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August 7-13, 2020

# New England Real Estate Journal



# nerej

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THE COMMERCIAL REAL ESTATE MEDIA SOURCE

**Project of the Month**  
ODM PAGES 10-11C



**Groom Construction Co., Inc.**  
continues work on Harbor Village—  
a \$10m mixed-use development

**Healey of CBRE arranges  
\$3.2m sale of 45,938 s/f  
industrial property**



NNE COVER B

**Rader Properties, Inc.  
brokers two sales  
totaling \$19.35m**



NE COVER A

**Featured Project**

ODM PAGE 7C



**R.L. Goldman Co., Inc.**  
completes 322,000 s/f of  
parking lots and roadways

**Tocci Building tops-off  
Kendall East for  
Urban Spaces**

ODM COVER C

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Volume 59 • Issue 32

**This Week's Sections**

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

**Maine  
Spotlight**

NNE PAGES 7-10B

**Columnist  
Chuck Sink**



**Coming August 28!**

**Industrial Sites  
Spotlight**

Paving  
Seal Coating  
Crack Sealing  
Asphalt Repairs  
Line Striping

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# Retail/Flex Building, 9,000-77,500 SF available 701-707 Technology Drive, Stoughton, MA

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Number of HH	22,979	60,134	122,957
Average HH income	\$99,977	\$102,336	\$105,721

### Specifications

Traffic Count: 127,771 ADT Rt 24  
 Total GLA: 77,584 square feet  
 Location: Located in the established Stoughton Technology Center, just off Route 24 at the Route 139 interchange. (Exit 20)  
 Size: 77,584 SF Total  
 Space Available: 9,100 SF – 77,584 SF  
 Land Area: 8.2 acres  
 Zoning: Highway Business, HB

Allowed uses: Retail, office, R&D, manufacturing, warehouse, medical, recreational and sport uses.  
 Clear Height: 21'  
 Utilities: Gas, electric, town water and sewer.  
 Parking: 350 Spaces, 4.5 cars/1,000 SF  
 Loading: Five (5) docks  
 Neighbors: BJ's Wholesale Club, Kohl's, Bob's Discount Furniture, Amazon, Olive Garden, Marriot Courtyard and numerous office tenants, among others.

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## Quick Read

**CTA Const. begins on \$24 million project for the Burlington DPW**



SEE PAGE 6A

**Healey of CBRE arranges \$3.2m sale of 45,938 s/f industrial prop.**



SEE COVER NNE/SEC. B

**81 Wyman St. in Hobbs Brook Office Park earns LEED Platinum**



SEE LOWER COVER ODM/SEC. C

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Maine Spot.....	7-10B
ODM .....	SEC. C
Project of the Month.....	10-11C



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ON BEHALF OF THE SELLER, 56 REALTY TRUST/CONGRUITY 360

## Rader Properties, Inc. completes two sales totaling \$19.35 million

**FALL RIVER, MA** On behalf of Congruity 360, Rader Properties, Inc. completed two sale transactions totaling \$19.35 million.

Rader Properties, completed the sale of 456 Bedford St. The 199,902 s/f Tier III/IV data center was sold on a fully-leased basis in a sale/leaseback to Rhino Capital, LLC. Rader Properties worked with the Seller, 56 Realty Trust/Congruity 360 to negotiate a long-term lease and to procure the buyer.

David Mitchell of Rader Properties said, "This was a great opportunity for both parties to fulfill their long-term objectives. Through our existing relationships, we were able to procure the right buyer for this transaction." The sale price for 456 Bedford St. was \$15.45 million.

Rader Properties also represented Congruity 360 with its corporate headquarters office relocation and the purchase of 93 Longwater Dr. in Norwell, Mass. Rader Properties conducted an extensive search, including lease options, and procured the 93 Longwater Dr. property which was not being marketed at the time for sale. 93 Longwater Dr. is a 20,079 s/f, two-story, first-class office building located in the established Assinippi Business Park off Rte. 3. The property offers Congruity 360 a true corporate headquarters identity as they occupy the entire second floor. The first floor was leased at the time of sale. The seller was Jumbo Capital Management and the sale price was \$3.9 million.

Mitchell and Jim Rader of Rader Properties represented Congruity 360 in both transactions.

