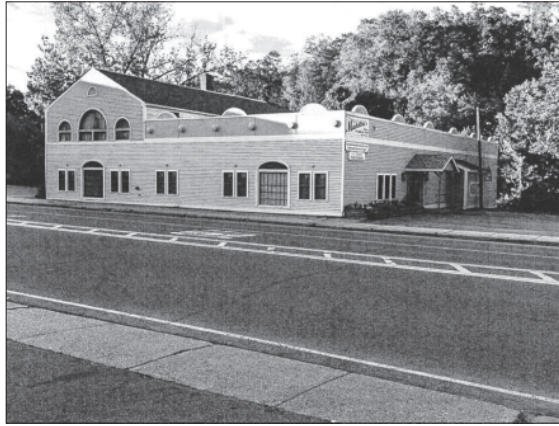
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PROCON breaks ground on Duprey Hospitality's Arts Alley



Shown (from left) are: Steve Duprey, Duprey Hospitality; Tyler and Eric Goodwin, Friendly Toast; Pamela Bissonnette, Duprey Hospitality; Mayor of Concord, Byron Champlin; John Stebbins, PROCON; and Tim Sink, Concord Chamber of Commerce.

CONCORD, NH According to Duprey Hospitality ground has been broken for Arts Alley, a project celebrating the redevelopment of the area adjoining the Bank of New Hampshire Stage on South Main St. Scheduled for completion by April 1, 2025, this PROCON designed and built facility will be a transformative venture that will infuse new life into downtown with a blend of restaurant, entertainment, and upscale event spaces.

The first floor of the project will feature a retail condominium housing The Friendly Toast, a local eatery known for its all-day brunch and bar, atmosphere, and offerings.

Ascending to the second floor, guests will find a 5,000 s/f venue space designed to host corporate and private events. This meeting

space will accommodate up to 150 guests, setting a new standard in New Hampshire.

"Our experience at the Grappone Center shows there's a demand for additional meeting space that offers a high level of service," said Pam Bissonnette, COO of Duprey Hospitality. "This will allow us to expand our offerings in the central New Hampshire region. We think this will be a premier event space in central New Hampshire, complemented by fun dining and entertainment venues."

The third floor promises to captivate visitors with the South Main Street Surfer Bar, an outdoor entertainment space featuring a rooftop deck, fire pits, a bocce court, and a repurposed Airstream rebuilt as a full-service bar. Open to

the public and available for private events, this space will be a unique addition to city's social scene.

Behind the main building, the courtyard will host a 1942 Silk City Dingman Diner, owned by the late Michael Dingman, a New Hampshire businessman and philanthropist. This restored diner, considered one of the best in the country, will be perfect for events like a private wine night, retirement parties, birthday celebrations and pop-up special event dinners and parties. The area also includes an outdoor three-season courtyard.

Designed and built by PROCON, a fourth generation, 90-year-old fully-integrated team that has received national recognition for their true design-build delivery system.

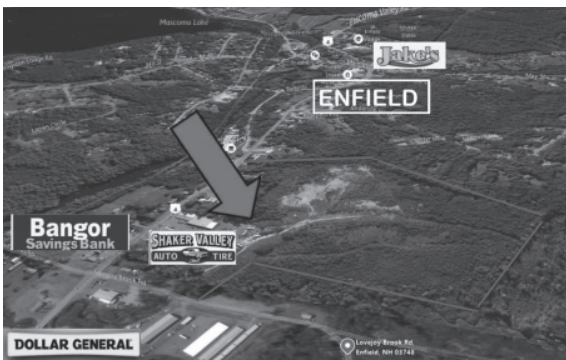
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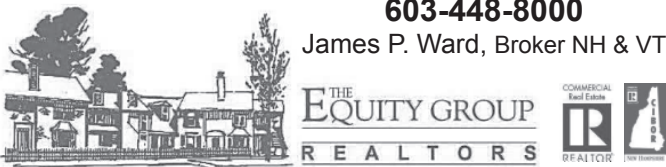
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Wilder hired to bring Scarborough's downtown vision to life

SCARBOROUGH, ME Since 2006, the development of a true Town Center has been a goal of local residents and municipal leadership. Today, The Downs has formed a national strategic partnership that will bring the vision of a balanced Town Center to life. The Downs has joined forces with Boston-based Wilder, a nationally recognized leasing, management and development company, to cultivate interest for the Town Center among national retailers, restaurants, local and national businesses.

