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**BioMed Realty signs  
Takeda to entire  
585 Third St. project -  
totaling 600,000 s/f**



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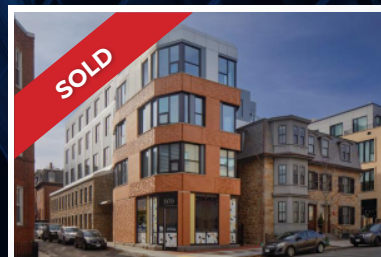
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Cambridge, MA  
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**19 Central Street**  
Somerville, MA  
\$14,000,000



**77 Green Street**  
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\$5,876,000



**Longwood Row**  
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\$22,500,000



**103-105 Summer Street**  
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**408-410 Hanover Street**  
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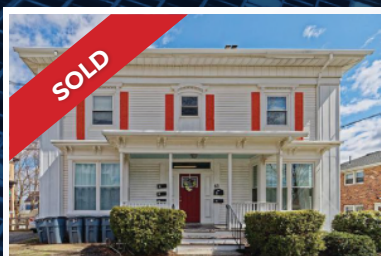
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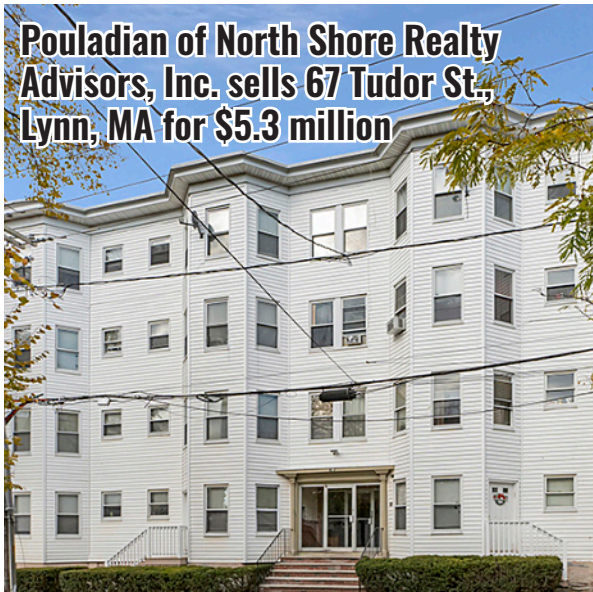
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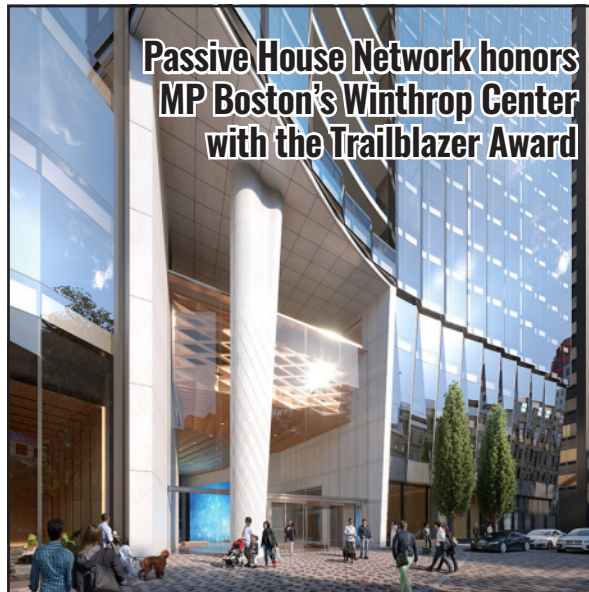
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July 1 - 7, 2022



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**Passive House Network honors MP Boston's Winthrop Center with the Trailblazer Award**

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**Harrington & Co. and Norton Asset Mgmt. sell two industrial properties - \$3.345m**

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

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# BioMed Realty signs Takeda to entire 585 Third St. project - totaling 600,000 s/f

**CAMBRIDGE, MA** According to BioMed Realty, Takeda has leased the entire research and development project totaling 600,000 s/f in Kendall Sq. located at 585 Third St. The building is expected to be ready for occupancy in 2026 and will provide 16 stories of advanced and efficient lab office space incorporating industry-leading sustainability features. In addition to the community benefits provided by the project, BioMed and Takeda expect the building to achieve LEED Gold or higher designation.

The lab and office space was designed by CBT Architects. CBRE represented BioMed Realty and Cushman & Wakefield represented Takeda in the transaction.

The building has been intentionally designed to reflect the multiple uses of the project, while also paying homage to the maritime history of the site and the Canal District. Curved facades reminiscent of the water minimize shadow, boost sunlight, counteract wind corridors, and provide further aesthetic variation for the building. The exterior transitions in color

from the public, arts-focused first three floors to the lab and office spaces above. Coordinating design elements such as colors and plantings encourage interplay between indoors and outdoors on the ground floor, creating a unified, all-season park for community members and visitors alike to enjoy.

The project is also a culmination of BioMed's deep-seated commitment to serving as a meaningful community partner. In connection with the development of 585 Kendall, the company has committed to two community initiatives, including the relocation of a gas transfer station from Third St. to significantly improve the area, and delivery of the long-awaited performing arts center via the development of a 300-seat venue at the base of the building that is operated separately from the lab and office space leased to Takeda. The result of BioMed's ongoing, community-driven planning approach was the creation of the 585 Arts organization to foster the performing arts.

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## Kelleher and Pentore of Horvath & Tremblay sell five-unit multifamily property for \$3.5m

**BOSTON, MA** Dennis Kelleher and John Pentore of Horvath & Tremblay have completed the sale of 408-410 Hanover St., a five-unit multifamily building. The brick asset sold for \$3.5 million and \$700,000 per unit.

Centrally located in the North End and 0.5-miles to Boston's North Station, 408-410 Hanover St. is a core asset in one of the strongest real estate markets in the country. The property, which has been meticulously maintained and owned by one family for generations, consists of a five-story brick building with five residential units and is comprised of three three-bedroom/one-bathroom units, one two-bedroom/one-bathroom unit, with living room and dining room, and one oversized



one-bedroom/1.5-bathroom unit with 5,735 s/f of living area in 6,882 s/f of total area. All of the unit interiors have been updated and feature hardwood floors, upgraded kitchens with stainless steel appliances and granite countertops.

## Pouladian of North Shore Realty Advisors, Inc. sells 67 Tudor St., Lynn, MA for \$5.3 million

**LYNN, MA** Dan Pouladian of North Shore Realty Advisors, Inc. sold 67 Tudor St., a 27-unit apartment building. This asset sold for \$5.3 million, or \$196,296 per unit.

The property offers investors a vast amount of untapped value by increasing rents to market levels as well as the opportunity to implement a comprehensive unit renovation program that would generate significant rental income upside.

The four-story separately metered property consists of 27 residential units with a blend of studio and one-bedroom apartments. The building is 16,804 rentable s/f and 19,156 total gross s/f and situated on .17 acres.

This location provides residents with transit access with multiple bus stops on Newhall St., Surfside Rd. and Beach Rd. The property is

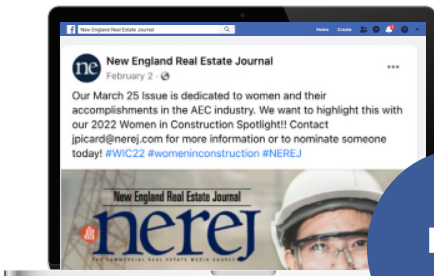


67 Tudor Street - Lynn, MA

also a short distance to the Lynn Commuter Rail with a 15-minute commute into Boston and a short walk to the Community College, Nahant Beach, Lynn Shore Dr. and

Swampscott.

Pouladian was the exclusive agent represented the seller and procured the buyer through his private client network.

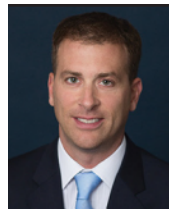


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# Pappas of Chozick Realty brokers \$1.995 million multifamily sale

**WATERBURY, CT** Steve Pappas of Chozick Realty has arranged the sale of Piedmont Gardens with a closing price of \$1.995 million.



**Steve Pappas**

Piedmont Gardens is a 25-unit garden apartment community comprised of three properties on three adjacent parcels located at 25, 35, and 37 Piedmont St. with one shared driveway.

The unit mix for the community as a whole offers, one studio, 16 one-bedroom, and seven two-bedroom apartments. 25 Piedmont St. is a 12-unit building built in 1972. 35 Piedmont St. is a four-family



home built in 1888. 37 Piedmont St. is a nine-unit apartment building built in 1973.

Pappas represented the seller as well as procuring the buyer for the property.

## Boston Realty Advisors brokers sale of Mount Carmel for \$10 million

**EAST BOSTON, MA** Boston Realty Advisors brokered the sale of Mount Carmel Residences, a fully approved 108-unit residential development in the Jeffries Point neighborhood of the city.

The property, consisting of three buildings and a parking lot, was the former Our Lady of Mount Carmel and will be a combination of adaptive reuse of the existing buildings and new construction on the associated parking lot. The price was \$10 million.

“Boston Realty Advisors was pleased to complete the sale of this prominent site, providing much

needed housing units in a great neighborhood,” said Andrew Herald, associate director of Boston Realty Advisors.

The approved residential development will include 14 units in the existing buildings, with the remainder of the 108 being new construction. Four parcels of land make up the property, a total of 1.13 acres at the intersection of Frankfort and Grove Sts. The Mount Carmel Residences will feature green space and bicycle parking.

The Jeffries Point neighborhood was once known for shipbuilding and other maritime industries and

has experienced a renaissance over the last two decades, with both longtime and new residences taking advantage of both a rich urban lifestyle and the unparalleled views East Boston offers.

Within walking distance are transit connections, including a five-minute walk to the Maverick Sq. MBTA Station on the Blue Line, groceries and other shopping options, and increasing numbers of bars and restaurants. A water tax and extensive highway network offer easy access to Downtown Boston, Charlestown, South Boston and Logan Airport.

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## JLL Capital Markets handles \$4.15m sale-lease back to LPC

**MIDDLEBOROUGH, MA** JLL Capital Markets has closed the \$4.15 million sale-lease back and arranged the acquisition financing for 41 Leona Dr., a 30,050 s/f industrial building.

JLL represented the seller, Butler Automatic, in the sale to Lincoln Property Company (LPC). In addition, JLL worked on behalf of the buyer to secure the three-year, fixed-rate loan with Centreville Bank.

Butler Automatic currently occupies the entire building and will continue to lease back the property. The one-story building, which was originally built in 1998, features three dock doors, 23-foot clear heights and 37-foot column spacing.

41 Leona Dr. is located within the 1.8 million s/f Campanelli Industrial Park. The property has access to I-495, allowing for quick distribution throughout Southern New England, including Boston, Rhode Island and Connecticut.

The asset is benefited by its position in the 495 South Industrial Market as vacancies have reached all-time lows across all sub-product types. At the end of Q1, vacancy rates had dropped



41 Leona Drive - Middleborough, MA

to 2%, applying immense upward pressure on rental rates across the entire market. Just within the Campanelli Industrial Park, the vacancy rate sits at 1.5%.

The JLL Capital Markets investment sales and advisory team representing the seller was led by director Lenny Pierce, senior director Michael Restivo and associate David Coffman.

"This was a great opportunity for Butler Automatic to capitalize on a historically competitive industrial market, and also for LPC to add yet another high-quality flex/manufacturing asset to their portfolio," said Pierce.

The JLL Capital Markets Debt Advisory team representing the borrower was led by director Amy Lousararian.

## Gilkie and Fahy of R.W. Holmes Realty negotiate 10,800 s/f industrial lease



**LAWRENCE, MA** R.W. Holmes Realty has negotiated a 10,800 s/f lease. Buckley Cable Construction

sociate, represented Buckley Cable Construction in the transaction. Eric Brooks represented the landlord, Brooks Properties.



David Gilkie



Mike Fahy

Co., a contractor in the telecommunication industry, leased the flex space at 9 Powers St., a single-story flex building with two drive in doors and a loading dock located in the Lawrence Industrial Park.

"After an extensive search, we were able to find a suitable option for the tenant that needed minimal improvements in a well-established park," said R.W. Holmes senior vice president David Gilkie, who along with Mike Fahy, as-

## Nordlund Associates handle 9,000 s/f sale



**NEWBURYPORT, MA** Nordlund Associates completed the sale of six industrial condominium units at 18 Henry Graf Rd. The 9,000 s/f was occupied by Whitcraft Aerospace at the time of sale and was purchased by the buyer 18 Graf LLC represented by Kevin Olson, of Nordlund. Anthony Triglione, of Nordlund represented the seller, Airpark Realty Trust.

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# Eastdil Secured sells 479,000 s/f for Related Fund Mgmt. to GI Ptrs.

**BOSTON, MA** GI Partners, a leading private investment firm, continues its strategy of acquiring and managing technology-enabled real estate by completing the acquisition of 451 D St. (451 D), a life science, data center, and creative office asset leased to some of the biotechnology industry's most promising firms and multiple established data center operators.

