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- Building Size: ±100,000 SF
- Land Area: ±14.02 acres
- Year Built: 1999
- Number of Stories: 5
- Elevator(s): 2
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STUBBLEBINE COMPANY HAS BEEN HIRED BY PETER SCHWARZ OF LEEWOOD REALTY TO MARKET A BUILD-TO-SUIT 58,500 SF STATE-OF-THE-ART WAREHOUSE



Building permits will be secured in June of 2022 with occupancy within 9 months of lease signing. The proposed high bay warehouse/manufacturing/flex building can suit a range of uses and offers the following features: 32' clear, up to 10 loading docks and a drive-in door, energy efficiency, 130' truck court. Additionally, the green features incorporated into the building design will drive down the energy costs and carbon footprint of users.

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Shopping Strip | \$3,700,000 | Tewksbury, MA
Gary Witten, Maria DeAngelis



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Evan Griffith, Tony Pepdjonovic



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Office Warehouse | \$2,590,000 | Canton, MA
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Victor Nolletti, Gary Witten



AVAILABLE

Retail | \$1,450,000 | Springfield, MA
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MARCH 18 - 24, 2022



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



Spencer Technologies sells 120,000 s/f building to Lincoln Property Co. for \$21.7m

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Suffolk-built Saugus Middle High School awarded LEED Platinum certification

FEATURED ON PAGE 15



Northeast Private Client Group facilitates \$15.5m sale of four props.

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Section Schedules

WEEK 1	WEEK 2	WEEK 3	WEEK 4
Northern New England	Rhode Island	Construction, Design & Engineering	Retail Trends & Development
Owners, Developers & Managers	Financial Digest	Appraisal & Consulting	Spotlight
	Connecticut		

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 - Lots of parking
 - Cross-dock opportunity
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-

Land for Sale: 13 acre with over 600' frontage on Route 106. Corner Lot. Boundary, topo and wetlands in hand, wetlands may need a refresh. NHDOT permitted driveway in place. Many commercial uses allowed. Great for auto/racing facility, right across from main entrance to New England Motor Speedway and ONLY \$229,900.

4 Family for Sale This 3rd generation owner is downsizing from his well-maintained 4-family home in Everett, MA. Located on the bus line and only a few minutes to Encore Casino, the units are separately metered for electric, heat and hot water. On-site parking for up to 8 cars. Private back yard.

Office Building for Sale in Windham includes development opportunity. It is located in Village Center District which is ready to explode with mixed use development. The 1800's home has been carefully refurbished; the barn ready for renovation and there is up to 15,000 sf of mixed use, full set of building plans included.

Salvage Yard for Sale includes salvage operation, repair and body shop, large dismantling building, and 3-bedroom home for the owner or for rent. There are some small yard tenants too. Town water and sewer available. Delivered with Phase 1 environmental report. Great opportunity to step into an ongoing, multi-generational business which has never been on the market. Inventory and tools included. Call Ralph for details.



The Valentine Group

REAL ESTATE INVESTMENT SERVICES



Spencer Technologies sells 120,000 s/f building to Lincoln Property Co. for \$21.7m

MEDWAY, MA JLL Capital Markets has closed the \$21.7 million sale-leaseback and arranged \$14.5 million in acquisition financing for a 120,000 s/f industrial warehouse and office building at 10 Trotter Dr.

JLL marketed the property on behalf of the seller, Spencer Technologies, Inc. Lincoln Property Company acquired the asset and entered into a long-term lease with the seller for them to continue to occupy the property. Additionally, working on behalf of the new owner, JLL placed the acquisition loan with HarborOne Bank.

Built in 1983, 10 Trotter Dr. is situated on nine acres with 85,000 s/f of warehouse and 35,000 s/f of newly renovated office space. The building offers clear heights ranging from 17 to 21 feet, three tailboard docks, one ramped door,

one drive-in door and ample parking. The property is fully occupied by the seller, a global IT solution and services company founded in 1972 that uses the property as its global headquarters.

The JLL Capital Markets investment sales and advisory team that represented the seller was led by managing director Coler Yoakam, senior directors Michael Restivo and Martha Nay and director Lenny Pierce, along with managing director Sean Lynch with JLL's agency leasing team.

"This was a great opportunity for Spencer Technologies to take advantage of the sharp increase in industrial asset prices and capitalize on a sale-leaseback transaction to help free up capital and invest back into the business," Restivo said.

The JLL Capital Markets debt



advisory team working on behalf of the new owner was led by director Amy Lousararian.

"The transaction's tenancy, location and sponsorship were well received by the local lending community, and we are very pleased with the execution by HarborOne in this competitive process," Lousararian said.

Colliers facilitates 81,293 s/f flex sublease on behalf of Tegra Medical at 9 Forge Pkwy.

FRANKLIN, MA Colliers has secured an 81,293 s/f sublease on behalf of Tegra Medical, a leading medical device contract manufacturer, at 9 Forge Pkwy.

Colliers southwest leasing expert Stephen Woelfel led the transaction negotiations alongside team members Kevin Brawley, PJ Foster, John Real and Glenne Bachman. The new tenant, Lyndra Therapeutics, is expanding its operations out of Watertown to the 495-submarket. Lyndra Therapeutics is a biopharmaceutical company pioneering the first-ever oral, ultra-long-acting, extended-release therapies.

CBRE's Tim Lahey, Perry Beal, and John Lashar represented Lyndra Therapeutics in the lease negotiations.

Tegra Medical previously occupied the entire building at 9 Forge Pkwy. before expanding



its operations to 120,000 s/f at 16 Forge Pkwy. Life science and biopharmaceutical companies alike are looking to expand their footprints in the 495-submarket due to a lack of supply in Cambridge and Rte. 128. Colliers research has found that office product along the 495 belt has been scrapped or converted for new industrial to be built, including for new warehouse, distribution or flex space.

"We've worked with Tegra Med-

ical for several years and it was a pleasure to develop a flexible real estate solution to accommodate the company's continued growth at 16 Forge Park, a lease we previously helped to secure," said Woelfel.

The property, which features six loading docks, is situated on 8.23 acres and is located off I-495 and is near a MBTA commuter rail station. The property is also located within Forge Park, a mixed-use project.

O'Brien of GBCP facilitates \$9.6 million sale

FRANKLIN, MA Bret O'Brien of Greater Boston Commercial Properties, Inc. (GBCP) brokered the sale of 10 Liberty Way, a 55,023 s/f manufacturing building. O'Brien represented the seller and sold the building for \$9.6 million. The sale price represents a 4.2% cap rate based on the current income of the building. Most notable is the per s/f price of \$174.



10 Liberty Way - Franklin, MA

Foster and Sigfridson of The Boulos Company rep. Vital Delivery Solutions in 11,040 s/f lease



107 Pleasant Hill Road - Scarborough, ME

SCARBOROUGH, ME Williston, Vermont-based Vital Delivery Solutions (VDS) has found a new home in Maine at 107 Pleasant Hill Rd. The 11,040 s/f building includes both warehouse and office space. VDS was represented by Cameron Foster and Drew Sigfridson, SIOR, of The Boulos Company, and the landlord was represented by Greg Boulos, also of The Boulos Company.

VDS, formerly Green Moun-

tain Messenger, purchased South Portland-based General Courier in 2021 and hired The Boulos Co. to help them find a larger local facility.

"A commercial real estate broker can expedite the search and help navigate a successful deal, without leaving anything on the table. When you work with a commercial broker, you get an inside look at properties that aren't available yet, or will never be officially listed online," said Foster.



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MassDevelopment issues \$53.55m bond for Washington Pine LLC

BOSTON, MA MassDevelopment has issued a \$53.55 million tax-exempt bond on behalf of Washington Pine LLC, an affiliate of The Community Builders, Inc. (TCB) and Pine Street Inn, which will use bond proceeds to construct a five-story, 144,000 s/f mixed-use building at 3368 Washington St. in the city's Jamaica Plain neighborhood. The building will feature 202 housing units, as well as ground-floor offices for Pine Street Inn. The residential portion of the property will include 140 units of supportive housing units for individuals moving out of homelessness supported by Pine Street Inn and 62 affordable apartments for families. TCB will serve as the management agent for all residential units, with Pine Street Inn providing long-term supportive services to all formerly homeless residents. Construction of the building began January and is expected to be complete by late 2023. Barings LLC purchased the bond.

3368 Washington St. will include amenities for residents such as on-site management, 24/7/365 supportive services staff, 24/7 front-desk security, spaces for resident gatherings and the delivery of supportive services, two outdoor landscaped plazas, a multi-purpose room, fitness rooms, laundry rooms on residential floors, a parking garage with electric vehicle charging stations, and bicycle repair and storage.



3368 Washington Street - Boston, MA

Longpoint and Brookfield recapitalize national logistics portfolio through newly formed venture

BOSTON, MA Longpoint Partners, a real estate investment company, completed the closing of its joint venture with Brookfield through its Real Estate Secondaries business. The joint venture has recapitalized a \$700 million, 3.8 million s/f national logistics portfolio that was held in one of Longpoint's closed-end funds. Longpoint will maintain an interest in the portfolio and continue to manage the day-to-day operations.

The portfolio comprises 31 logistics assets located in supply-constrained infill locations in high-growth markets including New Jersey, DC, Dallas, South Florida, and Boston. The assets are 97% leased to a diversified roster of over 200 tenants.

"In 2015, we created a specialized private equity firm devoted to acquiring and transforming logistics real estate in infill U.S. markets," said Dwight Angelini, Longpoint's managing partner. "The 31 properties in this joint venture are a direct result of that vision and we are excited to partner with Brookfield Real Estate Secondaries to continue to operate and invest in these high performing assets."

"We are excited to partner with Longpoint on this opportunity to acquire a high-quality logistics portfolio in some of the strongest industrial markets in the country," said Marcus Day, managing director at Brookfield Real Estate Secondaries.

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Klein of Marcus & Millichap handles \$5m sale of 45,634 s/f building

WORCESTER, MA Marcus & Millichap completed the sale of 180-184 Main St., a 45,634 s/f office property, according to Thomas Shihadeh, regional manager of the firm's Boston office. The asset sold for \$5 million.



Harrison Klein

Harrison Klein, vice president investments in Marcus & Millichap's Boston office, had the exclusive listing to market the property on behalf of the seller, a limited liability company. The buyer was also secured by Klein.

Klein said, "Our marketing process generated multiple offers



180-184 Main Street - Worcester, MA

from both local and national buyers within a sixty day window. The demand for this offering is a statement to the strong demand to invest in the booming city of Worcester."

This historic building was gut-renovated in 2009 for The

District Attorney's Office and Law Library. It is a six-story renovated mill building, located across the street from the District Court, a major factor in these tenants' location. The buyer, Lundgren Equity Partners, plans to hold the building and retain all the current tenants.

Hughes of New Dover Associates, Inc. and Gordon Real Estate Corp. handle \$1.625 million sale of 929 Worcester Rd.

FRAMINGHAM, MA Scott Hughes, president of New Dover Associates, Inc. and James Gordon, president, Peter Gordon, senior vice president, and Jonathan Gordon, senior associate of Gordon Real Estate Corp. represented the seller, Aamilax LLC, and procured the buyer, Superior Management 929 LLC, in the sale of 929 Worcester Rd., for the purchase price of \$1.625 million.

929 Worcester Rd. is an 18,258 s/f masonry and fieldstone two-story office/flex building located along the westbound side of Rte. 9.



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Chozick and Pappas of Chozick Realty close \$1.05 million sale

HARTFORD, CT Steve Pappas and Rick Chozick of Chozick Realty have marketed and closed on 19-33 Main St. in downtown for a price of \$1.05 million.

This 20,000 s/f office building is located on the southern edge of the downtown Hartford CBD and surrounded on three sides by the Hartford Hospital campus. The property is not only well located according to Pappas, but it also has onsite parking for 96 cars, which is a rarity for the downtown market, making this a unique asset. This feature sets the property apart and makes for an ideal professional office building within the city.

Chozick Realty represented the seller of the property, who had been a long-term owner/occupant since Rick Chozick sold it to them approximately 15 years ago. Having



outgrown their existing space, the property was placed on the market with the seller leasing back 50% of the building on a short-term basis,

post-sale. The remaining 50% of the building is vacant, with Chozick Realty being sourced as the leasing agent for the space.

Chozick Realty represented the seller as well as procuring the purchaser, a regional investor.

Mott & Chace Sotheby sells 12 acres for \$1.2 million in Tiverton, RI

TIVERTON, RI Mott & Chace Sotheby's International Realty completed the sale of 0 High Hill Rd. for \$1.2 million. The property, comprised of twelve acres and two approved buildable lots, offers water views. The seller was represented by Cherry Arnold, sales associate, and Liz Kinnane, sales associate, both of Mott & Chace Sotheby's International Realty. Chan Lyell and Jessica Chase of Gustave White Sotheby's International Realty represented the buyer.

According to data available from Rhode Island statewide Multiple Listing Service, this is the highest land sale in town since July 2016.

"This amazing land parcel has it all - breathtaking panoramic views of the ocean, of salt marshes teaming with wildlife, and of over 150 acres of conserved farmland," said Kinnane.

"One of the last great Tiverton coastal land offerings of its kind," said Arnold. "It has been an honor to represent this extraordinary property. Thank you to our cooperative agents at Gustave White Sotheby's International Realty for making this another wonderful transaction within the Sotheby's International Realty network!"

On the heels of the opening of the seventh Mott & Chace Sotheby's International Realty office in Westport, Mass., the firm's local real estate experts continue to represent some of the most extraordinary properties along the Farm Coast.

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In-Person Networking: April 13

TICKETS

Early bird ticket price: \$89 per person

After March 29th: \$109

- *Ticket includes:* Access to both virtual sessions; Ticket to in-person networking event; Links to recordings & presenter materials; NEREJ Digital Subscription and special edition NEREJ South of Boston Spotlight

April 6th: Session ONE

- Market Overview: How is the South Shore responding and how do we compare?
- Acquisition trends - what are companies looking for during this time and how has that changed?
- Existing office & commercial space - how do we adapt for future entrepreneurs?
- Commuter and regional transportation patterns
- MBTA multi-family zoning requirement

Moderated by, **Peter Forman**, President & CEO, South Shore Chamber of Commerce



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April 12th: Session TWO

- South Shore Community Spotlight: WEYMOUTH
 - **Mayor Robert Hedlund**, Town of Weymouth
- South Shore Project Updates

April 13th: NETWORKING

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**Please note if COVID restrictions are increased and we are unable to host the networking session on the scheduled date, we will postpone to a future date.*

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Franchisee terminations of hotel franchise agreements

While many franchisor/franchisee relationships start with good intentions, a wise franchisee should hope for the best, but be prepared for the worst. Given that many hotel franchise agreements may continue for 20 years or more, this means preparing an “exit plan” in the event that the franchisee needs to find a way out.