"The Downs has always delivered a balanced development guided by community input and market demand," said Peter Michaud, managing partner, The Downs. "Adding Wilder to the team will allow us to continue following that principle so we can deliver a strong mix of local and national amenities," Michaud said. Developers used Scarborough's Downtown Committee Report and the Town of Scarborough's Comprehensive Plan as a roadmap to build a Town Center that's strong enough to attract large-scale amenities, but personal enough so that Maine-based businesses and restaurants feel at home.

Wilder has led numerous mixed-use developments across the country including the recently completed Boston-area Arsenal Yards, a mix of retail, residential, hotel and life science. Wilder's approach for Scarborough will include developing a leasing strategy that is focused on local, high-quality retail stores, one-of-a-kind chef-driven restaurants, distinctive quick-service eateries, boutique fitness, specialty services, mixed with national retailers that serve the needs of the local community.

"The unique and special flavor that locally owned businesses bring to any development must not be overlooked," said Tom Wilder, a principal at Wilder. "Rooted in community, local establishments offer distinct charm and authenticity that fosters a sense of belonging and pride among residents – it is important to us to preserve that in the leasing process," Wilder said.

Wilder is engaged with local brokerage firm, The Boulos Company, a Portland-based leasing group. Boulos has worked with The Downs since 2018 and sold out the Innovation District five times faster than anticipated. Established as a light-industrial business hub, the area is home to 630,000 s/f of commercial space including Cost-



co, IDEXX, Throttle Car Club, and 50 other small businesses.

"Collaborating with The Downs, Boulos and the community is a unique and inspiring opportunity," said Wilder. "We look forward to combining our strengths and expertise to create a dynamic and sustainable community hub that will serve as a cornerstone of growth and innovation for the community and the region," Wilder added.

Valued at \$300 million, Town Center will add 320,000 s/f of retail space, 60,000 s/f of medical office space, 240 residential units and a boutique hotel. The Town Center also includes a main anchor building reminiscent of the iconic Scarborough Downs Grandstand in design, and it will house restaurants and breweries with outdoor and rooftop dining spaces that overlook a central greenspace. Additional mixed-use buildings will be situated around the green offering first-floor restaurant and retail, with upscale, amenitized housing on the second and third floors. Healthcare provider, InterMed, is finalizing permitting and will be breaking ground in the fall of 2024. Allagash will break ground in 2025 with a tasting room. Overlooking the Town Center will be 96 luxury condominium units and 60 market-rate apartments, and Maine's first-ever affordable housing building for people with physical disabilities, 3iHoME.

Scarborough's Town Center broke ground in late 2023 making Maine history as the first new-build downtown within an established community. As the most desired part of the 577-acre development, the Town Center will link the mixed-use residential portion of The Downs which is a mix of 540 housing units of various types, including condominiums, apartments, senior and affordable, and some single-family homes.

Honoring its commitment to deliver community-wide public benefit, The Downs donated 25 acres to Scarborough Land Trust and will conserve one-third of the development area. Developers have made \$65 million in private investment into Maine's infrastructure, which includes building public roads and delivering utilities and fiber optics

to previously unserved areas. In addition, The Downs closed a critical gap in the public transit route from Falmouth to Biddeford and is leading the state's largest comprehensive traffic improvement project. Throughout the 577-acre development project, 10 miles of recreation trails and tree-lined sidewalks link the entire project

together, making it walkable and bikeable.

The first phase of the Town Center will be completed in 2025. At full buildout, the entire project is estimated to create over \$615 million in new value; over \$10 million in new tax revenue per year; two millions/s/f of commercial space and as many as 3,000 new jobs.

MAG Capital Partners buys KBS Builders' 84,800 s/f manufacturing headquarters

SOUTH PARIS, ME MAG Capital Partners purchased an 18.65-acre industrial property in a sale leaseback transaction with KBS Builders, Inc., a wholly-owned subsidiary of Star Equity Holdings.

