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New England Real Estate Journal



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Dellbrook|JKS completes work at Bancroft Lofts - a 400,000 s/f adaptive re-use renovation and construction

Project of the Month
CDE PAGES 11-13B



Company of the Month
CDE PAGE 8B

Scalora Consulting Group launches with a vision to build a better world

Company of the Month
CT PAGES 6-7C

Champion Elevator stepped up to the plate like a true champion during the COVID-19 Pandemic

Meridian Capital arranges \$18.8m in financing for multifamily property
NE COVER A

Chozick Realty brokers 186 unit Avon Mill Apartments for \$29m
CT COVER C

CTA completes first building at \$24m Burlington DPW facility
CDE COVER B

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Volume 60 • Issue 37

This Week's Sections

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Construction, Design & Engineering
Connecticut
Billboard/Auctions

HYBRID EVENT: IN PERSON & VIRTUAL

Metro West Seeing Growth with Polar Park Stadium
SEPTEMBER 21



Columnist
Jeffrey Diehl

Coming September 24!



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HYBRID EVENT: IN PERSON & VIRTUAL



Cannabis Facilities & Construction

September 29, 2021

Topic: Types of facilities needed for Cannabis operations, Construction and build out of Labs, retail, grow and others.

THE LANTANA
43 Scanlon Drive, Randolph, MA

9:00am-10:00am Networking and coffee

10:00am-11:00am Facilities that cannabis operators look for and location needed

11:00am-12:00pm Construction of Cannabis facilities, types of security, ventilation, lighting, water filtration, and other materials needed when building a new operation

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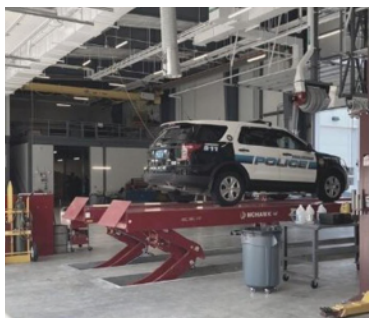
Quick Read

Fox Run Properties acquires Okemo Valley Golf Club for \$2.71 million



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CTA completes first building at \$24m Burlington DPW facility



SEE COVER CDE/SEC B

Chozick Realty brokers 186 unit Avon Mill Apartments for \$29m



SEE COVER CT/SEC C

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NEGOTIATED BY FEDER AND BOGOPULSKY OF THE COMPANY'S NYC HEADQUARTERS

Meridian Capital arranges \$18.8m in financing for multifamily prop.

BOSTON, MA Meridian Capital Group arranged \$18.8 million in financing to refinance a multifamily property



Zev Feder



Jason Bogopulsky

located on Hemenway St.

The 10-year loan, provided by a balance sheet lender, features a fixed rate of 3% and three years of interest-only payments followed by a 30-year amortization schedule. This transaction was negotiated by Meridian senior vice president, Zev Feder, and vice president, Jason Bogopulsky, who are based in the company's New York City headquarters.

Located on Hemenway St., the property's 30 units span 50,736 s/f and feature high ceilings, sizeable layouts, and ample living space. The building is situated in the city's thriving East Fenway neighborhood, home to the Boston Red Sox and in proximity to Northeastern University and Boston University.

BOMA International Conference & Expo to take place October 6-9

BOSTON, MA The 2021 BOMA International Conference & Expo, taking place October 6-9 at the Boston Convention and Exhibition Center. This is where commercial real estate news happens.

Attend Thursday's General Session to hear world-renowned historian, public speaker and Pulitzer Prize-winning author Doris Kearns Goodwin's opening keynote. Reflecting on more than 150 years of U.S. history, Goodwin will provide historical context for our turbulent times and the impact of COVID-19. Discover insights for both established and aspiring leaders on how to navigate setbacks and triumphs, and enjoy Goodwin's hopeful musings on democracy all from your seat in Boston—the birthplace of the American Revolution.

For full story visit nerej.com

"This property serves as a strong asset to the Fenway community for local professionals and students who rely on the complex as a centralized home base on their commute to and from class and work each day. This transaction exemplifies how stable the student housing market remains despite some of the challenges in leasing due to the onset of COVID-19 in 2020. We had the great privilege of working with a strong, local operator as well as a local lender who both understand the importance of the property to the student community in the Boston area. Based on the sponsorship and the fundamentals of the asset, Meridian was able to proceed with the loan despite the unprecedented challenges of the market," said Feder.



PROJECT CONSISTS OF A 90,000 S/F MILL BUILDING

ZJBV Properties sells 80-unit mill to Property Possible for \$4.075m

NASHUA, NH Brian Thibeault of ZJBV Properties LLC sells 110 East Hollis St. to Property Possible LLC for \$4.075 million. The project consists of a 90,000 s/f mill building that Thibeault received approval to convert into 80 residential units.

The Henry Hanger Mill has had a long and historic presence in the city. The last occupants of the Mill on East Hollis was the Henry Hanger Company that produced coat hangers at the site since the early 1970's. The mill is included in the newly zoned Transit Oriented Development Overlay District in downtown.



110 East Hollis Street - Nashua NH

Robert Soule, a leader in real estate law, passed away at 63

DEDHAM, MA Robert Soule, 63, of Westwood, passed away on August 31st, surrounded by his family.

He was an alumnus of Dexter School, Milton Academy (1975), Harvard College (1979), and Suffolk Law School (1983). He began his legal career at First American Title Insurance Co., followed by Old Republic National Title Insurance Co. He joined Commonwealth Land



Robert Soule

Title in 1993, where he served as vice president, manager, and senior underwriting counsel. A leader in real estate law, he was a longtime member of the invitation-only Abstract Club and a past president of the New England

Land Title Association. Soule served on the Massachusetts Real Estate Bar Association's executive, title standards, and title insurance and national affairs committees.

He was a frequent lecturer and contributor to continuing legal education programs for a variety of organizations, including the MBA, REBA, MCLE, BBA, MCA, and NELTA.



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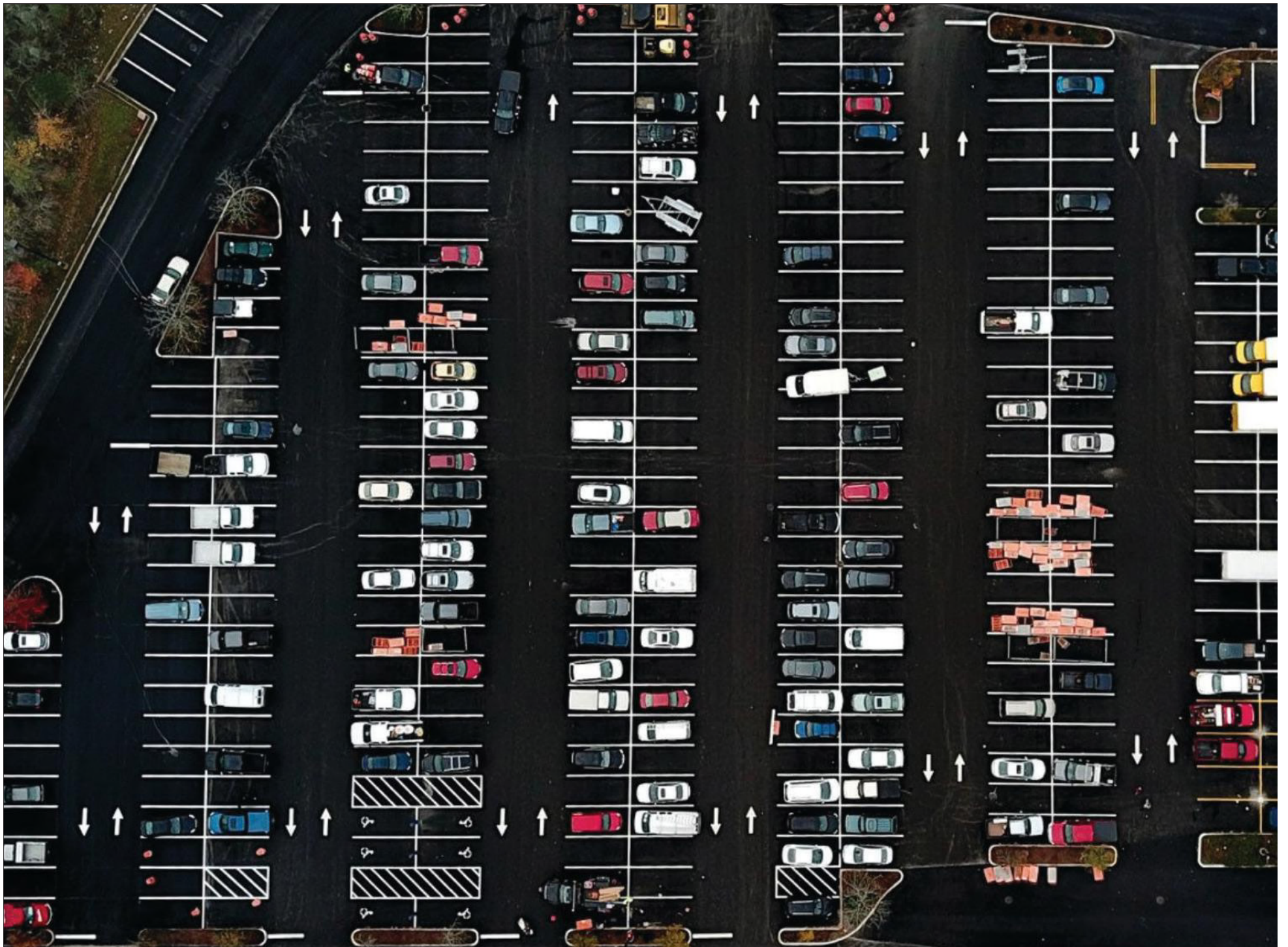
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 Energy Financing



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Commercial property owners in Rhode Island and across the nation are working hard to reduce their environmental impact while also reducing energy costs through investments in building efficiency, solar energy, and other renewable energy sources. For larger, well-financed commercial property players, efficiency and renewable projects are relatively easy to finance. But for smaller businesses who own their own real estate, major efficiency upgrades and investments in renewable energy can be a challenge.

Recognizing this market gap while also working to reduce overall emissions in the Ocean State, the Infrastructure Bank has been aggressively marketing our Commercial Property Assessed Clean Energy (C-PACE) program to R.I.'s small business community.

The benefits of C-PACE for small businesses looking to upgrade their energy efficiency are significant, providing up to 100% project financing at a fixed rate for up to 25 years. This means that no upfront, out-of-pocket costs, and no personal guarantees are needed to make energy efficiency and renewable energy projects a reality. Repayment occurs via an assessment on the property and typically the energy cost savings from these upgrades outweigh the assessment payment.

Two recent C-PACE financed projects show just how well the program can work for small businesses.

McQuade's ACE Hardware in West-erly is one of the town's best-known hardware stores. General manager Mark McQuade was interested in the possibility of roof mounted solar but after a recent full remodel of the store was unsure how to finance the solar project. Working with the Infrastructure Bank and Greenworks Lending, \$448,000 in C-PACE financing allowed the store to construct a 200.2 kW roof mounted solar installation that will reduce 2,683 tons of CO2 emissions and save \$1.1 million in electricity costs over the expected 20-year useful life of the project. With

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Section Schedules

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FOLLOWING UPGRADES BY MCALPINE CONTRACTING, THE COURSE WILL REOPEN WITH NEW FACILITIES

Fox Run Properties acquires Okemo Valley Golf Club for \$2.71 million - Rebrands it as Fox Run Golf Club

LUDLOW, VT Fox Run Properties LLC has acquired the 279-acre Okemo Valley Golf Club. Fox Run is a special purpose company established for the acquisition and operation of the former Okemo Valley club. The privately financed transaction is a harbinger of a recovery in the U.S. hospitality, travel, and golf industries, which have all been severely impacted by the COVID-19 pandemic. The new owner has renamed the property the Fox Run Golf Club.

The club, with views of Okemo Mountain, includes a nationally ranked par-70 course, clubhouse, indoor golf training center, and restaurant, as well as 120 open acres with future development potential. The Okemo Valley draws thousands of visitors annually, who come to enjoy year-round recreation enhanced by fine dining, picturesque villages, and breathtaking scenery.

The seller, Vail Resorts, purchased the club along with the adjacent Okemo Mountain ski resort in 2018.

The new ownership has embarked on extensive renovations of both the greens and the club facilities, which had begun before the acquisition transaction was completed. McAlpine Contracting served as general contractor and design-builder for all

renovations.

The club's new general manager Janine Corning said, "The renovation allows the property to offer vastly improved facilities to golfers, their families, and guests."

"Fox Run Properties is excited to introduce a series of upgrades and developments to provide an enhanced golfing experience and to create custom living and hospitality options," said Fox Run president and CEO Troy Caruso. "In Phase I, we have upgraded the golf course and its amenities. Two future development phases will include adding hospitality and luxury senior housing components, as well as other expansions of the golf club's services and facilities."

Designed by Steve Durkee, Fox Run is New England's only heathland-style golf course. It is also the only course to offer views of the Okemo Ski Resort at Ludlow Mountain. The property has been ranked by both *Golf Digest* and *Golfweek* as one of the best public courses in Vermont and has hosted numerous Vermont PGA and New England PGA Senior Championship Tournaments. The 6,400-yard golf course features undulating, sculpted bent-grass greens, tees, and fairways framed by trees and decorative grasses, all set against the background of



Photo credit: Vincent T. Vuoto

the Green Mountains. Nearly 20,000 rounds of golf are played on the course each year.

As part of the upgrades, Fox Run has added six new forward tees, and restored sand to 95 bunkers. New Salsco rolling equipment has been purchased to ensure faster greens and approaches.

To serve both families of players and the local community, Fox Run has constructed a new, 500-yard scenic dog walk with overviews of the course and a sitting area. The wooded dog walk, designed in a manner that doesn't interfere with the golf course,

is open to the public and has already proven to be very popular with guests and local community alike.

The club currently has 170 private members and is also open to the public. A four-hole novice-level course, with holes ranging from 60 to 100 yards, provides families and beginners with an enjoyable exposure to the game of golf.

New York-based general contractor McAlpine Contracting completed the renovation of the course facilities under a design-build contract. According to McAlpine vice president John Nolan, "The first phase of renovation

work had a budget of \$1 million and was completed on an accelerated schedule."

The renovations have been extensive. "Upgrades included new flooring; lighting fixtures; finishes; audio visual systems; and heating, air conditioning, and ventilation systems. A new stone feature wall accentuates the pro shop. The former conference room has been rebuilt as a new cigar room and there is a new, upscale catered event space designed for weddings, rehearsal dinners, corporate events, anniversaries, birthdays, and other special events for up to 50 people, in addition to larger events of up to 200 people to be hosted in the renovated main restaurant," said Nolan.

The 9,200 s/f, two-story clubhouse houses a full-service pro shop and restaurant, a club room, locker rooms, and office space. The building is connected by a second-story air walkway to an adjacent 12,000 s/f indoor training facility.

The newly renovated 3,300 s/f pro shop with accompanying indoor driving nets, a putting green, and a simulator add to the already impressive golf facility. PGA golf professional Mark Senecal offers golf instruction on every level.