Ideally, such an exit plan would take the form of one or more mutually agreed upon termination rights where, during limited agreed upon periods of time, one or both of the parties can terminate the franchise agreement, with or without cause, either for free or with the payment of a pre-negotiated termination fee.

From the franchisee’s perspective, any such termination right should be triggered only by the franchisee. If the franchisee is not performing under the franchise agreement, the franchisor has many contractual ways to terminate the contract, and does not need one more. The franchisee, on the other hand, has fewer options if the relationship is not working out. In addition, a franchisee’s lender may view a franchisor triggered termination right as the equivalent of a reduction in the term of the franchise agreement. This can cause headaches with loan

underwriting.

But what if the franchisor will not agree to an express contractual termination right? From the franchisor’s perspective, much of the franchisor’s market value is supported by the “unit count” in its franchise system. Thus, many franchisors will resist giving franchisees a unilateral right to terminate the franchise agreement. If the hotel brand is new or trying to grow, the cost of a franchisee termination right may be worth the benefit of attracting more franchisees into the system. This is, in a sense, a “promotional” offer, where a franchisee is given the opportunity to try out the brand with limited risk for a period of time. However, a franchisor may not have any incentive to offer the franchisee a unilateral termination right if the brand is well established and in demand.

Without an express contractual termination right, a franchisee’s path out of a franchise agreement becomes narrower. A franchisor default may give the franchisee the ability to terminate the agreement, but franchisor defaults are rare, and in some cases (i.e., if the franchise agreement has an independent covenants clause), still won’t provide a termination right for the franchisee. Absent an express termination right or a franchisor default triggered termination

right, a franchisee that wishes to exit the franchise agreement is left with little choice but to intentionally default under the franchise agreement and thereby force the franchisor to initiate a termination.

Such a situation resembles a high stakes game of Russian roulette. Most hotel franchise agreements have liquidated damages (often called “LDs”) provisions that set forth the monetary damages the franchisor may seek in the event of a franchisee default. In most states, LDs are enforceable so long as they represent a reasonable approximation of the franchisor’s actual damages. On the other hand, LDs should not be a windfall for the franchisor or an unenforceable penalty against the franchisee, and a franchisee may challenge the legality or appropriateness of the LDs in court. Any such legal challenge will be costly and time consuming, and the additional possibility of having LDs reduced in court may facilitate a settlement discussion.

Another potential factor for settlement depends on how quickly and easily the franchisor believes it can replace the defaulting franchisee with a new hotel franchisee at a different location in the same market. Litigation is time consuming, expensive and risky for everyone involved. While a default is being litigated, most franchisors will be prevented from granting the disputed franchise to another franchisee – and thereby frozen out of the market. So, if there is a prospective franchisee in the market who could replace the defaulting franchisee (albeit at another location), many hotel brands might make the business decision to quickly settle the dispute for less than the full LDs and get a release from the defaulting franchisee so that the franchisor can grant the franchise to someone who actually wants it - and presumably would pay franchise fees for years to come.

However, not all franchisors will easily settle. Some hotel franchisors have a reputation for zealously pursuing LDs, so as to discourage other franchisees from trying to exit the system early. Other franchisors may approach each situation on a case-by-case basis and decide that the benefits of seeking LDs in a particular situation outweigh the costs. In such situations, the franchisee (and/or a guarantor of the franchisee) may end up having little choice but to pay the full amount of the LDs to exit the relationship and/or rack up large legal bills in the process.

Finally, if a hotel franchisee is going to explore the above options, such hotel franchisee should understand that forcing a default of a hotel franchise agreement and then paying the LDs is not the same as a contractual termination right for the franchisee. Not only does the franchisor hold the card of deciding when or if to terminate the franchise agreement, but

more significantly, many hotel franchise agreements allow the franchisor to seek remedies in excess of the LDs after a franchisee defaults. Such provisions may even allow franchisors to seek equitable (non-monetary) remedies, such as injunctions (i.e., court orders) preventing the franchisee from using the franchisor’s intellectual property.

While LDs are generally viewed as the full measure of contractual monetary damages under the franchise agreement, many franchisors reserve the right to seek additional monetary damages for so-called “bad boy” acts and/or business torts, such as fraud or intentional misrepresentation. Such remedies are difficult to prove in court, but that is not the point. Rather, even if a franchisee is prepared to pay LDs, nothing legally requires the franchisor to accept the payment and allow the franchisee a clean exit. The only way to guaranty such a result is through a contractual termination right.

From the franchisee’s perspective, any such termination right should be triggered only by the franchisee. If the franchisee is not performing under the franchise agreement, the franchisor has many contractual ways to terminate the contract, and does not need one more. The franchisee, on the other hand, has fewer options if the relationship is not working out. In addition, a franchisee’s lender may view a franchisor triggered termination right as the equivalent of a reduction in the term of the franchise agreement. This can cause headaches with loan underwriting.

About this month’s authors



Joshua Bowman



Joseph Wang

Joshua Bowman is a lawyer from the Boston law firm of Sherin and Lodgen LLP. Bowman is the chair of the firm’s hospitality practice group and is a well-known hospitality attorney.

Joseph Wang is a partner at Sherin and Lodgen LLP in the Real Estate Department and is a member of the hospitality practice group.

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Horvath & Tremblay sells four retail properties in New England for \$8.792 million

NAPLES, ME Horvath & Tremblay has completed the sale of four retail properties in New England for a total of \$8,792,705.

Kyle Danielson, Luke Thomson, Dan Bernardini, Bob Horvath and Todd Tremblay of Horvath & Tremblay have completed the sale of Family Dollar in Naples. Horvath & Tremblay exclusively represented the seller and procured the buyer to complete the transaction at a sale price of \$1.625 million. Family Dollar is located at 457 Roosevelt Trail. Family Dollar has occupied this building since its construction in 2015 and has 8+ years of term remaining on their Absolute NNN lease and six, five-year renewal options. The lease features a 10% rent increase at the start of year 11 and at the start of each



Family Dollar, 457 Roosevelt Trail - Naples, ME



Dollar Tree, 1590 Main Street - Palmyra, ME



Pride Plaza, 618 N Main Street - East Longmeadow, MA

of the six renewal options. Family Dollar has visibility, frontage, and access along Roosevelt Trail (US Rte. 302), the primary commercial and commuter corridor travelling through town.

Aaron Huntley, Horvath, Tremblay and Brian Ahrens of Horvath & Tremblay have facilitated the sale of the Pride Plaza in East Longmeadow, Mass. Horvath & Tremblay exclusively represented

the seller and procured the buyer to complete the transaction at a sale price of \$3.065 million. Pride Plaza is located at 618 N Main St. The property is located at the intersections of N Main St. and Van Dyke St. (east side of the plaza) and Thompson St. (west side of the plaza). The inline strip center is anchored by a Pride Gas Station and Convenience Store and contains 9,995 s/f of gross leasable

area on 1.33 acres. The property is 100% leased to a mix of retail, restaurant, and neighborhood service tenants, many of which have been long-term tenants at the Pride Plaza. The property is located in the

northwestern portion of the town and provides a convenient location for area residents.

Horvath, Tremblay and Matt Nadler of Horvath & Tremblay also completed the sale of an O'Reilly Auto Parts in North Haven, Conn. Horvath & Tremblay exclusively represented the seller and procured the buyer to complete the transaction at a sale price of \$2.5 million. O'Reilly Auto Parts is located at 135 Washington Ave. The build-to-suit, single-tenant, net-leased O'Reilly's will contain 7,000 s/f on a 0.82-acre parcel. The property was completed in late 2021. The corporate O'Reilly's lease is for a 15-year term plus four, five-year renewal options. The lease calls for a 6% rent increase at the start of lease year 11 and at the start of each of the renewal options. The property is located along CT Rte. 5 central Connecticut's primary commercial thoroughfare connecting New Haven and Hartford. Amazon recently completed construction on a new fulfillment center that totals 1.2 million s/f. The facility has brought an additional 2,000 jobs to the area.

Horvath, Tremblay, Nadler and Bernardini completed the sale of Dollar Tree in Palmyra, Maine. Horvath & Tremblay exclusively represented the seller and procured the buyer to complete the transaction at a sale price of \$1,602,705. Dollar Tree is located at 1590 Main St. Dollar Tree has occupied this building since its construction in 2015 and has 4+ years of term remaining on their double-net lease and two, five-year renewal options. The lease features attractive rental increases of 9.2% at the start of their first renewal option and 10.8% at the start of their second renewal option. Dollar Tree is situated along Main St. (US Rte. 2). The property has visibility, frontage, and access along Main St., the primary east-west artery travelling through Palmyra and Newport. Dollar Tree shares an intersection with AutoZone and the area's only Walmart Supercenter.



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Suffolk-built Saugus Middle High School awarded LEED Platinum certification

SAUGUS, MA Suffolk-built Saugus Middle High School, which was designed by HMFH Architects, has been awarded LEED Platinum certification by the U.S. Green Building Council, making it the first project publicly funded through the Massachusetts School Building Authority to reach the highest level of LEED certification.

Working alongside PMA Consultants, HMFH and Suffolk both led a collaborative and comprehensive approach to achieving the city's sustainability goals. The team delivered a facility that serves its environment and occupants while realizing the town's vision for an innovative, climate-resilient and healthy building.

"I am pleased to share with the community that the town of Saugus is making its mark in history once again in being the first MSBA project to achieve LEED Platinum certification. A special thank you to the project team who helped us attain this amazing rating—PMA Consultants, HMFH Architects, and Suffolk," said Scott Crabtree,

Saugus town manager.

Key sustainability elements of the building include the following:

- *Energy Efficiency:* Saugus Middle High School uses a combined heating and power system known as tri-generation. Generating electricity on-site significantly reduces operational carbon emissions and eliminates emissions associated with regional source generation, while utilizing waste heat for space heating, domestic hot water heating and space cooling. Continuously running generators improve resiliency by ensuring emergency systems will be operational when they are needed most.

- *Water Conservation:* Three 30,000-gallon underground cisterns collect water for reuse while rain gardens throughout the school's parking lots filter stormwater runoff from the site and mitigate heat island effects. Together with the use of low-flow fixtures, these measures reduce the building's annual water consumption by 45%.

- *Air Quality and Ventilation:* Located less than 300 feet from a



six-lane highway, the new facility responds to the challenge of providing optimal air quality with rooftop mechanical air handling units positioned with their intakes facing away from the highway and prevailing winds. This enables displacement ventilation systems to distribute clean air throughout the interior, bringing 20% more fresh air into the spaces at low velocity without the typical costs and acoustical distractions associated with conventional mechanical systems.

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J. Calnan and Associates, Hilco Redev. Partners, Ci Design, and Avid Engineers complete work at 43 Foundry Ave.

WALTHAM, MA J. Calnan and Associates (JC&A) completed work to reposition an existing office building into a multi-tenanted lab building. JC&A executed this project in collaboration with Hilco Redevelopment Partners, architectural firm Ci Design, and Avid Engineers. The building is located at 43 Foundry Ave.

The building's tenants include Affinia Therapeutics, a gene therapy company devoted to discovering and developing breakthrough medicines to transform patient lives, and Modalis, an emerging biotech company that develops therapeutics using CRISPR-based technology. Notable improvements included ballroom labs, tissue culture rooms, freezer farms, an animal care facility, conference rooms, and cafes.

"Projects like 43 Foundry are of critical importance due to the life-saving work that is performed at companies such as Affinia Therapeutics and Modalis daily," said Jim Cahill, president and partner of JC&A. "JC&A is honored to be considered among



the top builders in the Northeast's growing life sciences community. We have a lot of exciting work happening right now for some of the biggest names in bioscience and have cultivated a team of experts to deliver these projects that we are proud of."

In addition to other improvements, all lab-specific MEP equipment such as supply and exhaust air handlers, generators, boiler plants, energy recovery systems, and PH neutralization systems were sized to meet tenant-specific requirements. This dedication to serving clients' specific needs further indicates JC&A's expertise

and ability to execute projects swiftly and with precision.

Peter Luciano, director, operations and facilities at Affinia Therapeutics said, "Working with the JC&A team from preconstruction through closeout has been a great experience. They helped us plan, budget, and deliver a project on time and budget. As we came across unique challenges, the JC&A team had solutions, and their experience helped us make informed decisions throughout the project. The end product is phenomenal, and working with the JC&A has been a great collaborative experience."

Gallagher named chief operating officer of Nitsch Engineering

BOSTON, MA According to Nitsch Engineering, Aaron Gallagher, PE, CFM, LEED AP, has been named the new chief operating officer (COO). Gallagher, who most recently served as the director of civil engineering at the company, remains a vice president.

As COO, Gallagher will oversee the activities of each of Nitsch's technical departments, including maintaining operational excellence, helping drive the strategic and marketing plans forward, help-

ing mitigate risk, and working with department directors to improve existing procedures and controls. His approach will leverage the industry and business knowledge gained over the course of his 24 years in the civil engineering field, 18 of which have been spent at Nitsch.

Gallagher said, "As I've grown my career, I've benefitted greatly from the fact that Nitsch provides opportunities for people to grow and succeed, all while showing up as their authentic selves. I'm excited to dive into the challenges of maintaining our collaborative and supportive culture in a strategic and intentional way as Nitsch continues to grow!"



Aaron Gallagher

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CUBE 3 designs The Mark at DeNormandie Wharf - now complete

BOSTON, MA What started as a vacant, degraded urban waterfront site, once inaccessible to the public, has transformed into The Mark at DeNormandie Wharf, a mixed-use development at 99 Sumner St., designed by CUBE 3. The property follows the water's edge, completing East Boston's Harbor Walk and bridging the gap between Carlton Wharf and LoPresti Park.

This newly completed waterfront property features 107 condominium residences built with materials and impeccable finishes. Seven residences are designated affordable, and the property has 6,500 s/f of ground-floor publicly accessible waterfront workshare space. Besides views of downtown, the Seaport District, and Charlestown, amenities for tenants include a 5,045 s/f private elevated courtyard with grilling areas, fitness and wellness spaces, pet wash, golf simulator, lounge areas, and small, programmable function spaces. 80 resident parking spaces are located underneath the building and a total of 147 bicycle storage spaces are located on site.

With a focused on sustainable design, the Mark at DeNormandie Wharf is equipped with efficient heating and cooling systems, light colored reflective roofing material, water reduction initiatives, and electric car charging stations for its tenants and visitors. Future LEED goals for the property include LEED Green Building certifica-



tion, LEED v4 for BD+C: new construction and major renovation and LEED Silver certification (55 points)

Finally, in addition to the building's façade, is the new 240-foot Harborwalk section along Boston Harbor that adds 34,500 s/f of public open space, welcoming pedestrian engagement in the area.

The site includes native plantings and open spaces designed to encourage interaction with this special environment.

Accessible by foot or bike, with the Maverick MBTA train station located about a 1/4 mile east down Sumner St., the Mark at DeNormandie Wharf is a welcoming addition to the neighborhood.