Located at 300 Park St., the 84,800 s/f facility serves as KBS Builders' headquarters and is utilized for sales, design, engineering, purchasing, and manufacturing of custom residential and commercial modular buildings. Built in 2004, the building features 40 ft. clear height and nine dock doors.

"We have been following and studying the modular industry for quite some time and are pleased



to work with KBS as a long-term tenant," said MAG Capital Partners principal Dax T.S. Mitchell.

Jeff Lizzo and Krupa Shah of STREAM Capital Partners represented the seller.

The Boulos Co. and Malone Comm'l. negotiate two downtown Portland leases

PORTLAND, ME Zinn Wealth Management leased Suite A at 62 India St. The newly constructed 1,616 s/f space is on street level and features a conference room, private offices, open workspace, and more. Floor-to-ceiling windows complement the modern design and offer natural light.

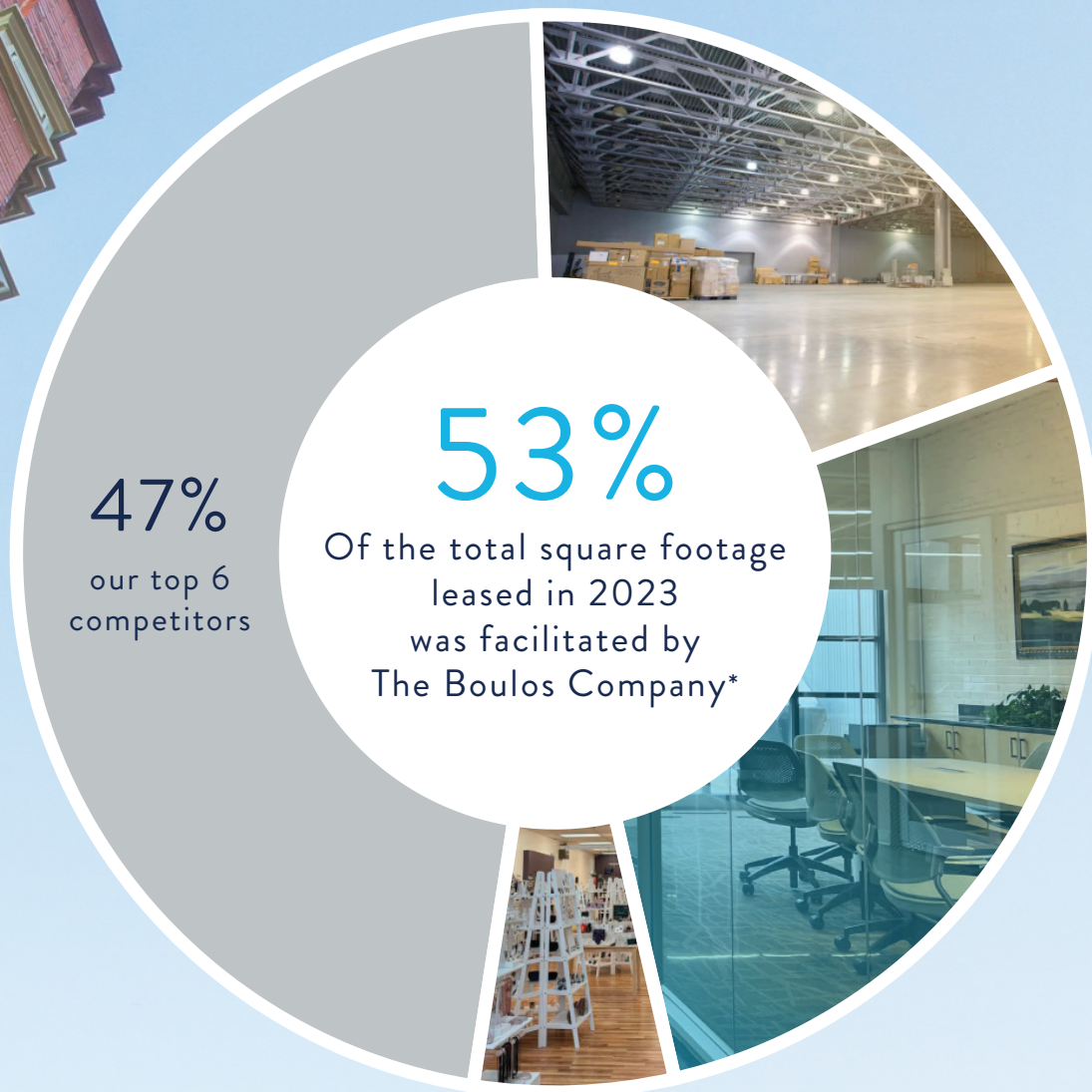
The father-son team, Jack and Jack, are launching the venture together. Both formerly worked at Back Cove Financial. Noah