For full story visit nerej.com



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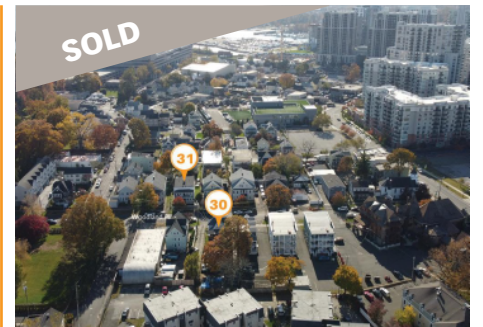
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SOLD

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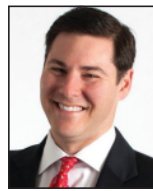
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Leisure markets save the day for the hotel industry

The leisure transient and leisure group segments saved our hospitality industry from disaster this summer. After a historically tough twelve months, families hit the road and gave hoteliers the boost that they needed! We have October and fall foliage to rely on but then it's anyone's guess when corporate demand will kick back in and allow our hotel industry to get back to pre-pandemic levels. The "Drive To" markets were incredibly strong. The coast of Maine, the White Mountains, Cape Cod, Newport, Burlington, Portsmouth and Portland all reported performances that were better than 2019. Hartford, Boston and inside Route 128 remained in the doldrums.

The COVID year of 2020 is a lost year that is erased from almost every hotel valuation. The common theme for valuing hotels throughout 2021 was to price off of 2019 and debate when performances would return to 19' levels. Would there be a return for corporate transient and corporate group business in 21'? Or would groups return in 22'? When do you expect the next Boston Citywide Sellout for an "in person" convention?

There are four legs to the "Table of Demand." In Boston, we prided ourselves on having all four solid legs. Corporate Transient was supported by a strong financial and health care sector base. Corporate Group was a fixture with Boston being a nationally preferred convention venue at least ten months of the year. Leisure Transient was driven by the colleges and universities in the spring,

But the Leisure Transient segment with families of all sizes traveling throughout New England supported the entire industry and kept it from financial disaster. In the years to come, we will look back on 2021 as the year that room rates were reset in all of the "Drive To" markets. \$600 per night in Portsmouth...absurd! \$450 per night in Falmouth...ridiculous! \$1,000 per night on Martha's Vineyard...Impossible... Impossible No More! The general public was treated to packed houses everywhere this summer, from Bar Harbor, ME to Newport, RI. The rationale was given as, "at least we didn't pay to fly!"

summer and fall. Places like "The Freedom Trail" drew people from all over the country and the world as a preferred venue. Leisure Group with social events like the Boston Marathon, Tall Ships, Fourth of July celebrations have always caused compression which benefitted hotels in Waltham, Braintree, Burlington and Wakefield.

COVID-19 kicked three of the legs out from under our Demand Table! National and International business travel hasn't resumed so Boston's corporate transient and corporate group business has been almost non-existent. The shifting of dates, mask mandates and uncertainty over restrictions has cast a pall over gatherings such as Head of the Charles Regatta or the Boston Marathon. It was great to see the Patriots kickoff their season with a sold out stadium again!

But the Leisure Transient segment with families of all sizes traveling

throughout New England supported the entire industry and kept it from financial disaster. In the years to come, we will look back on 2021 as the year that room rates were reset in all of the "Drive To" markets. \$600 per night in Portsmouth... absurd! \$450 per night in Falmouth.. ridiculous! \$1,000 per night on Martha's Vineyard...Impossible... Impossible No More! The general public was treated to packed houses everywhere this summer, from Bar Harbor, ME to Newport, RI. The rationale was given as, "at least we didn't pay to fly!"

Although smaller in scale, Leisure Group business, mainly weddings, shattered all records in 2021. In 2021, getting married on a Thursday or Friday became common place. Monday checkouts instead of Sunday's, have become the norm and hoteliers in these leisure markets feel like they've gained a day in the week.

In addition to high room rates, the traveling public is now being taught that expectations when you reserve a room need to be moderated. Daily guestroom cleaning is a thing of the past. Want more towels, come down to the front desk and get them. Breakfast is now "Grab and Go". A hot breakfast means you stuck it in a microwave. Pay more, expect less.

The hotel industry follows the airlines. Trends for paying for certain "upgrades" will become more prevalent in 2022. Beyond better "Wi-Fi", if you want fresh daily linen and towels; pay extra. Rooms on a higher floor, pay extra. Use of the pool...pay extra. It's coming.

The sad part of the 2021 experi-

ence was that restaurateurs missed out on this phenomenon. A serious labor shortage caused many restaurants to remain closed two or three days of the week, Monday, Tuesday & Wednesday. It was very hard to find a place to eat lunch in North Conway on a Tuesday! Illegals could stream across the southern border every day, but the H2B and J1 Visa programs were canceled and foreign workers could not enter America to work. Many places just couldn't open. They effectively missed out on selling to 30% of the pent-up demand.

Unfortunately for the corporate transient segment, business travel has been fundamentally affected by COVID-19-19. Zoom and Microsoft Teams has educated businesses.

They now realize that work can be done remotely and business travel as we knew it will be cut back significantly. It will be years before "jumping on a plane for a meeting" will be commonplace again. An appreciation for lasting relationships and face-to-face meetings will have to be regained. It's going to take some time before putting on a jacket or dress will replace a comfy pair of sweats!

Many thanks to those that spent four hours in their car going from Boston to Hyannis! Your patience and your fervor for getting out of the house was greatly appreciated! Now, if someone can figure out how to get those people back on the road in November!

About this month's authors



James O'Connell

James O'Connell is principal, ISHC at HREC Investment Advisors in Boston. Over the past 25 years, O'Connell has earned a reputation for succeeding on the toughest assignments by assembling all of the

moving pieces within a transaction that has stretched to both coasts.

He gained his national contact base while advising workout professionals and managing the ORE hotel portfolio of the Bank of New England/RECOLL Management Corp. O'Connell has represented public companies, private equity funds and high net worth individuals across the country and is known for having completed more hotel transactions in the region than any other broker.

O'Connell is a graduate of Massachusetts Maritime Academy.

The leisure transient and leisure group segments saved our hospitality industry from disaster this summer. After a historically tough twelve months, families hit the road and gave hoteliers the boost that they needed! We have October and fall foliage to rely on but then it's anyone's guess when corporate demand will kick back in and allow our hotel industry to get back to pre-pandemic levels. The "Drive To" markets were incredibly strong. The coast of Maine, the White Mountains, Cape Cod, Newport, Burlington, Portsmouth and Portland all reported performances that were better than 2019. Hartford, Boston and inside Route 128 remained in the doldrums.

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INCLUDING THE SALE OF 676 PLEASANT ST., ATTLEBORO, MA

Atlantic Commercial handles \$1.725m sale and 2,525 s/f lease

ATTLEBORO, MA Atlantic Commercial Real Estate, LLC brokered the \$1.725 million sale of 676 Pleasant St., a 14,390 s/f industrial building used for automotive repair. The facility features high bay warehouse space, drive-in doors, office spaces, showroom space, heavy power and 2.36 acres of land.

The Atlantic Commercial brokerage team of James Kearins and Mark Kearins represented the seller, Pleasant Auto Center, LLC and procured the buyer, Papantoniadis Properties, LLC.

"With strong demand and increasingly scarce supply for industrial and auto repair spaces in the Boston industrial market, 676 Pleasant St. saw significant interest from users, developers and investors alike" said Kearins, principal of Atlantic Commercial.

Atlantic Commercial also brokered the lease of Unit #6 at the Boston Business Bays, 123-125 Washington St., Foxborough, Mass. Featuring 2,525 s/f industrial bays, a prime Rte. 1 location, high stud height, impeccably finished office spaces and mezzanine storage, the Boston Business Bays attracts a diverse array of tenants from manufacturers to contractors and professional office users.

James Kearins and Mark Kearins represented the owner, Boston Business Bays, LLC, and procured the tenant, JB Pride, Inc.

JB Pride, Inc. is a contractor offering electrical service, HVAC service and generator service.



676 Pleasant Street - Attleboro, MA

Wason Associates negotiates the sale of The Sunapee Lake Lodge to Lark Hotels

NEWBURY, NH Wason Associates Hospitality Real Estate Brokerage Group has completed the sale of the Sunapee Lake Lodge to Lark Hotels, an Amesbury, Mass.-based developer, and operator. The sale price was not disclosed.

Larks Hotels purchased the property and will brand it as part of their "Bluebird by Lark" portfolio. Joe Cardillo was the broker for Wason Associates that represented the seller and presented the property.

The Sunapee Lake Lodge is situated in the Lake Sunapee region, a hidden gem that provides that perfect escape for New England residents. Centrally located at Mt. Sunapee on Rte. 103, the Sunapee Lodge is located at the entrance of Vail Resorts' Mount Sunapee ski resort and just a few minutes from the State Park



Beach on Lake Sunapee.

"The market potential of this property is huge, and I am pleased that we could structure its successful transfer," said Earle Wason, the president of Wason Associates. "The Sunapee Lake Lodge is ideally situated for visitors looking for the charm of a New England retreat, as well as the nature-lover looking to explore New Hampshire's landscape. At Wason Associates, we are proud of transactions such as these that clearly benefit both parties."



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602-604 CAMBRIDGE ST. AND 9-11 HOLTON ST. IN ALLSTON, MA Benton of Horvath & Tremblay brokers \$3.91m sale of two props.

ALLSTON, MA Ryan Benton of Horvath & Tremblay has completed the sale of two apartment buildings for \$3.91 million. 602-604 Cambridge St. sold for \$2.25 million and \$562,500 per unit and 9-11 Holton St. closed for \$1.66 million and \$553,000 per door. Benton represented both sellers and buyers in the separate transactions.



Ryan Benton



602-604 Cambridge Street - Allston, MA

602-604 Cambridge St., which closed at a 6.13% cap rate, is a three-story apartment building containing four units consisting of two, five-bedroom/two-bathroom units, one, two-bedroom/one-bathroom unit, and one, one-bedroom/one-bathroom unit in 4,693 s/f of living area (5,997 s/f of gross area), on a 0.14-acre parcel.

9-11 Holton St. is also a three-story building containing three units consisting of one, two-bedroom/one-bathroom unit, and two, three-bedroom/one-bathroom units in 3,873 s/f of living area with 6,314 s/f of total gross area on a 0.16-acre parcel with off-street parking for ten vehicles including a two-car garage. Both properties are situated in excellent urban-infill locations in the heart of the densely populated Allston-Brighton neighborhood of Boston. Tenants of the Cambridge and Holton St. assets enjoy close proximity to area amenities and attractions and are 1.5 miles from

Harvard University, MIT, Boston University, and half a mile from Boston Landing, a 15-acre mixed use development adjacent to the New Balance world headquarters building.

Arrowpoint Properties sells 12-unit property for \$2.01m - located at 120 Howard St. in Lawrence, MA

LAWRENCE, MA Arrowpoint Properties has sold 120 Howard St. The property was purchased in 2017 for \$950,000 and was sold off-market to a local owner for \$2.01 million (\$167,500 per unit). Arrowpoint purchased the property completely vacant and immediately made renovations to all 12 units over the course of six months. The building is comprised of 11 two-beds/one-bath and one one-bed/one-bath unit. There is off-street



parking for each unit and common laundry in the building. The property is also conveniently located off Rte. 495 and less than 1 mile to Lawrence General Hospital.

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AT TWO CORPORATION WAY IN CENTENNIAL PARK, PEABODY, MA

Combined Properties, Inc. signs Miele Inc. to new 6,163 s/f lease



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Contact:

Jim: jfarrell@prfirst.com 617-429-7990

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PEABODY, MA According to Combined Properties, Inc., Miele, Inc. has signed a 6,163 s/f lease at Two Corporation Way, a first-class office building in Centennial Park.

Miele, Inc. is an award-winning German manufacturer known for producing high-end domestic appliances. The family-owned and operated business was founded in 1899, and consistently ranks as one of the top-recognizable companies in Europe. They are a premiere brand in the luxury single-family residential market in the U.S. They employ a worldwide workforce of 21,000 and in 2020 generated more than \$5.3 billion in revenues.

Miele will be establishing their Emerging Technologies Lab (ETL) at Two Corporation Way. The space will provide them with an environment for

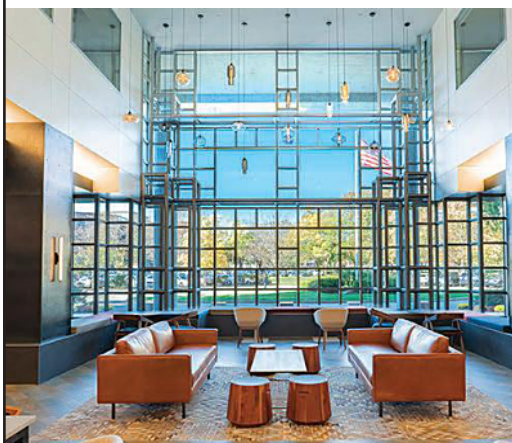


Two Corporation Way - Peabody, MA

applied research & proof of concepts studies, while promoting creativity, innovation, and collaboration. They intend to partner on multi-disciplinary projects spanning fields such as artificial intelligence, food & health technology, robotics, sensors, HMI, and cyber security to name just a few.

“The city of Peabody’s investments

in revitalizing Centennial Park have provided the area with outstanding opportunity, and companies are taking notice. By highlighting the park’s most attractive features, like its outstanding location, direct highway access, and the industry-leading companies that are already rooted there, Centennial Park has immense benefits that growing businesses find attractive.” said Greg Regazzini, senior vice president and director of leasing at Combined Properties. “This sharpened focus on Centennial Park coupled with the specific features available at Two Corporation Way is bringing impressive companies such as Miele to the park and this building specifically.”



Helping small businesses finance energy efficiency projects with C-PACE

CONTINUED FROM PAGE 4A

no money out of pocket and C-PACE covering all costs, the project was cash flow positive from day one.

Green Line Apothecary in Providence is a pharmacy and soda fountain inspired by vintage apothecaries. With green in its name, President and COO Ken Procaccianti wanted his building to be energy efficient. Using Green Line’s own capital, the company installed building upgrades in 2019 including LED lighting and high efficiency HVAC equipment, which saved the business over \$7,500 per year in energy costs. Facing the challenging business environment created by the COVID-19 pandemic, Green Line approached the Infrastructure Bank about opportunities to increase liquidity. Using C-PACE, Green Line was able to borrow \$328,000 against the value of previous efficiency improvements. Through this creative use of the program, Green Line was able to obtain a long-term, fixed-rate C-PACE loan that freed up valuable capital by using existing assets.

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Jeffrey Diehl is CEO of Rhode Island Infrastructure Bank, Providence, RI.