451 D represents a scaled, world class lab and data center facility located in one of the largest life science clusters in the U.S. The 479,000 s/f property has recently undergone two major phases of lab conversion that total over half of the building's rentable area. It is a well located, highly functional destination asset for rapidly growing life science firms in need of high quality, flexible, and modern lab infrastructure to help them source talent and funding and create competitive advantages in the



marketplace.

The seller, Related Fund Management, will retain a minority interest in the ownership of the property.

Related Beal will continue to serve as property manager. Related Fund Management acquired the building in 2018 and since then

Related Beal has made significant upgrades and renovations to accommodate for life sciences tenants. Over the past two years, the firm secured leases with several cutting-edge biotech firms.

Eastdil Secured represented the seller and placed debt financing for the new ownership group.

## Evolution Energy Partners rebrands to Evolution Sustainability Group

**BOSTON, MA** Evolution Energy Partners has officially rebranded to Evolution Sustainability Group. The name change serves to better illustrate the complete interrelated package of services and solutions the company has developed through its years of success. The Evolution Sustainability Group family of companies collectively represent the broadest offering of energy and sustainability solutions in the

industry today. Following is the family of companies that operate under the Evolution Sustainability Group umbrella:

**Evolution ESG Partners:** An ESG consultancy creating customized environmental, social, and governance strategies and guidance to support sustainability goals.

**Evolution Energy Partners:** An energy procurement advisory and brokerage offering customized

energy and utility procurement strategies to fit an organization's energy objectives, sustainability goals, consumption profile, and risk tolerance.

**Evolution Engineering Partners:** A design-build energy engineering firm specializing in turnkey energy efficiency and renewable energy projects providing strong ROI and immediate net positive cash flow.



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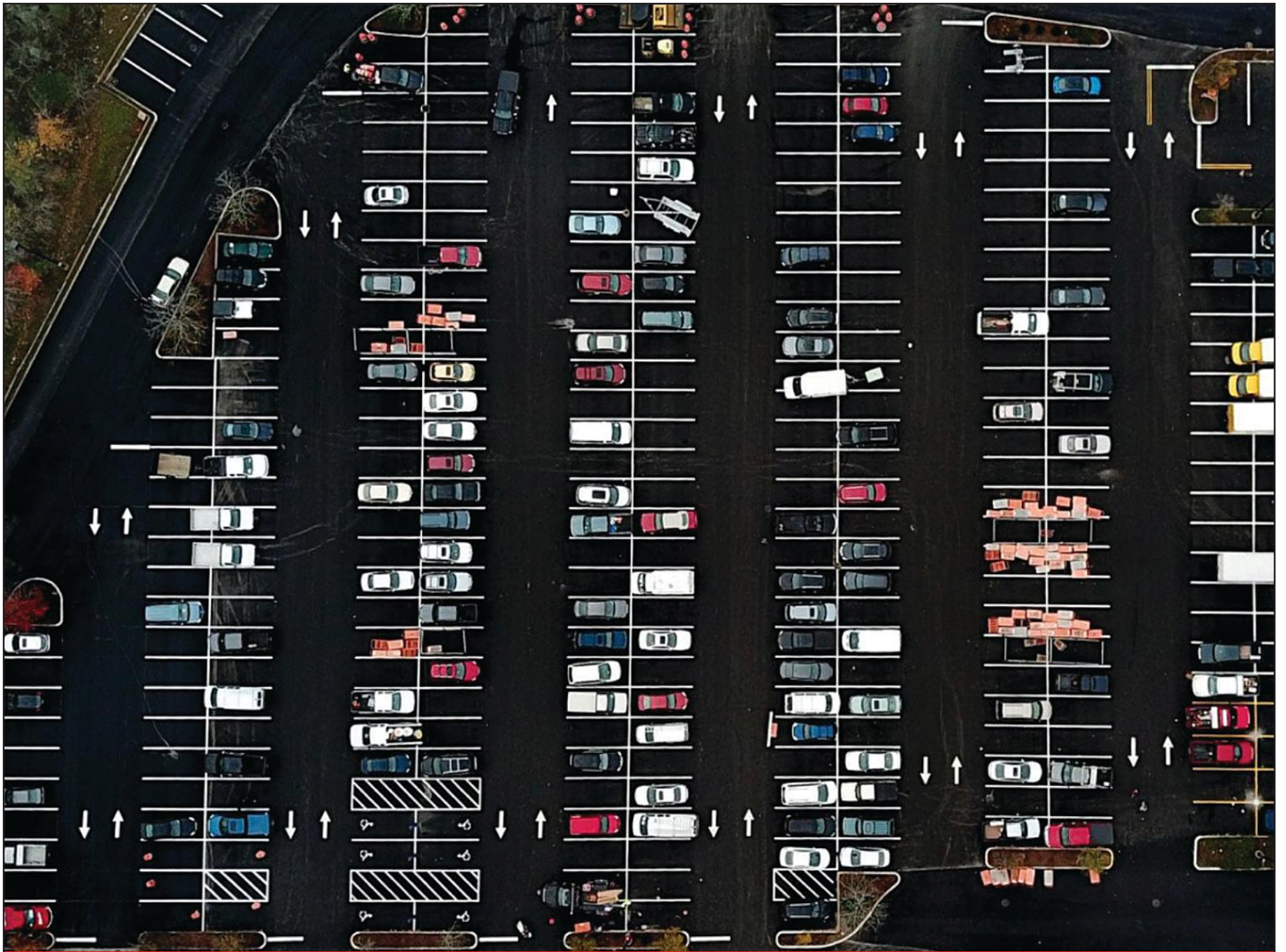
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# Picking the right Delaware Statutory Trust companies - Part 2



**Dwight Kay**  
Kay Properties  
and Investments

Investors often must juggle multiple investment options, like where to invest and with whom. When it comes to evaluating a Delaware Statutory Trust or DST investment, real estate investors should look for a firm that specializes in DST investments to help ensure their 1031 Exchange is executed, with no detail being dropped.

## What Does Their Education Process for DST 1031 Investors Look Like?

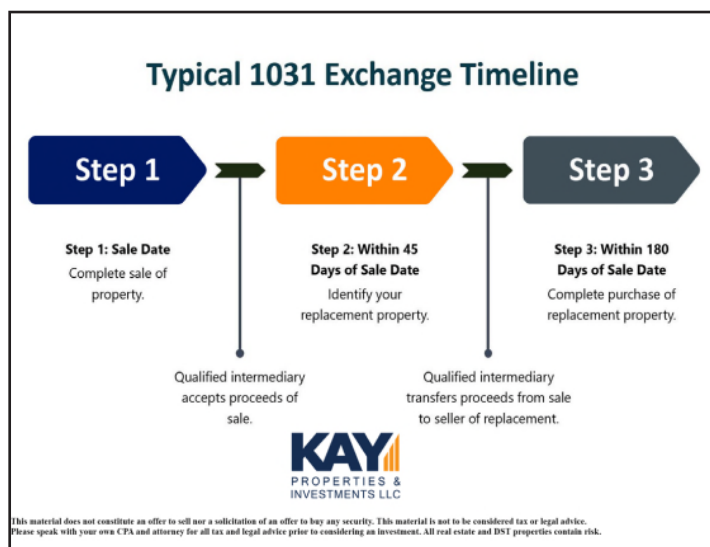
Because the Delaware Statutory Trust 1031 IRS laws can be confusing, the best Delaware Statutory Trust broker should offer investors educational tools to help them find the right DST investment vehicle. In addition, a good DST 1031 firm should also possess extensive knowledge about the different types of DST options, and be able to share this knowledge so that their client can pick the right property that meets their goals and objectives, be it in terms of tax deferrals or benefits and of course potential returns. And – depending on your unique goals and objectives – an excellent DST broker may help you select DST investments as you consider all three: potential income, potential capital preservation, and capital appreciation potential.

Kay Properties has one of the most (if not the most) robust 1031 Delaware Statutory Trust educational platforms in the nation. Some of these educational tools include:

- DST 1031 Conference Calls
- 1031 Exchange Delaware Statutory Trust Seminars and Workshops
- Vast Library of DST blog articles where investors can learn about DST trends, transactions, and insights
- A Regularly Updated Library of Podcast Episodes dedicated to DST 1031 exchanges

## What Does Their Track Record Say?

Another good idea for investors who are looking for the right Delaware Statutory Trust company is to examine the track record of any firm you are thinking of working with to determine whether they have extensive experience with DST 1031 investments. A long track record suggests they have acquired the necessary financial skill set and industry expertise which can help them evaluate several options to help you pick



the right one. Plus, with years of experience in the DST sector, the best DST companies boast of a broad network of DST sponsors, offering you many options to choose from.

Kay Properties & Investments is considered one of the most experienced and knowledgeable investment firms in the country specializing in Delaware Statutory Trust (DST) and private equity real estate investments. The firm was established in 2010 with the emphasis on providing real estate investment options to high-net-worth clients looking for passive real estate ownership. In addition, Kay Properties believes it has created one of the largest 1031 exchange and real estate investment online marketplaces in the country that generates some of the largest DST 1031 investment volume in the United States. In 2021, for example, Kay Properties clients participated in thousands of transactions, and the \$610 million of equity invested through the Kay Properties platform was invested in more than \$8 billion of real estate offerings totaling approximately 50 million s/f of multifamily, manufactured housing, single tenant net lease, industrial, self-storage and medical properties nationwide.

Besides a deep network, what accredited investors deserve is an experienced and knowledgeable 1031 Delaware Statutory Trust broker that can provide them with valuable insight, guidance, and access to a large amount of diverse DST properties from many different DST sponsor companies. Kay Properties, a national Delaware Statutory Trust (DST) investment firm, is such a DST broker.

**Dwight Kay is the CEO and founder of Kay Properties and Investments, LLC, New York, N.Y.**

*Kay Properties is a national Delaware Statutory Trust (DST) investment firm. The www.kpi1031.*

*com platform provides access to the marketplace of DSTs from over 25 different sponsor companies, custom DSTs only available to Kayclients, independent advice on DST sponsor companies, full due diligence and vetting on each DST (typically 20-40 DSTs) and a DST secondary market. Kay Properties team members collectively have over 150 years of real estate experience, are licensed in all 50 states, and have participated in over \$30 billion of DST 1031 investments.*

*This material does not constitute an offer to sell nor a solicitation of an offer to buy any security. Such offers can be made only by the confidential Private Placement Memorandum (the "Memorandum"). Please read the entire Memorandum paying special attention to the risk section prior investing. IRC Section 1031, IRC Section 1033 and IRC Section 721 are complex tax codes therefore you should consult your tax or legal professional for details regarding your situation. There are material risks associated with investing in real estate securities including illiquidity, vacancies, general market conditions and competition, lack of operating history, interest rate risks, general risks of owning/operating commercial and multifamily properties, financing risks, potential adverse tax consequences, general economic risks, development risks and long hold periods. There is a risk of loss of the entire investment principal. Past performance is not a guarantee of future results. Potential cash flow, potential returns and potential appreciation are not guaranteed.*

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## Glickman and Ryan of NAI Glickman Kovago & Jacobs facilitate \$3.75 million building sale



**AUBURN, MA** The 54,000 s/f building at 17 Saint Mark St. was purchased by Lundgren Equity Partners, LLC, a regional investment group with plans to improve the property, for \$3.75 million. The purchase was facilitated by James Glickman and Nolan Ryan of NAI Glickman Kovago & Jacobs who represented the buyer.

Over the next few months this property will transform into a

distribution building capable of servicing a variety of uses with improvements such as loading docks and repaved impervious surfaces. Historically a manufacturing building for Consolidated Fabrications, 17 Saint Mark St. will have a unique blend of warehousing and manufacturing capabilities boasting loading docks, high ceilings, heavy power, and compressed airlines throughout the building.

## Newmark represents the seller BentallGreenOak in the sale of Park 9



**WELLESLEY, MA** Newmark completed the sale of Park 9, a four-building campus with life science conversion potential. Newmark co-head of U.S. Capital Markets Robert Griffin, executive vice chairman Edward Maher, vice chairman Matthew Pullen and managing director Samantha Hollowell of the firm's Boston Capital Markets Group represented the seller, BentallGreenOak on behalf of Sun Life, and procured the buyer, Beacon Capital Partners.

Totaling 375,058 s/f, Park 9 encompasses four buildings with high-quality office interiors and abundant modern amenities plus a six-story structured parking garage. It is anchored by three long-term, credit-rated office tenants—Sun Life, Morgan Stanley and Boston Children's Hospital—and features a 120,000 s/f asset that is well positioned for immediate

laboratory conversion.

"Park 9 offers the exact type of self-contained, amenity-rich, mixed-use campus environment that appeals to life science users," said Maher. "The park further benefits from a highly-visible, strategic location in the southwest quadrant of suburban Boston's key Rte. 128/Rte. 9 interchange."

In addition to Rte. 128 and Rte. 9, Park 9 has access to I-90 (Mass. Pike), which provides a direct connection to both Cambridge (13 miles away) and Boston (16 miles away). The campus is also situated between two public transit routes—the MBTA commuter rail's Framingham/Worcester line and the MBTA Green Line's D branch—that connect to the city.