Stebbins of The Boulos Company represented the Zinn's and Peter Harrington of Malone Commercial Brokers represented the landlord, 62 India LLC.

Bubble Bliss has leased a 947 s/f storefront at 23 Temple St. Derek Miller of The Boulos Company represented the tea shop owners, while Joe and Luke Malone of Malone Commercial Brokers represented the landlord, 11 Temple MHR, LLC.

"My family, especially my two daughters, are avid bubble tea enthusiasts," said owner Mamta Mohnot. "This inspired me to consider opening a bubble tea shop in the Old Port. Derek Miller showed us various locations, evaluated the pros and cons, and helped us select the perfect spot. He also guided us in making the best offer. The leafy boulevard with benches is ideal and fills the gap left by Bubble Maine's closure."

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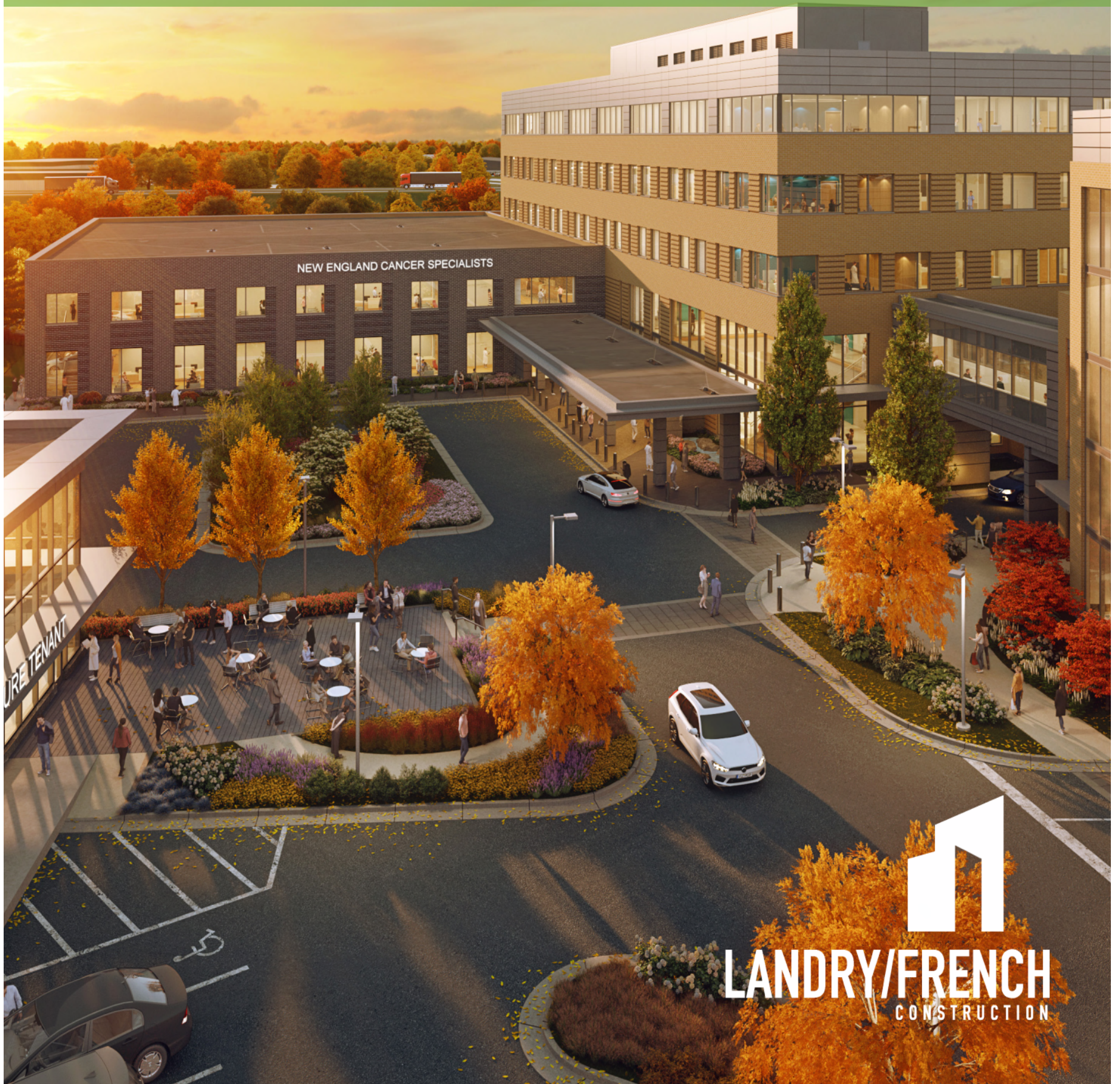
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MAINE SPOTLIGHT