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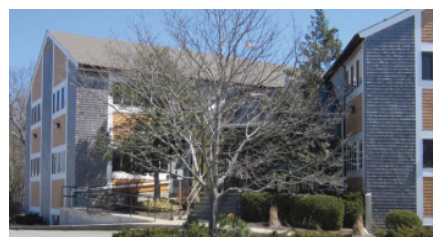
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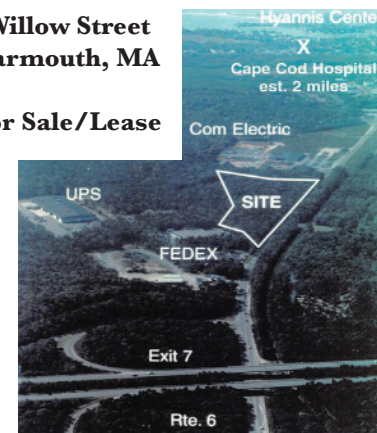


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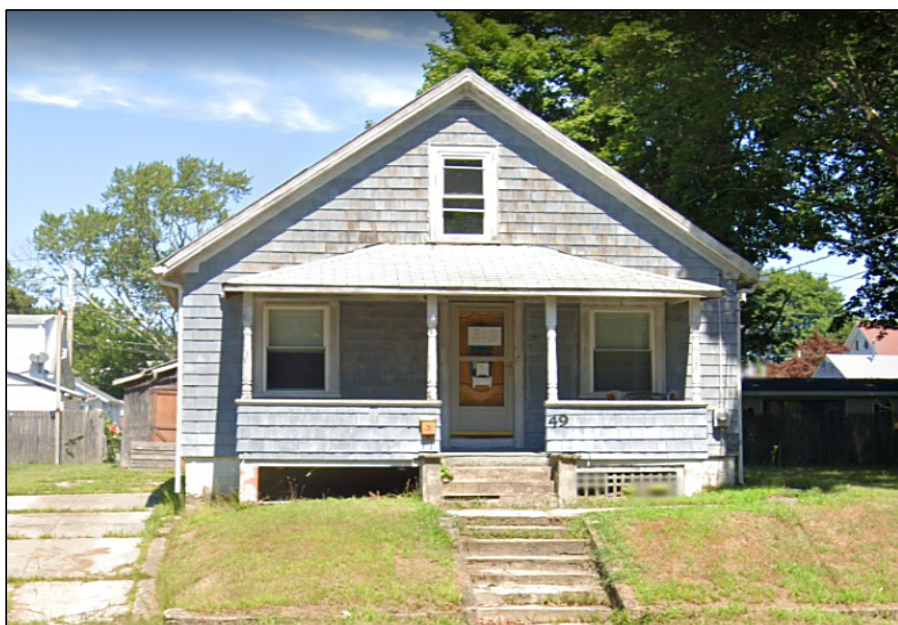
To All Interested Parties: On September 23, 2021, at 4:30 p.m. the Receiver will seek bids to abate and acquire the Real Estate located at 49 Crescent View Avenue, East Providence, Rhode Island (the "Real Estate").

Any party may attend the hearing and present higher or better offers for the Real Estate. Five Thousand and 00/100 dollars (\$5,000.00) in certified funds made payable to the Receiver is required to bid.

The Real Estate consists of approximately 0.26 acres of land and includes a 850+ sq. ft., single-family residential structure with six (6) total rooms, including three (3) bedrooms, and one (1) full bathroom.

The Receiver has accepted an offer to purchase in the amount of \$120,000.00, subject to Court approval and higher or better bids.

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Quick Read

Callahan begins structural steel installation at 300 3rd Ave.



SEE PAGE 2B

HMFH designs Josiah Quincy Upper School for the City of Boston



SEE PAGE 3B

Company of the Month

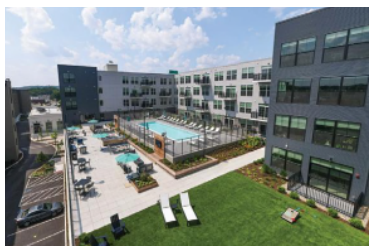
Scalora Consulting Group launches with a vision to build a better world



SEE PAGE 8B

Project of the Month

Dellbrook|JKS completes work at Bancroft Lofts



SEE PAGES 11-13B

28 Pages

NECA.....6-7B
Project of the Month..... 11-13B
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34,000 S/F FACILITY WITH 9,000 S/F OF VEHICLE STORAGE AND 10,000 S/F OF WORKSHOPS

CTA completes first building at \$24m Burlington DPW facility

BURLINGTON, MA Construction of the first building that is part of the two-phase \$24 million Burlington DPW and Parks & Recreation Facility project was completed by CTA Construction Managers. The new 34,000 s/f facility has over 9,000 s/f of vehicle storage and 10,000 s/f of workshops including the town's vehicle repair shop bays. Both Park and Recreation and Central maintenance will be housed in the new facilities filled with increased storage, vehicle wash bay, administrative office space, lunch/training rooms, and locker rooms.

"The facility includes a truck bay wash as well as inside vehicle storage for the town's vehicles, neither of which the town had previously. Inside storage, energy efficient infrared radiant tube heaters, as well as improved stormwater and runoff management reduce waste, environmental impact, and operating costs overall for the town," said Kevin Herlihy, project manager at CTA.

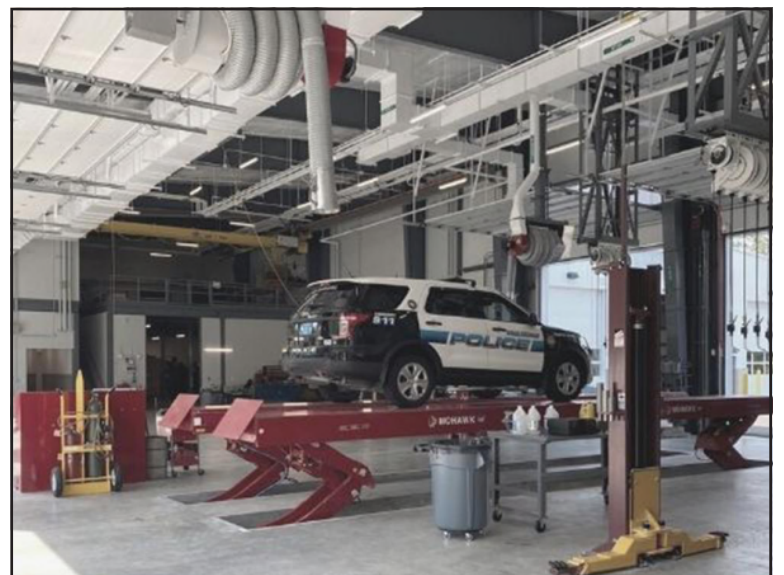
"The repair shop bays include numerous vehicle lifts, including a 77,000 lbs. capacity lift for any vehicle in town, including the fire engines," said Steve Taylor, executive at CTA.

The project also unearthed some interesting finds according to Herlihy. "The site used to house the Clark and Reid moving company, a garage, and repair shop. During construction crews removed 1,600 cubic yards

of ledge and discovered two buried vehicles, including an Oldsmobile Rocket 88, one of the first muscle cars built in the 1950s," said Herlihy.

"The whole project team worked together to coordinate the phased occupancy of the first building on an expedited schedule, allowing phase 2 to move ahead in full force," said Tim Dorman, owner's project manager at NV5. "It's an exciting milestone to see the Parks & Recreation and Central Maintenance operations underway at site 1 while we break ground at site 2."

"The DPW is pleased that site 1 is complete with the Recreation Department and DPW/Central Maintenance staff settling in," said Tom Hayes, town engineer. "We are excited site 2 is underway and look forward to a new and substantially improved facility for the department."



Burlington's new 77,000 lb capacity lift in action

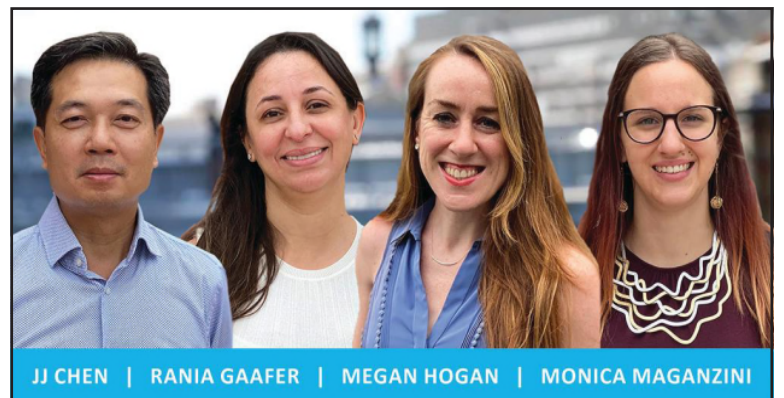
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Margulies Perruzzi hires four new members to the design team

BOSTON, MA Margulies Perruzzi (MP), one of New England's most innovative architectural and interior design firms, has hired four new employees to its design staff to support the firm's growth in its workplace, health, science, and real estate practice areas. MP welcomes J.J. Chen, Rania Gaafer, Assoc. AIA, Megan Hogan, NCIDQ, LEED GA, and Monica Maganzini, Assoc. AIA.

Chen joins as an architectural designer. Chen is a versatile architect with experience designing commercial, healthcare, and mixed-use projects. As a job captain, he will be responsible for developing plans and architectural details, construction documents, Revit and 3D models, and renderings.

Gaafer joins the firm as an architectural designer. Gaafer has experience with various phases of architectural and interior projects, specializing in commercial and healthcare. In her role as architectural designer, she will participate in all aspects of the interior design process including pro-



JJ CHEN | RANIA GAAFER | MEGAN HOGAN | MONICA MAGANZINI

gramming, interior space planning, schematics, research, selection, and specification of materials. In addition, she will complete value engineering drawings and coordinate engineering work with the MP design team.

Hogan joins the firm as senior interior designer. With 10 years of experience, Hogan specializes in corporate interiors and workplace strategy, and is passionate about developing creative strategies to deliver a fully integrated design for her clients. In her new role, she will pro-

vide design, technical detailing, and space planning services from concept development through construction documentation for MP's clients.

Maganzini joins the firm as an architectural designer. Maganzini is a detail-oriented architectural designer with a demonstrated ability to manage complex projects, delegate resources, and maintain budgets and schedules. She will assist project managers with all project phases from schematic design through construction administration.



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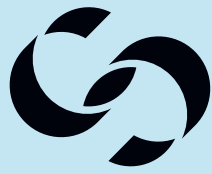
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Callahan begins structural steel installation at 300 3rd Ave.

WALTHAM, MA According to Callahan Construction Managers, site work has been completed and structural steel installation is underway at 300 3rd Ave., which will be a 140,000 s/f life sciences building with four stories of flexible and customizable office and laboratory space. Callahan is the construction manager for the project, which is being developed by Lincoln Property Company and was designed by architect DiMella Shaffer.

300 3rd Avenue will feature an expansive glass curtain wall that will wrap the façade, which faces the Rte. 128 corridor. Each floor will span 35,000 ft. and will have bright light and expansive views from each of the workspaces. The building's poured concrete foundation and steel frame concrete deck will be juxtaposed by a glass entrance accented by a natural wood ceiling, along with custom lighting. Finally, the building will include five levels of parking, two above grade and three below, as well as a mechanical penthouse and roof deck.

"This innovative and complex project is a significant addition to our company's growing life sciences portfolio, as Boston's life science market continues to lead the industry," said Patrick Callahan, president of Callahan Construction Managers. "We look forward to delivering 300 3rd Ave. and our continued collaboration with our project partners."

The city has emerged as one of Greater Boston's most dynamic life sciences clusters. 300 3rd Ave. is lo-



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cated only 10 miles from Cambridge and Boston and is conveniently located off exit 27A on Rte. 128/I-95. Corporate neighbors include

ThermoFisher, Sanofi, AstraZeneca, Shire, Deciphera, GSK, Alkermes, Immugen, PerkinElmer, Visterra and Exosome Dx.

RODE Architects appoints Quinn to associate

BOSTON, MA RODE Architects has promoted Jonathan Quinn to associate. A 16-year industry veteran,



Jonathan Quinn

Quinn has been credited for his capabilities in a wide variety of projects, particularly in the industrial typology, of which he has been instrumental

to the firm's success.

Quinn joined RODE in 2016. He has excelled in many facets of RODE's services from concept through execution.

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TURNER CONSTRUCTION IS THE CONSTRUCTION MANAGER HMFH designs Josiah Quincy Upper School for the City of Boston



BOSTON, MA HMFH Architects is completing design for a new, high-rise public school for the city. The 650-student, grade 6 thru 12 Josiah Quincy Upper School (JQUS) will rise on a one-acre site in the city's dense and diverse Chinatown neighborhood. Construction of the six-story building will start this fall, and the new school will open for the 2024-25 school year.

Healthy spaces that support student success and wellbeing are a key driver for the HMFH design, and this aspiration is expressed throughout the 178,000 s/f urban school. Rooftop outdoor classrooms, learning spaces for music, art and science, advanced air quality systems, a student-grown garden, and a variety of athletic and fitness spaces will encourage a healthy

student experience.

The building is equipped with enhanced air filtering and an innovative fresh air make-up system to ensure clean indoor air quality, a beneficial feature in an area with airborne pollution migrating from the adjacent I-90 and I-93 highways. This zero-carbon building is fueled entirely with electricity, including the school's full-service kitchen. Rooftop photovoltaic arrays provide 14% of the power to operate the building.

The new JQUS occupies a prominent location adjacent to the Josiah Quincy Elementary School and within walking distance of several neighborhoods, including the South End, Bay Village, Chinatown, Downtown, and the Back Bay. Its selection

is the culmination of a decade-long exploration by HMFH of numerous sites around the city.

"Fitting a robust educational program onto this dense, urban site was paramount in our planning, said Pip Lewis, AIA, project director with HMFH Architects. "Equally important was weaving the school appropriately into the urban and neighborhood context, which required thoughtful consideration from streetscape to skyline."

Funding for the project is by the City of Boston and the Massachusetts School Building Authority. Turner Construction is the project's construction manager, and Skanska USA Building is the owner's project manager.



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Wise Construction remains on track for 33,000 s/f project for Oncorus

ANDOVER, MA Wise Construction remains on track with work on Oncorus to complete the first phase of the facility's buildout in 2021, including process development and quality control, with GMP multi-product manufacturing capabilities and full operation expected to commence in the first half of 2023.

Construction has consisted of 33,000 s/f of office space renovations and a full renovation of existing lab space for R&D and preclinical science. This precursor work is being executed quickly and efficiently to prepare for phase two. Working alongside a new landlord and two other construction managers who were working on separate projects within the same building required close collaboration and communication throughout phase one. The multi-tenant building includes a fully occupied vivarium on the floor below the project location so noise and vibration mitigation was also critical throughout construction. To collaborate and communicate with the other CMs and building tenants, Wise has established a weekly meeting to review upcoming construction activity. Any heavily invasive work has been scheduled weeks in advance and Wise provided both look-ahead and impairment schedules weekly.

With a total area of 80,000 s/f, the Oncorus facility will feature 55,000 s/f manufacturing space when fully operational in 2023. This will include 35,000 s/f dedicated to cGMP manufacturing and warehousing with



upgraded MEP and infra-structure systems.

Project partners include:

- Client: Oncorus;
- Property Manager: IQHQ;
- Construction Manager: Wise Construction; and
- Architect + Engineer: DPS Group Global.

Wise Construction provides pre-construction, construction management, general contracting and design-build services, specializing in renovation projects in occupied, highly sensitive spaces. Wise works with biotech, healthcare, higher-education and corporate clients throughout the Greater Boston area.

Foley joins Ebbrell Architecture + Design as senior interior designer

BOXFORD, MA According to Ebbrell Architecture + Design, Lauren Helman Foley, NCIDQ has joined its team as a senior interior designer.

Foley has over 12 years' experience in corporate interiors including working on numerous high-profile projects for corporate and healthcare clients in New York and Boston.

Before joining Ebbrell Architecture + Design, Foley was an associate at IA Interior Architects of Boston. She earned a master of science in interior design from the Pratt Institute in Brooklyn, NY, and a bachelor of arts in communications with a focus on graphic design from Boston College.