The SGA Dashboard featured at AIA's "Project Delivery Symposium: Delivering the Future"

BOSTON, MA According to SGA, the SGA Dashboard, a proprietary easy-to-use, web-based tool that is the single source of up-to-date and accurate information for a real estate development and construction project, was featured at the American Institute of Architects' "Project Delivery Symposium: Delivering the Future."

SGA's founding partner Al Spagnolo, AIA, NCARB; Michael Schroeder, CCM, partner; and Giuseppe Ardito, ASCE sustainabili-

ty/high-performance building leader, lead AIA Symposium featuring the SGA Dashboard in conjunction with Atlanta-based Covetool, a building science platform.

Jim Tracey from Dellbrook was also part of the presentation. Dellbrook is collaborating with SGA on the construction of the new football operations center and executive offices at Gillette Stadium, the home of New England Patriots in Foxborough, Mass.



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Homeland Power & Utility, LLC completes 138kV Transmission Line 1176 rebuild project for Versant Power



Homeland Power & Utility's crew of IBEW Local 104 linemen modernized more than 5 miles in the Transmission Line 1176 modernization project in Presque Isle, Maine for Versant Power, setting 49 new double and triple pole structures.

PRESQUE ISLE, ME The Utility Division of Homeland Power & Utility, LLC, has completed the 138kV Transmission Line 1176 rebuild project for Versant Power. The project entailed construction of over five miles of off-road transmission line upgrade and modernization. Homeland Power & Utility's project operations included clearing and corridor work, installing extensive environmental matting to create safe conditions for construction, as well as protecting sensitive wetlands from damage, widening a new ROW, setting 49 new double and triple-pole structures, and pulling

over 27,000 feet of conductor, static, and OPGW (fiber cable).

Homeland Power & Utility was also responsible for overseeing all environmental controls in the turnkey project. Prior to installation of new structures, all old structures and wire were wrecked out by Homeland. The new transmission line ties into the existing Presque Isle substation. Homeland managed a field crew ranging upwards of 30 IBEW Local 104 linemen at peak construction. The project was performed on an accelerated eight-month schedule, and completed in January.

Celera Properties partners with Timberline on office/lab conversion

ANDOVER, MA Celera Properties, Boston-based medical office and life science real estate experts, acquired 600 Federal St. intending to convert the 120,000 s/f building, comprised of mostly office space, into lab-ready space. Timberline Construction Corp. (Timberline) has been hired by Celera to build out this office-to-lab conversion for the asset.

This repositioning project will convert the entire building into lab-ready space. Later this year there will be two fully functional spec lab suites available with 50/50 office to lab space. The space is being outfitted with new supply and exhaust air handling units, pH neutralization facilities and connections, along with a new boiler plant.

"We are thrilled to be delivering the first phase of our project in Andover, at 600 Federal St., later this year, and with our partner True North Management Group, have assembled a great project team" said Brian Carlisle, principal and founder of Celera Properties. "We knew Timberline would be able to navigate the current challenges of budgeting for, purchasing and scheduling equipment to deliver high-quality life science space."

Supply chain issues are not news, but in the life science construction space things like



600 Federal Street - Andover, MA

HVAC units and lab casework have become hard to get items. This has proven to be challenging for several clients.

"To progress the project along, while being faced with lead time issues around major equipment, we are working with Celera to accelerate fundamental project scope in order to uphold their timeline," said Jim Davis, director of preconstruction at Timberline. "We quickly focus on what we can get done versus waiting on the supply chain to catch up."

The lab fit-out is being designed by Vivo Architecture and AHA Engineers is the MEP partner on

the project. For availability and property information, JLL Boston is the leasing broker on the property. The entire team looks forward to introducing the final product to the marketplace later this fall.

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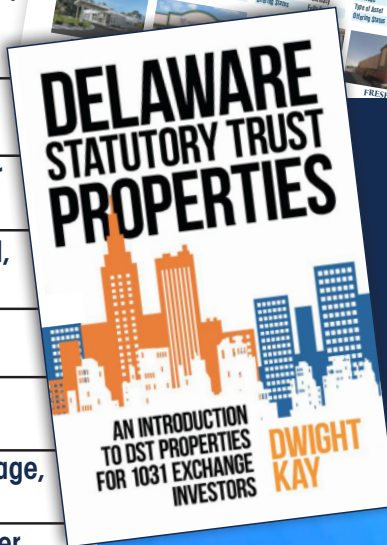
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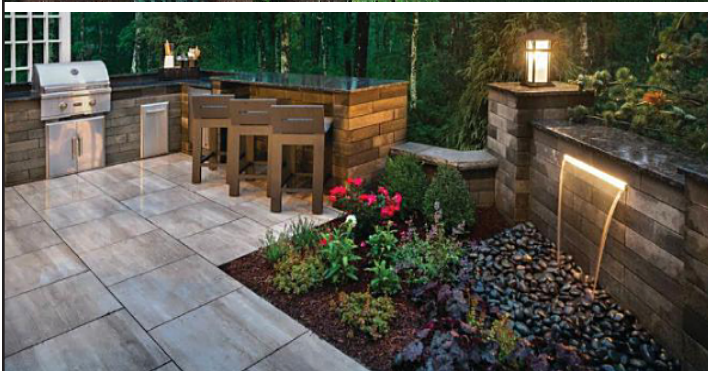


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South Coast Improvement Co. supports Women in Construction Week

MARION, MA South Coast Improvement Company (SCIC), a design-build general contractor serving New England and the Mid-Atlantic states, is in full support of National Women in Construction Week and its Envision Equity theme. The annual recognition event held by The National Association of Women in Construction (NAWIC) took place this year during the week of March 6-12.

“Our company currently holds a book of business in the \$80m range. That accomplishment came as a direct result of the work and talents of the women and men here at South Coast,” said Henry Quinlan, president of SCIC. “The number of women in our ranks has grown each year, with many holding key management and administrative roles. I could honestly see a woman taking my place someday.”

SCIC initiated an apprentice program a few years ago to groom young construction professionals. Two fairly recent hires, Taylor Chianese, an assistant project manager, and Taylor Grant, a construction cost estimator, are part of that program.

Chianese had worked for a short time at a large construction firm. She came to SCIC to continue for its program and its small, family-oriented feel.

“South Coast puts an emphasis on learning and training. You have access to everybody at the firm to ask questions—from your peers in



Taylor Grant and Taylor Chianese are two women who have recently chosen South Coast Improvement Company as their employer.

the training program to Henry, the president of the company,” said Chianese. “Through the program, I was able to elevate from a pre-con assistant project manager to my current position as an assistant field project manager. My goal is to be a project manager.”

Chianese told her friend Taylor Grant about the program. She applied and was accepted. Starting out as an estimating assistant, Grant was recently promoted to estimating coordinator.

“This is literally on-the-job training as I knew nothing about estimating. Yet with the program, I was able to learn and grow to the point where I was promoted,” said Grant. “I didn’t think of construction as a career when I graduated

or when I started. Now, I see a real future with plenty of room for growth.”

Quinlan said, “What’s great about having young professionals like Taylor and Taylor in this program is that they don’t have to look too far in our company to find a role model/mentor. Melissa Cheslock is a great example for all our young construction professionals.”

A 15-year construction veteran, Cheslock is the project manager on SCIC’s conversion of a former assisted living development into a 55-and-over rental housing development with affordable housing in Brewster, Mass. Serenity Brewster is being developed by the Elevation Financial Group of Orlando, FL.

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NAWIC and Safe Site Check In survey reveals digital transformation is top priority in construction industry

FORT WORTH, TX In celebration of Women in Construction Week, the National Association of Women in Construction (NAWIC) and Safe Site Check In revealed the results of the “Digital Technology in Construction: 2022” survey. Participants included 600 women throughout the United States working in the construction industry at companies with revenues between \$500,000 to over \$1 billion annually. Participants were asked a variety of questions about digital transformation, the construction labor shortage, and the impact of supply chain disruptions.

Among the key findings, digital transformation is a priority at 71% of construction companies. When asked about the benefits of digital transformation, 77% of respondents believe it will make their jobs easier while 17% believe it will have no impact. Only 5% believe their jobs will be harder while 1% believe digital transformation will eliminate their jobs.

“Digital transformation is gaining significant momentum in the construction industry. Along with making work easier without compromising the quality of the finished product, it also opens up more opportunities for women,” said Crissy Ingram, executive director, NAWIC. “The survey shows the importance of digital technology

and, ideally, it’s potential to address some of the issues driven by the construction labor shortage.”

When it comes to the impact of new technologies designed for the construction industry, 95% report being more productive. In terms of learning new technology at work, 70% of survey respondents are excited, 24% are indifferent, and 6% are frustrated.

When survey participants were asked which of the latest construction technologies are most helpful, 72% said smartphone apps for managing projects and the workforce. This was followed by GPS Layout at 13%, and drones and robots at 9%. Other technologies cited include augmented reality and wearables, each at 3%.

In light of the construction labor shortage, it’s important to note that among the survey participants, 52% work in the office, where they are less likely to feel the impact of the jobsite workforce deficits. Another 44% work on jobsites and the office, and 4% work solely on jobsites. In response to the question, “In what ways does the construction labor shortage impact your job?” respondents shared:

- Projects take longer: 53%
- It doesn’t impact my job: 26%
- Days are longer: 19%
- More accidents: 2%

When it comes to pandemic-re-

lated supply chain issues impacting the ability to consistently work, survey respondents were almost evenly split. A full 51% report supply chain issues affected their ability to consistently work while 49% say it did not have an impact.

“For a long time, the construction industry has been ripe for disruption. A disruption driven by the need for streamlined, digital approaches to replace outdated processes and protocols that cut into productivity and project profitability,” said David Ward, CEO, Safe Site Check In. “Our partnership with NAWIC on this year’s survey underscores what we’ve been hearing for years—digital transformation is a business imperative for the construction industry on the job site and in the office.”

In celebration of National Women In Construction Week that was held March 6-12, the survey was conducted in February and 600 NAWIC members participated. Survey participants include: C-Suite executives (CEO, COO, CFO), vice presidents, business owners, attorneys, accounting, administration, appraisers, architects, draftsman, electricians, engineers, estimators, HVAC technicians, inspectors, interior design, HR, pipefitters, plumbers, project managers, roofers, safety officers, sales, schedulers, welders, and more.

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BY BOSTON SOCIETY FOR ARCHITECTURE CambridgeSeven honored with 2021 Hospitality Design Award

WILLIAMSTOWN, MA Architecture firm CambridgeSeven was awarded the 2021 Hospitality Design Award from the Boston Society for Architecture (BSA) for The Williams Inn, a LEED-Gold contemporary farmhouse-style destination hotel, public park, and farm-to-table dining and event space.

“We are honored to have received the 2021 Hospitality Design Award from the Boston Society for Architecture,” said CambridgeSeven principal, Stefanie Greenfield, AIA. “Our work with Williams College created a reimagined public place in downtown Williamstown. This project demonstrates the collaborative effort of the college, the town and the design team to provide a newly found destination for the commu-



nity through a series of outdoor rooms, venues and meeting space.”

CambridgeSeven was called upon by client Williams College to reinvigorate an underused and challenging site, that would

pay homage to the history of the property while providing a contemporary destination for tourists and community members alike. The Williams Inn project encompasses a three-story, 64-room inn and conference center, public park, farm-to-table dining, and indoor and outdoor event spaces. Designed to seamlessly fit into the landscape, with inspiration from New England’s rambling “connected farm” architecture, the team took inspiration from Thomas Hubka’s book *Big House, Little House, Back House, Barn*.

The program area of 60,000 s/f was distributed between three building elements. The “main house” which features a lobby and fireplace alcove, overlooks the town park and is reached passing through the arrival front porch. The “back house” features event space and guest rooms; and the ‘Barn’ hosts a 50-seat restaurant and bar with access to outdoor terraces, landscape rooms, and walking paths; this site reclamation opportunity protects wetlands while creating an informal outdoor community center where guests and neighbors share social spaces. Guests approach the Inn across a new stone bridge that seamlessly ties the building into its idyllic setting. The rustic, rural charm continues indoors where reclaimed regional wood and local granite infuse the lobby with familiar farmhouse aesthetics, but with elevated elegance. Guest rooms blend rustic and luxe with sliding barn-style doors and heritage-inspired furniture.

The Williams Inn was awarded the 2020 Pinnacle Award of Excellence by the Natural Stone Institute and earned an Honorable Mention in Mountain Destination by the LIV Hospitality Design Awards.

Lead architect and CambridgeSeven principal Stefanie Greenfield, AIA, has distinguished herself with an approach to architecture that is unique as it embodies both a visionary role in design and project leadership.



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How to optimize IT for remote construction offices



Patrick Martin
Kelser Corp.

Construction companies often need to set up a remote office at a job site. It's important to keep a few key principles in mind in order for the remote office to function properly and efficiently. It's also critical for employees to have the tools they need to get the job done when they're in the field.

Make it replicable: Remote offices at construction sites are typically set up in on-site trailers. If there are trailers at more than one job site, they should be essentially identical with the same equipment and basic setup to cut down on time spent troubleshooting.

If the IT team knows exactly which printers and computers are in each office, it's much easier to fix issues remotely.

Make it plug-and-play: The remote office in the on-site trailer should be easy to unplug, move to another location on short notice, and plug back in without disrupting productivity.

Although the tech components within all the remote offices should be the same, each trailer might connect to the Internet and the main office in a slightly different way, depending on the size of the project and the individual job site.

For each site, it should be taken into consideration how many people will need to have Internet access and how long the site will be active. Is there already cable Internet at the site? If not, can employees use a MiFi device (fewer people, shorter-term projects) or something more robust, like satellite Internet or a cradlepoint device?

These answers vary according to the specifics of any given job site, so the goal is to set up trailers so that once they connect to the Internet—however they connect—everything else is the same.

Think long term and large scale: In a temporary job-site office, quick fixes have an appeal. When a printer breaks down, it's

tempting to replace it with an old one that's lying around. However, this compromises that all-important consistency and makes it difficult to troubleshoot remotely. The cost of the quick fix often ends up being higher once maintenance is factored in.

A uniform approach to remote offices also eliminates the problem of trying to estimate what the technology budget should be when bidding a job. If all remote-office trailers are essentially the same, the cost is already known.

Patrick Martin is VP of engineering services at Kelser Corp., Glastonbury, CT.

Callahan Construction Managers hires DeGroot as chief financial officer

BRIDGEWATER, MA According to Callahan Construction Managers, Christina DeGroot has joined



Christina DeGroot

the company as chief financial officer. DeGroot, who joined Callahan in September 2021, leads the financial operations, human resources, technology and strategy of the full-service construction firm. She joins the

team at a time when Callahan is experiencing rapid growth, with much more to come in 2022.

DeGroot is an industry veteran who has over 20 years of experience leading financial strategy and operations for construction firms. She spent more than six years at Suffolk Construction and over eight years at Clark Realty Capital. She graduated from NYU Stern School of Business with a bachelor of science in Economics and Marketing with a minor in Finance.