DeWolfe of Greater Boston Comm'l. Props. sells 1.35-acre dev. site



SCARBOROUGH, ME Tyler DeWolfe of Greater Boston Commercial Properties, Inc. represented the seller of 2 Ginn Rd.

DeWolfe sold the 1.35-acre site for \$1.6 million to Atlantic Re-

gional Federal Credit Union which plans to construct a new brick and mortar credit union.

DeWolfe also listed two other retail land sites for the same owner in Augusta and Mexico, Maine.

Wright of Colliers sells Bath multifamily for \$1.185 million

BATH, ME Colliers brokered the sale of a multifamily property located at 50 and 52 Floral St. for \$1.185 million.

The sellers, Elliot and Jean Mead, were represented by Blake Wright, of Colliers. The buyers, G&G Realty LLC, were represented by Tracy McDonough of Keller Williams Realty.

“Blake handled the tough negotiations with incredible hustle and dedication. He went above and beyond with his time and effort,”



Blake Wright



52 Floral Street - Bath, ME

said Elliot Mead.

The sale, recorded at the Sagadahoc Registry of Deeds, includes

two buildings encompassing a total of 6,696 s/f on 0.89± acres and features four residential units.

This transaction underscores the real estate activity in the town and the appeal of well-maintained multifamily properties in the region.

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CORE launches acquisitions division

PORTLAND, ME CORE has launched CORE Acquisitions. This expansion builds upon the recent growth of CORE's brokerage and management divisions and closely follows the company's recent rebranding announcement.

CORE will immediately begin targeting acquisition deals across the Eastern Seaboard while sharing unique capital opportunities. In doing so, the company will remain agile in the dynamic acquisitions space while also reducing the barrier to entry to a wider array of investors interested in diversifying their portfolio by entering the commercial real estate market.

“In today's ever-changing world, real estate remains a fundamental pillar for those seeking financial freedom and generational wealth through passive income,” said CORE president, Josh Soley, who will lead CORE Acquisitions. “Our fully integrated model ensures that we are always nimble and opportunistic, offering our investors and partners the next innovative opportunity in order to deliver competitive yield and fee structures. By leveraging our in-house team of management, development, brokerage, underwriting, and risk assessment experts we can select the best assets for each investment vehicle.”

A February 2024 Ipsos poll shared that 81% of respondents agreed that while growing up, they did not learn enough about investing to feel empowered to reach their financial goals.



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MAINE SPOTLIGHT

Malone Commercial lists 28.2 acre industrial land site for development in Kennebunk, ME

KENNEBUNK, ME Along the southern coast of Maine is the quaint town of Kennebunk, located in York County. Kennebunk seamlessly blends natural beauty with economic potential. It's not just a haven for tourists but also a growing hub for businesses, particularly those seeking prime industrial land for development. The 28.2-acre parcel at Factory Pasture Ln., listed by Malone Commercial Brokers, exemplifies the town's potential as a strategic location for various enterprises.