Newmark senior financial analyst William Sleeper provided financial analysis support on the transaction.



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# Northern New England



## Harrington & Co. and Norton Asset Mgmt. sell two industrial properties - \$3.345m

**HOOKSETT, NH** Mike Harrington, Harrington & Company and Bill Norton, Norton Asset Management have teamed up to consult and represent the owners of two industrial properties for a total of \$3.345 million.



Mike Harrington

Bill Norton

Harrington and Norton brokered the sale of 18 Legends Dr. in the sale of their property for \$2.2 million.

18 Legends Dr. is a 42-acre, industrial-zoned property, that prior to the sale had been used as a recreational business consisting of a driving range, miniature golf course and batting cages.

The sale culminates an over 30 year relationship between Norton and the owners of the property/business whom Norton counseled over the years and during the initial stages of developing this property into a family owned business.

The property was purchased by



18 Legends Drive - Hooksett, N.H.



Concord Industrial Park, 25 Chenell Drive - Concord, N.H.

Marmon Aerospace & Defense who received town approvals to build a new 80,000 s/f manufacturing facility.

The buyer was represented by Josh Robbie of Savills-US.

In a separate transaction, Norton and Harrington sold 25 Chenell Dr., a 12,000 s/f industrial lab building on 2.24 acres in the Concord Industrial Park for \$1.145 million.

The local investor who purchased the building has retained Harrington & Co. to market the property for lease.

The buyer was represented by Richard Danais, Danais Realty Group.

## Cumberland Crossing by OceanView progressing into phase 2A

**CUMBERLAND, ME** Cumberland Crossing by OceanView has progressed into phase 2A of their construction project which will add an additional 52 homes.

Cumberland Crossing by OceanView is an independent living retirement community on Tuttle Rd. The community, which broke ground in late 2018 and is a sister location to OceanView at Falmouth, features two-bedroom 'plus' cottages and maintenance-free retirement living. The phase 2A progression was initiated upon the successful selling of the first 53 homes in the development during Phase 1. Phase 2A will be completed with three neighborhoods that will connect the project from Tuttle Rd. to Greely Rd. The community center at Northwind Farm is located at 228 Greely Rd., with staff offices, resident gathering spaces and a new, heated, saltwater pool.

"Cumberland Crossing's maintenance-free retirement living continues to be an attractive option for retirees looking for peace of mind for the future while also living sustainably," said Gloria Walker, marketing and sales director for Cumberland Crossing by Ocean-



View. The community features custom-built, two-bedroom cottages with standard modern amenities like four-season sunrooms, gas fireplaces, solar electricity, and full-service generators. Residents also enjoy priority access to amenities and services at nearby OceanView at Falmouth.

Cumberland Crossing is a Maine-owned and managed family business founded by owner John Wasileski.

Cumberland Crossing is using local builders and subcontractors including True North Builders, Storey Brothers, and Mancini Electric among others.

## Gallagher and Italiaander of The Boulos Co. sell two Westbrook properties for \$1.8m to Joy R.E.

**WESTBROOK, ME** Joy Real Estate purchased a 7,000 s/f office building and a 1,280 s/f retail building on 18.27 acres from TOT Associates, LLC for a total of \$1,809,120. The properties closed in two transactions - 25 Bridgton Rd. closed at the end of 2021, and 23 Bridgton

Rd. closed in late April 2022. The properties were owned by one family for multiple generations. The buyer purchased the property as an investment.

The transaction was arranged by Chris Gallagher and Joseph Italiaander of The Boulos Co.

## Nickerson joins Roche Realty Group sales team

**MEREDITH, NH** After 16 years "behind the scenes" at Roche Realty Group, Amanda Nickerson has decided to



Amanda Nickerson

join their sales team. She started her career at 17 years old in administration and advanced to the company's in-house marketing and design department, all while personally assisting Frank Roche and his agents from the pre-listing process to the closing table and everywhere in between. "Sales associate" is the only accolade missing from her 16-year real estate

resume, and she's determined to excel in that aspect as well.

## Porta and NAI Dunham lease 3,800 s/f retail



**AUBURN, ME** Make Dough LLC, dba, Otto Pizza leased 3,800 s/f of retail space at 730 Center St. from EVP Auburn, LLC.

Peter Gwilym of Porta and Company represented the tenant. Frank O'Connor of NAI The Dunham Group represented the landlord.

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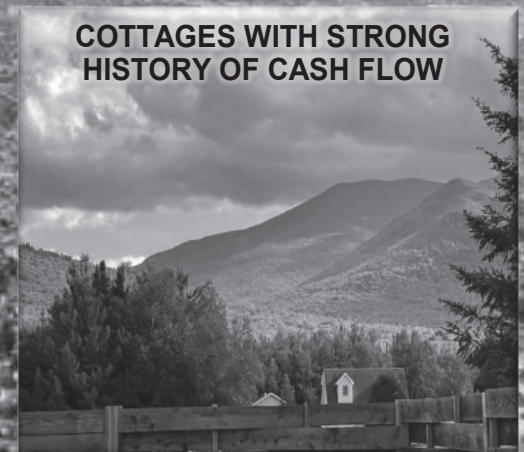
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# Tuscan Village welcomes MGB and The Container Store this fall

**SALEM, NH** New Tuscan Village tenants include New Hampshire's first The Container Store slated for this holiday season, Nike, Chick-Fil-A, T-Mobile and Xfinity, Crumbl Cookies, and Bennett's Sandwich Shop.

"At Tuscan Village our guest experience is our number one priority, we want to provide our community the best brands and retailers. We are honored to welcome and continue welcoming new shopping concepts and dining destinations to our community," said Michael Powers, SVP of leasing.

**6 South Village Dr.** - During the holidays, Nike opened their doors to over 15,000 s/f of athletic footwear, apparel, and accessories.

**14 South Village Dr.** - Chick-Fil-A opened a 5,000 s/f location.

**30 Tuscan Blvd.** - Mass General Brigham (MGB) is opening later this summer, care center providing both primary care and specialty treatment for patients in the Merrimack Valley and southern N.H.

**10 South Village Dr.** - The Container Store is slated to open with over 15,000 s/f. This concept will be one of the first new smaller format stores.

**10 South Village Dr.** - T-Mobile.

**57 Central St., Unit B** - Xfinity.

**55 Central St.** - Crumbl Cookies, with its fourth location in the state.

**12 South Village Dr.** - Bennett's Sandwich Shop has been featured



in Yelp's "Top 100 Places to Eat in 2021."

In 2016, Tuscan Brands acquired the 170-acre property formerly known as the Rockingham Park with the vision of transforming it into a 3.8 million s/f mixed-use super regional destination. Five

years later, the development has opened two phases and has exploded with national brands such as Mass General Brigham, L.L. Bean, Williams Sonoma, Pottery Barn, Marriott Hotels, 1,200 residences, and over one million s/f of life science campus space.

## Soley of Maine Realty Advisors elected to Maine Real Estate & Development Assn. board

**PORTLAND, ME** Josh Soley, president of Maine Realty Advisors, has been elected to the board of directors of the Maine Real Estate & Development Association (MEREDA).



Josh Soley

Soley specializes in investment sales and has facilitated transactions in Maine, Ver-

mont, New York, Maryland, and Florida, completing both sales and leases in excess of \$250 million. In 2021, CoStar honored Soley as a Power Broker for topping the industry in sales

A Maine native, Soley graduated from Freeport High School then the Maxwell School at Syracuse University.

Soley also participates on MEREDA's conference committee.

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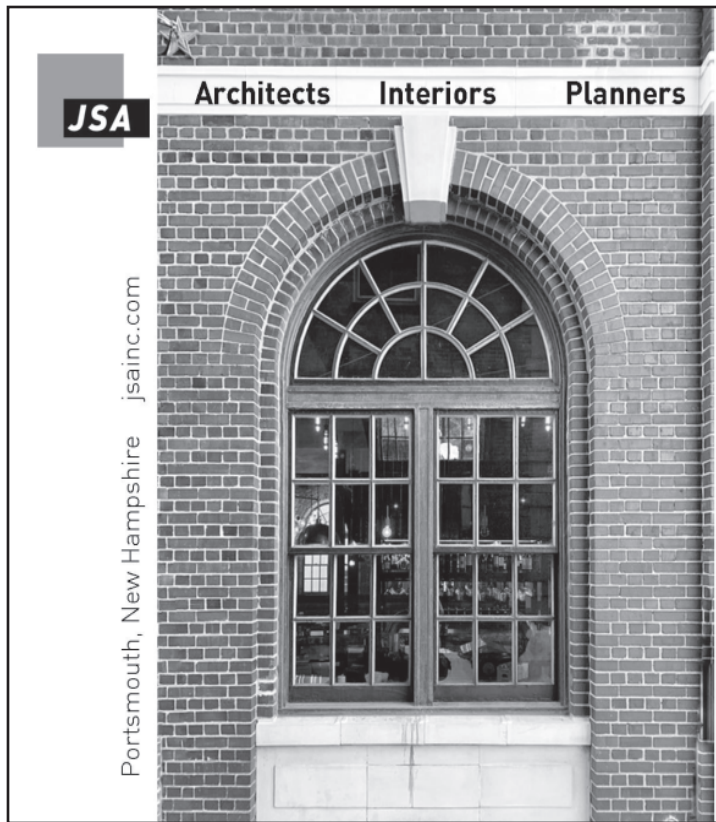
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# Winter Holben plans expansion of services, and team

**KITTERY, ME** Capping off a period of business growth, Winter Holben plans an expansion of its lines of service, growing breadth of work and bigger team to support it all. Originally founded by principal & CEO Elisa Winter Holben in 2011 as an independent design firm, Winter Holben became a multidisciplinary architecture and design studio when joined by her husband, principal architect Brandon Holben, in 2015. Since then, the firm has maintained its founding belief that “design positively shapes the human experience, from the everyday to the extraordinary.” This commitment to design has guided the expansion of services, business growth and the development of a multi-talented staff of 14.



Shown (from left) are: Dan Fleckenstein, Emily Wiggin, Kevin Guay, Marissa Ellis, Douglas Schmidt, Brandon Holben, Elisa Winter Holben, Jenni Corbett, Justen Frechette, Robert Whiteamire, Judy Miamis, George Brown, Genevieve Rickon and Zachary Smith.

“Brandon and I started this firm based on a shared love of design

and a belief in the power of multidisciplinary thinking. This has resonated with like-minded clients as well as the talented architects and designers who have joined our

team. Despite a challenging hiring environment, we have been able to find (and be found by) people who share this commitment. And in turn, we are committed to creating a great working environment. Over the past year, as we’ve doubled our staff, we’ve also expanded employee benefits, launched a profit-sharing program, built out our operations and technology infrastructure. This latest step, an expansion of services – is a reflection of how much we’ve evolved – while staying focused on design, first and foremost,” said Elisa Winter Holben, principal & CEO.

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## DAI completes DFS Halstead renovations

**MERRIMACK, NH** DeStefano & Associates, Inc. (DAI) is completing the renovations and upgrades to the clubhouse at DFS Halstead. The renovations include new flooring, wall, ceiling finishes, cabinets/counters, fireplace, new lighting, and security upgrades within an area of 3,500 s/f. The architect is SV Design Architects.

## Nedde Real Estate sells two properties

**VERGENNES, VT** Nedde Real Estate brokers two sales.

Nedde Real Estate negotiated the sale of 1-3 West Main St. a 1.1 acre parcel fully permitted for a nine townhouse development to Cornerstone Solutions, LLC. Jaeger Nedde and Fernando Cresta, represented the seller Leonard and Carolyn Duffy. Anna Charlebois-Ouellette from BHHS VT Realty Group represented the buyer.

Cresta sold 419 VT Route 15, Underhill. Cresta, represented the buyer 419 VT RT 15 LLC and Esther Lotz of Esther J. Lotz Broker, LLC represented the seller Marc and Jane Maheux.