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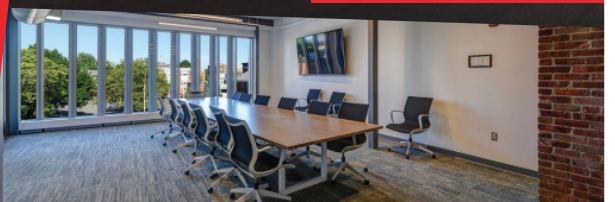
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Haigh Farr - Bedford, NH



Nine-Zero- Salem, MA



Upper Valley Honda - White River Junction, VT

PART OF A LARGER PORTFOLIO AT SMS APARTMENTS

Abbot completes comprehensive masonry repair project on apt. bldg.

DORCHESTER, MA Abbot Building Restoration Company, Inc. completed a comprehensive masonry renovation project on a four-story apartment building located at the corner of Maple Court and Schuyler St. near the Grove Hall section of the city.

The project was part of a larger portfolio at SMS Apartments consisting of similar work on a total of five buildings in the same area.

Abbot secured the project based on a competitive bidding process among qualified masonry firms in the Boston area.

The scope of the project consisted of the following aspects:

- Cutting and pointing 100% of the front side of the building;
- Replacing predetermined steel lintels;
- Replacing spalled brick;
- Replacing deteriorated cast stones;
- Recoating all previously coated stone belts and the parapet above the top floor windows with elastomeric paint;
- Caulking joints at cast stone units, vertical control joints, and doors and windows where necessary; and
- Scraping and painting the fire escape.



A challenging aspect of the project was working on a large building within the constraints of COVID-19. These constrictions required the large work crew to maintain social distancing throughout the extent of the project.

Abbot provides a broad range of

masonry construction services to public, institutional, and commercial clients, including condominiums, property management entities, and

private residences. The firm also acts as a general contractor for a variety of masonry building construction projects.

Architecture & Interior Design

Building Envelope

Historical Restoration

Professional Services



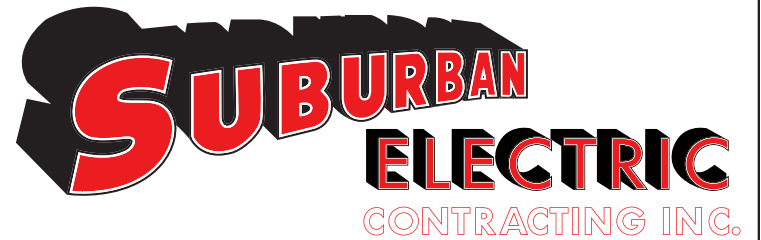
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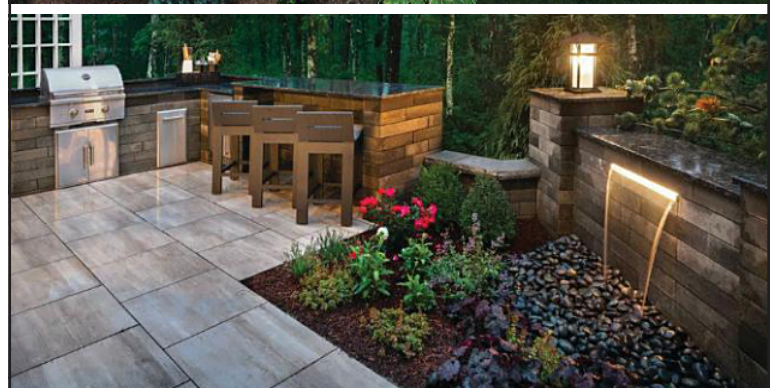
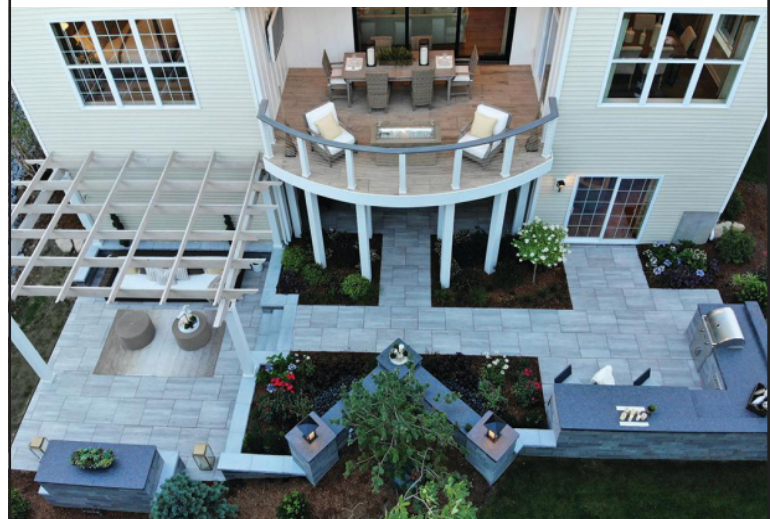
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EDUCATION NEWS

NECA Greater Boston Releases Expanded 2021/2022 Education Program Schedule

Powering Performance Through Education

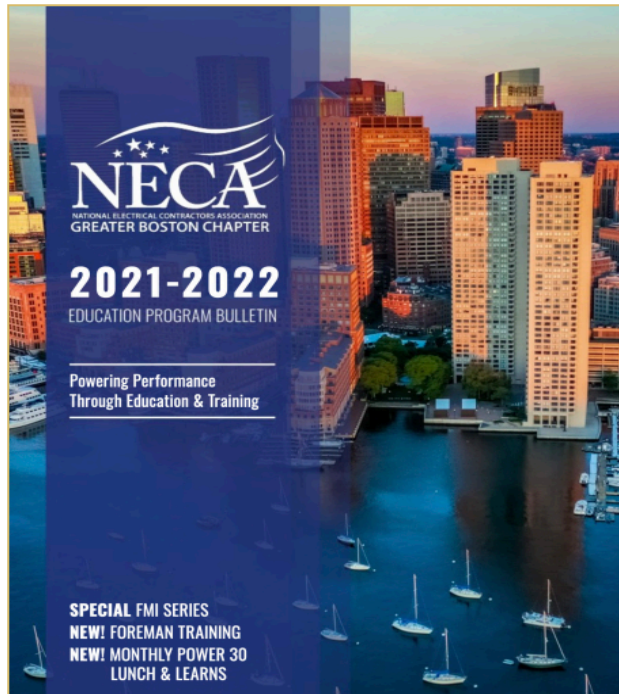
NORTH QUINCY, MA - In its continuing leadership and focus on training and education, the NECA Greater Boston Chapter has released its expanded, comprehensive 2021/2022 schedule of educational workshops and professional development programs. The workshops will be presented to NECA member contractors at NECA Boston's state-of-the-art training center at the new NECA Boston headquarters office at Two Heritage Drive, Suite 1 in North Quincy, MA.

NECA Boston's Education Committee set the broad professional development curriculum with workshops covering topics aimed at supporting Chapter members' commitment to increased productivity, enhanced performance, and effective leadership and management, while addressing the latest industry trends and technologies.

Led by construction industry experts, the educational series is concentrated on the most relevant, topical areas of:

- Leadership
- Project Management
- Technology
- Energy Efficiency
- Safety
- Construction Management
- Foreman Training
- Building Information Modeling
- Sustainability & Innovation.

The program launches in September with Electric Vehicle Infrastructure Training on September 9 and 10; and continues with Foreman Training on September 21 and September 28; Safety & OSHA Regulations on September 22; and Building Information Modeling on September 29 and 30.



"Professional development and continuing education are critical components in NECA Boston's dedication to meeting our member contractors' business needs," said NECA Boston Executive Manager Kristen Gowin. "Rapidly evolving technologies and platforms on which today's construction projects are planned and built - BIM, Lean Construction, Prefabrication, EPC projects and so many others - demand training and professional development to keep our contractors and our skilled

NECA BOSTON EDUCATION COMMITTEE MEMBERS

Brian Murphy, Chair
A. Murphy Electric Inc.

Alan Scharfe, NECA Boston, President
John A. Penny Company, Inc.

Rob Brouillard
Mass Electric Construction Company

Thomas Cooney
McDonald Electrical Corp.

Adam Palmer
J M Electrical Company, Inc.

Ryan Toland
Atlantic Power & Light

Daniel Venezia
T&T Electrical Contractors

Michael Weber
Gaston Electrical Co., Inc.

IBEW workforce on top of ongoing advancements in the industry."

To learn more about NECA Boston's industry-leading continuing education program, contact NECA Boston's Director of Education and Outreach, Walter Morrell at vmorell@bostonneca.org

For complete details, the 2021/2022 Educational Program Bulletin may be downloaded at <https://bostonneca.org/2021bulletin/>

NECA Greater Boston Contractors Earn 2021 NECA Safety Achievement Recognition

Award-winning Safety Records for Sonet Electrical, All-Pro Electric, Yates Electric Service, E.S. Boulos and Ostrow Electric

BETHESDA, MD - The National Electrical Contractors Association has honored NECA Greater Boston members Sonet Electrical Systems, LLC, of Woburn, MA, All-Pro Electric, of Haverhill, MA, Yates Electric Service, Inc., of Durham, NH, E.S. Boulos Company, of Auburn, MA, and Ostrow Electric Company, based in Worcester, for their outstanding safety records. Each contractor earned NECA's 2021 Safety Award recognition.

Sonet Electrical, All-Pro Electric, Yates



Electric, and E.S. Boulos all earned both *Recognition of Zero-Injury Achievement* and *Recognition of Safety Excellence Achievement*. Ostrow Electric was a *Recognition of Safety Excellence* recipient.

- Sonet Electrical's safety performance was achieved in the category of 1 - 25,000 man-hours;
- Yates Electric safety

record fell within the 25,000 hour - 50,000 man-hour category;

- All-Pro Electric and E.S. Boulos both achieved their zero-injury safety performance in

the 100,000 - 150,000 man-hour category. E.S. Boulos' safety recognition fell within NECA's Northeastern Line Constructors Chapter.

- Ostrow's safety performance was achieved in the category of more than 150,000 man-hours.

NECA Safety Achievement programs seek to recognize companies that have taken safety above and beyond compliance. The *Zero Injury* achievement recognizes those member-companies that have worked a full calendar year without recordable incidents. The *Safety Excellence* is the association's premier recognition program, and acknowledges member-contractors' safety performance.

CONTRACTOR SPOTLIGHT

Chapman Construction, NECA Boston WBE/VBE Contractor, Expands Operations

In Progress with Green Line Extension Project; Ted Williams Tunnel Lighting, Wastewater Treatment Facilities



Harwich Pump Station Control Panel recently installed



Crew installing stray current on GLX



Chapman crew installing cable trough along the tracks at Green Line Extension (GLX) Project



L - R: Tyler McAlpine, John O'Connell, and company president Vicki Chapman

SANDWICH, MA – Earlier in 2021, NECA Greater Boston and IBEW Local 103 launched one of the construction industry's first-of-its-kind Diversity Equity and Inclusion (DEI) programs. The program is squarely aimed at increasing the number of WBE, MBE and DBE signatory electrical contractors entering the business, and their success. As NECA and Local 103 build on the Empower DEI program, NECA member **Chapman Construction Group, Inc. (CCGI)**, based in Sandwich, MA, serves as shining example of a woman- and veteran-owned electrical construction company that continues to build on its nearly 20-year track-record of success and growth in what traditionally has been a male dominated industry.

Vicki Chapman, the president of CCGI and a master electrician, founded the company in 2002. In 2009, as the company was experiencing modest growth, she was joined by Sue Chapman, a construction supervisor and the current CEO. Today, Chapman Construction is five times the size it was in 2016, managing a crew of more than 50 field electricians, as well as its office staff. A signatory contractor to IBEW Local 103 in Boston, Local 223 in Brockton and Local 96 in Worcester, Chapman handles major infrastructure, wastewater treatment facility, and educational infrastructure projects from Greater Boston to Worcester, and from the South Shore to Cape Cod and the Islands.

To accommodate its growth, CCGI recently significantly expanded its office and warehouse space in Sandwich, Massachusetts, where its fleet of 12 service trucks transports crews and equipment from its headquarters to job sites throughout the region.

Green Line Extension Project Powers Growth

The Green Line Extension project is the largest of Chapman Construction's public infrastructure projects currently in progress. Beginning in 2018, CCGI has served as a subcontractor to the project's general contractor, GLX Constructors. The NECA contractor is managing a field crew ranging upwards of 33

IBEW Local 103 electricians in its multifaceted scope, which has included the installation of temporary power, duct banks, and wiring cable along 7 miles of track from Somerville to Medford, as well as stray current for bridges.

Public Infrastructure Projects Underway

Concurrently, CCGI has numerous ongoing projects that span from public infrastructure to educational facilities. In some projects the company serves as a subcontractor to the primary electrical contractor. Here's just a partial current project list:

- Ted Williams Tunnel lighting demo and conversion to LED lighting as a subcontractor to **JF White**;
- MBTA Parking Garage Lighting in Quincy and Braintree with **Mass Bay Electrical**;
- MBTA Red Line and Orange Line Signal Systems Upgrades and Temporary Power with **Fischbach and Moore**;
- Northern Essex Community College Generator installation with **McDonald Electrical Corp.**

CCGI is also scheduled to begin Traffic Signal Upgrades at eight locations in Greater Boston with **Dagle Electrical Corp.** in 2021.

Women Powering Change in the Industry

When Vicki Chapman entered Boston's union electrical industry's JATC apprenticeship program in 1987, she was one of only five women in her class. She went on to become a Local 103 journey-woman, and with her entrepreneurial spirit, the owner of her own electrical contracting company. Chapman touched on the challenges and the rewards: "Being a woman in the industry is both physically and mentally demanding. You have to be strong on multiple levels," said Chapman. "Hard work, striving for excellence, and building a great team are definitely keys to success. Equally important is building the respect of colleagues and solid working relationships with other NECA contractors."

NECA Mentors Play a Key Role

Chapman credits her success to the mentors and advocates who have been instrumen-

tal to both her personal growth in the industry, and her company's. She began working for NECA contractor **J&M Brown Company** and attributes that experience as the foundation on which her career has been built. There, she worked on first phase construction of International Place in Boston and also on 500 Boylston Street. "J&M Brown president David Noon has been a great mentor ever since I started working in the industry." After nearly a decade working with J&M Brown, Vicki went on to work on the Deer Island Wastewater Treatment plant, and later on the MBTA with **Mass Electric Company**, where she learned the industrial and public infrastructure sides of electrical construction. She was drawn to the intricacies of the industrial side of the business. In recent years, NECA Boston Past President Larry Hurwitz has served as a part-time senior consultant to CCGI. "Larry has provided significant insights into our operation and has helped as our company has expanded," said Chapman.

Success Takes a Team

Vicki Chapman's partner and company CEO Sue Chapman rounded out the CCGI management team when she joined the company in 2009. Sue's first career track was science, after which she joined the military as a medical specialist/technician in the Army Reserve, during which time she also completed her college education. Sue took a strong interest in the electrical construction business when she first started working with Chapman, which led to her earning her Massachusetts construction supervisors license. Sue focuses on the company's operations, from project estimating and pre-project planning to project close-out; Vicki is hands-on in senior project management and oversees all aspects of the business.

In 2021, as NECA Greater Boston leads the way, empowering women, veterans and minorities with skills and knowledge that enhance their opportunity for success in the construction industry, Chapman Construction serves as an appropriate case study. ■

Company of the Month

PROJECT MANAGEMENT TEAM AIMS TO IMPROVE THE CLIENT AND EMPLOYEE EXPERIENCE

Scalora Consulting Group launches with a vision to build a better world

ASHLAND, MA Scalora Consulting Group was founded with the intent of becoming the most forward-thinking and innovative owner's representative firm in the design and construction industry.