**Marr of Keliher Real Estate handles 8,330 s/f lease**



**BRAINTREE, MA** Doug Marr of Keliher Real Estate has leased 8,330 s/f of office/industrial space at 100 Bay State Dr. for Messina Commercial Properties. The lessee Como-Audio produces a high-end quality smart speaker and radio.



93 Longwater Circle - Norwell, MA

## INCLUDING THE \$1.55M SALE OF 3 COLLINS AVE. IN PLYMOUTH Ellis Realty Advisors completes \$2.45 million in two building sales

**PLYMOUTH, MA** Ellis Realty Advisors has completed the \$1.55 million sale of 3 Collins Ave. David Ellis represented both the buyer and seller in the sale of the 17,800 s/f, industrial warehouse/office building on 2.45 acres of land.

The buyer plans to use the property for light manufacturing, warehouse and office space.

Ellis Realty Advisors also completed the recent \$900,000 sale of 10 Lone St. in Marshfield. The buyer was represented by Southeast Commercial Real Estate and the seller in the sale of the 6,150 s/f, industrial warehouse/retail building on .64 acres of land was represented by Ellis Realty Advisors.

The buyer plans to use the property for custom motorcycle manufacturing.

Ellis Realty Advisors is a leading provider of real estate services in Eastern Mass. Ellis Realty's team consists of multi-disciplined commercial real estate professionals specializing in a range of services for tenants, owners, investors and developers.



3 Collins Avenue - Plymouth, MA



10 Lone Street - Marshfield, MA



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**Rhode Island Portfolio**  
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\$24,350,000



**31-33 Gore street**  
Cambridge, MA  
\$3,550,000



**23 Cottage Avenue**  
Somerville, MA  
\$2,600,000



**1100-1108 Cambridge Street**  
Cambridge, MA  
\$2,870,000



**Anchorage Apartments**  
Nahant, MA  
\$2,875,000



**43-45 Roundy Street**  
Beverly, MA  
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**154-156 Brown Street**  
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**Chuck Sink**  
Marketing

**How storytelling works**  
Storytelling is more than a marketing buzzword. Stories have mind-attracting power and are like personal guides leading readers and listeners to the prize of knowledge. Marketers who effectively apply storytelling have real-life success stories of their own to tell.

**Every Brand Tells a Story:**  
According to the book, "Building a Story Brand" by Donald Miller, every customer success story consists of five common elements:

1. The main character (customer)
2. A problem
3. A hero, leader or guide (the brand)
4. A plan to solve the problem (product/service offer)
5. The call to action that if taken solves the problem and avoids failure (purchase and acquisition)

**Success Story:**  
In 2005, Lola, a book lover and retail store customer, has an uncommon reading list that's difficult to fill. Her most wanted titles have been out of print for years and can be "impossible" to find. Lola becomes frustrated that she's missing out on wonderful reading adventures.

Lola has been hearing and seeing ads pop up about some company called "Amazon." Out of curiosity, she logs on to a computer at the library and looks up Amazon on the internet. She quickly sees the website's main call to action; you can search for your own titles and authors from around the world!

She types in the title of a cherished book title and up come five various copies for sale in either new or used condition. That rare, cherished book is right on the screen inviting her to buy it.

She takes a leap of faith and pulls out her credit card, trusting that the book will be delivered. Within three days, Lola is curled up on her couch, 8 chapters into her new reading odyssey.

**CONTINUED ON PAGE 8A**

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

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# Afternoon Recap

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New England Real Estate Journal



## ERECTING THE FIRST OF TWO PRE-ENGINEERED METAL BUILDINGS CTA Const. begins on \$24 million project for the Burlington DPW

**BURLINGTON, MA** CTA Construction has begun erecting the first of two pre-engineered metal buildings (PEMB) as part of the \$24 million Burlington DPW and Parks & Recreation facility project. The Great Meadow Rd. facilities will create indoor storage for DPW and parks department vehicles and equipment, as well as repair shop bays and administrative office space.

The project, which is scheduled to be completed in two phases by July 2022, consists of a 28,000 s/f DPW and Parks & Recreation building (Site 1) to be completed in Phase One. Phase Two is a 40,000 s/f DPW building (Site 2)—to commence once DPW operations have vacated the existing building.

While erection of the PEMB commenced recently, construction activities have been ongoing since February - with the project continuing uninterrupted during the COVID-19 economic shutdown, as it was classified an essential operation.