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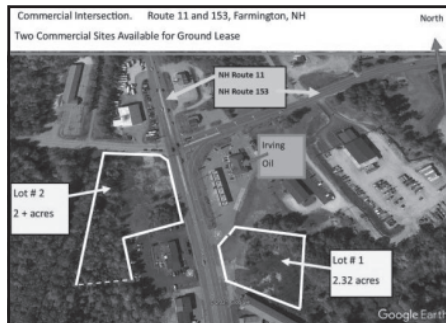
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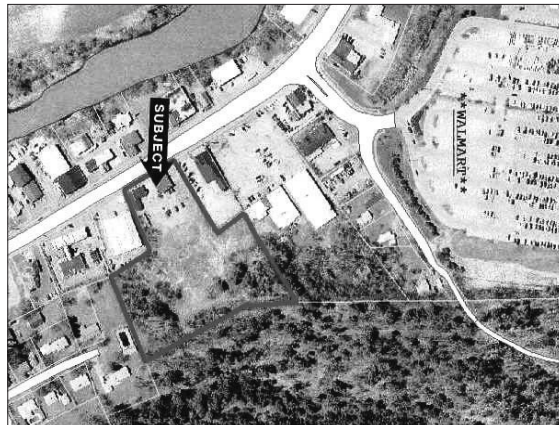
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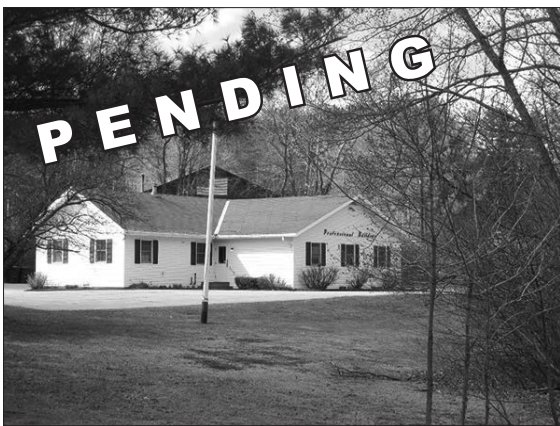
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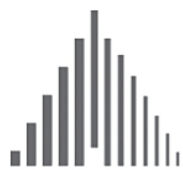


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**Allison Ropes**  
Executive Officer

## NH CIBOR president's message: Summer is officially here!

Last month New Hampshire CIBOR had two great networking opportunities for our members: our first charity golf classic and the TFMoran Annual BBQ where we announced the Realtor of the Year and Affiliate of the Year! Congratulations Joe Friedman and Jeremy Forest!

Joe has been a board member for New Hampshire CIBOR and NECPE, past president, and active committee member for many years - thank you for all you do Joe and congratulations! Joe recently started his own firm Skyline Realty in Durham and I look forward to the opportunity to work together on the professional side and continue to work with him via CIBOR and NECPE.

Jeremy is the owner of Bridges Brothers Movers out of Exeter. He is one of our most active affiliate members and founding member/supporters of the North Shore networking group we started not too long ago. Happy to call Jeremy a friend, and proud to say I have had the opportunity to both work with his team for personal development projects and refer business to him

professionally.

If you missed the charity golf classic or the annual barbecue you still have an opportunity this summer to join us on August 4<sup>th</sup> for the summer mixer 2022. There are sponsorship opportunities available! Sponsors can sign up right on the event ebsite. This will be New Hampshire CIBOR's largest event featuring a couple hundred of your colleagues, great food, fun and drinks at Birchwood Vineyard. There will be plenty of networking, a cash bar, appetizers, silent auction, New Hampshire CIBOR Cares annual recognition awards and more!

All proceeds from the summer mixer go to New Hampshire CIBOR Cares, the non-profit arm of New Hampshire CIBOR that helps local businesses, families, and those in need throughout the greater New Hampshire area.

### Recurring Monthly Event

Second Friday at 8:30; Massachusetts marketing meeting at Brickstone Sq., Andover, Mass.

Third Friday at 8:30; Seacoast marketing meeting at Insurcomm Portsmouth, N.H.

Fourth Wednesday at 9:00; Statewide marketing meeting at Matheson Education, Bedford, N.H.

### Reminder of our social groups

For the latest list of events visit: <https://www.nhcibor.com/events/>

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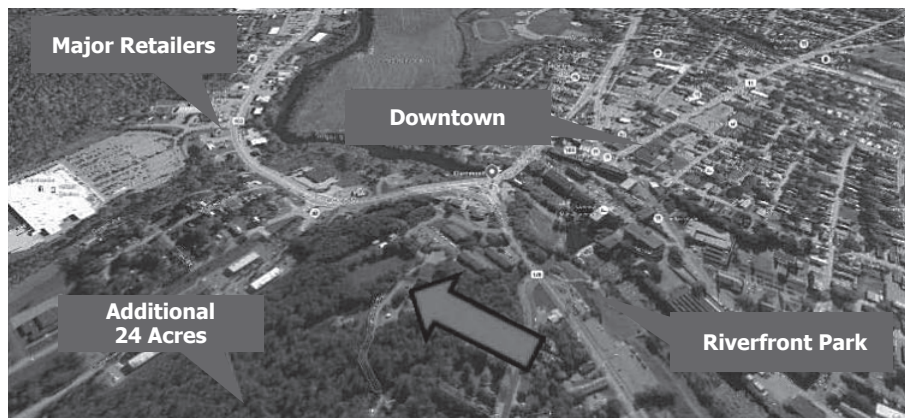
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Scott Forte is the 2022 president of the NH Commercial Investment Board of Realtors, Bedford and is a commercial Realtor with Century 21 North East, Salem, N.H.

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## Why don't we build solar arrays on all of New Hampshire's closed landfills?



**Chris Nadeau**  
Nobis Group

Installing solar arrays on closed landfills sounds like a great idea, right? Introducing a beneficial reuse for an environmentally impacted property, especially a municipally owned abandoned lot for which there are few other valuable reuse options, seems like a practical solution all around.

However, as is often the case in life, what sounds great in theory is not always as sensible in practice.

Landfills are designed to minimize land area and maximize the ability to accept trash. To accomplish this, landfills fill vertically, which results in steep slopes and very little "flat" area on top. Most landfills are constructed with very steep slopes of 25-33%. Comparatively, if you've ever driven the Kancamagus Hwy., its steepest slope is only 7%. This presents the first issue with constructing solar on landfill sites: solar panels need to be installed on surfaces with less than 10% slope.

In addition to slope requirements, the most efficient layout for solar arrays is placing them in long rows. These long rows of solar panels consist of table assemblies supported by steel racks or "legs" that are driven into the ground to prevent uplift from wind and downward pressure from the weight of the solar panel system and snow loads. When a landfill reaches its design ca-

capacity and is closed, an impermeable protective cap made up of soil and/or synthetic plastic lining is placed over its surface to shed precipitation. This impermeable layer would be perforated by the installation of traditional solar foundation legs, and therefore solar panel foundations on landfills must be constructed using specialized ballast – like concrete or rock filled baskets – that lay on the ground's surface. These "landfill foundations" are significantly more complex and costlier to construct.

Furthermore, since most landfill caps are permitted by the New Hampshire Department of Environmental Services (NHDES) Solid Waste Bureau, in order to make any modifications to a landfill, solar developers must file a "Modification Permit" which requires a complete analysis of the foundation loads on the cap. This analysis is required to prevent differential settlement of the cap system and to demonstrate that the arrays will not slide off the side of the landfill. Additionally, solar developers need to demonstrate that the application of impervious solar panels will not adversely affect the landfill cap by introducing higher stormwater runoff rates that would cause erosion of the landfill surface. In short, these analyses often reveal that steep landfill slopes will not adequately support solar arrays.

If slope and foundation hurdles aren't enough to deter a solar developer from pursuing a landfill location, further requirements for the actual

construction just might. Developers must analyze and ensure that the weight of construction equipment driving over the landfill cap during installation of solar arrays does not adversely impact the impervious cap material. If that can't be assured, then it's "lights out" (quite literally) for construction of the solar array. Even the wiring between panels poses an issue: it must be run above ground instead of buried like a typical array, in order to avoid penetrations into the cap liner system. This specialized wiring adds additional costs and complexity to overall maintenance of the system after it is built.

Speaking of wiring, all solar projects—regardless of whether or not they are located on a landfill—must be located in close proximity to a 3-phase electrical distribution line. This allows the solar panel system to be connected to an electrical substation that has the capacity to allow additional load. Many of our municipal landfills are located in more rural areas that lack available nearby utility infrastructure required to connect solar arrays to the electrical grid.

Recognizing that a solar project has to produce enough power to offset all of these additional costs for engineering, construction, and interconnection, it is easy to see how, although placing solar on our landfills may seem like a great concept, the multitude of constraints can (and often do) kill these highly specialized projects.

**Chris Nadeau, PE, is the director of commercial services, Nobis Group, Concord, N.H.**

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**PORTLAND, ME** Malone Commercial Brokers (MCB) leased 42,000 s/f at 95-97 Darling Ave. to Fork Food Labs and 20,000 s/f to Granite Bay Care at 482 Payne Rd. in Scarborough. MCB brokers Jennifer Small and Joe Malone placed these large-scale tenants in their new locations. Both buildings are owned and managed by East Brown Cow.

Fork Food Labs had long outgrown its current 5,200 s/f location on Parris St. in the city's Bayside area, as the pandemic led to a surge in memberships that has not waned. This non-profit food/commissary kitchen business has specific requirements to accommodate membership-based mobile vendors, caterers, food trucks, and food producers who require a commercial kitchen space to prepare their product.

An increased absorption of larger office/administrative space in the Portland area has necessitated creative solutions as businesses seek to expand. Fork will gradually occupy 42,000 s/f of office space in a long-term lease, while the interior is built out to maximize kitchen capacity for its ever-increasing prepared food membership base.

Brice O'Connor at The Boulos Company represented the tenant.

Granite Bay Care had also outgrown its Congress St. location.



95-97 Darling Avenue - Portland, ME



482 Payne Road - Scarborough, ME

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14 CELINA AVENUE | NASHUA, NH

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# NEW HAMPSHIRE SPOTLIGHT

## New Hampshire multi-family market still very strong and demand continues to outpace supply



**Michael Charron**  
Berkshire Hathaway  
Verani Realty

The multi-family sector, nationwide, has continued to rally into the second quarter of 2022. Even though interest rates have increased by nearly 200+ basis points in recent months, the demand for multi-family assets, large and small, continues to be strong. The New Hampshire market, too, has been very strong and demand continues to outpace supply.

Although the multi-family sector

***Savvy investors are seeking shelter from the impacts of inflation on cash, by buying leveraged multi-family and other hard assets.***

has been rallying strong for nearly a decade, inflation has only increased demand in the sector. Savvy investors are seeking shelter from the impacts of inflation on cash, by buying leveraged multi-family and other hard assets. Paying back loans with smaller dollars, can be

one way of minimizing the decimating impact of inflation on the value of dollar.

In particular, the larger assets (96+ units) have been in high demand and as a result, many have traded for historically high numbers. For example, the following three large assets traded already this year: Country Brook Village—Rochester—96 units—sale price \$15.8 million; Dover/Rochester portfolio—116 units—sale price \$20.5 million; and Seabrook portfolio—96 units—sale price \$20.25 million. Berkshire Hathaway Verani Realty's Michael Charron, who specializes only in the multi-family

markets across New Hampshire, has brokered both sides of the transactions.

The concerns and negative impacts from inflation are real. Some argue that the Fed's late intervention to slow the economy allowed the cost of goods and services to skyrocket. Many analysts are forecasting a recession as a result.

Nonetheless, we continue to see frothy appetites by new and seasoned investors, who seek to deploy capital into cash-producing assets in the multi-family sector. Increasingly, due to higher interest rates, investors will become more particular about which assets they

buy and how they underwrite them.

Seasoned and institutional investors will continue to thrive, even during times of rising interest rates and inflation, due to their ability to obtain select financing not available to others.

Although demand continues to be extremely strong, the impacts of rising interest rates and the increased operating cost of an asset due to inflation will have a direct impact on underwriting deals going forward. In particular, without continued rent growth, the impacts of increased debt service, increased energy costs and overall increased operating expenses, will lower the net operating income, and therefore will ultimately lower the value of the asset. So, cap rates will rise over time and values will stabilize or likely drop.

In closing, the uncertainty in the overall economy will likely continue due to the impacts of the ongoing war in Ukraine, the strains caused by the pandemic on our supply chains, rising inflation and the ever-rising interest rates.

The multi-family sector has performed well over time and has provided investors with high monetary yields and tax benefits. Over the past decade we have experienced unprecedented rent growth and cap rate compression, rents are at an all-time high nationwide, including here in New Hampshire. Locally, we continue to experience strong demand and sales. In particular, sales of large assets owned by multi-generational owners continues to be common. We anticipate continued strong demand and sales for a bit longer.

Berkshire Hathaway Verani Realty is an award-winning top-producing firm, with offices statewide and across New England. The commercial division supports a talented team of specialists who are highly rated in the industry. Michael Charron is an expert in the multi-family sector. He is the #1 BHHS Commercial Agent in New Hampshire and #24 nationwide. His vast expertise in real estate and his long-standing relationships with owners, high-net-worth individuals, and institutions have allowed him to provide value to his clients. Contact him today to discuss the value of your multi-family asset.

**Michael Charron is a senior real estate advisor at Berkshire Hathaway HomeServices Verani Realty, Nashua, N.H.**



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# NEW HAMPSHIRE SPOTLIGHT

## 2022 mid-year southern New Hampshire commercial real estate market



**Mike Harrington**  
Harrington & Co.

I'll start by summarizing the 2022 mid-year review which is not too dissimilar from 2021. I'm happy to report, the overall state of the southern New Hampshire commercial real estate market remains strong with a few exceptions. Sectors of the market that continue to outperform are industrial, multifamily and medical office. Laggards in the market continue to be non-grocery store anchored retail, and professional office.

The southern New Hampshire in-

dustrial market is experiencing high demand for high bay warehouse and flex manufacturing space. Tenants searching to rent space and users looking buy or build space continues to keep vacancy rates below their historic averages which creates upward pressure on NNN rents and building values. This trend is expected to continue through the rest of 2022 and into early 2023.