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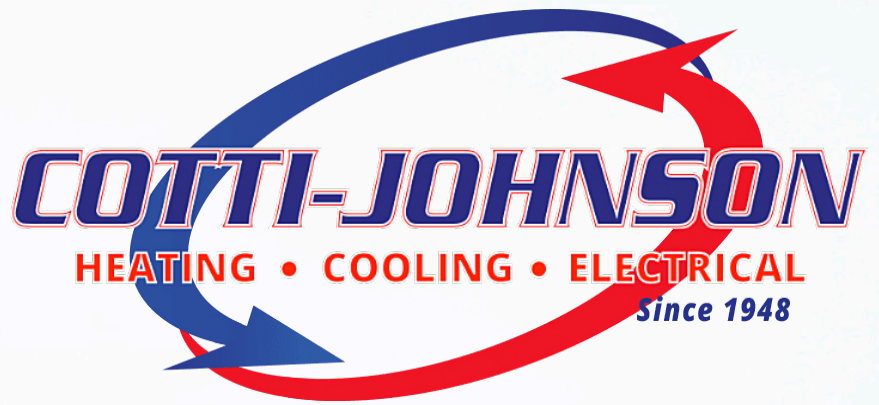


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Connolly Brothers receives DBIA award for Harmonic Drive headquarters

BEVERLY, MA Connolly Brothers, Inc. won a Bronze Award from the New England chapter of the Design Build Institute of America (DBIA). At DBIA New England's annual awards gala, the firm was lauded for its work on the new \$16 million corporate headquarters for Harmonic Drive LLC, a manufacturer of gearheads, gear component sets, and servo actuators. Connolly Brothers provided pre-construction, design and engineering, and construction management services for the 97,000 s/f office and manufacturing plant situated on a previously undeveloped six-acre site in the Dunham Ridge Business Park.

Founded in Beverly in 1960, Harmonic Drive relocated from two buildings in Peabody, to its new U.S. headquarters. A three-story office building and light manufacturing/assembly space occupy



47,000 s/f adjacent to a 50,000 s/f high-bay manufacturing space. For the new headquarters, Connolly had to contend with more than 50 feet of elevation change on the land while ensuring the space would address all of Harmonic Drive's industry-specific concerns, including the capacity to move heavy machinery freely about the manufacturing

facility floor.

"Connolly Brothers was the perfect fit for our project," said Harmonic Drive CEO Doug Olson. "From the beginning, the team at Connolly Brothers really listened to our needs and understood our requirements as a manufacturing business." Olson adds that Connolly's "experience with designing and building advanced technology facilities like ours" led to the ability to "meet our stringent budget and schedule restraints and deliver a high-quality building."

Connolly's project team included D&D Electrical (electrical), Pitt Pipeline (site work), Hayes Engineering (civil), and JSN Associates (structural).

"DBIA upholds and promotes the same principles that our family business has been dedicated to for 140 years: integrity and an unwavering commitment to high-quality construction outcomes," said Connolly Brothers president Jay Connolly. "We are humbled and honored to be recognized by DBIA New England for the second year in a row."

Johnson of Hancock Associates is now a registered PLS in MA

DANVERS, MA According to Hancock Associates, Jared Johnson, a project surveyor at the firm, passed the State



Jared Johnson

Surveyor Jurisprudence Exam and is now a registered Professional Land Surveyor (PLS) in Mass. Johnson joined Hancock Associates

in 2018 and previously held positions as surveyor in training, and party chief at several local well-respected land surveying firms.

"I am really excited to see Jared's growth," said president Wayne Jalbert. "Jared is the epitome of the modern surveyor, with skills that utilize today's technology to embrace and execute the art, science, theoretical and legal aspects of land surveying. Jared has a bright future here at Hancock."

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Griffin Greenhouse selects Erland and Pando to handle expansion

STAFFORD SPRINGS, CT Griffin Greenhouse Supplies, Inc. has selected Erland, in collaboration with Pando Associates, to expand their current operations on Middle River Dr. by constructing a 35,047 s/f prefabricated metal warehouse and building addition adjacent to the northern side of their existing facility. Extensive sitework, including grading and installation of a stormwater management system, is required to prepare for foundations.

The new racking facility will tie seamlessly into the existing building and utilities and will receive its own separate fire service with a wet roof and in-rack sprinkler design. A new loading dock and truck turnaround are planned. Curbing, turf establishment, and



tree planting will also be included in the scope of work.

Griffin Greenhouse Supplies, Inc. is one of the largest horticultural brokers and suppliers in the na-

tion. Headquartered in Tewksbury, Mass. with 16 locations across the country, the company is committed to providing quality products and great service to its customers.

Heidelberg named as a principal at Beals and Thomas, Inc.

PLYMOUTH, MA Beals and Thomas, Inc. has appointed Jeff Heidelberg as a principal with the company.

Heidelberg is a LEED-AP accredited professional civil engineer with 21 years of experience. He serves as the manager of urban development services, and manages large, complex developments in the Metropolitan Boston area. Heidelberg has managed the entitlement, design, and development of complex



Jeff Heidelberg

urban mixed-use projects, as well as retail, residential, office, and hotel developments. He has directed and managed teams responsible for over three million s/f of retail space, 2.5 million s/f of office/lab space, and 2,500 residential units.

Having worked as a developer for over 10 years, Heidelberg brings an owner's perspective to managing a project and its team, with strict attention to detail, cost, and responsiveness. His experience provides a unique perspective, knowledge, and insight into the various aspects of proposing, permitting, and successfully managing complex real estate projects from concept through construction.

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PROJECT OF THE MONTH

HDS Architecture, The Dolben Co. and Pilot Construction begin work on Caro at Tuscan Village



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HDS Architecture, The Construction begin work

SALEM, NH According to HDS Architecture, Inc. (HDS), Caro, a new residential community at Tuscan Village, is under construction. Site development work began in September, 2021 with completion anticipated in fall of 2023. The Dolben Company, Inc. is the developer. Pilot Construction, Inc. is the general contractor.

Located on 7.7 acres, the Caro site was formerly home to the Rockingham Park horse racing establishment, and will be part of Tuscan Village, the largest mixed-use lifestyle center in New Hampshire. Tuscan Village is located within a half-mile of New Hampshire's largest shopping destination, the 1 million s/f mall at Rockingham Park. Caro will be the second luxury residential community at Tuscan Village developed by The Dolben Co. with HDS Architecture and Pilot Construction.

Caro consists of 260 apartment units surrounding a landscaped amenity-filled courtyard, including a swimming pool, BBQ stations, fire pit and exterior turf areas for outdoor games. A clubhouse in the building will feature a common-use lounge, game room, we-work stations, fitness center and large multi-use conference room. Additional community amenities include a rooftop deck, a dog wash with grooming space, as well as an automated package management system.

Apartment features include



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The Dolben Co. and Pilot Construction Co. at Tuscan Village



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granite counters, fully appliance kitchens with stainless steel front appliances, in-home washer/dryers, and a private balcony or patio.

Hans Strauch, president of HDS Architecture, said "We are thrilled

to be designing another residential community for The Dolben Company at Tuscan Village. We are looking forward to the realization of this vibrant new high quality development."

Caro at Tuscan Village project team

- Pilot Construction Inc.General Contractor
- HDS Architecture.....Architect
- 5 Seven ExteriorsExterior Siding
- GPISite Engineers and Land Surveyors
- SL Chase Steel..... Structural Steel
- S.E. & D., Inc.....Electrical Contractor

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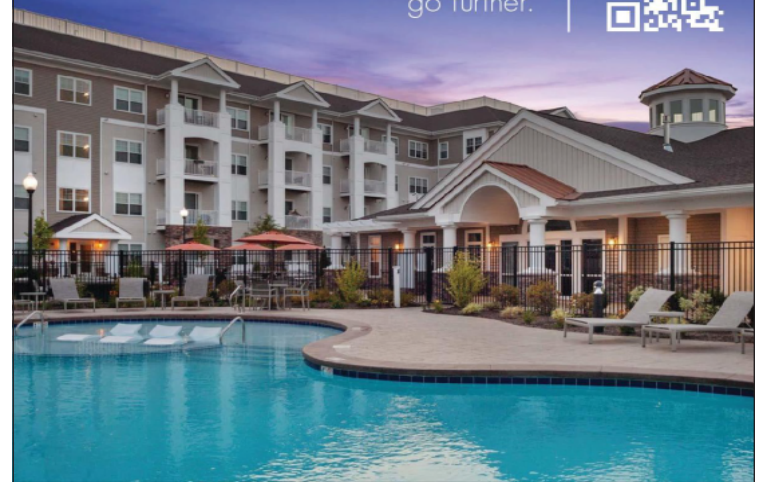


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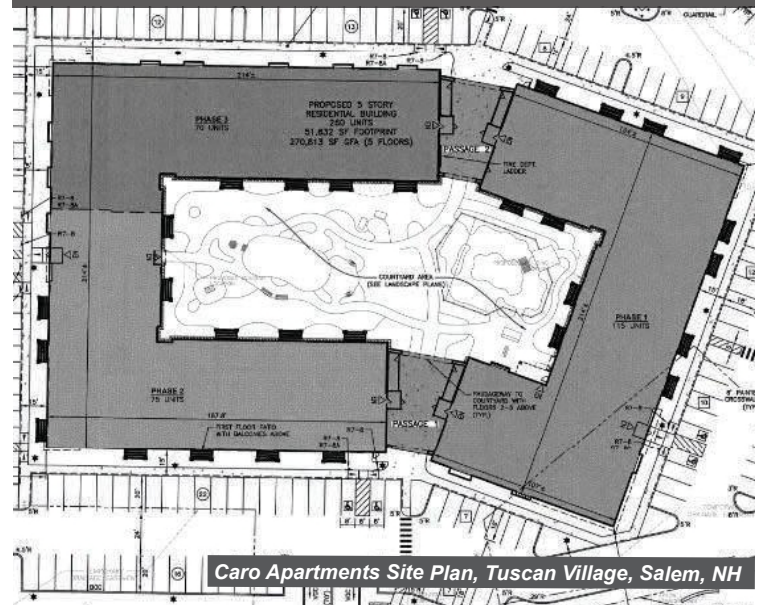


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DPS Group completes work on new 118,000 s/f manufacturing facility for Vibalogics

BOXBOROUGH, MA DPS Group, a privately-owned, global engineering, procurement, construction management and validation (EPCMV) firm serving high-tech process industries, has completed work on a new, 118,000 s/f late-phase clinical and commercial manufacturing facility at 1414 Massachusetts Ave. for Vibalogics, a global contract development and manufacturing organization (CDMO).

Specializing in the production of live-viruses and viral vectors, Vibalogics GMP facility will accelerate market supply of process & analytical development, manufacturing, testing, and aseptic fill-finish services to oncolytic virus, viral vector gene therapy and vaccine drug development companies during early-to-late phase clinical trials and commercial market approval. Equipped with state-of-the-art technology and ability to support a significant capacity increase, the \$150 million facility is the home of Vibalogics' global headquarters.

"DPS has expertise in producing flexible and innovative cGMP sterile manufacturing facilities utilizing modern design technologies," said Tom Hochuli, CEO at Vibalogics. "This experience made DPS a natural fit to guide us in our

expansion into the US market. DPS worked closely with us and other project partners to deliver a state-of-the-art manufacturing facility with maximum cost and schedule efficiency with no compromise on quality, functionality, and flexibility."

Through its novel therapies center of design excellence in Boston, DPS assisted Vibalogics with establishing a late-phase/commercial GMP facility in the U.S. to supplement its development and early-phase manufacturing facilities in Germany. DPS is providing architecture and engineering design services for concept design, basis of design, detailed design, and construction administration for this project. The facility will incorporate the use of traditional on-site construction methods alongside turnkey modular cleanrooms for the cGMP suites and associated MEP infrastructure. The site development will include office and administration space, QC/R&D laboratory space, warehousing space, GMP space, utility space, and parking to support 100 staff. Given the nature of starting materials and the substrates/agents being manufactured, these buildings will be built to meet the Center for Disease Control (CDC) guidelines



for biosafety level 2 large scale (BSL-2LS).

DPS was selected as a strategic partner for its ability to deliver future forward, innovative facilities. The Vibalogics facility incorporates the use of traditional on-site construction methods alongside turnkey modular cleanrooms for the cGMP suites. DPS worked closely with Vibalogics and cleanroom vendor Germfree throughout this project to deliver a state-of-the-art manufacturing

facility with maximum cost and schedule efficiency with no compromise on quality, functionality, and flexibility.

The project team on the Vibalogics facility included:

- Landlord: Lincoln Property Company
- Client: Vibalogics
- Architecture & engineering design: DPS Group
- Construction administration: DPS Group
- Pre-construction: The Cardinal

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- Modular cleanrooms: Germ-free

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Margulies Perruzzi hires seven new professionals to support the firm's growth

BOSTON, MA Margulies Perruzzi (MP) has added seven new professionals to support the firm's growth in its workplace, healthcare, science, and real estate practice areas.

This roster of new employees will add their respective talents and strengths to MP's team of more than 50 creative and client service-oriented professionals. MP is pleased to welcome:

Jonathan Bailey-Francois, project designer: Bailey-Francois has explored the importance of interdisciplinary coworking, master planning, the impact policy has on architecture, the introduction of new technologies in a professional environment, and the benefits of volunteering as a designer. His passion for craft, thought, and sustainability led to his master's thesis winning the Thesis Award for Excellence.

Michael Fortunato, marketing coordinator: Fortunato is a marketing professional within the architecture, engineering, and construction industry. He specializes in client-facing communications, content creation, graphic design, and proposal planning and development.

Marissa Meads, interior designer: Meads brings a balance of creativity, forward thinking, and innovative designing skills to the MP team. She is talented interior designer with over five

years' experience and strives to design unique and transformative interior spaces for workplaces and life sciences companies.

Alvaro Ribeiro, AIA, senior architect: Ribeiro has over 22 years of experience designing spaces for life sciences, medical device, and technology clients. His portfolio spans projects providing cutting-edge facilities for clients across New England's expanding science and technology industry. At MP, Alvaro is a valuable asset to any project, leveraging his experience to provide insight that helps guide the project team and deliver innovative design solutions.

Jessica Sulprizio, RA, architect: Sulprizio is a registered architect with experience in both the interior design and architecture of a variety of mixed-use residential, academic, and workplace projects. She is passionate about design and creating spaces that are attuned to the vision and values of her clients.

Colin Whalen, project designer: As a project designer, Whalen specializes in master planning as well as new construction and renovations for core and shell building projects in life sciences and other sectors.

Joshua White, AIA, project manager: As a project manager, Josh is a collaborative and team-oriented leader, taking projects from conceptual design through completed construction.