"Passionate about design and construction, our experienced team is respected in the industry and inspired to make a positive impact. With innovation at our core, we are seeking to disrupt the industry by injecting new technologies and streamlining processes to create a superior client experience," said Enzo Scalora, president and CEO of Scalora Consulting Group. "Equally important is fostering an inclusive culture that promotes diversity and equality in our workforce. We believe that the right team with the right resources can do great things."

The Greater Good

Scalora Consulting Group believes in the concept of "new capitalism," which argues that a company can make profits for its shareholders, while simultaneously making a commitment to its stakeholders and improving social well-being, thereby balancing profit with purpose. The company has expanded its typical responsibilities to include interests of workers, communities, and the environment while promoting equality in the workforce and striving for a gender-balanced company.

As a certified "Pending B-Corporation" the firm intends to meet the highest standards of verified social and environmental performance, public transparency, and legal accountability to balance profit and purpose. B Corps are accelerating a global culture shift to redefine success in business and build a more inclusive and sustainable economy.

Commitment to Sustainability

Scalora Consulting Group has a vision to help build a better world by investing in people, partnering to innovate, and being socially and environmentally responsible. As an organization, the company is including the interest of the environment in its value proposition to clients. Specifically:

- Seeking projects with a forward-thinking approach to sustainability, including projects that will revolutionize energy production.
- Supporting clients with interests in designing and building high-performance buildings and investing in renewable energy sources.
- Developing processes and procedures within the company's offices and work habits that support sustainable initiatives and foster a culture that supports a healthier environment.
- Encouraging their staff to be LEED- and WELL-accredited.



SCALORA

CONSULTING GROUP

A Collaborative Group of Experts

Led by Enzo Scalora, Keri DiLeo, Jonathan Ricker, and Jill Finn, Scalora Consulting Group has an experienced project leadership team who have worked together for many years. They are joined by a group of technical and talented professionals who are incredibly passionate about design and construction.

"We pool our creative minds and resources by always working together as a team to find the best solution for our clients," said Scalora. "We invest in our people because people are our greatest asset. As a learning organization, we are investing in leaders at every level to assist them in reaching their full potential."

Technology in the design and construction industry has grown leaps and bounds over the last ten years, and it will continue to evolve. Scalora Consulting Group is partnering with other firms to accelerate the introduction of new technologies and processes that will help shape the future of the industry and maximize productivity.

A Trusted Advisor

Committed to guiding clients through any project, from conception

through completion, the company's project managers begin each project with understanding client needs, planning, cost estimating, and project scheduling. Leveraging technology and techniques to streamline the process, Scalora Consulting Group works with companies in higher education, K-12, corporate, development, life sciences, healthcare, energy, and defense markets.

The firm currently has over 20 active clients with 40 different projects, including:

Nashoba Brooks School, The Discovery Barn: A flexible, dynamic, and inspiring learning experience embracing exploration and a connection to the natural environment.

"Nashoba Brooks School worked with [the Scalora Consulting Group Team] to spearhead the closeout work on the school's new trans literacy space and flexible classrooms and began the coordination work on the Discovery Barn," said Maggie Barbutto, director of finance and operations at Nashoba Brooks School. "They were excellent communicators, keeping the school apprised at all stages. In addition, they managed the general contractor and all [the school's] subcontractors while assisting the

school with reentry planning under COVID. We can't imagine doing a project without them and are very grateful for their guidance, expertise and humor."

Northfield Mount Hermon School, Gilder Center: As the greenest building on campus, this new facility supports NMH's STEM curriculum by combining project-based learning, interdisciplinary collaboration, and mastery education.

Analog Devices, Global Headquarters: The relocation and expansion of the company's global headquarters includes office space, electronics labs, a community hub, and a 1.4-megawatt photovoltaic array.

Dr. Franklin Perkins School, New Middle School and Campus: A brand new middle school and student residence will replace other buildings on campus, providing new opportunities for individualized care and support programs.

Waterstone Properties, Rock Row Development: The development of two million s/f of new construction for this experiential destination boasts office space, a medical campus, retail, restaurants, residences, and recreation. Scalora

Consulting Group is supporting master planning and infrastructure while also providing project management services for a new medical office building on campus where the anchor tenant is New England Cancer Specialists.

Confidential Life Science Clients: Projects ranging from developer-led to corporate clients, and from \$1 million to \$400 million projects.

Looking Forward

"Global trends are demanding higher moral and ethical standards from businesses, and we are prepared to do our part in raising awareness and expectations," said Scalora.

The company is working to do its part to shift the design and construction industry from a "silo" industry to a more collaborative, interdependent community. The industry is ripe for a tech way of thinking, which calls for faster learning, iterating, and creativity. Scalora Consulting Group will continue to partner throughout the supply chain to share knowledge and resources to make a positive impact on industry and society, while training the next generation of talent.

For more information, please visit www.scaloracg.com.

AWARD PRESENTED BY THE CONSTRUCTION INSTITUTE

Gaglio of Viking Construction named 2021 Champion of Change

BRIDGEPORT, CT Anthony Gaglio, Sr., founder and president of Viking Construction, was named a 2021 Champion of Change from the Construction Institute. The award recognizes Gaglio's dedication to hiring, mentoring and promoting women through many different divisions of Viking's business.

"This is a meaningful award to me as Viking has always had women in leadership and management roles," Gaglio said. "I will say in truth this is not because we set out to hire women. It is because we set out to hire the best people for the job. We appreciate the talent, dedication and hard work of every woman on our team and know we have enjoyed so much success because of all they bring to their job every day."

The Construction Institute is a non-profit, non-partisan association of diverse professionals working to improve the industry by sharing experiences and knowledge, advancing relationships, and developing business leaders. Its Champions of Change award is part of the "Women Who Build" program open to its membership.

Watson named president and CEO at Shepley Bulfinch

BOSTON, MA Shepley Bulfinch, a national architecture firm known for design excellence and innovation, has appointed of Angela Watson, FAIA, to president and CEO, effective immediately. Watson is a long-time principal and design leader at the firm, as well as chair of the board.



Angela Watson

"This is an exciting day not just for me but for the entire firm as we collectively set our sights on the future of Shepley Bulfinch, our industry, and the built environment as a whole," said Watson. "As architects, we carry an enormous responsibility as spaces can have a ripple effect beyond the building. By prioritizing partnerships with our clients, the communities they serve, and others who play a role in the building process, Shepley Bulfinch is not only developing innovative solutions but working towards making our designs resilient and adaptable to a changing world."

Watson taking on the role of president and CEO marks the passing of the leadership torch from Carole Wedge, who has served in the top role since 2004 and was one of the first women to lead a design firm of its size. As CEO, Wedge strategically grew the company into a national architecture and design firm with additional offices in Hartford, Conn., Houston, and Phoenix. Under her direction, Shepley expanded its expertise in the areas of higher education, healthcare, and urban development.



Anthony Gaglio, Sr., founder and president of Viking Construction, holds his "Champion of Change" award from the Construction Institute. He is joined with fellow recipient Rachel Palisin, director and owner of Hoffmann Architects, Inc., and Nancy Greenwald, executive director of the Construction Institute.

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Devine joins TFMoran's Bedford, NH civil engineering department as project engineer

BEDFORD, NH Jonathan Devine, EIT has now joined TFMoran's civil engineering department as a project engineer.

Since last March, Devine has worked for TFMoran as a survey field technician. He has a bachelor of science degree in Civil Engineering from Montana State University, majoring in Bio-Resources Engineering. Devine's studies also included hydrology, groundwater, and wetlands;



Jonathan Devine

and he worked as a research assistant in the MSU Department of Land Resources & Environmental Science. Devine received his Engineer in Training (EIT) certification from the state of New Hampshire in February.

Jewett Construction Company hires Courchesne as an assistant estimator

FREMONT, NH Jewett Construction Company, a New England regional design-build construction management firm and general contractor, has hired Will Courchesne as an assistant estimator. Courchesne, a successful project manager and estimator with multiple years of experience, will help continue to strengthen Jewett's commitment to clients along the entire East Coast.

Courchesne graduated from the University of New Hampshire with a bachelor's degree in Civil Engineering. Post-graduation, he started his career as an assistant project manager and estimator at Harvey Construction Corp. where he prepared/reviewed subcontractor bids for cost estimating and project GMP's. Performed quantity takeoffs and cost

estimates for final estimating budgets. Consulted with architects and subcontractors to review and create estimates and resolve any potential design issues for project values of up to \$50 million. Throughout his career, he has mastered the skills, mindset and client relations needed to lead in the construction field and Jewett is excited to have him as part of their growing team.

When asked what his favorite thing about working at Jewett was, Courchesne said, "It's a fun and pleasant place to work, and everyone is very easy to talk to and will help you with anything you need. In a time where companies are downsizing, Jewett Construction is growing and constantly innovating itself to stay ahead of the competition."

BEHAN BROTHERS IS THE PROJECT'S CONSTRUCTION MANAGER Downes Construction participates in ground breaking at Pell Elementary

NEWPORT, RI On August 12th, as renovations and construction began at Pell Elementary School, Downes Construction Company, the owner's project manager of the project joined students, faculty, staff and community members for the official ground breaking ceremony. The students of Pell were equipped with small hard hats and shovels as they began the dig.

Downes staff Joe DeSanti, project executive; Kyle Lentini, project manager; and Nicole DeMaio, director of marketing were in the crowd, cheering for the students and grabbing their own shovels to participate in the momentous occasion. The ground breaking signified a new start for local students, as the new addition will provide 8 additional classrooms and 1,500 s/f of additional space needed to maintain the art and music programs.

"We have been working on the plans for this project for so long, it's wonderful to see the first steps in construction take place, as it's the first step in completing this school for the children of Newport," said DeSanti, as students excitedly began digging.

Rhode Island Department of Education, School Building Authority



Dr. Joseph Da Silva, superintendent Dr. Colleen Burns-Jermain, administrative assistant to the superintendent Cathy Nash, Pell principal Traci Westman and Facilities & NACTC/PTECH director Robert Young were also in attendance, along with the school's building committee members Raymond Gomes and Rebecca Bolan, architect Phil Conte of StudioJAED, and Mike Behan and Jeremy Couto of Behan Brothers, the project's Construction Manager.

The renovations and addition are expected to be completed by September of 2022.

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Project of the Month

Dellbrook|JKS completes work at Bancroft Lofts - a 400,000 s/f adaptive re-use renovation and construction

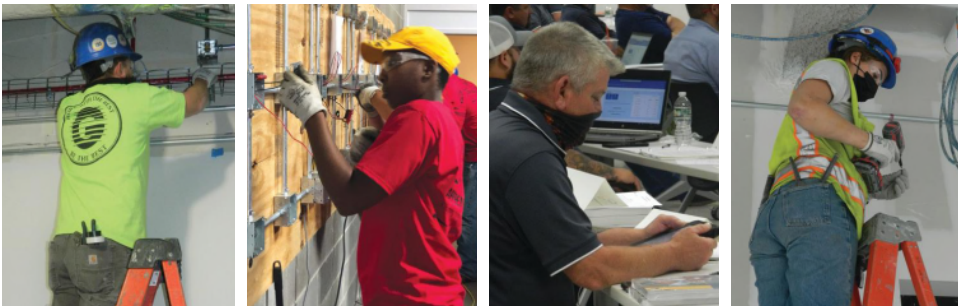


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Congratulations to the Bancroft Lofts project team!

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PROJECT TEAM: NATIONAL GRANITE; METROPOLITAN; B&M RESTO
**Dellbrook|JKS completes
400,000 s/f adaptive re-use**

FRAMINGHAM, MA New England construction management firm Dellbrook|JKS has completed The Bancroft at 59 Fountain St. alongside KPDAvisors and Bargmann Hendrie + Archetype, Inc.

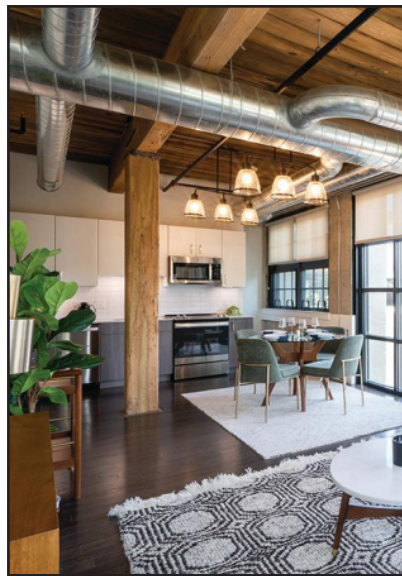
The 150,000 s/f Bancroft Building is an adaptive re-use renovation of a historic mill building making room for 160 residential units. The project also included the conversion of an existing powerhouse building to a high-end amenity space. As well as the new construction of a 172,018 s/f, four-story-wood framed building over two levels of steel podium for an additional 96 units and a 224-space parking garage.

“We are really pleased with the finished result of Bancroft Lofts. It’s a gorgeous development that the project team can be proud of. With a new six-story structure alongside two

adaptively re-used buildings that are a seven-minute walk to the commuter rail, it should be a great addition to the area.” said Eric Tanery, Dellbrook|JKS project manager.

Amenities at 59 Fountain St. will include a rooftop garden and function space, a pool terrace, common areas, a pet wash, a fitness center, workspace, bicycle repair station, and bicycle storage. 59 Fountain St. overlooks Farm Pond, nestled in downtown near the MBTA commuter rail station, Rtes. 9 and 30 and the Mass. Tpke

Dellbrook|JKS provides a full range of construction services throughout the New England region. Their firm has over 30 years of experience and a team of more than 200 professionals with expertise to provide services across a variety of market sectors, building types and construction methods.



Facade Restoration a



the Month

DRATION; GRIFFIN ELECTRIC; LEGACY FIRE; THERMO; METROWALLS

work at Bancroft Lofts - a renovation and construction



Bancroft Lofts project team

- Dellbrook|JKS..... Construction Manager
- National Granite Flooring..... Flooring
- Metropolitan Cabinets
- B&M Restoration..... Facade Restoration and Concrete Coating
- Wayne J Griffin Electric Inc Electrical
- Legacy Fire Protection, Inc. Fire Protection
- Thermo Architectural Window Installations
- MetroWalls Framing, Drywall, ACT

and Concrete Coating



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Construction, Design & Engineering

LEADING DESIGN FIRMS HONORED FOR LIGHTING DESIGN OF PTC'S CORPORATE HEADQUARTERS Margulies Perruzzi and Sladen Feinstein Integrated Lighting receive IES Boston Section Award of Merit

BOSTON, MA According to Margulies Perruzzi (MP), one of New England's most innovative architectural and interior design firms, and Sladen Feinstein Integrated Lighting (SFIL), one of the city's premier architectural lighting design firms, they have received a Section Award of Merit from the Illuminating Engineering Society (IES) for the Illumination Awards program. The award recognizes the firms' lighting design for the 250,000 s/f global headquarters for PTC Inc., a global provider of technology that transforms how companies design, manufacture, operate, and service things in a smart connected world. In 2019, PTC relocated its headquarters from Needham, Mass., to 121 Seaport Blvd., a 17-story, 400,000 s/f office building in the Seaport District.

Margulies Perruzzi's design for PTC's new headquarters was strongly influenced by the unique, elliptical-shaped glass tower of 121 Seaport. To maximize views of Boston Harbor and downtown, the open office design places conference rooms and meeting spaces around the building core on each floor and arranges bench seating with ergonomic sit-to-stand desks in a radial fashion that aligns with the oval shape.