“Our project team and our subcontractors have done a remarkable job since March adhering carefully to COVID-19 safety protocols and best practices at all times,” said Paul DuRoss, a principal at CTA Construction. “This is an important project for the town of Burlington and keeping it on track has been a top priority. It will help preserve and lengthen the life of vehicles and equipment, while also providing enhanced workspace and other features that improve the work experience for these critical town departments.”



The new DPW and Parks & Recreation facility is comprised of three adjacent spaces including a pre-engineered metal vehicle and equipment storage space, pre-engineered vehicle maintenance space, and an administration space. The vehicle and equipment storage building will be a one-story structure with 11 vehicle parking spaces. The vehicle maintenance space will be located next to the storage garage, and will include nine shop bays across 11,000 s/f. The administrative area will be located next to the vehicle maintenance and vehicle storage buildings separated by an expansion joint. It will include three shop bays and administrative spaces across a total 6,300 s/f.

The DPW facility is proposed to be three adjacent spaces comprising of a pre-engineered metal vehicle and equipment storage space, a pre-engineered metal administrative space, and a pre-engineered metal vehicle shops space. The vehicle and equipment storage building will be a one-story structure with 32 vehicle parking spaces totaling approximately 24,700 s/f and located on the southeast of the site.

CTA Construction has completed more than 65 high-quality municipal construction projects in the Commonwealth since it was founded in 2000, making the company one of the most experienced municipal builders in the state.

**9 UNIT OFFERING  
BRAND NEW CONDO  
QUALITY RESIDENTIAL BUILDING  
LOCATED IN  
ROSLINDALE VILLAGE**

**\$5,795,000**



Chris Kostopoulos Group

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## OF TWO ADJACENT MULTIFAMILY BUILDINGS IN CAMBRIDGE Kelleher and Pentore of Horvath & Tremblay handle \$3.55m sale

CAMBRIDGE, MA Dennis Kelleher and John Pentore of Horvath & Tremblay have completed the sale of two adja-



Dennis Kelleher



John Pentore

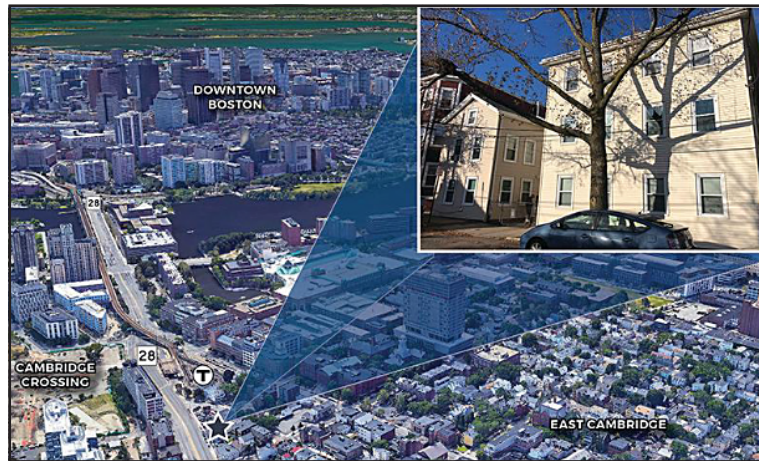
cent multifamily buildings totaling eight units. Kelleher and Pentore represented the seller, longtime owner Frazier S. Proffitt, and buyer, Koskores Real Estate Corp. Established in 2009, Koskores Real Estate (KRE) specializes in value-add investment and development located in the Cambridge/Somerville Markets.

31-33 Gore St. consists of two, value-add apartment buildings containing a total of eight units with shared off-street parking.

31 Gore St. is a three-story building containing six, two-bedroom/1-bathroom units in 5,088 s/f of living area and 6,799 s/f of gross area.

33 Gore St. is a 2.5 story building containing one, one-bedroom/one-bathroom unit and one, three-bedroom/one-bathroom unit in 1,496 s/f of living area and 2,660 s/f of gross area.

The two buildings have a combined 0.34 acres of land with a shared driveway and off-street parking. The property is well-located in the high-density, urban-infill East Cambridge neighborhood.



### DJSA Architecture names Cadigan as architectural designer

RAYNHAM, MA DJSA Architecture PC, a full service architectural firm specializing in commercial and corporate design, has named Christina Cadigan to the position of architectural designer. In this role she will serve as an essential member of the project team, working on all phases of design projects.