One of Factory Pasture Lane's most significant advantages is its location. It is situated at the crossroads of major transportation

routes, including I-95 and U.S. Rte. 1. This connectivity ensures that businesses can easily access major markets in New England and beyond. Additionally, the proximity to railway lines and ports enhances the logistical convenience for industries reliant on efficient transportation of goods. The site is bordered by a nature preserve, B&M Railways, and other industrial users, positioning it perfectly for companies seeking to establish or expand their operations in a well-connected area.

Kennebunk has a strong economic environment, sustained by a mix of local businesses and larger

corporations. The local government has implemented policies that foster business growth while maintaining the town's unique character and environmental integrity.

The industrial zoning of the site allows for a wide range of uses, including resource protection, recreation and marine, manufacturing, research facilities, commercial services and more. This flexibility makes the property an attractive option for various types of companies looking to capitalize on the town's business-friendly atmosphere.

A community that values education, innovation, and sustainability, Kennebunk is home to excellent

schools and is within close proximity to higher education institutions, providing a well-educated and skilled workforce. The community's commitment to sustainability is reflected in local initiatives that promote green practices and environmental stewardship. For businesses, this means access to a motivated and capable workforce that can drive innovation and efficiency.

The land at Factory Pasture Ln. represents a significant opportunity for growth and development. The availability of wetland/vernal pool and density studies ensures that prospective buyers have all the

necessary information to make informed decisions about the land's potential uses.

This versatility, combined with the strategic location and supportive community, makes the property a prime investment for businesses looking to establish a strong presence in Kennebunk.

For more information on this property and to explore the possibilities that Kennebunk has to offer, contact Joe or Luke Malone at Malone Commercial Brokers. Whether you're looking to expand your business or start a new venture, Kennebunk provides the perfect backdrop for success.

Reveler Dev. names Diggs finance director


PORTLAND, ME Reveler Development has appointed Jonathan Diggs as finance director, effective immediately. With a distinguished career in finance and a proven track record of strategic financial management, Diggs brings extensive knowledge to the team and will guide Reveler's financial operations as the company seeks to unlock potential throughout southern Maine.

"I am thrilled to join the Reveler team at this pivotal moment of growth," said Diggs. "Reveler's unique ability to reimagine what's possible and then turn it into a reality is inspiring, and I look forward to leveraging my expertise to help advance Reveler's focus on developing vibrant, connected communities."

Diggs most recently served as senior financial officer for the Indirect Consumer Lending portfolio at Truist Financial, where he successfully drove fiscal strategy and operational efficiencies across multiple consumer businesses and platforms. As finance director, Diggs will be instrumental in steering Reveler's financial strategy, overseeing financial operations, and ensuring sustainable growth — helping to drive Reveler into its next phase of development. As part of the leadership team, Diggs will evaluate market trends to predict and establish short- and long-term targets to ensure the company's financial objectives and positively shape Reveler's future projects. His deep understanding of market dynamics and proactive approach to financial management align with Reveler's mission to lead with thoughtfulness, integrity and innovation, as well as the company's commitment to constant improvement.

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August 2024 NH CIBOR president's message: Election season coming

As we are nearing the elections in November, I can only imagine what the political landscape looks like as you are reading this message. I think most people can agree that at a national level, elections have become more fanatic and tribal - focused far more about a side winning versus the actual policies that are being considered. NH CIBOR was lucky that all of the major candidates running for governor in the state of New Hampshire came and spoke with our members about real estate issues plaguing the state. Affordable housing was on each and every one of the candidates minds since they see it is a very important issue that needs to be addressed. I thought I would share my opinion on why real estate is an extremely important issue that the New Hampshire residents should be keeping in mind when they cast their ballot this November.