As a leader in digital transformation, it was critical that technology be woven into every aspect of design. The cutting-edge oval building shape presented lighting layout challenges, solved with a completely customized solution of two rows of curvilinear direct/indirect LED pendants, representing forward motion and embracing the architectural form.

Touchdown spaces anchor the north and south ends of the open offices and are where the curvilinear fixtures meet decorative pendant lights, creating a visual destination for collaboration. The top floor is home to a world-class Corporate Experience Center (CXC), where the customer and employee can experience augmented/virtual reality technologies (AR/VR). A DMX-based digital networked control system is the engine for the CXC's interactive lighting experience. When individuals arrive, a programmed lighting sequence creates a rippling-effect drawing visitors into the CXC hall. The recessed curvilinear lights on the soffit establish way-finding and guide visitors through the entire floor. Upon arrival, each exhibit is highlighted with track heads like artwork under the soft illumination of the company's



The Convergence Hub custom curvilinear recessed lights in the floating soffit create a high energy space and emphasize the concepts of interaction and technological progress.

personalized brand color.

When a nearby iPad is in use, augmented reality mode is enabled, and the track lights dim while white diffused light turns on to support AR use. This dynamic lighting scene change is the gateway into their AR/

VR experience. The CXC also features six meeting rooms, each with programmable curved LED lighting that can be adjusted to match each customer's brand color. Varying diameter round disks floating in the exposed black ceiling and custom curvilinear

recessed lights wrapping the entire floorplan create a cutting-edge, high-energy space with breathtaking city views as the backdrop. The efficient light sources and intensive controls contributed to this project receiving LEED Gold certification.



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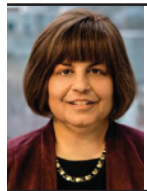
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What is your campus worth?



Joanne Pizzo
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“We shape our buildings; thereafter, they shape us.” In these days of institutional angst regarding decreasing net revenue, a growing stock of deferred maintenance and redundant real estate, and uncertain, declining enrollment, that well-known Sir Winston Churchill quote still holds water, especially when considering the college campus. Few places evoke a sense of belonging like a college campus. Alumni often express nostalgic feelings for the place that served as a bridge between home and society, between childhood and adulthood, a time of unfettered learning and growing. There exists a long-term power of special, transformational – even sacred – places on campus to engage, influence, and create a lasting relationship between student and institution.

At the same time, however, the college campus is the physical manifestation of a business, a business that isn't going so well right now.

The Campus Growth Paradox: Even before the COVID-19 pandemic emptied campuses, colleges and universities faced unprecedented changes, foundational vulnerabilities that included declining

enrollments, decreased funding, changing pedagogies and increased competition, increased debt and deferred maintenance, and even opaque accounting methods. These challenges to the Higher Ed industry face nearly every college and university in the United States. Declining numbers of traditional college-age students and increased competition among colleges for those students are pressuring institutional budgets. Student preferences and attitudes toward higher education are changing. Traditional physical infrastructure and personnel processes do not always support timely responses to challenges. Ultimately, there will be too much capacity, and not enough demand. While prestigious universities such as Harvard and MIT – those with large endowments – are relatively immune, smaller colleges, state funded colleges and community colleges face imminent risk of collapse.

For years, the goal of a college education has been a goal for most Americans. While this is a laudatory pursuit that often provides upward mobility (providing benefits to society at large, as well as to the individual), it should also be recognized that the higher education system also employs a good number of people and serves as an economic powerhouse and a cultural foundation. As colleges and universities, in economic disarray, merge or close, the economic engine they provide

disappears or is threatened, and cultural offerings fall by the wayside.

College and universities, flush with students and cash derived from increasing tuition and/or state budgetary largesse, have for years competed with each other by building shiny new buildings. Between 2008 and 2018, expansion on college campuses ranged from 8.5% to 19%: much of this expansion was driven by a need to replace or renovate aging infrastructure, to keep pace with programmatic changes and to meet student expectations. It cannot be ignored, however, that much of this expansion occurred at a time when serious, yet seemingly ignored, demographic and economic change was underway, and that recent events, including the COVID-19 pandemic, have exposed a shaky foundation and misplaced optimism. As decreases in funding slow or halt the great expansion, colleges and universities face a future inconsistent with further expansion. Particularly hard hit are their current physical assets. Even before the pandemic, institutions were experiencing the following:

1. Making necessary facilities investments was becoming increasingly harder: A good number of colleges and universities face a significant facilities needs backlog. Assuming improving fundamentals – enrollment, state funding, grants/other sources of capital – will be available & allow facilities to “catch-

up” and eliminate the backlog is no longer a viable option. In 2018, there existed a 20% shortfall in budgeted dollars to steward and reinvest in existing facilities; below this level guarantees some demands being deferred to future year(s), furthering the degradation of important assets

2. Aging facilities were driving up costs: The two greatest surges of construction - the first wave peaked 1970 and has yet to undergo significant renovation, and the second wave peaked 2005 and is approaching first major round of lifecycle investments - will produce equipment and system lifecycles that will overlap in about ten years, imposing burdens on facilities re-investment.

3. Facilities deficiencies were making it harder to compete: In the face of increasing competition, where the best campus is thought to attract the best, or at least the most, students, maintenance-challenged or boarded-up buildings in the middle of campus can be a challenge during tours, as can being unable to afford enhanced technology, the latest “must-haves,” or even the recent “face-lift.”

4. Shuttered buildings: The deferred maintenance backlog is leading to some campus buildings being completely shut down rather than fixed or renewed. This “Sword of Damocles” dilemma – whether to expend capital resources to maintain outdated, inefficient and half-empty buildings, or to absorb the significant

costs of demolition and removal – is causing some colleges choose to simply shutter older structures and let them sit unoccupied.

How can colleges and universities pivot? What are their challenges, opportunities and alternatives? Campuses that adjust NOW will better survive and thrive. Colleges and universities must use realistic capital planning to balance facilities resources with realistic future goals and find opportunities to optimize - or minimize - facilities expenditures and footprints. Following are possible solutions and activities:

Broad Based Strategies:

1. Actionable institutional planning: Establishing priorities over a 10 to 20-year timeframe is very important. Facilities decisions must be part of broad, big picture planning; facilities decisions must be viewed as strategic, a part of institutional priorities, a piece of the institution's strategic plan.

2. Aligning current & future priorities: Once institutional priorities have been established, alignment of tactical activities and strategic priorities must take effect. Risk assessment will determine which most critical facilities remaining operational.

Joanne Pizzo is a co-founder of Planning Plus, Philadelphia, Penn.

For full story visit nerej.com

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CABOT, CABOT & FORBES DEVELOPED THE 555-UNIT PROJECT

**The Overlook at St. Gabriel's
 hosted Grand Opening Event**

BRIGHTON, MA Cabot, Cabot & Forbes, a leading Boston-based real estate development company, hosted a grand opening event on August 18th to celebrate the completion of The Overlook at St. Gabriel's, an award-winning re-development of a historic church and monastery. The event took place in the form of an early evening garden party in the outdoor courtyard. Guests enjoyed lawn games, music performed by local musician Louie Bello, and a wide array of hors d'oeuvres and refreshments.

The Overlook at St. Gabriel's offers an opportunity to live in a historic landmark, restored to preserve architectural detail while also affording residents every modern convenience and tasteful finishes in each of the 555 apartment homes. The property features a range of apartment sizes, from studios to three-bedrooms.

Residents of The Overlook at St. Gabriel's enjoy a full suite of indoor and outdoor amenities, including private conference rooms and co-working spaces, a resort-style infinity pool, a fitness center, a coffee bar, a sky lounge, a pub located under the cathedral ceiling of the former St. Gabriel's Church, and more.

The property has won several awards for its transformative design, including the 2021 Preservation Massachusetts Mayor Thomas M. Menino Legacy Award and the 2021 Boston Preservation Alliance Preservation Achievement Award.

While this event celebrated the grand opening, the property is cur-



Shown (from left) are speakers of the event: Allie Sullivan, vice president, Cabot, Cabot & Forbes; Greg Galer, executive director, Boston Preservation Alliance; Robert Byron, chairman, co-CEO and co-founder, Blue Vista Capital Management; Jay Doherty, CEO, Cabot, Cabot & Forbes; Jeff Githens, president of development, PeakMade Real Estate; John Sullivan, executive vice president, Cabot, Cabot & Forbes

rently over 90% leased.

"The successful lease-up of The Overlook at St. Gabriel's is due to the combined efforts of many, and we are glad to have had the chance to celebrate the team that created this stunning residential community," said Allie Sullivan, vice president, Cabot, Cabot & Forbes. "This event was orchestrated with guest safety and all COVID precautions top of mind, and as a result our guests, partners, and residents were able to enjoy a beautiful event that showcased all that The Overlook at St. Gabriel's

has to offer."

The event recognized speakers: Robert Byron, chairman & co-CEO of Blue Vista Capital Management; Jay Doherty, president of Cabot Cabot & Forbes; John Sullivan, executive vice president of Cabot, Cabot & Forbes; Jeff Githens, president, development, of PeakMade Real Estate; Greg Galer, executive director of Boston Preservation Alliance. The speakers represent the companies that played a crucial role in the creation of The Overlook at St. Gabriel's.



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JEWETT CONSTRUCTION IS THE GENERAL CONTRACTOR Interstate Electrical Services completes 27,500 s/f cannabis facility

HOLYOKE, MA Interstate Electrical Services Corp. completed a 27,500 s/f all-in-one facility for Solurge, a locally-based cannabis company. The state-of-the-art facility will house a retail dispensary, cultivation center, industrial kitchen, processing and packaging capabilities. Jewett Construction is the general contractor for the project.

The Solurge facility includes the newest technology that allows operators to electronically control the lighting systems. In addition, grow rooms are wired to withstand heavy humidity and can be sprayed with water and washed down safely without compromising the integrity of the electrical systems. Back-up generators will keep lighting consistent even during power outages, protecting the plants from premature flowering or damage.

“One of the most exciting aspects of our industry is that we are often involved in projects that would have been unimaginable just a few years ago,” said Justin Rink, regional manager, Interstate Electrical Services, Corp. “Not only do we have front row seats to the future on these projects, we’re actually helping to build that future. The technologies and methods employed in an all-in-one facility like Solurge can and will be applied across the board to plant-based food production, which may be critical as climate change affects open air crops.”

*To comment on this story
visit nerej.com*



Market Square Architects named to *Inc. Magazine's* 5000 List of Fastest-Growing Private Companies

PORTSMOUTH, NH Market Square Architects PLLC was recently named to *Inc. Magazine's* annual list of the 5000 fastest-growing private companies in America. This marks the first time Market Square Architects has been included in the prestigious list, ranking number 1142 nationally and number 2 in New Hampshire.

Founded in 2016, by Adam Wagner and Rob Harbeson, Market Square Architects is a full-service architecture and interiors design firm. The firm specializes in multi-family housing, senior living, industrial, education, healthcare, custom residential, and retail. Market Square Architects is committed to serving their clients through collaborative efforts to

achieve project goals. The approach has helped the firm build a loyal client base and fueled tremendous growth over the past three years.

“We are honored to be recognized by *Inc. Magazine*. We would not have received this recognition without our talented team, who work tirelessly to support our clients and help them achieve their vision,” said Adam Wagner, founder and partner, Market Square Architects. “We’re excited to continue our great work across the East Coast and Southwest and look forward to future opportunities and growth.”

The team at Market Square is comprised of 30 individuals with a variety of skills and certifications.



Jane Howard
Principal

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Suicide prevention is an important construction safety issue

Safety is always a top concern in our industry, but it isn't just limited to job site accidents. September is suicide prevention month and sadly, construction has the highest number of suicides of any occupational group. To help change this, ABC offers a range of resources to support and assist contractors and their employees.

Awareness is the first step. This toolbox talk will familiarize you with the warning signs of suicide.

Standing up for suicide prevention requires proactively addressing mental health and making it a priority. That requires creating a safe and caring company culture, which includes making sure your team is trained in how to talk to someone at risk of suicide. Normalizing conversations around mental health and suicide could be a matter of life and death.

The Construction Industry Alliance for Suicide Prevention, of which ABC is a member, recommends a three-level process to help contractors address suicide prevention:

- Level 1 includes basic steps toward establishing a program to address employee mental health and suicide prevention.
- Level 2 grows the initial steps into a deeper commitment to the process.
- Level 3 outlines steps to create

a companywide culture to address mental health and suicide prevention.

The Alliance suggest starting with a needs analysis, which can be found here.

We can decrease the risk of suicide in our industry, and an important starting point is expanding our understanding of worker safety. ABC supports the work of this important industry-wide alliance, which pro-

vides access to a number of tool box talks and other important resources to help. You can access them at https://preventconstructionssuicide.com/integration_resources.

Kyle Reagan is the chairman of Associated Builders and Contractors Inc.-Mass. Chapter, and is CEO of DECCO Inc., Townsend, MA.

National nonresidential construction spending expanded 0.1% in July - by Dan Gearin

National nonresidential construction spending expanded 0.1% in July, according to a recent ABC analysis of data published by the U.S. Census Bureau. On a seasonally adjusted annualized basis, nonresidential spending totaled \$786.7 billion for the month.

However, spending was down on a monthly basis in six of 16 nonresidential subcategories. Spending in three categories was virtually unchanged. Private nonresidential spending was down 0.2% for the month, while public nonresidential construction spending rose 0.6% in July. Total nonresidential construction spending is down 4.2% from July 2020.

"The nonresidential construction spending numbers are meaningfully worse than they initially appear," said ABC chief economist Anirban Basu. "While the headline number suggests that nonresidential spending was effectively flat in July, the figure does not adjust for inflation. In real terms, the volume of construction services delivered by the nation's nonresidential contractors declined in July. Higher materials prices and worsening skills shortages represent primary culprits," said Basu. "Many project owners are delaying projects due to elevated construction service delivery costs."

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Moving forward with ASM fall meetings, seminars, and events



Like many organizations did in 2020 and early 2021, ASM pivoted to virtual events for our member programming. However, we are now getting back to in-person member events this fall with COVID-19 precautions in place. Now that summer has unofficially come to an end with Labor Day weekend now behind us, our two September events will be coming up quickly and we look forward to welcoming our members to them. Of course, with new information this could change, and programs could be moved online.

First, on Wednesday, September 22nd, we are hosting a Safety Roundtable entitled "New Technology in PPE and Safety Equipment" at Withum in Woburn. Supporting member safety is a key part of ASM. Our Safety Roundtable meets regularly to hear from experts in the field on new topics to protect workers. We know that the construction industry has high numbers of accidents reported each year, a lot of which could be minimized with the use of correct PPE. We all know construction workers create great things, sometimes while working around great hazards. These hazards can cause real harm—head and eye injuries, hearing and respiratory damage, falls from heights, dropped tools, and sometimes equipment failure. PPE is advancing and evolving. Ted Bertram from 3M/B&B Construction and Safety Group will be our speaker for this event and he will be speaking about the advances being made to PPE. Discussion will cover new davit arms that can reach up to 30, hearing protection, dust masks, fall protection for tools, lanyards, and grinder safety. Bertram will also be joined by 3M colleagues Dave Denny and Ed Ring who have more than 20 years of field experience. There will be plenty of equipment on hand to examine how things are advancing in PPE faster than they ever have. Withum, who has generously provided space to us for this event, is also our lunch sponsor, so attendees will be provided a box lunch at the conclusion of this event.