Raffles Boston Back Bay Hotel & Residences celebrates topping off

BOSTON, MA Raffles Boston Back Bay Hotel & Residences, part of world-leading hospitality group Accor, topped off, reaching 35 floors and raising a final beam decorated with a Raffles flag and a Traveler's Palm Tree, which signifies a welcoming oasis and inspired the world-renowned Raffles brand logo long ago. To commemorate the milestone, construction workers joined local developers Jordan Warshaw (The Noanet Group) and Gary Saunders (Saunders Hotel Group), their partners at Cain International, the privately held investment firm led by Jonathan Goldstein, Suffolk, the construction management firm, The Architectural Team, Inc. (TAT), and Madison Realty Capital.

By securing the air rights over the adjoining University Club, Raffles Boston was able to build a 35-story building employing a cantilever structure designed by Boston-based structural engineers McNamara Salvia. TAT and McNamara Salvia created an innovative structural system utilizing a combination of concrete superstructure and massive steel trusses, all supported by a series of 130' long concrete caissons anchored in bedrock. With the completion of the building's structure, the project team will



now finalize the installation of its dynamic glass curtainwall façade, marking another important step towards opening.

Located at 430 Stuart St., Raffles Boston joins Raffles' collection of 17 individually unique properties calling many of the world's most fascinating cities and vibrant destinations home, from Singapore to Paris, Bali to Phnom Penh, and Dubai to the Maldives.

Raffles Boston will provide over \$22 million in public benefits in total, including street and public realm improvements, seven on-site affordable housing units and a contribution of over \$13 million that will support additional affordable housing in the city.

Targeting completion by early

2023, the project will bring to the Back Bay a level of glamour and adventure previously unseen in the market. Its 147 guestrooms and 146 residences are joined by 16 distinct gathering spaces, ranging from quiet and intimate to vibrant and social, including a variety of special venues dedicated solely to building residents.

Highlights within the 16 gathering spaces include six food and beverage venues, a three-story Sky Lobby perched high above Copley Sq., a Raffles Spa, a 20-meter indoor pool and fitness center, a magnificent rooftop garden terrace lounge, a variety of intimate residents-only gathering places, and a dramatic ballroom with views over the Charles River.

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Plans4Less.com launches Enterprise Plan for multi-office GC's and subcontractors

PROSPECT, CT Ask general contractors, subcontractors, architects and engineers about the most important materials used in their construction projects and they will list steel, masonry, concrete, stone and wood. But ask Brian Burke, founder and president of Plans4Less.com, and he'll say the key material is paper.

Plans4Less is a pioneer and industry leader providing a seamless software platform for ordering and shipping hard copy, large format blueprints and plans, same day or overnight anywhere in the U.S. Its proprietary software technology is used by a full range of construction industry professionals who appreciate Plans4Less.com's platform for its speed, ease of use, reliability

and savings.

In December, 2020, the company launched its Plans4Less Prime subscription membership plan with free UPS Ground shipping and low fixed-rate pricing. This month, as an encore, Burke has introduced Plans4Less Enterprise, designed for medium-size and larger general contractors with a number of locations in a single state or in a multi-state format.

Burke said, "The new Enterprise product remedies the complexities and resource commitments that multi-office GC's and subs face in ordering and delivering plans for the entire enterprise in a quick and easy manner."

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JM Coull hires Deleppo as assistant proj. mgr.

MAYNARD, MA According to JM Coull Inc. (JMC), Mike Deleppo has joined the firm as an assistant project manager.

Deleppo started his career in real estate as a residential broker. From there he branched out into real estate consulting as a commercial and residential property inspector. Deleppo was responsible for training and managing eight other inspectors in the northeast at his former company. During this time, he passed the NHIE (National Home Inspectors Exam). This test is known for its difficulty, very low pass rate (tends to be only 50-

55% each year), and strict testing guidelines. His determination to achieve this goal is a testament to the level of commitment he brings to his work.

Deleppo has always had an avid interest in construction, whether it be residential or commercial, and decided to pursue construction management as the next step in his already ambitious career. Deleppo said, "I'm really excited for the change in my career path and the opportunity to learn from the incredibly knowledgeable people at JMC. So far everyone I have met has been great."

Finegold Alexander Architects' Lowell Justice Ctr. wins BSA award

LOWELL, MA According to Finegold Alexander Architects, the design for the Lowell Justice Center received the 2021 Boston Society of Architecture (BSA) Design Award for Accessible Design. The Lowell Justice Center is a 265,000 s/f, \$146 million new construction building that opened its doors in March 2020. The modern courthouse is located on a 3.2-acre site at the northern edge of the Hamilton Canal District, within the Lowell National Historic Park.

With the project client's (Division of Capital Asset Management and Office of Court Management) commitment to accessibility, Finegold Alexander and the entire project team delivered on these criteria designing a universally accessible building with all points accessible via the same path. Based on the site topography, this required working with landscape architects Copley Wolff Design Group to design sloped walks traversing a 22-foot grade change across the site leading to a fully accessible plaza and entry. This universally accessible concept continues throughout the building with ample circulation space, multiple elevators, accessible raised judge's benches and witness stands, accessible detention areas, abundant wheelchair spaces with shoulder-to-shoulder companion seating in the courtrooms, jury



pool and public lobbies, and audio and visual technology. Working with Coco Raynes Associates, wayfinding signs throughout the building feature multiple languages – English, Spanish, Portuguese, Khmer, and Braille – to reflect the diverse community of the city. Construction was led by Dimeo Construction Company, whose attention to detail made each feature possible within the courthouse.

The BSA jury selected the Lowell Justice Center as a recipient of the Accessible Design Award due to Finegold Alexander's clear attention to physical and sensory

comfort execution. The jury found the use of daylighting throughout the building, even in the highest stress-inducing areas, as an attractive feature. The material selection, public transportation hubs, and cultural gestures made in the welcoming two-story art glass installation that references the diverse communities of Lowell demonstrate Finegold Alexander's commitment to accessibility while designing the courthouse. The jury noticed a strong effort for inclusivity, giving the impression that it is every visitor's right to use this space.

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Skanska celebrates topping out of 170,000 s/f Belmont Middle School

BELMONT, MA On Friday, March 4, leading construction and development firm, Skanska, together with the Belmont Middle and High School Building Committee (BMHSBC), the Massachusetts School Building Authority (MSBA), and student representatives from Belmont Middle and High School, celebrated the topping out for Belmont Middle School. Once completed in September 2023, the new Middle School will be a 170,000 s/f school building featuring dedicated classroom, recreation and administrative space. The Belmont Middle and High School buildings will share major facilities located in the High School, including the kitchen and café, auditorium, pool and Field House. The construction milestone marks a significant step forward in the progress for phase two, and the overall completion, of the transformative school project.

“At Skanska we pride ourselves on building what matters, and it’s especially rewarding to be celebrating this exciting milestone in person with the students and school representatives who will soon be learning and teaching out of the new buildings,” said Bryan Northrop, executive vice president of Skanska. “We look forward to delivering Belmont Middle School and completing the full school project so that future generations



Members of the Skanska USA Building team gathered on Friday, March 4, 2022, to celebrate the topping out at Belmont Middle School.

of Belmont students have a first-class environment in which they can receive an education and be inspired.”

Belmont school officials, students and local community members in attendance heard a short speaking program featuring Belmont High School principal, Isaac Taylor; school committee chair Amy Checkoway; MSBA chief operating officer, James MacDonald; Belmont grades 7 & 8 principal, Karla Koza; and Skanska building superintendent, Manny Hoyo. At-

tendees also enjoyed a performance of the National Anthem by the Belmont High School Marching Band before signing the symbolic final beam for the Middle School, representing the last structural component of the entire Belmont Middle and High School project. The in-person celebration was a welcome change from the virtual event that took place nearly two years ago when the High School building topped out in May 2020 during phase one of construction.

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SLAM CS receives DBIA NE Award for Chapel Haven Schleifer Center SAIL building project



NEW HAVEN, CT S/L/A/M Construction Services (SLAMCS) received the Design-Build Institute of America New England Region (DBIA NE) Gold Award for the design and construction of the Chapel Haven Schleifer Center SAIL building project. SLAM CS accepted the award at the 2021 Design-Build Project Awards Banquet held on March 3rd, at the Sheraton Framingham, Mass.

The SAIL project won the top prize among three design-build projects completed within the New England Region during the period of December 2019 to November 2021. The award is given to a design-build project that best demonstrates team collaboration and innovation, efficiency, and value. SLAM’s design-build team exemplified these attributes by creating great value for the client through a single point of contact for design and construction.

The integrated design and construction team at SLAM worked with Chapel Haven on the second phase of the Schleifer Center campus expansion project to design, budget and build a new four-story, 48,500 s/f residential, educational, and community facility to meet the needs of autistic spectrum aging adults.

The SLAM team developed constructability options, phasing, project logistics, and a design program that resulted in a neighborhood transformation for Chapel Haven residents, staff, and the surrounding community.

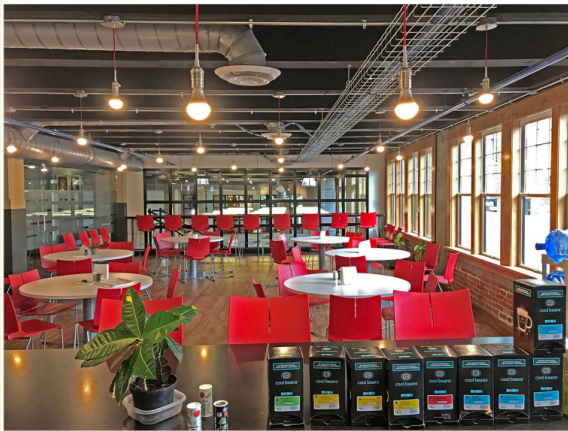
The new building completes the pedestrian courtyard space, offers a new entrance to the campus, accentuates the Emerson St. building facade, incorporates community interaction, and offers residents previously unavailable programming, wellness, and continuing care options.

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Chairman's Message: Celebrating Women in Construction

March 6-12 was Women in Construction Week. I don't think of myself as one who likes to brag, but I'm proud of the number of women who are playing important roles in our chapter.

Vera Vadeboncoeur of Fernandes Masonry is first vice chair of the ABC Massachusetts board of directors and our second vice chair is Diana Hasan of C.E. Floyd Construction Co., Inc. Nancy Martin of Erland Construction, Inc. and Tiffani Tartaglia of Resource Options, who holds the Future Leaders seat, and our longtime board labor counsel is Carol Chandler of Stoneman Chandler & Miller LLP.

The Gould Construction Institute (GCI) board of directors is chaired by Luiza Mills of Interstate Electrical Corp. and Lorraine Rivera of Wentworth Institute of Technology also serves on the board. In addition to chairing the GCI board, Luiza chairs ABCMA's Diversity, Equity and Inclusion Task Force.

Julie DeStefano is GCI's president. Her staff team includes education director Diane Craven,

marketing & communications coordinator Allison Jackson and apprentice coordinator Keyla Rodriguez-Santiago.

Yolanda Huertas is finance and administration manager for both ABC and GCI. Crystal Reddick also works for ABC and GCI doing finance consulting. They are joined on the ABC side by membership director Venus Williams and government affairs consultant Shelley Kaleita.

To highlight Women in Construction Month, the Coffee Break Podcast will feature a number of women who are impacting our industry. They include National Association for Women in Construction past president Catherine Schoenenberger, Jennifer Landon of ABCNH/VT, ABC member and GCI presenter Ellen Dorian, Luiza Mills, and Diane Craven.

At Cruz Companies, we are proud of all the awesome women in our ranks. There are so many talented women at Cruz that we are unable to list all of them. Members of our construction division include HR director Robin Preston, office

manager Deborah Whiting, and the administrative support team of Lois Simpson and Christie Destine. They are joined by members of our real estate management division, including office manager Vernessa Fountain, senior property manager Betsey Hayes, controller Teresa Cardoza, HR director Katherine Kayirra, area manager Magdalene Luciano, property accountant Robin Johnson, Dareline Jackson of resident services, and Norma Clark from accounts payable.

Actions speak louder than words, and ABC Massachusetts and our member contractors demonstrate every day that recruiting, training and retaining women is a priority for us all year round. We're rightfully proud of the important roles women play in the success of our chapter – and this is just the beginning!

John Cruz is the chairman of Associated Builders and Contractors Inc.-Mass. Chapter and president & CEO of The Cruz Companies, Roxbury, Mass.

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ASM files Amicus Brief in Prompt Pay Act case

The Prompt Pay Act in Massachusetts is one of the most important laws for all contractors and helps to ensure that timely payments are made on private construction jobs. Recently, the substance of that law was challenged in the case of *Tocci v. IRIV*. The case is important for subcontractors and all contractors because it examined the meaning of the language in the statute. The Superior Court upheld the law as written and rejected the defendant's argument that they had substantially complied with the requirements in the statute. Not unexpectedly, the defendants appealed the decision and the Massachusetts Appeals Court heard oral arguments on February 1, 2022. ASM submitted an Amicus Brief in support of the contractor's arguments and urged the court to uphold the statute. The brief gave the court a clear explanation of the intent of the Prompt Pay Act and explained the importance of upholding a strict reading of the language in the law. A decision by the Appeals Court is expected by May.

ASM Now Accepting Scholarship Applications

Since 2005, ASM has presented scholarship awards to deserving students from ASM member companies, using proceeds from ASM's annual golf tournament. Thanks to the great success of the event, applications are being accepted for twelve ASM 2022 Scholarships totaling \$12,000.

Four \$2,000 College/University Scholarships will be awarded to ASM member employees, and immediate family members (spouse/child), who are enrolled in an accredited college or university. Two-year community college students are eligible to apply. Eight \$500 Trade School Scholarships will be awarded to successful candidates who are enrolled in a non-profit, registered trade school.

New this year, our Trade School Scholarship application is open to non-members. These awards are also open to current vocational-tech high school students in the construction trades to supplement the necessary tools and equipment that vo-tech students need for their career technical education classes.

For applications and more information, visit our website.

ASM Members to Hear from DCAMM Commissioner Carol Gladstone

On Thursday, March 31, ASM is thrilled to host an in-person seminar with the Division of Capital Asset Management and Maintenance (DCAMM) Commissioner Gladstone and her key staff. This event will be held at the Hilton Garden Inn in Waltham. The commissioner will give ASM members, as well as interested non-members, an update on everything happening at DCAMM as well as programs and projects on the horizon in the coming year.

If you work in public construction in Massachusetts, this is a must-attend event to hear the latest information from DCAMM. If you are a contractor considering public construction, this is an excellent opportunity to learn about upcoming opportunities and to make connections.

Joining the commissioner will be her leadership team including:

- Liz Minnis - deputy commissioner, planning;
- Jay Mitchell - deputy commissioner, design and construction;
- Lisa Dixon - chief of staff;
- John Prudente - deputy chief of staff; and
- Charles Kelsey - director of access and opportunity.

This event is open to both ASM members and non-members. The registration fee for members is \$50 and the fee for non-members will be \$75. For more information and to register, visit our website.

For more information about membership, events, or other opportunities with ASM, please visit our website at www.associatedsubs.com.

Michael McDonagh is the CEO of the Associated Subcontractors of Mass., Boston.