I recently attended a Counselors of Real Estate meeting at 160 Federal St., Boston. (Our first combination in-person/Zoom meeting since the pandemic. I'm hopeful this is a sign of a new normal versus just Zoom.) The focus of our guest speaker was an update on the Boston industrial

sector. I'd like to compliment Chris Skeffington, EVP at CBRE who presented the information, he provided an excellent high-level view of the Boston industrial market, which I've summarized below.

1. Demand for Boston industrial space is at 5X inventory
2. Southern New Hampshire is viewed as a suburb of Boston
3. Southern New Hampshire does not have enough existing inventory to satisfy this demand
4. Vacancy rates are at historic lows
5. Rents are at historic highs
6. Proximity to the Boston market is key, as demand for direct to consumer shipping increases. The

"windshield cost" is the economic driver to keeping distribution as close to the population base as possible.

New Hampshire continues to benefit from its proximity to Boston, which from a drive time perspective, is more accessible today than it has ever been due to the widening of the I-93 corridor. The four lane expansion of I-93, completed during the COVID-19 pandemic, traveling north/south from Manchester to the Massachusetts border was money well spent by the state of New Hampshire as it significantly reduces drive times making southern New Hampshire a viable alternative for distribution into the more dense population centers of Massachusetts.

As for the office market, we're beginning to see cracks in what was a fairly strong performing market during the pandemic. During the pandemic, tenants continued to pay rent even as space sat vacant and they didn't give back space as quickly as some had predicted. However, with the start of three and five year lease terms starting to roll over, tenants are now adjusting to a post pandemic world. Which will most likely reduce their office footprint as the work from home (WFH), or some hybrid of WFH, becomes a reality for certain white collar workers.

The jury is still out on how much the WFH trend will affect the long term demand for office space but one thing seems certain, businesses are hesitant to force employees back to the office for fear of losing key employees. Recently, in an interview at the *New York Times*' Dealbook policy forum in Washington DC, Howard Shultz, CEO of Starbucks a proponent of returning to office has decided not to mandate a return to work. Recognizing that there is a generational difference in today's workforce and they have decided to offer flexible options for eligible corporate employees that include remote positions and hybrid positions.

We're seeing this trend play out locally as employers re-evaluate how best to run their business and manage/retain staff. Unfortunately for office landlords, this could take years to sort itself out leaving them with higher than average vacancy and a reduction in NOI for the foreseeable future. Some landlords are responding to the weakness in office demand by proactively taking steps to reduce their risk by converting some of their office space to residential. As an example, Brady Sullivan Properties received approval to convert eight floors of their 20-story class A office tower in downtown Manchester into 155 market-rate apartments. They've also been slowly converting some of their downtown office mill space to residential. In addition to the office conversions, lower grade C/D buildings are being razed in favor of developing much needed multifamily apartments. The weakness in the southern New Hampshire office market is predicted to continue throughout 2022 and well into 2023 as supply is outpacing demand. The shift in demographics couple with the WFH trend begs the question, have we reached peak office? I believe we have.

Mike Harrington, CRE, CCIM, is broker/principal with Harrington & Company, Manchester, N.H.

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## Passive House Network honors MP Boston's Winthrop Center with the Trailblazer Award

**BOSTON, MA** On June 16, The Passive House Network honored developer MP Boston with the 2022 Passive House Trailblazer award for the development of Winthrop Center. The forthcoming 691-foot, mixed-use tower contains 812,000 s/f of office space built to rigorous Passive House standards, setting a new global standard for building performance and energy conservation. Upon completion in 2023, Winthrop Center will be the largest Passive House office building in the world, modeling the most energy efficient solution for large scale buildings and leading the industry into the future.

"Passive House is the route to zero operational carbon, which is why Winthrop Center is a globally important building. MP Boston is paving the path for developers searching for more energy-efficient solutions and for cities and states trying to meet carbon reduction goals," said Passive House Network board chair, Craig Stevenson.

A typical class A building in the city's existing stock uses 150% more energy, and existing LEED Platinum buildings use 60% more energy than Winthrop Center's office space is expected to use once completed. Winthrop Center's energy-efficient design advances Boston's climate change mitigation efforts. If the reduction in energy use and greenhouse gas emissions resulting from Winthrop Center's Passive House design were applied to existing building stock in the city, the city would save 3 million metric tons of greenhouse gas emissions. This savings would drive city emissions from 6.4 million tons of CO<sub>2</sub> to 3.4 million tons of CO<sub>2</sub>, a full 10-12 years ahead of the city's goal.

"With class A office space expected to expand by billions of square feet between now and 2050, application of Passive House cannot come soon enough or spread fast enough in this ongoing fight against climate change," said

Stevenson. "MP Boston is a true trailblazer for employing Passive House methods at a size and scale that has never been done before."

Uniquely integrating health and wellness, sustainability and technology, Winthrop Center will deliver 812,000 s/f of global class A office space and 510,000 s/f of residential space, including 321 residences to the center of the city. Designed by Handel Architects, in collaboration with SOCOTEC and Steven Winters & Associates, Winthrop Center's office space is a pilot project for Passive House development, representing the first time a developer has applied the Passive House approach to a building of this size, scale, and

typology.

Winthrop Center is the most energy efficient large-scale building ever built in a cold climate, where the Passive House application is critically important because Passive House dramatically lowers heating demand. The building incorporates a well-insulated building façade, air-tight exterior envelope, and advanced energy recovery ventilation (ERV) system for its office space. In addition to eliminating heating and cooling inefficiencies, this integrated system allows the building to deliver better managed and higher quality air, positively impacting employee health, productivity, and sense of well-being.

### MassDevelopment provides \$6.48m to 28 Petronelli LLC to redevelop a vacant, 4-story historic building



**BROCKTON, MA** MassDevelopment has provided \$6.48 million in financing to 28 Petronelli LLC, an affiliate of Concord Square Planning & Development, Inc., which will use proceeds to redevelop a vacant, historic four-story building at 28 Petronelli Way, into 18 units of market-rate rental housing.

Built in 1890 as the St. Patrick's Total Abstinence Society, from 1969 to 2012 the building served as the Petronelli Gym, a studio for boxers run by brothers Goody and Pat Petronelli where the late middleweight champion Marvelous Marvin Hagler, who was the un-

disputed champion of the middleweight division from 1980 to 1987, was a member. Concord Square will revitalize the building, which has been vacant and in serious disrepair since 2012, with a combination of studio, one-bedroom, and two-bedroom transit-oriented housing units. Construction started last December and is expected to be complete this December. The building is located in an area previously served by MassDevelopment's Transformative Development Initiative (TDI), a program designed to accelerate economic growth within focused districts in Gateway Cities.



### Gottlieb named president and CEO at Hobbs Brook Real Estate LLC

**WALTHAM, MA** Hobbs Brook Real Estate LLC (HBRE) has named Peter Gottlieb as president and



Peter Gottlieb

CEO to spearhead its overall strategic initiatives. Based in HBRE's Main-spring Campus, Gottlieb will be responsible for the develop-

ment of the company's long-term real estate investment strategy in partnership with its vertically integrated development and operations teams.

"HBRE has an outstanding reputation of delivering dynamic, state-of-the-art, sustainable buildings that are carefully programmed to suit tenants' needs, and is in an ideal position for growth," said Gottlieb. "The company has an impressive track record of success within its five million s/f portfolio, and I am thrilled for the opportunity to lead its advancement."

## Annual electrical inspections: What are they and why are they important?



**Gamble Wiseman**  
Cotti Johnson  
HVAC, Inc.

I sat down with one of our master electricians this week, Will Hightower, to go over annual electrical system inspections. Will has been in the business for decades. There aren't many people who can impress me with their breadth of knowledge on any topic, but he does with how well he understands electrical work. I don't know about you, but I have no idea why annual inspections would be necessary. Aren't electrical systems installed and left alone? Why would they need to be inspected at all, let alone once a year? According to Will, "you want to make sure they are working efficiently. When your systems go down, you pay for emergency service, potentially a more comprehensive repair, and the business may have to shut down for a certain period of time. Losing electricity costs you money and sometimes a lot of it. You always want to be aware of how your equipment is working, which will save you money over time." What about safety? "Safety is a key piece to it. If the people working in the facility don't know how the electrical systems work, and one

component is about to short out and they're not aware of it, that can put them in a place of danger, and you don't want that. You want safety at all costs."

One thing in particular is keeping the electric systems clear of debris. Mechanical and electrical rooms are not storage closets. If the transformers or panels are suffocated by the things stored around them, they will overheat, potentially go down and need to be repaired, or cause a fire in the worst case. All of these are costly, and potentially devastating, especially commercially.

The type of building is irrelevant, they all need to be safe. The best way to do that is have a qualified electrician, like Will, and ensure these systems are working the way they should. Doing this at least once a year will save you time, money, and headaches. This is why all of our HVAC PM contracts include an annual electrical inspection at no additional cost to the customer. The electrical systems directly impact the equipment, and it's our job to keep it running safely and efficiently.

Are you keeping up on your inspections? Ask your contractor about them. Better yet, ask us!

**Gamble Wiseman handles commercial maintenance at Cotti-Johnson HVAC, Inc., Taunton, Mass.**

## Marcus Partners celebrates launch of construction of the Foundry

**BOSTON, MA** Marcus Partners celebrated the launch of construction of the Foundry at Drydock in the Raymond L. Flynn Marine Park (RLFMP) in the South Boston Waterfront neighborhood alongside governor Charlie Baker, lieutenant governor Karyn Polito, secretary of housing and economic development Mike Kennealy, city of Boston chief of economic opportunity and inclusion Segun Idowu, the BPDA's deputy chief of development and transformation Devin Quirk, Barry Canton, co-founder and chief technology officer of the building's full user Ginkgo Bioworks, and a wide array of community partners. Foundry at Drydock's project team also announced a significant community commitment to help fund the Boston area and greater New England expansion of the nonprofit BioBus. Aboard BioBus mobile laboratories and in community labs, K-12 and college students who have traditionally been underrepresented in the scientific community work alongside scientists on hands-on experiments and kick-off a lifetime of science engagement.

"Here in Massachusetts, we have seen incredible growth in the real estate pipeline to meet the demand of biotechnology



Shown (from left) are: Chris Brown, John Moriarty & Associates; JC Burton, Maven Construction; John Sullivan, SGA; Patrick Sousa, Marcus Partners; Levi Reilly, Marcus Partners; Devin Quirk, BPDA; Troy DePenzia, DREAM Collaborative; lieutenant governor Karyn Polito, Commonwealth of MA; Paul Marcus, Marcus Partners; Barry Canton, Ginkgo Bioworks; governor Charlie Baker, Commonwealth of MA; secretary Mike Kennealy, Commonwealth of MA; and Mollie Thurman, BioBus.

companies choosing to launch and scale across Massachusetts," said governor Baker. "We are grateful to Ginkgo Bioworks and Marcus Partners for their continued commitment to the Commonwealth and look forward to the opportunities this transformational project will bring to the area."

"The Foundry at Drydock is the realization of opportunity to leverage BPDA-owned land to continue to financially support Boston's maritime industry, grow a very successful Boston born business in Ginkgo Bioworks, and implement the vision of the

Raymond L. Flynn Marine Park Master Plan including investments in climate resiliency measures and educational opportunities that will help diversify the growing life sciences sector," said Quirk.

The new building design is a modern interpretation of the district's industrial vernacular, aiming to celebrate the RLFMP's industrial ecosystem while offering a forward-looking expression. The adaptive reuse of the existing steel manufacturing building works to further enhance the industrial character of the neighborhood.

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# GoVenture Capital Group to develop The Kiln residential project

**WORCESTER, MA** GoVenture Capital Group, LLC, a Massachusetts-based real estate and investment management firm, is developing a new ground-up residential development. Located at 222 Brooks St., The Kiln will feature thoughtfully designed studios, one-bedrooms and two-bedrooms while distinguishing itself through an array of sustainable and modern community amenities.

“We are pleased to announce the expansion of our portfolio with the introduction of The Kiln,” said Harold Reader, vice president of GoVenture Capital Group. “The Kiln is a true representation of GoVenture’s approach translated to real estate development and management. With our signature attention to detail and sustainability, The Kiln offers Worcester modern, market-rate apartments with innovative amenities and high-quality design. We look forward to seeing this community come to life with occupancy this fall.”

The 115,000 s/f building is set to accommodate the area’s rapidly growing need for housing. Situated on a quiet corner 10 minutes from downtown, The Kiln will cater to young professionals and the local workforce with 111 market-rate apartments, complete with luxury finishes, granite countertops, hardwood cabinetry and modern fixtures. Each apartment at The



Kiln will include brand-new GE appliances, from front-load washers and dryers to french-door refrigerators and Energy Star range hoods. The Kiln will also come equipped with smart entry technology for individual apartments and the building itself, with residents able to gain entry via mobile device or a keypad system.

One of The Kiln’s most notable characteristics is its commitment to sustainability and prioritizing outdoor spaces. The Kiln will include rooftop solar panels that will power up to 50% of the building’s energy supply. In addition to rooftop solar, The Kiln will push sustainability even further with a number of EV-charging stations available for resident use. In terms of outdoor amenity spaces, The Kiln will leverage the surrounding natural landscape with an on-site dog park, open green space, and

a grill area.