The residential real estate market in the U.S. is estimated to be at \$2.53 trillion in 2023, while commercial real estate is anticipated to reach a staggering \$25.37 trillion

by 2024. Real estate is such a large part of the economy it can't be overlooked. As a reference, the market capitalization of the entire New York Stock Exchange is \$25.564 trillion (Feb. 2024). Locally, the state of New Hampshire receives over \$3.7 billion (51%) of their local property taxes, an additional \$363 million (5%) from statewide education property tax and \$210 million (3%) from transfer taxes. This means almost 60% of the New Hampshire state revenue comes from real estate and real estate sales. So when we hear numbers that by 2030 we will be 60,000 housing units short in the state, this is not only an issue for the affordability of housing, but the government missing potential revenue to run the programs and infrastructure that benefit its residents. When there are so many housing units that are needed to be built, but only 4,512 housing permits issued in 2023, we know that there is no silver bullet to solve this issue. The other policies that affect housing, both on existing

and new development, are local zoning, approval delays from both the town boards and state agencies, set back requirements, landlord/tenant law, infrastructure, and the housing voucher program just to name a few.

According to *U.S News*, New Hampshire is the second best place to live in the U.S. If we want our kids and grandkids to be able to stay in this amazing area of the country, we need a place for them to live.

I am very lucky to have lived in New Hampshire my entire life and I am looking forward to continuing to help grow the state, so more people have the opportunity to appreciate this beautiful area.

Ethan Ash is the 2024 president of the N.H. Commercial Investment Board of Realtors, Bedford and is a real estate agent at Coastal Land & Commercial Group, Keller Williams Coastal, Lakes & Mountains, Portsmouth, N.H.

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9:45AM-10:45AM, PANEL 1
Market Overview CRE Transactions,
Interest Rates,
Availability of Financing,
1031 Exchanges

10:45AM-11:45AM, PANEL 2
Construction Trends,
Supply Chain, How new contracts
and deadlines are changing,
Engineering a new build

11:45AM Networking, Conclusion

TOPICS

- Current state of Financing, interest rates, funding availability
- Sectors of commercial real estate are lenders currently most interested in
- How 1031 exchanges has stayed steady and is continuing to be best way to make transactions with the best tax advantages
- State of the commercial real estate markets from Northern MA, New Hampshire to Maine.
- How the real estate laws, contracts have evolved since the end of the pandemic
- Construction trends how full is the pipeline for future work. What sectors are still growing and producing future projects

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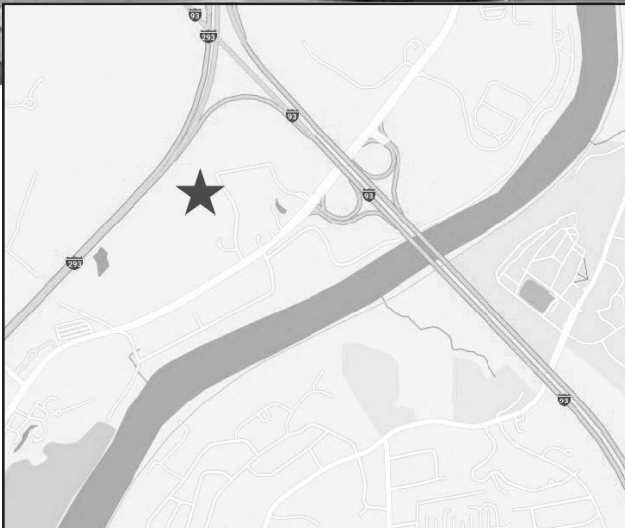