We also look forward to hosting a legal seminar the next

day, Thursday, September 23rd, at the Hilton Garden Inn in Waltham. This event, featuring attorneys from three major local law firms, will provide attendees with the steps they can take to avoid non-payment before the job even begins and remedies available when payment does not come. Our expert attorney panel will review must have payment terms in contracts and killer clauses to avoid. They will offer tips on how to protect your rights as the work proceeds, and cover everything you should know about demands for direct payment on public work, the use of mechanics liens on private work, and payment bond claims on both. They will also cover new trends on payment issues that have evolved over the past year because of COVID-19 pandemic. This event is open to non-members of ASM for \$75 per person or \$45 per person for members.

Finally, in October, we look forward to hosting our signature Biennial Gala & Elections. On October 13th, ASM members will have the opportunity to reconnect at our Biennial Gala and Election Ceremony at the Granite Links Golf Course in Quincy. About 250 members and industry affiliates will get together to celebrate the industry where we will honor and recognize our members' service and commitment to the Association and have an opportunity to reflect on this challenging past 18 months. We will also welcome ASM's new president and board of directors. Mark your calendar- we are always looking to expand our participation and sponsorship of this for this signature event.

For all events, COVID precautions will be in place. Masks will be required regardless of vaccination status while indoors except while eating and drinking. All requirements are subject to change as federal, state, and/or local requirements may change before each scheduled event.

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

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September 17 - 23, 2021
Section C

Quick Read

**Marcus & Millichap
arranges sale of
FedEx property**



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**Vidal/Wettenstein
sells 20,062 s/f
industrial building**



SEE PAGE 4C

Company of the Month

Champion Elevator



SEE PAGES 6-7C

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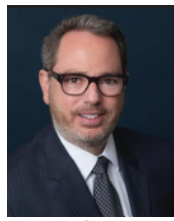
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**New England
Real Estate Journal**

46.6 ACRE SITE APPROVED FOR ADDITIONAL 250 APARTMENT UNITS

Chozick Realty brokers 186 unit Avon Mill Apartments for \$29m

AVON, CT Chozick Realty, Inc. has completed the sale of Avon Mill Apartments, a 186-unit residential community. Rick Chozick, president of Chozick Realty's Hartford office and David Chozick represented both the buyer and seller in this \$29 million transaction.



Rick Chozick

Avon Mills Apartments offers an investment in a supply constrained market with opportunity for rental growth. In addition to the 186 existing units that were constructed in 1978, the 46.6 acre site is fully approved for an additional 250 class A apartment units together with full amenities.



According to Rick Chozick, the western Hartford suburban market has demonstrated a significant demand for new apartment construction with neighboring towns such as Farmington and Simsbury

having seen significant new entries. Avon historically has had a limited multifamily housing stock due to high barriers to entry. The 250-unit second phase development at Avon Mill will be in high rental demand

as the newest and largest complex in the community bringing Avon Mill to a total of 439 units after completion.



David Chozick

In addition to the new construction, the existing property will be undergoing complete cosmetic upgrades. Planned are interior and exterior improvements to the existing three buildings, bringing them up to a level that will complement the newly constructed apartments in terms of both quality and rental rates.

This is the second time Chozick Realty has facilitated the sale of Avon Mill and the second time since its construction that the property has been sold.

FOR 900 UNIT HOLLOW TREE SELF STORAGE FACILITY Goblewski of Fantini & Gorga arranges \$17.25m refinancing

DARIEN, CT Fantini & Gorga arranged a \$17.25 million refinancing package for Hollow Tree Self Storage at 131 Hollow Tree Ridge Rd.



Casimir Goblewski

Casimir Goblewski placed the loan with a major New England-based banking institution on behalf of his client. Affordable Self Storage, Inc., an experienced storage development and management partnership based in Conn.

Darien is located on Connecticut's "Gold Coast" about 37 miles north-east of NYC. Primarily a residential community, the town requires high standards for any new commercial development.

The borrowers purchased a 3.6-acre site on Hollow Tree Ridge Rd. abutting I-95 in 2016, and after extensive negotiations with the town, received approvals to construct the subject.

Hollow Tree Self Storage is the only facility of its kind in the town, and it offers almost 900 units and 83,595 s/f of rentable area on three levels. Renters



Hollow Tree Self Storage - 131 Hollow Tree Ridge Road - Darien, CT

can choose from direct and interior storage, as well as outside vehicle storage. Hollow Tree Self Storage is in an excellent position to reach fully stabilized operations later this year.

Goblewski said, "I was pleased to secure a loan package that met all of my clients' expectations. In addition to retiring all their debt, the borrowers have a long-term, fixed-rate loan with

a period of interest only, and will be able to build out a fine wine storage room, giving them a unique advantage in the marketplace. In addition, they can recapture some of their equity."

According to Goblewski, "we worked with one of our go-to regional lending institutions, and it delivered a smooth closing, great rate and excellent terms."

Arnold named president & CEO of Essex Savings Bank

ESSEX, CT The board of directors of Essex Savings Bank has named Diane Arnold, formerly senior vice president and chief lending officer, as the new president and CEO effective August 1.



Diane Arnold

Arnold began her banking career in 1983 and she worked in a variety of departments at two different banks before joining Essex Savings Bank in 2002, where she ultimately rose to her current position. During her 19 years at the bank, she has been particularly influential in developing the commercial loan portfolio and in mentoring many individuals. She has been involved in a number of community organizations for many years, and in 2017 she received a Women of Fire Award, recognizing key female leaders in the finance, insurance and real estate sectors. Arnold earned a B.S. degree in Economics from Quinnipiac College and is also a graduate of the Connecticut School of Finance and Management.

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NEGOTIATED BY D'AMBROSIA, KEARN, KUNOFSKY, AND KANTER

Marcus & Millichap arranges sale of 53,158 s/f FedEx property

NORTH HAVEN, CT Marcus & Millichap negotiated the sale of FedEx, a 53,158 s/f net-leased property located at 347 State St., according to John Krueger, regional manager of the firm's Manhattan office. The asset sold for \$5,161,860.

Anthony D'Ambrosia, Cade Kearn and Glen Kunofsky, investment specialists in Marcus & Millichap's Manhattan office, had the exclusive listing to market the property on behalf of the seller, a limited liability company. The buyer, a private investor, was secured and represented by D'Ambrosia, Kearn, Kunofsky and Josh Kanter, investment specialists in Marcus & Millichap's Manhattan office.

Krueger assisted in closing this transaction.

Kearn said, "This was a portfolio



347 State Street - North Haven, CT

transaction with five properties occupied by FedEx throughout the Northeastern corridor and the defeasance of a conduit loan. There is overwhelming demand for single-tenant, credit industrial properties nationwide, and

we continue to deliver for both sellers and buyers."

The portfolio properties were obtained below market rents and are 100% occupied.

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<p>UNITS CLOSED 230</p> <p>The Preserve at Great Pond Windsor, CT \$63,000,000</p>	<p>UNITS CLOSED 350</p> <p>Hoyt Bedford Stamford, CT Confidential</p>	<p>UNITS CLOSED 186</p> <p>Westgate Apartments Farmington, CT Confidential</p>	<p>UNITS CLOSED 94</p> <p>100 Prospect Stamford, CT Confidential</p>

Morris of O,R&L sells 6 Fieldstone Commons - \$3.41m



TOLLAND, CT Jay Morris of O,R&L Commercial has sold 6 Fieldstone Commons for \$3.41 million. The buyer was Edward Lockery and the seller was People's United Bank.

The 16,414 s/f building is mostly medical and master leased to ECHN. People's United Bank will continue to operate a branch in the building and leaseback their space.

Morris represented the buyer and the seller.

Connecticut

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Please contact us for further information on any of the confidential details listed above. With over 30 years of local knowledge and transaction experience, we are available to assist you in an advisory capacity as you plan for the balance of 2021 and beyond.

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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

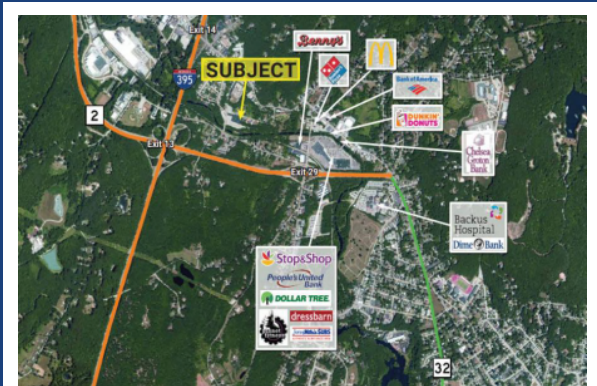
For Sale • Lease • Build-to-Suit



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



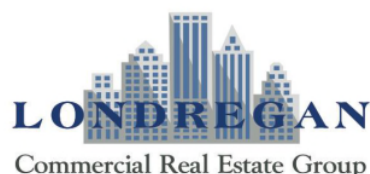
Uncasville, CT *1,800 SF with Drive-Thru*
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Waterford, CT
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Uncasville, CT *The Center of Montville*
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KARP & LANGERMAN, P.C. SERVES AS SELLER'S COUNSEL Vidal/Wettenstein sells 20,062 s/f industrial building for \$1.85 million

STRATFORD, CT According to the seller's broker Bruce Wettenstein, SIOR and partner with Vidal/Wettenstein, 240 Hathaway Dr. has been sold. The 20,062 s/f industrial building sold for \$1.85 million or \$92.21 per s/f. The building had been owned and occupied by the Lindquist Security Company for over 25 years. Recently the company had decided liquidate their inventory and close the business and put the property on the market.

Force3 Pro Gear, formerly from Milford, is the new occupant. Force3 Pro Gear manufactures and distributes the highest-quality protective gear for the sports industry. Its revolutionary patented S3 Shock Suspension System technology is on permanent display in Cooperstown being recognized for the first real evolution of the catcher's mask in over 100 years. Force3 Pro Gear is worn by more than 30 MLB catchers, which has resulted in the Major League Baseball Players Association/Inc (MLBPA/MLBPI) becoming shareholders. With this new facility, Force3 Pro Gear has quickly established itself as a leader in the sports equipment industry.

According to Jason Klein, president and founder of Force3 Pro Gear, "We are thrilled to call Stratford our home and with a building this size, we will be able to fuel our growth and allow us to expand our resources to support our mission to end all concussions. This much needed new space will serve as our showroom for all our products, office space for employees, in-house customizations, new test



240 Hathaway Drive - Stratford, CT

facility, warehouse and all direct to consumer capabilities. We are excited to showcase all of our products in our new showroom."

Wettenstein was the listing broker. Lawrence Langerman of Karp & Langerman, P.C. was counsel for the seller.

Viking Construction awards scholarship to New Britain High School senior, Smiarowski

NEW BRITAIN, CT Natalia Smiarowski has been awarded the 2021 Viking Construction Education Scholarship. Smiarowski, who plans to study architecture at the University of Massachusetts-Amherst, will receive \$1,000 per year each year she remains in the program (up to \$4,000 total).

Smiarowski graduated third in her class and has earned high honors every semester in high school. She is active in many academic and

community organizations including the Polish Guiding and Scouting Association and the Great Orchestra of Christmas Charity. She plans to pursue a Master of Architecture and become a licensed architect.

Viking created this scholarship in 2012 to support the general community and, as much as possible, those pursuing construction-related careers. To date, the company has committed \$40,000 to students.

For full story visit nerej.com

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New England Real Estate Journal



NABLE OF RIPCO R.E. REPS TENANT AT 1770 BOSTON POST RD. Russell of H. Pearce Commercial leases 10,174 s/f to Dollar Tree Store

MILFORD, CT Carl Russell, CCIM, SIOR, senior commercial broker of H. Pearce Commercial Real Estate has closed on the lease of more than 10,000 s/f at 1770 Boston Post Rd.

This retail space is the site of the city's newest Dollar Tree Store, which opened in early August. Part of a leading national single-point price-retailer, it is the third Dollar Tree Store to open and operate simultaneously in the city.

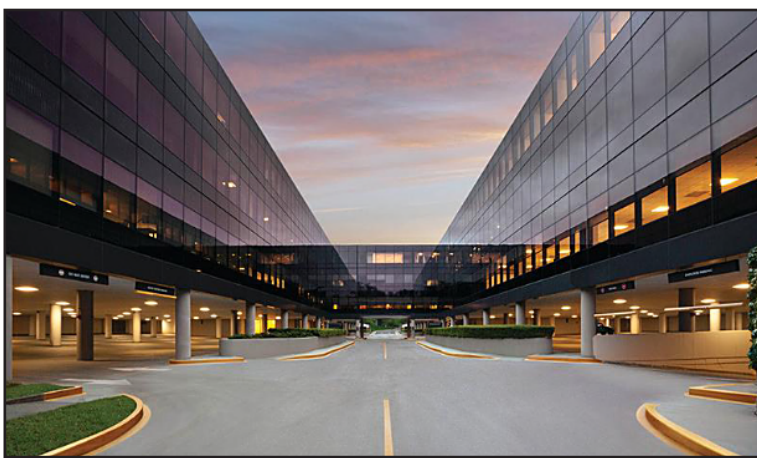
Russell represented the landlord – Milford 1770 Real Estate, LLC. and 1770 BPR Associates, LLC., while the tenant was represented by Jeffrey Nable of RIPCO Real Estate, LLC.



Nuveen R.E. begins improvement program at 20 Westport Rd.

WILTON, CT Nuveen Real Estate has launched a sustainable lifestyle and hospitality-centric improvement program at 20 Westport Rd., a 340,000 s/f Class A office building located within the Wilton Woods Corporate Campus.

The enhancements include a bicycle-sharing system and electric vehicle chargers for the 60-acre wooded property. In addition, an on-site manager will focus on creating an active community by planning events and leading content on a new tenant mobile application, scheduled to launch in 2022. The tenant app will feature a variety of concierge services including placing catering orders from the cafeteria, scheduling dry cleaning deliveries and pick-ups, signing up for fitness classes, as well as access to building directories,



maintenance requests, building event notifications, and more.

“Hospitality has become a key component of modern office life, especially

as companies consider returning to the workplace,” said Ines Olesen, director of New York investments at Nuveen Real Estate.

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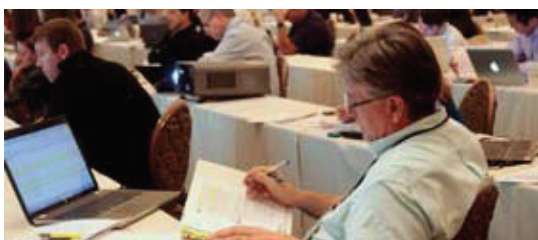
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Company of the Month

"WE DO OUR VERY BEST...WE PLAY WITH HEART, WE FOSTER RELATIONSHIPS, AND WE BUILD CULTURE"

Champion Elevator stepped up to the plate like a true champion during the COVID-19 Pandemic

HARTFORD, CT There's a new name in New England but it comes with years of elevator expertise and dedication! Champion Elevator president Donald Gelestino has heard the same phrase over his 35+ years in the elevator business, "Your business must have its ups and downs..." Like most people and companies when you combine that phrase with COVID you may create a roller coaster of emotion, decisions, and hardship, but Team Champion used this crisis as an opportunity.

When the U.S. government created the PPP funding program Champion's finance team was one of the first to apply and be approved for \$3.2 million in relief. After receiving the funds, Champion's president returned the funds so that they can be disbursed to others more in need. The funds granted to Champion would not have been converted to a loan or had to be paid back ever...full forgiveness! Furthermore, Champion has over 40 elevator modernization teams in which many jobs were shut down, delayed, or even cancelled. Champion rose to the occasion and did not lay off one employee.