Other on-site amenities include a 35-spot covered parking garage and an open outdoor lot, a fitness center complete with stationary studio bikes, ellipticals, plus a weight-training and yoga area, a coworking space outfitted with task furniture, high-speed WiFi, and lounge areas, a package and mail room, a leasing office for The Kiln’s on-site management team, and secure bike storage.

Defined as “a type of large oven used for forming pottery, bricks and other clay objects after they have been shaped,” The Kiln’s name was inspired by the rich history of potters and ceramists who operated out of the surrounding neighborhood of Greendale. This inspiration informed the property’s branding and newly launched website, which speaks to the building’s crafted history and modern design.



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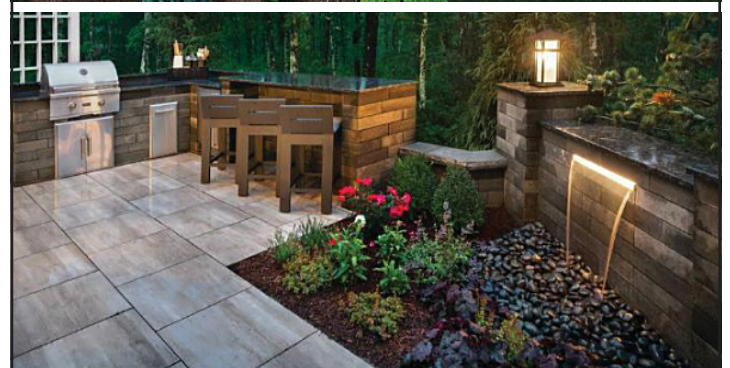
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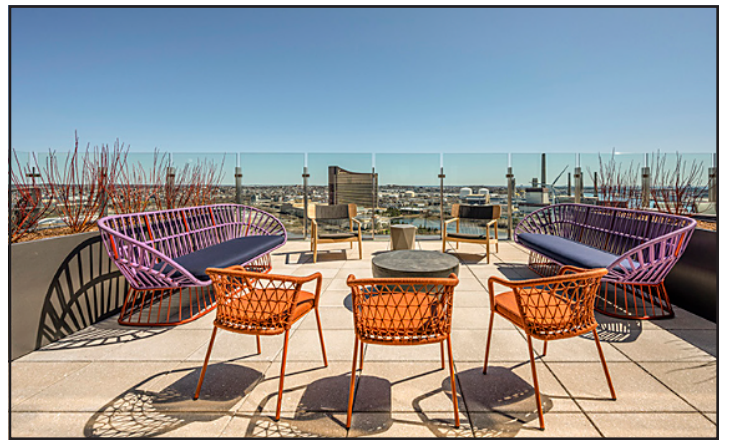


# Miscela at Assembly Row is now open - features 24-stories and 500-units

**SOMERVILLE, MA** Miscela, the newest residential community at Assembly Row, is now open and has a limited number of never-lived in apartments still available for occupancy. The 24-story, 500-unit tower features an outdoor pool with green space, cabanas and grills for stylish and inspired living.

Miscela is located across from the MBTA station at 485 Foley St. in one of the city's most popular neighborhoods and puts residents at the front door of Assembly Row's wide range of retail options, full-service and takeout dining, and entertainment venues. On the ground floor of the building, residents have direct access to favorite brands such as sweetgreen, lululemon, Warby Parker and Shake Shack.

All homes at Miscela have walk-



in closets; some offer Juliet balconies, larger balconies or patios. Penthouses offer larger floorplans and up to 12' ceilings. Assembly Row is bike and dog-friendly, and pets at Miscela can enjoy the Groom Room as well as the adjacent six-acre Baxter Park.

"With summer upon us, there is a unique opportunity at Miscela to occupy a never-lived in home with access to a brand-new pool and outdoor amenities," said Mike Ennes, senior vice president at Federal Realty. "Assembly Row is a dynamic neighborhood with new retail, dining, fitness and services opening regularly and just in time for the good weather a full calendar of fun outdoor programming."

With a wide range of desirable amenities and eclectic work from home spaces, Miscela emphasizes access to fresh air and healthy living. Features include a 24<sup>th</sup>-floor lookout with river views towards Boston, a hidden "speakeasy" lounge and a courtyard swimming pool with cabanas, grills and lawn with a fire pit. The main resident lounge is a two-story loft style space with private cabins and a cozy fireplace which creates an ideal destination for either a daytime "work-from-home" atmosphere or an evening "out-of-home" experience. The building has been designed to achieve a LEED Silver certification and highlights healthy living with a yoga deck, fitness center with turf zone for cross-functional fitness regimens, a spin studio and bike storage.

## The Peabody Cos. names Pavetto as vice president of compliance

**BRAINTREE, MA** The Peabody Companies has named Katrina Pavetto as vice president of compliance.

In this role, she is responsible for maintaining regulatory compliance with all federal and state agencies, ensuring that contractual, investor and lender requirements are met for the entire portfolio of the company's properties, in addition to keeping current on all changes in affordable housing regulations.

Pavetto brings more than two decades of experience in the multi-family housing industry to her position with the Peabody Cos., most recently as vice president of Affordable Housing Compliance with WinnResidential.

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# Dakota Partners celebrates the grand opening of Depot Village

**HANSON, MA** On Tuesday, June 21<sup>st</sup>, Dakota Partners celebrated the official grand opening of Depot Village at 171 Phillips St. The first family-affordable housing development to this area, Depot Village provides much-needed, quality housing for an underserved and growing population whose household income is typically between 60% and 120% of the median area income. The lineup of speakers included state rep. Josh Cutler; state senator Michael Brady; Mass Housing director of rental business development, Cynthia Lacasse; Hanson town administrator, Lisa Green; MHP director of business development, Nancy McCafferty; Dakota Partners principal, Roberto Arista; and a resident from the community.

Depot Village is PHIUS+ Core pre-certified, a performance-based certification that focuses on dramatic reduction of energy use for heating and cooling. An early adopter, Dakota is one of the nation's most active Passive House developers of affordable housing with close to a dozen projects currently under construction or in development.

Like many Dakota communities, Depot Village is transit-oriented—located near the MBTA commuter rail stop, which is the town's only



available form of public transportation. The station is accessible via a lighted path and a new 25-foot footbridge built by Dakota. The community features 48 affordable rental units in a single building design in a classic New England

vernacular architecture, consisting of 12 one-bedroom apartments, 31 two-bedroom apartments and five three-bedroom apartments. It is also within walking distance from several small retail and service amenities along Rte. 27.

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## Barkan Management Co. partners with Usource

**BOSTON, MA** Barkan Management Company, an industry leader in residential property management, has formed the Barkan Energy & Sustainability Team (BEST) in partnership with Usource, a trusted energy consulting firm. As Barkan's exclusive partner, Usource will provide the expertise and services behind BEST, an initiative designed to help residential communities reduce energy costs, cut carbon emissions, and meet sustainability goals.

"With increasing focus on sustainability, rising energy costs, and ever-changing laws and regulations associated with environmental impact, Barkan anticipated the importance and immediacy in addressing these issues impacting residential communities. In collaboration with Usource, Barkan will deliver best-in-class services and resources to offer a full range of integrated energy solutions for our clients," said Daniel Bauman, president of Barkan Management.

According to Bauman, multi-family communities must find new and creative ways to unite towards a common goal of living more sustainably.

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# NEI General Contracting breaks ground on Morton Station Village

**BOSTON, MA** NEI General Contracting broke ground on the Morton Station Village. Created by the Caribbean Integration Community Development (CICD) and the Archdiocese of Boston's Planning Office for Urban Affairs (POUA), the new development will include a 34,000 s/f, four-story building with 40 units of mixed-income, mixed tenure housing, and the Steven P. Odom Serenity Garden on the former site of a Boston Police Department station. The project is expected to be completed in the summer of 2023.

"Like the planning office, NEI is committed to creating quality affordable housing developments, improving the conditions and quality of life for their residents," said Bill Grogan, president of the POUA. "Morton Station Village



will re-activate a long-vacant site, bringing both affordable housing and green space to the heart of Mattapan through our partnership with local organization CICD."

Designed by Davis Square Ar-

chitects, the development consists of 28 affordable rental apartments; and 12 affordable condominium units for households with incomes of 80% area median income (AMI) to 100% AMI.

# ReyCon completes work at Wychmere Beach Club



**HARWICHPORT, MA** ReyCon (formerly Reynolds Construction), a leader in construction management, has completed work at the Wychmere Beach Club on Cape Cod. The club held its first wedding reception at the newly constructed "Dune" event space in May.

Wychmere Beach Club is a multi-use compound. The property spans 20 oceanfront acres on Nan-

tucket Sound and features exclusive event space, a private beach, pools, poolside bars and restaurants and a tennis club. While ReyCon is a respected player in multiple construction markets- this is one of the firms most high-profile hospitality projects.

ReyCon's work at Wychmere consisted of ground up construction on a 35,000 s/f oceanfront wedding venue as well as adjacent pools, pool deck and bar/restaurant. "Dune" features panoramic ocean views accessible through expansive windows, balconies and a rooftop terrace with frameless glass walls. Outside, the beach club boasts two brand new grand pools, a kids pool and an extra-large hot tub. This is set amongst picturesque landscaping - resulting in one of New England's most extraordinary oceanfront settings.

ReyCon field teams- led by project manager Greg Ginsburg - worked in collaboration with the property owner Atlas Investment Group, the architecture and design team at GS Design Group Inc., as well as a highly respected team of subcontractors.

"We were thrilled to partner with Atlas Investment Group on a hospitality project of this magnitude and prestige" said Mike Reynolds, president of ReyCon, "The Wychmere Beach Club is an absolute jewel and one of the truly special beach clubs and event venues not only on Cape Cod, but all of New England. I'm particularly proud of the fact that this project was initiated and developed during the challenging pandemic. Success on the project required creative problem solving and a tremendous team effort - everyone involved deserves credit for driving the program forward during uniquely difficult times."

"Mike and his team at ReyCon were true professionals and exceptional partners on this project. We were impressed with their collaborative approach and ability to adapt and adjust on the fly during challenging times - without compromising cost or quality. We shared a common goal - to create a world-class, five-star venue for weddings, corporate meetings and other special occasions," said Kevin Kelly of Atlas.

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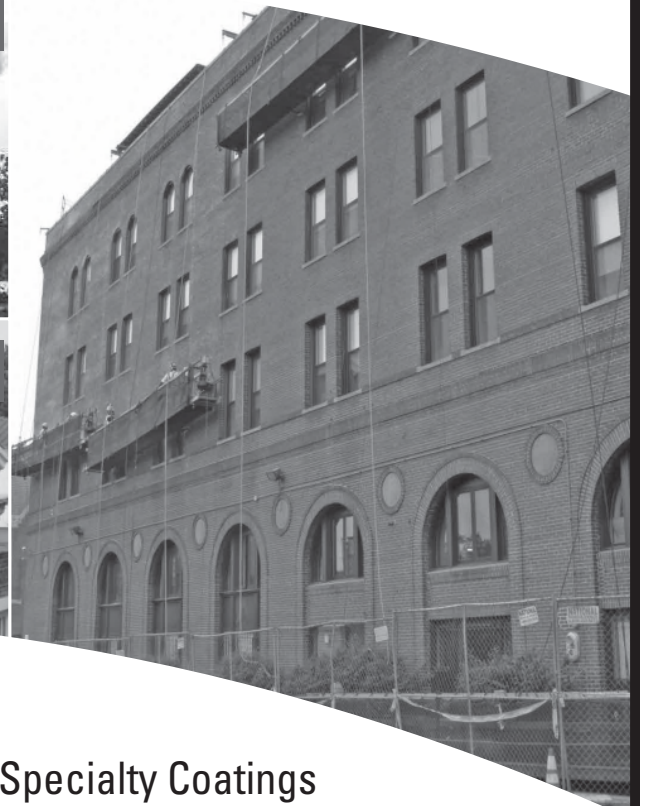
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# LPC, Angelo Gordon and ARCO begin 120,600 s/f industrial project

**MARLBOROUGH, MA** According to Lincoln Property Co. (LPC), in partnership with Angelo Gordon, construction has begun at 1000 Nickerson Rd. The 120,600 s/f speculative advanced industrial building will feature 32' ceilings, ample structural supports for the potential addition of mezzanine areas, and a total of 10 loading docks with over 2.0/1,000 s/f parking ratio.



1000 Nickerson Road - Marlborough, MA

“We look forward to delivering a best-in-class project that will support the growing demand for not just warehouse space, but advanced manufacturing and high-tech industries in the Greater Boston area,” said Scott Faber, senior vice president at LPC. “1000 Nickerson is thoughtfully designed and we are already experiencing strong interest from tenants that see the tremendous benefits in growing in or relocating to the forward-thinking Marlborough business community.”