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CBRE sells 285 & 355 Riverside Ave. buildings for \$43 million to The Feil Org.

WESTPORT, CT CBRE brokered the \$43 million sale of 285 & 355 Riverside Ave., two class A office buildings totaling 94,647 s/f. The team of Jeffrey Dunne, Steven Bardsley, Jeremy Neuer, David Gavin and Stuart MacKenzie of CBRE's Institutional Properties Group represented the seller, 285 & 355 Riverside LLC, a partnership including Baywater Properties and an investment fund advised by True North Management Group, LLC. CBRE also procured the buyer, The Feil Organization Inc.

The two-building waterfront portfolio is situated along the



285 Riverside Avenue - Westport, CT



355 Riverside Avenue - Westport, CT

Saugatuck River, offering water views and access to downtown. Tenants include RBC, Raymond James, Sterling Investment Partners, and IXM Trading.

“Westport attracts many financial institutions and wealth management offices due to the high net worth clientele in the area,”

said Dunne. “The extremely tight Westport office market with less than five percent vacancy and high barriers to entry is further buoyed

by the phenomenal migration into Connecticut, creating very positive market dynamics for The Feil Organization.”

Vitti of Colonial Proprs. reps. MNBD in lease of 22,000 s/f whse./storage



252-262 Depot Road - Milford, CT

MILFORD, CT Tony Vitti of Colonial Properties represented the landlord, MNBD LLC, in the leasing of 22,000 s/f of warehouse space plus yard and covered outside storage, located at 252-262 Depot Rd.



Tony Vitti

for a five year term.

The tenant, New England Gypsum, a building materials & distribution company, was represented by Chris Duclos from Sentry Commercial. The landlord's attorney was Brian Lema with Berchem and Moses. The tenant used in-house counsel.

Colonial Proprs., founded in 1978, is a full-service brokerage firm.

Northeast Private Client Group facilitates \$15.5m sale of four proprs.

SHELTON, CT The Metro North Investment sales team of the Northeast Private Client Group consisting of Brad Balletto, Rich Edwards, Jeff Wright, and Bob Paterno brokered the sale of four multifamily properties.

- Westnor Apartments is a three-story, 57-unit multifamily investment property located at 45 Monroe St. in Bridgeport. The property sold for \$8.1 million, equating to a price of \$142,105 per apartment. The property is located in the Black Rock neighborhood with access to transportation, shopping, dining, and nightlife. It is a five-minute walk from the center of the neighborhood and the waterfront promenade.

- Nicoll St. Apartments is a 10,332 s/f boutique apartment complex in New Haven. Located at 245-258 Nicoll St., this nine-unit complex is situated in the East Rock neighborhood. The property



Westnor Apartments, 45 Monroe Street - Bridgeport, CT

sold for \$2.18 million at a price per unit of \$242,222. Completely renovated in 2015, the property features in-unit laundry.

- Norell Apartments, located at 48 Amsterdam Ave. in Bridgeport, sold for \$3.1 million. Situated in the North End neighborhood of the city, northwest of downtown, its location provides access to transportation, shopping, dining, entertainment, and nightlife. This 16,500 s/f multifamily building sold for \$124,000 per unit. The property consists of 25 residential

units. This three-story property includes parking for 25 vehicles.

- Washington Park, a 13-unit apartment property located at 29-37 Washington Ave. in Hamden, sold for \$2.1 million, equating to \$161,538 per unit. This apartment property consists of 10 one-bedroom apartments built in 2007 and three additional units in the front house that was gutted to the studs and completely rebuilt at the same time. The total gross living area is 10,518 s/f on .58 acres. The property also offers 25 off-street parking spaces.

“The Connecticut multifamily investment sales market continues to see strong demand from regional investors. I believe it remains one of the best investment opportunities in the country when considering going-in yield, demographics, and rent growth,” said Balletto, senior vice president, investments.



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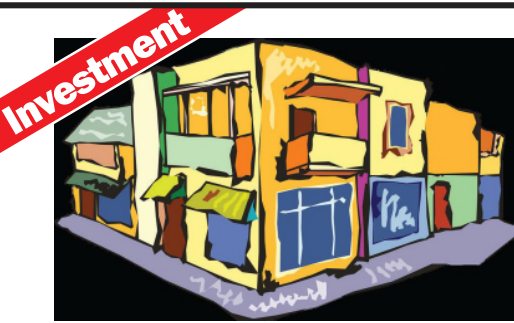
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Lyman R.E. sells 96,000 s/f in Norwich Business Park for \$6.8m

NORWICH, CT Ron Lyman, CCIM, CEO of Lyman Real Estate Brokerage & Development, brokered the sale of the 96,000 s/f building at 5 Wisconsin Ave., in the Norwich Business Park, for \$6.8 million.

Lyman represented seller Jack Feinberg, whose Nutron Manufacturing company was based on the property through 2018. Since then, S&S Worldwide has leased the entire space as a warehouse.

The buyer is 5 Wisconsin Owner LP, an investor group including lead Brian Ker, Milan Parekh, Mark Landau, and Brasswater of Montreal. The new owners have taken over the lease to S&S, a 115-year-old company based in Colchester, which sells supplies for arts and crafts, sports, educational, and recreational activities.



Shown (from left) are: Milan Parekh, Mark Landau, Brian Ker, Jack Feinberg, and Ron Lyman.

Nutron bought the building in 1998 to house its expanding commercial and industrial lighting business. Before that, 5 Wisconsin

Ave. was the original head-quarters for Cuisinart, the appliance brand founded in 1971 by Carl Sontheimer, the American inventor and engineer best known for creating the original electric food processor for home kitchens.

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The Pointe at
Dorset Crossing
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UNITS **121** CLOSED

Front Street
Lofts
Hartford, CT

UNITS **168** CLOSED

Avalon Ossining
Ossining, NY
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UNITS **400** CLOSED

The Sound & Cove at
Gateway Commons
East Lyme, CT
\$139,000,000

UNITS **188** CLOSED

Hamilton Gardens/
Daycroft Apartments
Stamford, CT
\$45,500,000

UNITS **312** CLOSED

Trail Run
Apartments
Vernon, CT
\$91,000,000

Please contact me for further information on any of the deals listed above. With over 30 years of local knowledge and transaction experience, I am available to assist you in an advisory capacity as you plan for 2022 and beyond.

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Vidal/Wettenstein and Compass Comm'l. -Febbraio Group co-broker 4,325 s/f lease



FAIRFIELD, CT A North Carolina based company has leased a 4,325 s/f building at 69-79 Sanford St., across from the Metro-North rail station. Next Century Spirits, based in Raleigh, will utilize the building for their corporate sales and marketing offices.

According to Anthony Moniello, chief commercial officer, "We are truly excited to open our third US office location in the heart of downtown Fairfield and to source amazing local talent from the area. We look forward to being an active member in the community as we grow our amazing portfolio of brands such as Creek Water Whiskey, Caddy Clubhouse Cocktails and Bear Fight American Single Malt Whiskey."

According to Tommy Febbraio, owner of Compass Commercial-Febbraio Group, the existing tenant, Beehive, will be relocating to another location in town.

Bruce Wettenstein, SIOR and partner with Vidal/Wettenstein represented Next Century Spirits, and Febbraio was the listing broker for the owner. Michael Goldman of Goldman, Gruder and Woods was counsel for the owner, and Frank Hall of Branford was counsel for the tenant.

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Morris, Stewart and Villamagna of Cronheim Mtge. finance 23 lofts

NEW HAVEN, CT Cronheim Mortgage arranged 10-year financing with three years of interest only for 23 luxury lofts located at 250 Green St.

Dev Morris, Andrew Stewart, and Allison Villamagna of Cronheim represented the borrower in the \$6.8 million financing which was placed with a national lender.

The subject property consists of three former St. Michael Church buildings. The property was granted an approval from the city to be split off from the adjacent church, which is still active, and was converted into



250 Green Street - New Haven, CT

23 apartments with 23 off-street parking spaces. The subject features one- and two-bedroom layouts with attributes ranging from laddered library lofts to high ceilings. The property is near to the State St. and Union train stations, shopping, and dining options including Frank Pepe Pizzeria and many other Wooster St. restaurants and cafes.

Renovations commenced in January 2020 and the property stabilized quickly upon completion in early 2021. This project is just one of many Wooster Sq. area redevelopments that are part of the city's renaissance. Although Yale is still an anchor for local employment, there are many new jobs being created there in a variety of fields.

Neaton of Saugatuck CRE completes leasing of 24,000 s/f shopping center; Dollar Tree leases 11,126 s/f anchor space

STAMFORD, CT Saugatuck Commercial Real Estate (SCRE) has completed leasing the 24,000 s/f neighborhood shopping center at 800-816 East Main St. The center had undergone



Dan Neaton

extensive renovations in 2017 and remained vacant for several years. Dan Neaton of SCRE was responsible for leasing the anchor position to Dollar Tree (11,126 s/f); other tenants include Arrow Alternative Care, Clear Smile Dental, Stamford Community Pharmacy, SportsMed Physical Therapy and Bubbakoos Burritos.

"Consistent marketing, while fielding numerous inquiries and tenant criteria, resulted in securing qualified retailers. I was pleased to be a part of reestablishing this renewed neighbor shopping center," said Neaton.



800-816 East Main Street - Stamford, CT

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Marcus & Millichap arranges the sale of 24-unit The Sedgwick - \$6m

WEST HARTFORD, CT Marcus & Millichap negotiated the \$6,000,100 sale of The Sedgwick, a 24-unit apartment property, according to Susan Bands, regional manager of the firm's New Haven office.

Victor Nolletti and Gary Witten, investment specialists in Marcus & Millichap's New Haven office, had the exclusive listing to market the property on behalf of the seller, a limited liability company. They also secured the buyer.

Witten said, "The Sedgwick was a unique opportunity to acquire a desirable apartment building in one of the most sought-after markets in Connecticut, with 100% occupancy and rising rent growth."

The Sedgwick is located at 115



The Sedgwick, 115 S Main Street - West Hartford, CT

S Main St. The property consists of six one-bedroom units (950 s/f) and 18 two-bedroom units (1,080 s/f). The upgraded building features central heat, hot water and air conditioning, private balconies, high-

speed internet, elevator, laundry facilities (smartphone operated), butterfly camera and keyless entry, storage units, assigned surface and garage parking, washer/dryers, kitchens with granite counters, kitchen islands, stainless steel appliances, and an outdoor patio with gas grill.

Webinar series on energy storage solutions

HARTFORD, CT Clean Energy Group (CEG) and the Conn. Green Bank are hosting a webinar series on Conn.'s new Energy Storage Solutions Program, launched by Conn.'s Public Utilities Regulatory Authority (PURA) in January. The program is a nation-leading, nine-year effort to develop 580 MW of new distributed energy storage behind residential and commercial customer meters in Eversource and United Illuminating (UI) territories. Energy Storage Solutions combines equipment rebates with performance payments

to support and encourage new behind-the-meter battery storage installations, with additional incentives for participants from historically underserved communities.

The first webinar in the series, titled "Connecticut's New Energy Storage Solutions Program: How it Provides Benefits to Ratepayers, Participants and the Grid," was held on March 1st. The recording of that session can be found at <https://www.cleanenergy.org/webinar/connecticuts-new-energy-storage-solutions-program/>.

FOR FULL STORY VISIT NEREJ.COM

Worth Avenue Capital arranges \$130,000

NEW HAVEN, CT Worth Avenue Capital, LLC closed a \$130,000 commercial loan to a small market/restaurant. The borrower is using the loan proceeds for working capital purposes and the loan is secured by a first mortgage on a commercial building that is situated in a historic downtown location on the shoreline. The LTV on this transaction is 15%.

FOR FULL STORY VISIT NEREJ.COM



Mark C. D'Addabbo former President and CEO of New England Retail Properties, Inc, has formed a new real estate development firm, MACK V Development, LLC, headquartered in West Hartford, CT.

After leading New England Retail Properties, Inc. for more than 30 years, the newly organized firm will focus on ground up development primarily designed for retail tenants.

The company currently has projects in various stages of development in Vermont, New Hampshire, Connecticut, Eastern NY, Long Island, NY and Massachusetts.

Contact:

mark.daddabbo@mackvdevelopment.com

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INVESTMENT



NORWICH, CT— Fully leased 3 unit strip center. Rent roll \$40,800. 10 on-site parking. Close to Stop & Shop, Hospital, I-395 & Route 2. For Sale \$354,510. Jeff Brewer, Steve Becker

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East Lyme, CT

RETAIL



GROTON, CT—Join Walgreens! 2,500sf-4,900sf avail. Highly visible 22,000 ADT. Lease @ \$8-9/sf NNN. 1/2 mile to I-95. Norm Peck, ext 133

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Fischer R.E. sells 14,042 s/f ind'l. for \$1.42m to Pinesbridge Props.

BEACON FALLS, CT Pinesbridge Properties, LLC has purchased 45 Pinesbridge Rd. from RSJ Development.



Alan Fischer

The 14,042 s/f concrete block building sitting on 6.4 subdividable acres was divided into a 11,230 s/f section used as a contractor's garage and a 2,812 s/f section leased to a veterinarian.

Alan Fischer, CCIM, SIOR, of



45 Pinesbridge Road - Beacon Falls, CT

Fischer Real Estate, Inc. represented the seller while the purchaser was represented by Laura Condon

of CB Moves. The property sold in one day for \$1.42 million, which was \$25,000 over the list price.

R. Calabrese Agency sells 15,870 s/f for \$900,000



SOUTHINGTON, CT Ralph Calabrese of the R. Calabrese Agency, LLC negotiated the \$900,000 sale of 1650 West St.

The 15,870 s/f two-story office/retail building sits on 1.58 acres. Both floors of the building are at grade level with the rear lower level being utilized as warehouse space

with two loading docks.

The lot has 225 ft. of frontage enhancing the building's visibility.

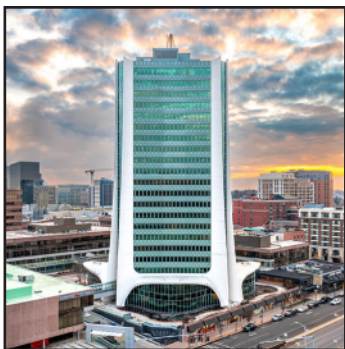
The purchaser, 1650 West Street, LLC, plans to move their business into the main level of 7,930 s/f.

The existing warehouse area tenant has extended their lease and will remain in the space.

Colliers secures 11,500 s/f office lease to Silver Golub & Teitell

STAMFORD, CT Colliers has secured an 11-year office lease for Silver Golub & Teitell LLP. The trial law firm has leased 11,500 s/f on the 15th floor of 1 Landmark Sq., in a relocation from their home of many years at 184 Atlantic St. Colliers executive managing director and market leader Jeffrey Williams and associate director Hollis Pugh represented the tenant.