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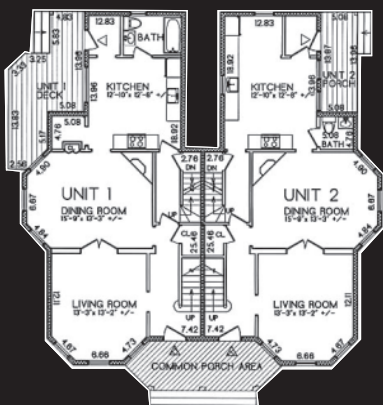
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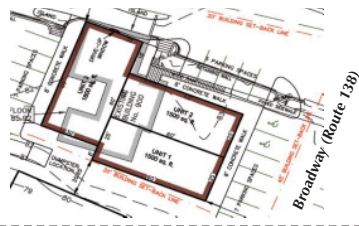
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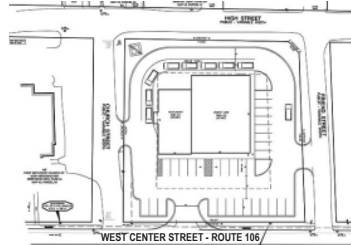
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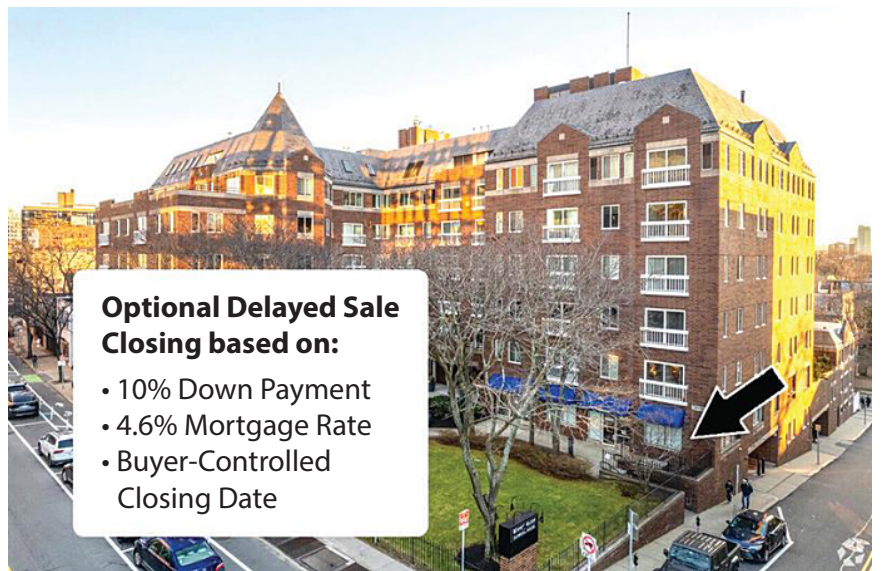
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- Two material storage or waste rooms

Building Neighbors - Life Sciences at Boston Avenue

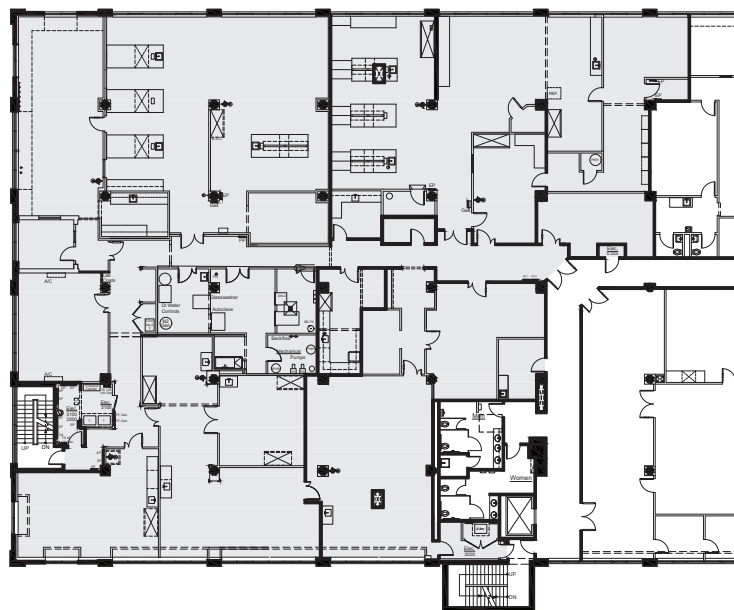


Location:



200 Boston Ave., Medford is located at scenic Mystic Valley and Alewife Brook parkways, minutes from I-93 and Route 16.

Floor plan:



Contact John Halsey at 781-932-7039 or sales@cummings.com

Locations in: Andover | Beverly | Burlington | Marlborough | Medford | Somerville | Stoneham | Sudbury | Wakefield | Wilmington | Woburn