ARCO National Construction, a leading light industrial and commercial construction company, has been hired as the general contractor on 1000 Nickerson due to their experience in ground-up construction for industrial spaces. The design of 1000 Nickerson was a collaborative effort between ARCO National Construction and Jacobs, an architecture and engineering firm with over 50 years of experience in the biopharmaceutical industry,

provided integrated architectural and MEP/FP services.

1000 Nickerson is designed to support the manufacturing needs of potential R&D and cGMP tenants, while maintaining the flexibility to accommodate all industrial users including warehouse spaces. Structural upgrades and specific user-considerations include 60’/40’/40’ bay spacing to allow for installation of cleanroom PODs, increased footing sizes for possible installation of a mezzanine, a series of 10 conduits for service upgrades to exceed the 3,000-amp service included in base building delivery, and the roof will be installed with a vapor barrier to create an interior environment that is beneficial for lab and GMP uses.

“ARCO National Construction is thrilled to be a part of this project and continue our ongoing

partnership with Lincoln Property Company,” said George Green, principal at ARCO National Construction. “The flexible design and upgraded features of this state-of-the-art facility will make it attractive to a variety of end-users looking to expand capacity quickly. Our Boston-based team is proud to provide design-build services for the project and help bring much-needed warehouse and advanced manufacturing space to the local market.”

Situated in a highly-accessible, amenity-rich Metrowest location, 1000 Nickerson is directly accessible from I-495 and approximately five miles from the Mass Pike. LPC’s Tim Latham, Chris Devaux and James Tambone are managing the marketing and leasing efforts for the new development.

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## Hobbs Brook R.E. celebrates grand opening of 225 Wyman



**WALTHAM, MA** Hobbs Brook Real Estate LLC (HBRE) has completed its latest life sciences development, 225 Wyman. 225 Wyman is a LEED Gold designed, 507,000 s/f, five-story ground-up development along the Rte. 128 technology belt. HBRE gathered alongside mayor Jeannette McCarthy to officially introduce this new, 96% pre-leased property that reaffirms the city's position as a core market for life sciences, innovation, technology, and R&D.

"225 Wyman represents everything HBRE is about – it's highly sustainable, conveniently located, surrounded by green space, and hyper focused on the tenant experience," said Peter Gottlieb, president and CEO, HBRE. "To-

day is exciting for us and for our pioneering tenants—ElevateBio BaseCamp, Seqirus, Pegasystems, and TIAA—as they embark on their next chapters at 225 Wyman. It is so fulfilling to provide space to companies that are truly improving the world through innovation. HBRE's mission is to serve as a creative advisor for and caretaker of our tenants' physical spaces, and we are acutely aware of our critical role in the research, design, and delivery of their products and services."

225 Wyman attracted leading companies to the well-located, fully amenitized, highly sustainable, and designed building months prior to its completion.

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## The Bulfinch Cos. and Harrison Street awarded Fitwel ratings for four bldgs.

**CHESTNUT HILL, MA** The Bulfinch Companies, Inc. (Bulfinch), a private real estate investment, development and management firm, and Harrison Street, one of the leading investment management firms exclusively focused on alternative real assets, today announced buildings at 610 Main St., 700 Main St. and 1 Portland St. within the Osborn Triangle in Cambridge, as well as Life Time Center in Chestnut Hill, were awarded Fitwel ratings in recognition of evidence-based design and operations strategies that support the physical, mental, and social health of occupants. The four buildings showcase Bulfinch and Harrison Street's ongoing commitment to developing buildings that promote human and environmental health for their occupants and visitors.

Created by the US Centers for Disease Control and Prevention and General Services Administration, Fitwel is now operated by The Center for Active Design. The Fitwel Certification Team assesses projects and then develops a numerical score across 12 categories—location, building access, outdoor spaces, entrances and ground floor, stairs, indoor environment, workspaces, shared spaces, water supply, prepared food



areas, vending machines and snack bars, and emergency preparedness—ultimately giving a property a one, two, or three-star rating.

Osborn Triangle and Life Time Center join buildings from around the world as part of Fitwel, the leading certification system that optimizes buildings to support the health of its occupants. With only four other completed buildings in Cambridge having achieved a 2 Star or above rating from Fitwel, the Osborn Triangle buildings are helping to champion a new wave of human-health-focused buildings; because healthier buildings improve health, happiness, and productivity.

"We are especially proud to see four of our buildings recognized by Fitwel for exceptional commitment to the health and wellness of our tenants," said Julia Arsenault, SVP, director of property management at Bulfinch. "At Bulfinch, our environmental commitment and social impact efforts create healthful and inclusive environments for our tenants and enhance the communities in which we work and live."

Acquired in May 2019, the three-building office and lab complex of Osborn Triangle is located in the Kendall Sq. neighborhood of Cambridge, and was sold to Harrison Street in partnership with Bulfinch.

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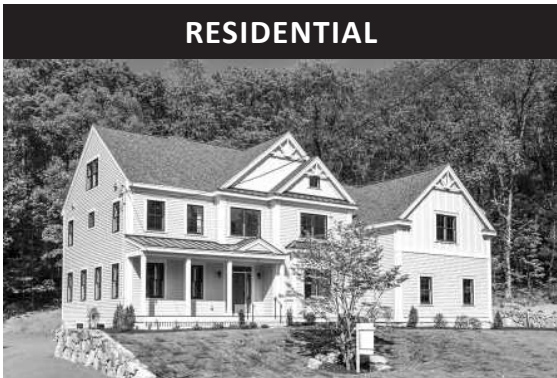
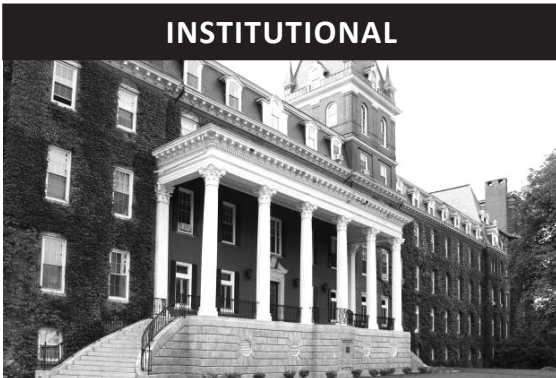
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## Alpine Environmental hires Duchesne to client services team

CHELMSFORD, MA Alpine Environmental has hired Mark Duchesne to their team. Duchesne will be joining the client services team with a focus on Alpine's continued expansion into the commercial and federal markets.



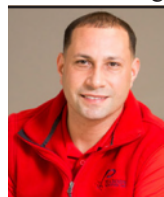
Mark Duchesne

Duchesne is a New Hampshire

native who attended Pembroke Academy and then Plymouth State College where he studied business marketing. He brings 14 years of experience as a sales rep for a commercial painting company in N.H. and prior to that, 12 years of experience as a sales rep for Sherwin Williams paint. Duchesne has developed many excellent business relationships and has a proven record of success in his two decades in the business.

## The Peabody Companies promotes Castro to facilities manager

BRAINTREE, MA According to The Peabody Companies, a group of award-winning property management and real estate firms, Hector Castro has been promoted to facilities manager.



Hector Castro

In this role, his responsibilities include training and mentoring on-site maintenance superintendents and technical personnel, providing advice and support to the director of portfolio operations and senior managers in the area of vendor contracting and

management, in addition to other maintenance and repair duties.

Castro joined the Peabody Companies in February of 2004. In 2018 he was named Maintenance Professional of the Year by the New England Affordable Housing Management Association.

"Hector takes enormous pride in ensuring that our properties are maintained to the highest degree," said Mark Regan, director of facilities with the Peabody Companies. "Congratulations are extended for his well-deserved promotion to facilities manager."

## Dacon completes new 47,000 s/f production facility for Bake'n Joy

NORTH ANDOVER, MA Dacon completed the design and construction of a 47,000 s/f facility for Bake'n Joy Food. This project entailed the renovation and expansion of an existing 1970s industrial facility. Operational efficiency, high performance processes, product innovation and safety fueled the design mindset while customizing an environment to accommodate offices, employee support areas, shipping/receiving docks, a cooler corridor, manufacturing, baking, engineering and conference rooms.

The U.S. bakery products market remains driven by convenience and accessibility, projected to grow 4.8% annually through 2025 <sup>(1)</sup>. The American lifestyle, reflected in the growth of out-of-home consumption of instant and high-quality products, continues to fuel revenue increases. Amongst product lines, muffins maintain rapid growth as a popular breakfast and snack food, contributing \$812 million to the sector, of which 81% of sales consist of convenient 4-pack clamshells <sup>(2)</sup>. Few consider the baking industry's economic weight, yet within America the wholesale baking sector imparts a distinct influence, generating 764,000



jobs and \$154.2 billion in revenue <sup>(3)</sup>. Between COVID-related labor shortages, transportation, raw material price increases and short supply of critical sub-ingredients, the baking industry faces unprecedented challenges in 2022.

Abraham Ogan, the founder of Bake'n Joy, began the firm amidst war-time practicalities of WWII when corner bakeries were a newcomer to America's convenience landscape. Operating as the A.E. Ogan Baking Company, he began by selling bread and donut mixes using one blender. An attuned strategist sensitive towards consumer needs, he expanded product

lines into mixes/bases for muffins and danishes while increasing distribution through supermarket and foodservice channels. Now celebrating its 81<sup>st</sup> year, Bake'n Joy supplies frozen ready-to-bake batters, baked items and dry mixes to wholesale bakeries, healthcare, academic, convenience, hospitality, restaurant and retail clients. Bake'n Joy products enable stronger inventory, less waste, consistent quality and lower ingredient costs. Led by the 3<sup>rd</sup> and 4<sup>th</sup> generations, the portfolio spans predeposited frozen muffin and loaf cake batters, scoop batters, coffee cakes, as well as their original dry mixes for donuts, muffins, cakes, fruit squares, cookies, scones and traditional yeast breads. The portfolio consists of 10 brand lines – Kitchen Cupboard, Panfree, Ultra Moist Baking Products, Bake'n Joy Originals, Country Muffin & Cake, Homestyle, Boston Coffee Cake, Freedom Gluten Free, YPL and L&M Bakery acquired in 2021.

<sup>(1)</sup> North America Bakery Products Market | 2021 - 26 | Industry Share, Size, Growth - Mordor Intelligence

<sup>(2)</sup> Nielsen 52 weeks ending 1/1/22

<sup>(3)</sup> Economic Impact | American Bakers Association

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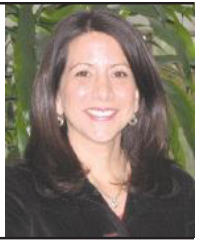


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## BOMA Boston Update: Fishing, Golf & Save the Dates!

**BOSTON, MA** On Friday, June 3<sup>rd</sup>, 110 anglers joined us for our 18<sup>th</sup> Annual BOMA Fishing Tournament! 19 boats participated in catching over 200 fish. The day concluded with a luncheon and awards ceremony at TONY Cs.

The Annual BOMA Golf Tournament will be held on Monday, July 11<sup>th</sup> at Pine Hills in Plymouth, Mass. Just under 300 BOMA members will hit the greens at Pine Hills followed by a barbeque reception and an appearance by the Cookie Monster Ice cream truck. Contact Courtney Sullivan to learn more.

On June 16<sup>th</sup>, BOMA Boston hosted a webinar with BOMA International to go over the new portal for this year's TOBYs. This new streamlined, efficient website will make submitting your building for BOMA International's recognition programs easier than ever! Join BOMA Boston for this free webinar to get a first look at the portal, see how to use it, and

ask your questions to BOMA International staff. This will also help you during BOMA Boston's TOBY Awards Cycle this year, which opened on June 20<sup>th</sup>.

On Thursday, July 14<sup>th</sup>, BOMA will be hosting a Roundtable on Insights from the Pros. The roundtable will be led by Chuck Hurchalla, president, Evolution Energy Partners; Gregg Lauferweiler, vice president, sales and marketing, Stanley Elevator; and Clayton Wentworth, RPA, vice president-portfolio manager, Alexandria Real Estate Equities, Inc., BOMA 2022 treasurer. They will focus on utilities, elevators, real estate taxes, janitorial contracts and supplies, along with opening the conversation to discuss other operating expenses as time permits. This BOMA Roundtable is hosted by the Programs & Education Committee and sponsored by Evolution Energy Partners and

Stanley Elevator.

BOMA's partnership with BOMI International remains strong. Through educational offerings, BOMA members and non-members learn from senior professionals in the commercial real estate industry to work towards earning their RPA or FMA designations. The 2022 BOMI Course Calendar is available on our website. The next classes available for registration is Ethics for Good Business which will be held on Wednesday and Friday, July 20<sup>th</sup> and 22<sup>nd</sup>. Grow your career by registering for a class today! For more information, contact Sharon Cheng.

For more information about upcoming events or educational offerings, and to get involved with BOMA Boston, visit our website at [www.BOMABoston.org](http://www.BOMABoston.org). Follow us on Twitter, Instagram and LinkedIn @BOMABoston.