1 Landmark Sq. is a 22-story, 299,000 s/f office and retail tower located downtown. The Class A building is the second-tallest in the



city and one of six office properties that make up the Landmark Sq. complex. The building features

several amenities including a 20,000 s/f fitness facility accessible only to tenants, a full-service gourmet café with indoor and outdoor dining, 24/7 security and a multi-purpose conference facility with seating for up to 35 people.

The Landmark Sq. office and retail complex is located near restaurants, theaters, and other downtown amenities. Landmark Sq. is centrally located with access to I-95 and the Merritt Pkwy.

In addition to the lease for Silver Golub & Teitell, Colliers has secured a lease for Silver Golub & Teitell LLP. **FOR FULL STORY VISIT NEREJ.COM**

Choyce Peterson sells 4,925 s/f medical office

FAIRFIELD, CT Choyce Peterson, Inc. brokered the sale of a 4,925 s/f free-standing building at 309 Stillson Rd. to Dr. Vinay Madan, MD.

In mid-2021, Choyce Peterson was appointed by Meland Properties LLC as the exclusive listing agent for the medical building situated off Black Rock Tpke. The Choyce Peterson capital mar-



kets team was made up of vice presidents Scott Peterson and Charlene O'Connell.

Dr. Madan was represented by Stewart Snow, executive VP at Berkshire Hathaway Commercial Group.



SOLD

WESTNOR APARTMENTS BRIDGEPORT, CT

\$8,100,000 - Cap Rate 5.25%

57 Units. This value-add property is in the highly desirable and amenity-rich Black Rock neighborhood. The property has 44,121 square feet of livable area on a 1-acre parcel and includes parking for 57 vehicles.



FOR SALE

BROOKSIDE APARTMENTS NORWALK, CT

\$7,695,000 - Cap Rate 5.01%

36 Units. Just five minutes from downtown SoNo, this apartment complex is comprised of two (2) three-story walk-up buildings connected by a green space communal area. It features off-street parking, a picnic area, and laundry facilities at each building.

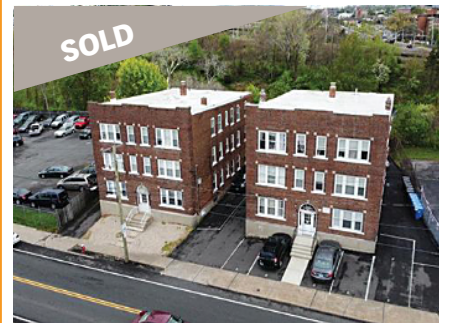


FOR SALE

THE VILLAS AT CENTRAL BRIDGEPORT, CT

\$6,495,000 - Cap Rate 5.67%

36 Units. A townhouse-style apartment complex with off-street gated parking and on-site laundry facilities; recent capital improvements include updated unit interiors, updated mechanicals, new parking lots, landscaping & fencing.



SOLD

STANLEY STREET APARTMENTS NEW BRITAIN, CT

\$850,000 - Cap Rate 7.76%

12 Units. A two-building multifamily investment portfolio; includes updated units, newer vinyl windows, upgraded electrical service, and strong occupancy history. The property is convenient to major highways and the New Britain, CT Fastrak bus terminal.



FOR SALE

OLD LYME SHOPPING CENTER OLD LYME, CT

\$5,695,000 - 6.53% Cap

50,223 SF

A 42,604 rentable square foot mixed-use shopping center located in the affluent shoreline town of Old Lyme, CT.



FOR SALE

THE ANDREWS NEW BRITAIN, CT

\$5,185,000 - Cap Rate 6%

28,475 SF. The Andrews is a mixed-use luxury asset with modern finishes. A turn-key investment in a transit-oriented neighborhood, this property underwent a multi-million dollar historic restoration and conversion in 2021.

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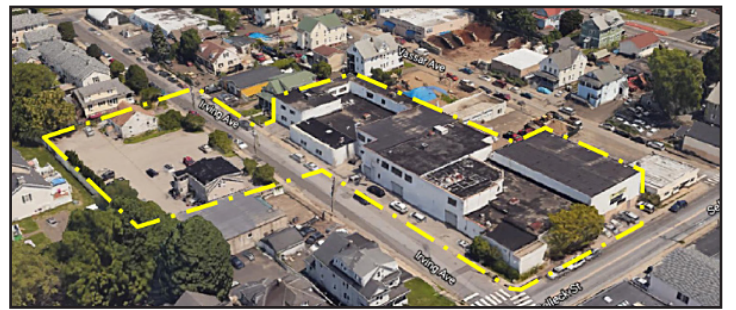
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Kintzer of Royal Props. brokers sale of 41,850 s/f ind'l. portfolio

STAMFORD, CT Royal Properties, Inc. negotiated the sale of The Irving Ave. Portfolio (0, 17, 18, 25 & 43 Irving Ave. and 145 Selleck St.). The asking price was \$5.5 million. "This is an enormous opportunity for the buyer, 1530 Management, LLC, to diversify their holdings and own highly desirable industrial properties minutes from I-95 and the Stamford Train Station," said Jeff Kintzer, principal of Royal Props., who represented the buyer. Cody Nizzardo of Nizzardo Real Estate represented the seller.



This portfolio is comprised of

two industrial buildings totaling 41,850 s/f with two contiguous parking lots, two multi-family buildings and a single-family home. The entire seven property

portfolio totals 1.41 acres, with all properties zoned R-5 (multi-family medium density design district) and in a QOZ (qualified opportunity zone).

Educational Playcare leases 15,000 s/f long-term at Litchfield Crossings

NEW MILFORD, CT Educational Playcare has signed a long-term lease for a 15,000 s/f facility in Litchfield Crossings, 169 Danbury Rd. The childcare school is opening in January 2023 and will accommodate 200 students offering programs for children six weeks to five years old. With 21 other locations throughout the state.

Educational Playcare will have a security system, advanced sanitizing techniques and an electronic communications system that will allow teachers to send customized reports, pictures and even videos to families daily.

"We are excited to announce

this new addition to the Litchfield Crossings family! It took a while but we got it done. Educational Playcare will attract children and families from not only New Milford but neighboring towns... and what a wonderful asset for the entire community," said Kristen Gizzi, executive director of the Crossings.

Harry Freeman, Educational Playcare's director of development, said, "We chose New Milford because it is a strong market, a growing town and the ownership of the center is phenomenal to work with... we are really happy to be here for the long term."

Nesson of Press/Cuozzo leases 2,400 s/f office



CHESHIRE, CT Joel Nesson of Press/Cuozzo Commercial Services has leased Suite A, a 2,400 s/f office space at 1111 S. Main St.

The property is a multi-tenant commercial/office complex on Rte. 10.

Nesson represented the owner Country Plaza LLC. The tenant, The Cove Center for Grieving Children, was represented by Richard Tabor of Berkshire Hathaway.

~ FOR LEASE ~



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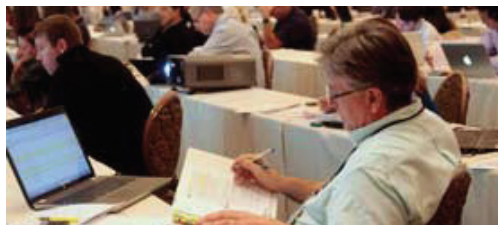
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The Construction Institute names speakers for 2022 Women Who Build Summit - April 13-14

EAST HARTFORD, CT The Construction Institute said that its opening keynote speaker for its 2022 Women Who Build Summit is Indra Nooyi, bestselling author, former CEO and chairman of PepsiCo.

Instigate, Inspire, Influence – this year’s theme is highlighted by Nooyi’s keynote.

The event takes place on the afternoon of April 13 and all day on April 14 at UMass-Amherst. The event is open to the public.

In addition to the keynote, the two-day conference includes breakout sessions, expert panel discussions, and focused workshops, with presentations by regional, national, and international speakers, all designed to spark interactions between attendees. The event brings together women and men to celebrate, to explore, to connect, to share, and to inspire the innovators and glass-ceiling breakers of tomorrow.

Other speakers include:

- Andrea Baker, formerly with CannonDesign

- Laura Cooley, Operational Learning & Development Leader
- Laura Cruickshank, University of Connecticut

- Dorri Giles Raposa, HDR (retired)

- Carol Gladstone, Division of Capital Asset Management and Maintenance

- Janine Helwig, Massachusetts Institute of Technology

- Dara Hendrix, Berkeley Research Group

- Petina Killiany, Arcadis

- Mary Loden, Compass Management Consulting

- Karen Medeiros, Gilbane Building Company

- Anamaria Popescu, Berkeley Research Group

- and Joe Wargo, Helbling & Associates.

The Construction Institute is a nonprofit organization of diverse AEC professionals dedicated to creating a learning and dynamic industry landscape. To learn more about the Institute and to register for the program, visit construction.org.

Cullen of Chozick Realty closes sale of 38-unit apartment portfolio

HARTFORD, CT Tess Cullen of Chozick Realty has facilitated a 38-unit, two building sale in the West



Tess Cullen

End and Asylum Hill neighborhoods of the city. Closing at a sales price of \$3.325 million, (\$87,500 per unit) this sale represents a closing at the upper range of price per unit in the city over the past year.

The two 19-unit buildings are located just a short distance from each other at 4 Atwood St. and 37 Kenyon St. The seller over a period of the past four years had substantially renovated the buildings, remodeling apartments with new kitchens, bathrooms, lighting, and other interior finishes as well



37 Kenyon Street - Hartford, CT

as common areas, creating a truly turnkey investment for the purchaser. Not only did the high-end renovations bring top of the market rents for the area but assures a very

low turnover according to Cullen.

This two-property portfolio was marketed for less than 10 days before Cullen procured the buyer, who in turn closed in less than 60 days.

Garza and Wettenstein of Vidal/Wettenstein broker 4,290 s/f industrial sale - \$465,000

STRATFORD, CT The industrial property located at 261 Masarik Ave. has been sold to Straton Industries. The 4,290 s/f building sold for \$465,000 or just over \$108 per s/f. David Cremin, president of Straton owns the industrial property next door for its manufacturing business and purchased the property for future expansion.



261 Masarik Avenue - Stratford, CT

According to Cremin, “The building will be used to expand the company’s on-going precision machining operations.”

The building had originally been used for an electrical contractor

and more recently by a plumbing business.

Silvester Garza and Bruce Wettenstein, SIOR of Vidal/Wettenstein handled the transaction for both buyer and seller.

Houlihan Lawrence acquires Neumann R.E.; expands into Ridgefield and New Fairfield

RIDGEFIELD, CT Houlihan Lawrence has its continued expansion in Connecticut with the acquisition of Neumann Real Estate.

Like Houlihan Lawrence, with roots dating back to 1888, Neumann has been a family-owned and operated real estate brokerage for over 50 years. Founded in 1969 by Harry and Lorraine Neumann, the company is led by the family’s second generation – Chip, Russ, Jeff, Bob, and Shaylene Neumann – and, more recently, joined by members of the family’s third generation.

“It was important for us to find a partner that fits our company culturally and shares the same values on how to service our clients. I truly believe that we found that partner in Houlihan Lawrence,” said Russ Neumann. “It is a seamless combination for us, as the #1 brokerage

in Ridgefield, to join Houlihan Lawrence as the #1 brokerage north of New York City,” said Bob Neumann.

“I have long admired the Neumann family and the great company they’ve built. This partnership brings together two like-minded companies, and we proudly welcome the team from Neumann into our family of over 1,450 agents,” said Liz Nunan, president and CEO of Houlihan Lawrence. “We look forward to strengthening our footprint with offices in Ridgefield and New Fairfield to better serve our agents, clients, and communities.”

Neumann Real Estate will operate as Houlihan Lawrence effective March 2nd, with the leadership team continuing as real estate agents serving the Ridgefield and New Fairfield communities.

Wilks of O,R&L Commercial brokers office/industrial buildings sale - \$610,000

HARTFORD, CT Thomas Wilks of O,R&L Commercial, LLC brokered the sale of two buildings equaling 18,756 s/f of industrial/office space on 2.428 acres located at 455 Ledyard St. and 480 Ledyard St.



Thomas Wilks

455 Ledyard consists of 9,376 s/f/office/warehouse space on .528 acres and sold for \$310,000.

480 Ledyard is a 9,380 s/f office/warehouse building on 1.9 acres and sold for \$300,000.

Wilks represented the seller, Victor Procaccini & Sons, Inc. and the buyer, MSM Express, LLC, was represented by Nermin Duric, of Miki Realty, LLC.

This is the new location of MSM Express, LLC, a transportation cargo and freight company already located in Hartford.



455 Ledyard Street - Hartford, CT



480 Ledyard Street - Hartford, CT

Pocock joins Edgehill Team at Pearce R.E.

NEW HAVEN, CT Isabel Pocock has joined the local office as a member of the Edgehill Team at Pearce Real Estate.



Isabel Pocock

Pocock is a life-long Connecticut resident, having lived in both Guilford and North Haven. She graduated from Southern Connecticut State University with a degree in business

administration, with a focus on marketing. Previously, she worked as a legal assistant. Pocock and her boyfriend purchased their first house with Pearce, and her mom was an agent at Pearce years ago.

“Isabel has so much potential as a real estate agent. She is just starting in the business and that allows her to learn the right way from the start. We look forward to her having a successful career with Pearce in the years to come,” said Barbara Pearce, chair/CEO of Pearce Real Estate.

Wettenstein of Vidal/Wettenstein honored with '21 Power Broker

WESTPORT, CT Bruce Wettenstein of Vidal/Wettenstein LLC has received the 2021 Power Broker Award. This honor is awarded to those based on their overall volume of transactions as compared to other brokers in the market. Wettenstein’s career spans over 45 years, including 25 years as partner at Vidal/Wettenstein.