Gelestino and his team saw the opportunity and need for their employees and customers. Due to COVID and knowing everyone was placing only half the people in an elevator means the elevators were going to run twice as much. Team Champion took their displaced employees and put them on co-op, condo, and residential rental type buildings to perform additional maintenance so that the elevators ran their very best. This was a win-win situation for both employees and



Shown (from left) are: Donald Gelestino, president; Donna Scibetta, VP violations & testing; Robert Masterson, president of modernization & construction; Joseph Corrado, SVP; and Stirling Collins, SVP.

customers. The company absorbed the costs—and showed a significant loss—but that is what a true champion does, according to the team, "We do our very best. We may not win every time, but we play with heart, we foster relationships, and we build culture." Champion very proudly won the 2020 Elevator World Ellies Award for "Best Family-Owned Company" in the United States. Champion was also awarded the \$40 million, 180-elevator maintenance and modernization project at Co-op City in the Bronx. "Through dedication, hard work, honesty, and transparency we were fortunate enough to be awarded this once-in-a-lifetime project," said vice president Joseph Corrado. Team

Champion is more than 50% complete with this job and is ahead of schedule and budget.

In 2015, when Champion Elevator was created, there were a handful of staff including Donna Scibetta, Robert Zalud, Joseph Corrado, and president Don Gelestino. As the team grew with hand-selected team members, they amassed some of the best talent in the business. Chief technical development officer

Robert Masterson, who currently runs the \$40 million Co-Op City modernization project, is known for being instrumental in writing the maintenance control program for One World Trade Center. Ron McCrummen, CFO, has taken companies from \$2 million valuations into the billions. Rob Monforte who is the president of maintenance operations has experience from Millar Elevator and operating a big book of business for Schindler in the past. The list goes on as you dig deep into this company's roots.

Champion has some of the best troubleshooters in the industry and a safety plan which is spearheaded by safety industry leaders such as Louis DeLoreto and Ed Bulakites. Donna Scibetta runs the Testing and Inspections Department and has been working with Gelestino since 1990. According to Gelestino, "Champion has a Testing and Inspection Department second to none."

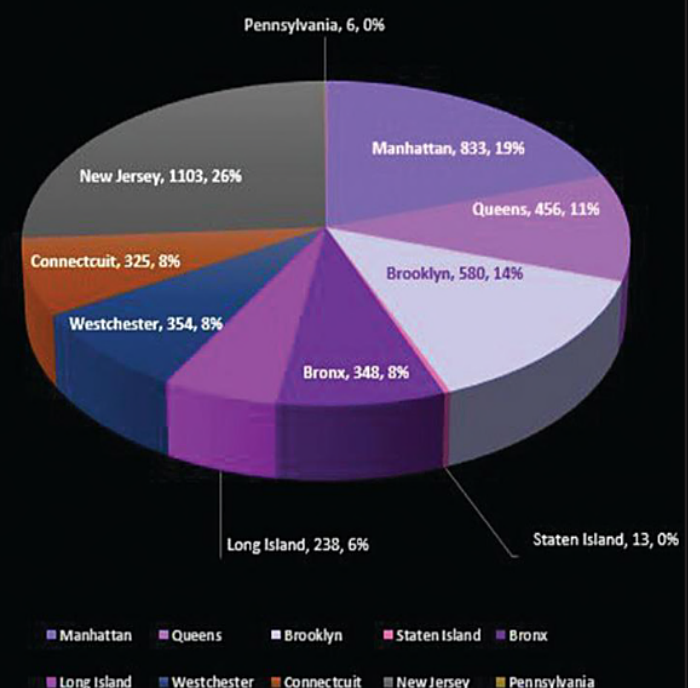
Champion's official corporate headquarters is located at 1450 Broadway in New York, N.Y. In addition to that location, Champion has a Long Island branch, a Connecticut/Massachusetts branch, and a New Jersey/Pennsylvania branch. All branches house thousands of elevator parts so they can react to the service



Shown (from left) with the \$3.29 million check back to the Small Business Administration are: Don Gelestino and Joseph Corrado.



4256 ELEVATORS ON MONTHLY CONTRACT September 01, 2021



needs of their clients.

Champion was one of the first non-Connecticut based companies to open in the state of Connecticut in many years and now has nearly 400 elevators on service in Connecticut.

Amy DiPaolo, sr. vice president of New Jersey operations said, "We are thankful every day to the loyal customers and dedicated people who are working at Champion Elevator, without them, none of this would be possible."

Champion Elevator Corp is a privately owned company, founded by Gelestino in September 2015. They currently service 4,256 elevators monthly in NY, NJ, PA, CT, and MA. Champion has 268 employees ready to service, modernize, repair, test, and install elevators.

Keep on the lookout for Champion Elevator as they rise above their competition and build their culture and create transparent communications for their clients.

Realtime - Honest - Transparent - Communication



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TO ENTERPRISE RENT-A-CAR

Bongiorni of SR Commercial Rlty. leases 8,864 s/f at 298 Governor St.

EAST HARTFORD, CT Paul Bongiorni of SR Commercial Realty brokered the lease of a 8,864 s/f building to Enterprise Rent-A-Car, where they plan to open a new branch.



Paul Bongiorni

The property, located at 298 Governor St., is located off of Connecticut Blvd. (Rte. 44), near area dealerships. It was formerly occupied by Hoffman Auto Body.



Vidal/Wettenstein and CBRE sell 142,000 s/f for \$4.4m



NEWTOWN, CT Kimball Midwest, a national industrial supplier based in Ohio, will open its fifth distribution center in the first half of 2022 when it begins operations at a 142,000 s/f facility.

The building, located on 41 acres, will allow Kimball Midwest to provide enhanced service to its customers throughout the northeastern United

States. The site was an electrical components factory for Hubbell Inc. until it closed in 2019. The sale price was \$4.4 million.

Bruce Wettenstein, SIOR & partner with Vidal/Wettenstein represented Kimball Midwest. Lou Zuckerman and Patrick Colwell of CBRE were the listing brokers.

Lyman Real Estate sells 5,000 s/f



NORWICH, CT Ron Lyman, CCIM, CEO of Lyman Real Estate Brokerage & Development, sold a



Ron Lyman

5,000 s/f building at 150 Otobando Ave. to his client, Dr. Caleb Peck, Psy.D., a board-certified neuropsychologist and the director at Clarus Health Alliance. The listing agent for the 1.38 acre property was Cathy Newlin of Re/Max Legends.

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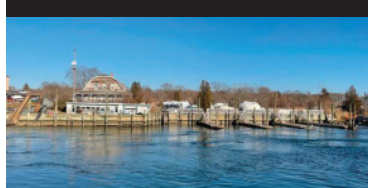
BETHANY, CT— 16 Commercial Condo Package Deal! All fully leased. Located in two buildings. For Sale \$600,000. Call Heather Gianacoplos, x153

DEVELOPMENT OPPORTUNITY



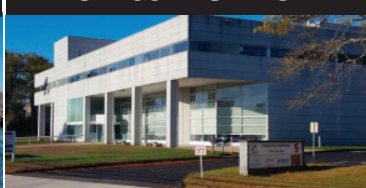
LEDYARD CENTER, CT— 2,112sf former garage + single family. Many possibilities. 0.97 ac, 290' rd frontage. Well/Septic. Public water in street. Taxes \$8954. \$675,000 Steve/Jeff

Historic Waterfront Property



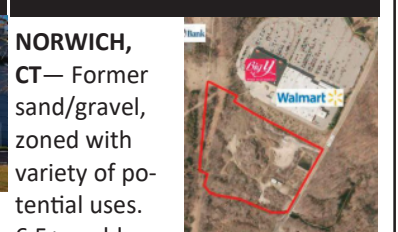
WATERFORD, CT - Niantic River, 100 yards to Long Island Sound. 90' deep-water dock. \$72,000 Land Lease income. Good for B&B??? For Sale \$1,700,000. Norm Peck ext 133

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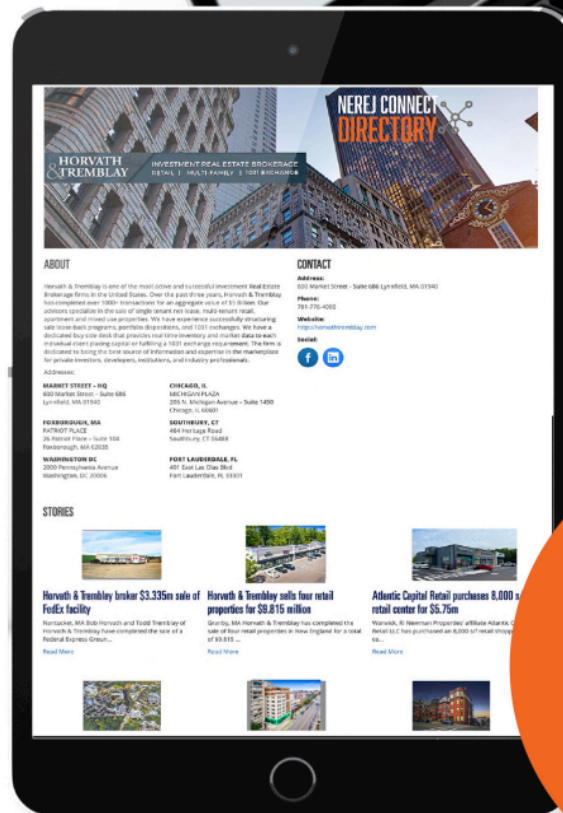
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Franzese@rc.com, Antonia Ciaverella@tectonpc.com, or Nancy Greenwald@construction.org

Construction Institute Upcoming Events

September 23, 2021 - Golf Classic at Lyman Orchard Golf Club

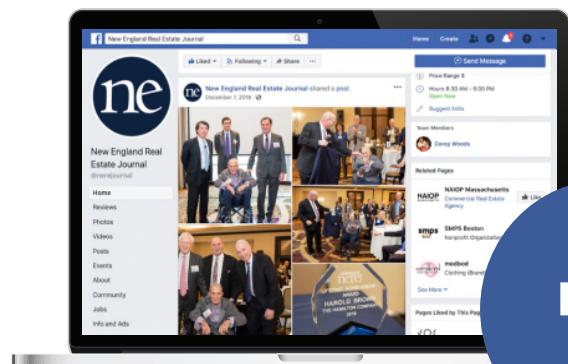
September 30, 2021 - Collaborative Networking Event with CoreNet, The CI, the CI Young Professionals Council, and the Young Leaders from CoreNet at Elicit Brewing

November 10, 2021 - AEC Leadership Conference – DAY 1

November 12, 2021 - AEC Leadership Conference – DAY 2

March 10, 2022 - The Annual Visionaries Forum

April 13 & 14, 2022 - The 7th Annual Women Who Build Summit



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MEETINGS and EVENTS:

October - SIOR Habitat for Humanity Build

When: Oct. 9, 2021 from 09:00 to 17:00

Where: TBD, Details to Follow, Hartford

November - Finance Breakfast Panel

When: Nov. 11, 2021 from 08:00 to 11:00 (ET)

Where: Farms Country Club, 180 Cheshire Road, Wallingford

January 2022 - SIOR CT/W MA Chapter Winter Meeting

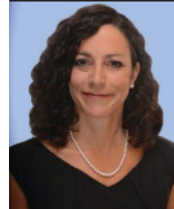
When: Jan. 26, 2022 from 16:00 to 20:00 (ET)

Where: Woodway Country Club, 540 Hoyt St, Darien

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Welcome our newest annual sponsor - Lynn DiGiovanni, M&J Engineering

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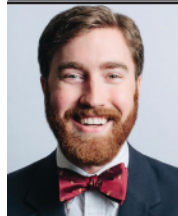


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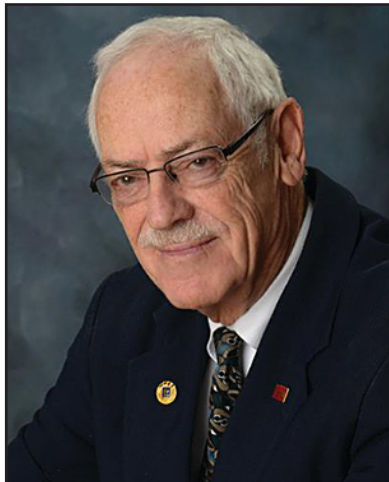


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AFTER 50 YEARS IN THE INDUSTRY

CT CCIM congratulates Cagenello of Berkshire Hathaway on retirement

WALLINGFORD, CT After 50 years in the industry, Bruce Cagenello, CCIM, announced his retirement. A long-time member of the Connecticut Chapter of CCIM, Cagenello was a fixture of meetings and events. Having joined the business in 1971, his career began with Westledge Associates, which he bought from Westledge School with his partner Bill Reilly.



Bruce Cagenello

In the following years, Cagenello opened six offices in the greater Hartford area, sold Westledge Associates, started the firm CARECO, and moved to Prudential Real Estate (now Berkshire Hathaway). In addition to his business, Cagenello was chairman of the Connecticut Real Estate Commission for 15 years and treasurer of the Connecticut Association of Realtors for eight years. He was also an elected Justice of the Peace for 20 years and married many couples.

While it would be impossible to list all of Cagenello's many brokered transactions, he is particularly proud of selling 172 West Main St. in Avon, where Berkshire Hathaway's offices now reside. In addition, he sold the Big Y grocery store in North Simsbury, which just opened this year. Having brokered the Key Bank on Rte. 44 in Avon, he is looking forward

to the transaction's last commission check, which he'll receive when he is 102 years old. According to Cagenello, "the best part is doing business with people you like and respect. It's like frosting on the cake."

Cagenello lives in Masonicare at Ashlar Village, in Wallingford, where he serves on the scholarship committee. Both a Mason and a Shriner, Cagenello is looking forward to getting more involved in the organizations with his newfound time. Additionally, he and his wife, Dody are excited to spend more time with their five great grandchildren.

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. Ultimately, CCIM represents a larger vision of the commercial real estate provider, leveraging investment analysis, opinions of value, and underwriting to become a leader in sourcing capital, building a cash-flow vehicle, and ultimately creating value. Information at www.ccim.com.

CCIM CT Chapter offers scholarship towards CCIM designation

GUILFORD, CT The CCIM CT Chapter is accepting applications for the Stan Gniazdowski/Carl Russell Endowed Scholarship which will provide \$1,000 towards earning the CCIM designation.

This Named Endowed Scholarship provides \$1,000 to a well-deserving Connecticut commercial real estate practitioner who is actively pursuing the CCIM designation. The Connecticut CCIM Chapter's board of directors selected Gniazdowski and Russell to receive the honor of a named scholarship

because of their hard work and dedication to the Connecticut chapter and their service to the Institute.

The recipient will receive \$1,000 to offset the cost of one of the following CCIM designation courses: CI 101, CI 102, CI 103 or CI 104. Classes may be taken in-person or online.

The CCIM designation is conferred upon commercial real estate leaders who have a proven record of success in the field and have demonstrated a mastery of financial, market, and investment analysis. CCIM designees come from a variety of professional

backgrounds including brokerage, banking, asset management, property management, law, and accounting.

The CCIM Connecticut chapter serves as the focal point for quality education, networking and market services for the commercial investment real estate specialist in Connecticut, by offering resources enabling the commercial investment practitioner to deliver superior service to clients and customers.

For an application, please contact admin@ctccim.com. The deadline for applications is October 10, 2021.

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