## About BOMA:

### BOMA Boston Mission:

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

### BOMA Boston Vision:

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

### About BOMA Boston:

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

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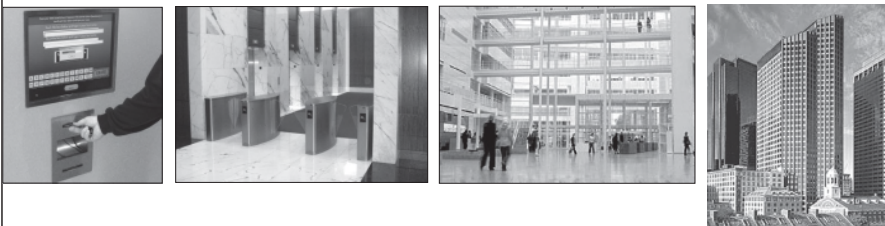


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# President's Message: June was a great month!

June was a great month for diversity, as we celebrated Pride Month and Juneteenth as a federal holiday for the first time! As we move forward, we want to build on the diversity, equity, and inclusion efforts we've made in honor of the last month, to ensure that these issues are topics we're thinking about year round.

In addition to the focus that IREM Boston has put on advancing DEI issues, I am proud of our larger organization, and the efforts they are making in these areas. In addition to adopting a DEI strategy last year with both short-term and long-term priorities, goals, and strategies, they also published this statement online, which I think is important to remember and revisit from time to time:

"We recognize that everyone in the real estate management profession has a voice and a place

within IREM. We must honor the diversity of our community. It's our commitment to provide value that makes a difference in the lives of all stakeholders.

Our DEI vision: "IREM is committed to fostering a welcoming environment that continues to embrace diversity, equity, and inclusion. We'll be better tomorrow than we are today."

I especially love that last sentence – "We'll be better tomorrow than we are today." It reminds us every day that we cannot stay complacent, especially when it comes to DEI. We may be good today, but we will be better tomorrow – we will have to work for that, but we will make it happen.

IREM Boston is deeply committed to diversity, equity and inclusion for everyone, for both our IREM chapter and our partner organizations. Let's do more to

think about, communicate around, and act on ways we can reflect our diversity, provide equity, and include everyone – every day.

We have some great pictures from last month's Boston Red Sox Game and Networking Event, which we're happy to share below. This sold out event started at Cask 'n' Flagon for the pregame before we headed over to Fenway for another Red Sox win! So great to see so many IREM members meeting each other, reconnecting, sharing the event with family members, and just having fun! Special thanks to our sponsors of the event, Flynn Law Group and Norel Service Co., Inc.

Melissa Fish-Crane is the 2022 president of IREM Boston and principal & COO at the Peabody Properties.

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## CAI-NE Calendar of Events

**July 13**

Community Conversations Live  
How Communities Are Coping with Inflation  
Webinar  
2:00 pm – 3:00 pm

**July 14-15**

M-100 The Essentials of Community Association  
Management  
Live Virtual Class

**July 21-22**

M-320 High Rise Maintenance and Management\*  
Live Virtual Class

**August 4**

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

**August 11**

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

**August 11-12**

M-202 Association Communications\*  
Live Virtual Class

**August 18-19**

M-201 Facilities Management  
Live Virtual Class

The above calendar is subject to change,  
contact the chapter office or [www.caine.org](http://www.caine.org)  
to confirm programs, dates, times and location.

# Annual Dinner Spotlights Award Winners: CAI-NE Hall of Fame Award presented to Daddario

**WALTHAM, MA** While much may have changed at this year's banquet held on a Thursday evening instead of Friday and taking place in mid-May instead of March, for the first time since 2020, winners were once again revealed at the annual chapter dinner and came to the stage in-person to accept their awards. With a banquet spring theme and casual business attire, members from around New England gathered at the Westin Waltham Hotel ballroom to celebrate the chapter, reconnect with colleagues and friends, and applaud association volunteers, managers and business partners for their achievements and for their contributions – to CAI; to their associations, residents and clients; and to the condominium industry.

Although the day, date and location may have changed, the banquet's goals remained the same, to bring people together, to network, to have a good time – and of course to recognize recipients of CAI-NE's annual awards.

**CAI-NE Hall of Fame Award:** Gary Daddario, Esq., CCAL

Heading the awards list was the CAI-NE Hall of Fame Award, the highest honor the chapter bestows, recognizing members who have throughout their career consistently supported and promoted CAI, the chapter and community associations and served the organization and the industry with honor and distinction. Daddario, a partner in the law firm Marcus, Errico, Emmer & Brooks, P.C. received that honor having been nominated by members of the CAI New Hampshire Legislative Action Committee (NHLAC) and others for his industry contributions and volunteer service to CAI and the New England chapter.

Now head of the law firm's Merrimack, NH, office, Daddario has been volunteering with CAI since the launch of his condominium law career. He eased into speaking duties early on and has since also served as co-chair of CAI-NE's Attorneys' Committee, as secretary of the board of directors, and as co-chair and now chair of the New Hampshire Legislative Action Committee (NHLAC). And he writes the monthly news from



**Gary Daddario, Esq., CCAL accepts the CAI-NE Hall of Fame Award presented by Awards Banquet Committee Co-chair, Debbie Davie, CMCA, AMS, PCAM.**

New Hampshire for Condo Media, the official publication of the CAI New England Chapter.

On the national level, he has been a member of the Amicus Briefs Committee, which reviews requests for amicus briefs in cases the member attorneys believe are important to condominium or association law. And he was part of the Building Inspection Task Force and Reserve Study Task Force, created by CAI in response to the collapse of Florida's Surfside condominium towers.

To Daddario, among his most important accomplishments on behalf of CAI is his work as chair of the NHLAC. The committee's task is to help prevent the passage of laws that would be bad for condominium associations and, conversely, to support those that are beneficial. "Chairing the NHLAC is most important to me because I'm actually helping my clients – not in the same direct way as when they give me an assignment that's specifically for them, but because it provides a larger-scale impact for the associations that I serve," he says.

Being inducted into the prestigious College of Community Association Lawyers (CCAL) is another "huge" source of pride for Daddario. At age 38, he was one of the youngest attorneys ever to become a fellow of CCAL, and he has since served on the CCAL Education Committee. He points out that, once attorneys pass the bar, there usually aren't higher

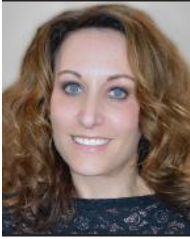
levels of professional achievement to pursue. By attaining this CCAL designation and also being active on the committee, he was able to seize the opportunity to further educate not only himself, but also other attorneys who practice condominium law.

"My sense is that community associations and community association law is interesting to him—it's not just a job," said Mark Einhorn, a partner and colleague in MEEB's Braintree, Mass., headquarters. "He's one of those people that will always step up to do more. He's always eager to volunteer."

Daddario explains why. "To me, when I volunteer for CAI, I never feel like I'm just doing them a favor," he said. "I always feel like I get something out of it—if not new business, then a good experience or an opportunity to learn something or improve the way I do things within my practice and within my industry. It's a win-win situation."

### Other Chapter Award Recipients:

- Management Company Excellence in Community Service : Brigs, LLC, AAMC
- Board Excellence in Community Leadership: Fisherman's Watch Condominium, Swampscott, MA
- Member Communications/Community Programs & Events: Southport on Cape Cod, Mashpee, MA
- Community Association Volunteer of the Year: Bruce Hardy, Board Chair, Spyglass Hill Condominium Association, Holliston, MA
- Manager of the Year: John Scarpaci, Bishops Forest Condominium Trust, Waltham, MA
- Manager Rising Star: James Jasper, Dirigo Management Company, Portland, ME
- Unsung Hero: Rich Dalabon, Maintenance Supervisor, The Dartmouth Group
- CAI Business Partner Excellence in Service Award: David Levy, CMCA, PCAM, RoofMaxx Framingham, MA
- Recruiter of the Year: Richard Brooks, Esq., Marcus, Errico, Emmer & Brooks, P.C.



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## IFMA Boston hosts Annual Golf Classic at Red Tail Golf Club

It was a gorgeous day on the course for the annual IFMA Boston Golf Classic on June 21<sup>st</sup> at Red Tail Golf Club. 144 golfers headed out for a best ball tournament with smiles on their faces! We were pleased to have the tournament sponsored by Meyer Inc. as our presenting sponsor along with Dacon, Gale Associates, Shimmy, Structuretone and Timberline Construction. Greenwood Industries came in as the heavy hitters with a score of -18, while one of the Cannistraro foursomes was equally rewarded for being “most honest”!



**Greg Leconte of Ginkgo BioWorks got a hole in one at the tournament, but unfortunately not on the \$10K hole!**

Drew Hale of Lincoln Properties won the highly contested chip and putting contest to try his hand at a 50-foot putt for \$10,000 and missed it by a mere 18 inches!

And while we did not see a hole in one on our \$10,000 prize hole, we did have a hole in one at the tournament by Greg Leconte of Ginkgo Bioworks and will receive a prize for his efforts. Plus, he won closest to the pin since you can't get much closer than that!

## About IFMA Boston

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

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

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- Tools to help navigate the changing workplace.

## IFMA Boston's Thought Leaders gather for a mastermind



Shown (from left) are: Kelly Colon of Allsteel; Melodee Wagen of Workspace Strategies; Maria Vickers of Willis Towers Watson; Blake Reynolds of CBRE; and Pam Fiorelli of Cornerstone Research started the discussions on trending technology.

**BOSTON, MA** Nearly 70% of IFMA Boston's membership is made up of facilities managers and end users and each is invited to be part of the chapter's Thought Leaders group. This group meets 4-6 times per year for peer-to-peer networking, information sharing, best practice review and to get FM rich content

provided by subject matter experts. The group was invited to a mastermind gathering on June 23<sup>rd</sup> to provide their insights on what trends and hot topics they feel our membership needs to know more about. In essence, what is keeping them up at night? Fifteen gathered at the new CreativeOfficeRe-

sources showroom in the Seaport with the program underwritten by CBT Architects. Through a series of breakouts and read outs, the group has determined that our programming will focus on employee engagement, equity, and retention in the hybrid/remote framework, supply chain best practices and challenges as well as real estate right sizing, and leading-edge facilities and real estate technology. They also provided crucial insight on how to strengthen the FMForward podcast, white papers and how best to move forward on programming to engage FMs on their schedule.



Maren Reepmeyer from CBT Architects attended as the underwriters of the program and Gretchen Barron of CreativeOfficeResources was our host.



John Boucher of Harvard School of Public Health, Dawn Borden of Structuretone, Judylynn Monaco of MIT Lincoln Lab, Andrew DelPrete of Liberty Mutual and Matt Deehan of C&W Services dug into the topic of employee engagement, equity and retention

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

Established in 1980, the International Facilities Management Association is a non-profit, incorporated association dedicated to serving the facility management profession.



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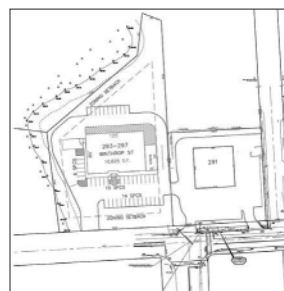
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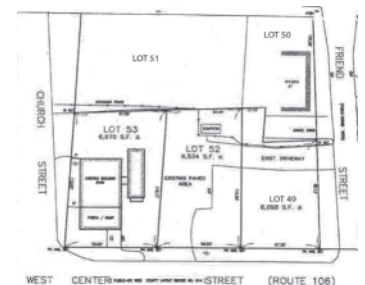
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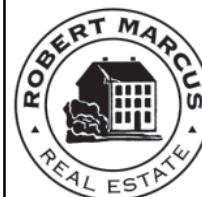
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# Auctions

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The Real Estate consists of two lots located within Master Condominium Association development known as The Newport Beach Club (“TNBC”) in Portsmouth, Rhode Island.

Specifically, the units are situated within the TNBC Beach Village Sub-Condominium and are identified as Units 12B and 32B.

Unit 12B consists of approximately 0.332 acres of land and Unit 32B consists of approximately 0.157 acres of land.

The Real Estate has been planned and approved for residential development. The Real Estate offers sweeping views of Narragansett Bay.

The Real Estate is located conveniently minutes from Bristol, 15 minutes from Newport and 30 minutes from Providence.

Any owner of the Real Estate will have access to the variety of amenities provided by The Newport Beach Club including a beach club with resort style pools, beach access, an equestrian center and a tennis pavilion.

The Receiver has received an offer of \$400,000.00, subject to higher or better offers and Court approval.

Comprehensive bid package materials are available at [www.frlawri.com](http://www.frlawri.com)

A sale hearing is scheduled for July 11, 2022, at 9:30 a.m. before the Rhode Island Superior Court, Out-County Business Calendar sitting at the Kent County Superior Court. Any party may attend the sale hearing and present a higher or better competing offer. Any competing offers must be accompanied by a five percent (5%) deposit.

FOR FURTHER INFORMATION OR TO SUBMIT A COMPETING BID PLEASE CONTACT:

**W. Mark Russo, Esq., Receiver**



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**89 Route 6A**  
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1.49± Acre Lot improved by a 2,312± SF home having 6 rooms  
3 bedrooms • 2 baths • fireplace • attached garage.

\*Zoning – BL1 (Business District)

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