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Uncasville, CT

1-acre buildable lot zoned C-2 at busy Route 2A intersection. Shared entrance with the Hyatt Place Hotel; 16,000 ADT; located opposite Stop and Shop/Home Depot Plaza and a mile away from Mohegan Sun Resort Casino. James x4



Mystic, CT

Two buildings consisting of 60,000 SF commercial, class "A". All metal, free span construction on 5.32 acres in Mystic, CT. Close proximity to two major highways, this property is currently used for indoor sports, and large scale events. Bill x3



Montville, CT

1.4 Acres, Cleared and Level, City Water, Sewer and Gas. 13,200 ADT. Over 240' of State Route 32 frontage. Ideal site for QSR, Bank, Auto Parts, Gas/Convenience Store, etc. Tim x1

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Waterford, CT

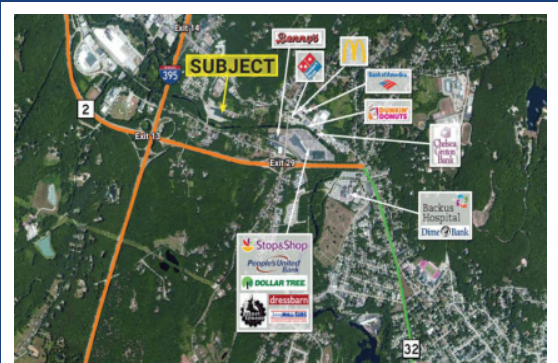
Mago Point

1,676 SF building with three garage bays being offered for sale along the Niantic River. The parcel consists 0.6-acres on a corner lot. James x4



Groton, CT

14,355 SF of Standard Retail Space available for lease OR sale at a traffic lit intersection with dedicated turn lane and 20,000+ ADT. Surrounded by National Retailers and Restaurants. James x4



Norwich, CT

Newly renovated plaza for sale. 100% occupancy. Tenant roster, income, and expenses available upon request. Large private parking in an expansive lot. Bill x3



Uncasville, CT 1,800 SF with Drive-Thru

Next to Walgreens. Pylon sign. 200+ car parking. Fully approved. Part of the 50,000 SF. The Center of Montville. Tim x1



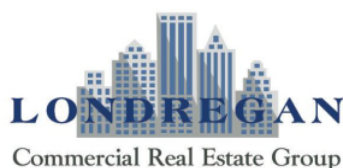
Waterford, CT

1-acre re-development site on the highly traveled Norwich-New London Turnpike commuter route. Opposite a new prototype Cumberland Farms; next to a retail strip center with Liberty Bank and Sunoco Gasoline station. James x4



Uncasville, CT The Center of Montville

Only 3 spaces available, 1,000-8,500 SF. Central to Southeastern CT's 250,000 population. High \$ Walgreens anchor. Tim x1Bank



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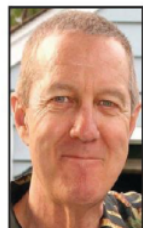


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Conn/Western Mass. SIOR chapter market survey

AVON, CT The Connecticut/Western Massachusetts chapter of SIOR has completed its semi-annual membership survey of commercial real estate market conditions. The survey is based on market activity for the period July 1, 2021 through December 31, 2021 within Connecticut and western Massachusetts.

Consistent with prior survey results the outlook for the industrial market continues to be positive while the outlook for the office market continues to be negative and impacted by COVID related issues. The divergence in market conditions are more clearly reflected in the individual sector results rather than the broader market survey results. Survey results for changes in market conditions

during the year were positive with a majority of responses indicating improvement (67%) or stable market conditions (28%) with a limited number of responses indicating a decline (5%). Predictions for 2022 are positive with the majority of members forecasting improvement (57%) or anticipating no change (38%) and limited expectations of a decline (5%).

Predictions regarding lease rates for 2022 demonstrate the different outlooks for the industrial and office sectors. For the industrial sector members forecast an increase in lease rates (94%) or no change (6%) and no predictions of a decrease. There is a fair amount of negative sentiment for the office sector as a majority of members forecast a

decline in office lease rates (62.5%) and a minority expect rates to remain unchanged (37.5%) with no forecasts for an increase.

Expectations for market vacancy rates for the first half of 2022 for the industrial sector forecast continued strong demand. All respondents (100%) expect industrial vacancy rates will decrease. Predictions for office vacancy rates forecast an increase (61%) in vacancy with limited responses predicting vacancy rates will remain unchanged (28%) or forecasting a decrease (11%).

The outlook for industrial sales prices in 2022 is positive with a sizable majority predicting increases (89%) or stable pricing (11%). Survey responses for office predict further price declines (63%) or that prices will remain stable (37%). Survey results for cap rates do not distinguish between product types and reflect the overall market. A majority anticipate a decrease in cap rates (54%) while the remainder are evenly divided between an increase (23%) and no change in cap rates increases (23%). Decreasing cap rates result in an increase in sales prices.

The majority of SIOR chapter members anticipate new development (57%) in 2022 with the remainder predicting no change (43%) in development. Expectations regarding growth by users in 2022 indicate no change (45%), expansion (40%) or contraction (15%). Market fundamentals for the industrial sector both locally and nationally are very robust which is expected to continue throughout 2022.

SIOR represents today's most knowledgeable, experienced, and successful commercial real estate brokerage specialists. The SIOR designation stands unchallenged for excellence in the performance of real estate services and is universally recognized as the prerequisite in the selection of a commercial real estate broker, agent, or consultant.

Please visit the chapter's website (www.siorct.com) to find additional information on the Connecticut/Western Massachusetts chapter, members, and upcoming events. Should you have questions or interest in the requirements and benefits of becoming an SIOR and joining the Connecticut/Western Massachusetts chapter, please contact John Reed, SIOR at 860.987.4788.

SIOR Calendar

Conn./Western Mass. chapter meetings and events:

- May 5, 2022: Developer's Breakfast Panel - The Farms Country Club, Wallingford.
- June 6, 2022: SIOR Golf Tournament - Lyman Orchards Gold Club, Middlefield.
- June 23, 2022: Member Meeting & Networking Event - Pine Orchard Yacht Club, Branford.

SIOR conferences:

- March 24 - 25, 2022: Northeast Regional Conference - Boston Seaport, Boston, Mass.
- April 27 - 30, 2022: Transact 360 Spring World Conference - Phoenix, Ariz.
- July 13 - 15, 2022: SIOR International European Conference - Dublin, Ireland.

CT/Western Mass. SIOR Chapter leadership and committees

- President: Michael Guidicelli, SIOR, CCIM
- Vice President: Phil Gagnon, SIOR
- Secretary/Treasurer: Bryan Atherton, SIOR, CCIM

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Gus Ryer, CCIM
Ryer Associates Commercial Real Estate

Conn. CCIM chapter deal of the month: March 2022

NORWICH, CT The Connecticut CCIM Chapter said that Ron Lyman, CCIM of Lyman Real Estate represented the seller of 5 Wisconsin Ave., the former home of Nutron Manufacturing and the original headquarters for Cuisinart. The property closed for \$6.8 million on February 24, 2022.

The 96,132 s/f industrial property sits on 5.5 acres, with 523 feet of frontage on Wisconsin Ave. It is located in the Norwich Business Park, in a federally-recognized Foreign Trade Zone (FTZ). Improvements include seven docks, two drive-ins, 80,000 s/f of paved asphalt, and 97 parking spaces.

Lyman represented seller Jack Feinberg, whose Nutron Manufacturing company was based on the property through 2018. Since then, S&S Worldwide has leased the entire space as a warehouse. The buyer is 5 Wisconsin Owner LP, an investor group including lead Brian Ker, Milan Parekh, Mark Landau, and Brasswater from Montreal. The new owners have taken over the lease to S&S, a 115-year-old company based in Colchester, which sells a wide variety of supplies for arts and crafts, sports, educational, and recreational activities.

CCIM Institute created the language of global real estate investment. Our courses and worldwide community deploy commercial real estate investment methodologies and tools that speed the pathway between opportunity, a go/no-go decision, and success for an asset, taught by instructors who are themselves industry leaders. Today, the organization, through its 50-plus chapters, continues to innovate best practices and elevate the commercial real estate professional through its core designation program to earn the CCIM pin — real estate's most coveted credential — and its topical education courses offered through the Ward Center for Real Estate Studies. In addition, membership in CCIM includes the industry's best technology and operational platform, allowing entrepreneurial and mid-sized businesses to compete with the largest multinational providers. Today, almost 70 percent of designees hold the title of owner, partner, principal, or president, representing an exclusive worldwide referral network of 13,000 members in 30 countries.



5 Wisconsin Avenue - Norwich, CT



Upcoming chapter events. members & non-members welcome

March 30: Deals & Drinks: Share listings and client needs and build your network and connect in a fun, informal setting at 4 pm at Republic at The Linden, Hartford.

April 5: Self-Storage Breakfast Event - 8 - 10 am - A moderated panel of self-storage experts covering the breadth of the self-storage industry. Learn how to value, buy, sell, build & operate to be held at The Country Club of Waterbury, Waterbury.

April 18 - 21: CI 102 - Market Analysis for Foundations for Success in Commercial Real Estate - One of CCIM's most innovative core courses, CI 102 shows you how to deploy "big data" and the most advanced digital tools to assess critical issues like market demand, location facility, and supply-chain strategy. Goodwin University, East Hartford.

April 28: CRE Case Study & Social - Join CRE professionals & enjoy complimentary refreshments while exploring a case study of the Quarry Walk live, work, play, dine, shop & healthcare community experience. 4 - 7 pm at Quarry Rock, Oxford.

May 16: CRE Symposium - Hear keynote speaker KC Conway, CCIM, MAI, CRE, as we discuss Connecticut: *The State of the State*. 8 am at the TPC River Highlands, Cromwell.

New Haven & Fairfield Counties



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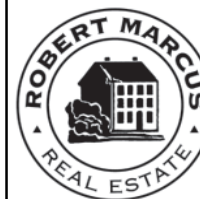
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Immediately available for sale by Receiver,
JOHN A. DORSEY, ESQ.



The Real Estate consists of the property located at 316-318 Valley Street, Providence, RI 02908 (Plat 65, Lot 610) (the "Real Estate").

The Real Estate consists of approximately .08 acres of land and is in the "Mix-Use Industrial District" within the City of Providence Zoning Map.

Situated upon the Real Estate is a residential structure. The residential structure was built in 1910 and has a total of approximately 3,265 sq. ft. of above-ground livable space. The Real Estate also has onsite parking.

The Receiver has received an offer of \$180,000.00, subject to higher or better offers and Court approval.

Comprehensive bid package materials are available at www.frlawri.com

A sale hearing is scheduled for March 29, 2022, at 11:00 a.m. before the Rhode Island Superior Court, Business Calendar sitting at the Kent County Superior Court. Any party may attend the sale hearing and present a higher or better competing offer. Any competing offers must be accompanied by a five percent (5%) deposit, in certified funds made payable to the Receiver, as well as an abatement plan.

FOR FURTHER INFORMATION
OR TO SUBMIT A COMPETING BID PLEASE CONTACT:
John A. Dorsey, Esq., Receiver



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Mortgagee's Sale of Real Estate and Secured Party Sale of
Personal Property at Public Auction

SOUTH BOSTON
POTENTIAL DEVELOPMENT SITE
3.2+/- Acres of Land

**6 ADJACENT LOTS, S. BOSTON, MA • 135 OLD COLONY AVENUE &
376-384 DORCHESTER AVENUE • 400 DORCHESTER AVENUE &
404 DORCHESTER AVENUE • 408-410 DORCHESTER AVENUE &
MONDAY, MARCH 28, 2022 AT 11AM**

SALE TO BE HELD AT 400 DORCHESTER AVENUE. 6 adjacent parcels of land totaling 139,520+/- sf or 3.2+/- acres. Properties have existing structures. **135 Old Colony Ave:** 25,554+/-sf. Parcel ID: 700277000. **30 D Street:** 13,000+/-sf. Parcel ID: 0700277001. **376-384 Dorchester Ave:** 51,370+/-sf. Parcel ID: 700272000. **400 Dorchester Ave:** 32,596+/-sf. Parcel ID: 700271001. **404 Dorchester Ave:** 13,000+/-sf. Parcel ID: 700271000. **408-410 Dorchester Ave:** 4,000+/-sf. Parcel ID: 700270000. For plot plan & more information visit website. **Terms of Sale: The 6 parcels will be sold together as a single lot and not separately. A deposit of \$500,000.00** by certified or bank check required at the time & place of sale & **increased to 5% of the highest bid price within 5 business days of the sale** & balance of the bid price shall be paid within 30 days. All other terms announced at sale. **Neither Auctioneer nor Mortgagee nor Attorney make any representations as to the accuracy of the information contained herein.** DLA Piper LLP, Boston, MA, Attorney for the Mortgagee/Secured Party. **Attendees expected to follow current local, state and CDC COVID-19 guidelines.**

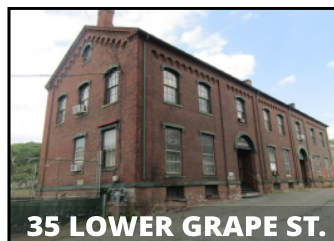
MORTGAGEE'S SALES OF REAL ESTATE

CHICOPEE AND BROCKTON

PUBLIC AUCTIONS

TUESDAY, MARCH 29, 2022

11 AM - CHICOPEE - 5 INDUSTRIAL BUILDINGS



35 LOWER GRAPE ST.

This investment opportunity includes 5 brick factory and metal industrial buildings that sit on 4 contiguous parcels totaling ±2.23 acres. Located on the Chicopee River, the mill complex totals about 100,000 sq. ft. of office, manufacturing, warehouse and distribution space. This offering provides flexibility for a multitude of uses, great income potential and easy access to major routes including 91 and the Mass Turnpike.

3 PM - BROCKTON - GAS STATION



490/500 PLEASANT ST.

This ±.85 acre commercial site is improved with a gas station/convenience store. The single-story block and wood framed building has ±1,742 sq. ft. and is accompanied by a canopied gas island having 4 pumps and 8 filling stations. The high visibility location is directly on Rte. 27 near the Westgate Mall.

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Terms: A deposit of \$10,000 per property in certified or bank cashiers check is required to register to bid. Additional \$10,000 deposits due next business day per each property. Closings in 45 days. Properties sold as is. We make no representations, warranties or guarantees as to the accuracy of information provided and urge all bidders to rely entirely on their own investigation. Other terms, to be announced at the sale. Visit website for details, terms and conditions.



LIC #104

**ZEKOS GROUP
AUCTIONEERS**

508-842-9000

cGMP Manufacturing Facility

60,000 SF, turn-key, stand-alone building in Woburn at I-95/I-93



Facility Description

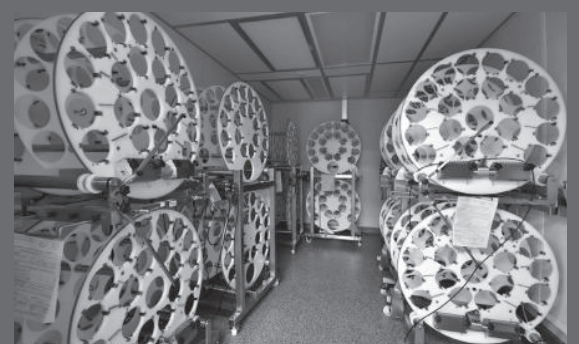
This FDA-certified **cGMP drug manufacturing facility**, formerly occupied by Amgen, is available for lease in early 2022.

- Two-story 60,000-square-foot stand-alone building
- Lab, clean room, office, shipping and receiving with multiple loading docks, and maintenance/inventory areas
- ISO 5, ISO 7, and ISO 8 zones with CNC support areas
- Maintenance catwalk system above manufacturing area
- State-of-the-art building management system for laboratory/manufacturing areas
- Purified water system, pure steam generator, and water for injection system
- CO2 gas distribution system
- Back-up generator

Location

34 Commerce Way is conveniently located at the junction of I-95 (Route 128) and I-93, with access to MBTA bus and commuter rail service. Nearby amenities include restaurants, hotels, and retail shops and Woburn Village lifestyle center—all within walking distance.

34 Commerce Way is in the heart of Woburn's thriving technology region, home to dozens of up-and-coming and well-established life science and technology firms, including:



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