Prior to joining DJSA, Cadigan was a designer with Kaestle Boos Associates; she began as an intern while studying at Roger Williams University, where she earned her bachelor of science and masters' in Architecture. Following graduation, she worked full time at the architectural firm. Her work there was largely in the public sector, focusing on public schools (K-12) and public safety complexes.

### How storytelling works

CONTINUED FROM PAGE 4A

How this brand story breaks down:

1. Lola is the main character.
2. Her problem is not finding the books she wants.
3. Amazon's website is the hero.
4. Lola's plan to solve the problem is: "Maybe I can find the books I want online."
5. Then Lola answers the call to action – search for and buy books on Amazon.

**Conclusion:** Mutual brand and customer success—a brand story that turned into many \$billions!

What's your story? Who is the main character? Why and how are you the hero?

Chuck Sink is the owner of Chuck Sink Link, Contoocook, N.H.

# FOR SALE

## 25,200 SF OFFICE/MEDICAL



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AUGUST SPOTLIGHT

# Industrial Sites

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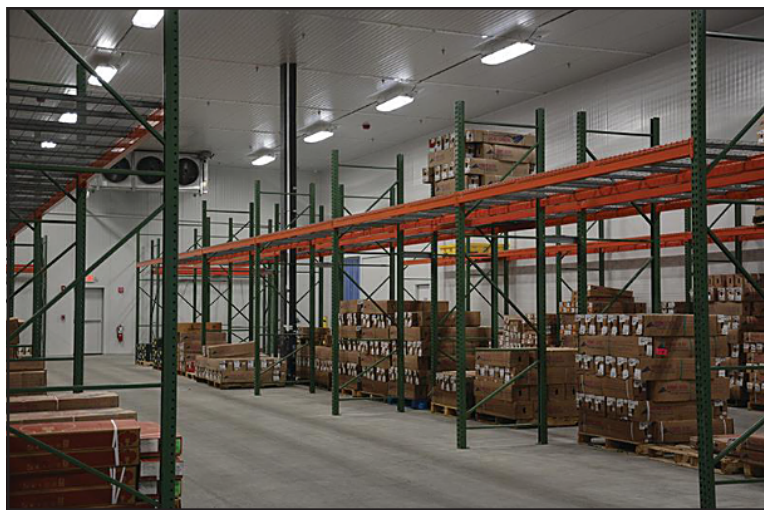


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Firms appearing on this page are listed to represent the areas of activity in the New England economic region, and are available to answer your questions regarding investment, financing and/or brokerage opportunities in their area. They are willing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

## HAD TO CREATE FOUR DIFFERENT TEMPERATURE ZONES Dacon Corp. works with Designers Choice on new Boston facility

**BOSTON, MA** Designers Choice, a leading distributor of cut flowers in New England that quietly supplies major brands, needed a geographically advantageous location for both retail distribution and employment purposes. A new facility, designed by Dacon Corp., now houses the distribution of a portfolio spanning 500 varieties across 33 flower types to wholesale florist channels, as well as their signature brand Benchmark Growers to prominent retailers and e-commerce channels. Leading brands including Trader Joes, Amazon and Life is Good are supplied by Designers Choice, who is a partner within the Queen's Bouquet Network – a global breeder noted for producing 1 billion flowers annually.



Propagating a positive approach to change, Designers Choice embraces a scientific view to beauty and an ethical view towards relationship management, working with 45 state-of-the-art suppliers in Bogota and Medellin Colombia that are both Florverde Sustainable and Rainforest Alliance certified. Cool and overcast, the Bogota and Medellin regions experience a stable annual temperature range of 44-66 degrees Fahrenheit and nutrient dense soil for incubating flowers. As with other floral providers, they sit in a global supply chain that brings economic development to less advanced countries. Ecuador and Colombia remain top exporters to the US, which imports 80% of its national floral supply. The US market for cut flowers constitutes \$7.5B (7%) of the global market. Prior to the pandemic,

the industry employed over 83,000 people (source Properlyrooted.com).

As a product expressing emotion, flowers are subject to fluxes in consumer demand for color, style, varietal type and price, reflecting sentiments of celebration, design aspiration or remembrance. The firm's portfolio is tailored to consumer preferences, holidays and seasonal periods with types spanning focal, accent and filler flowers. Floral designers and event management companies rely on Designers Choice to deliver a depth of unique varieties, abundant blooms and diverse spectrum of color that results in impactful arrangements with a long lifespan.

The design of this facility is centered on three ethos – operational efficiency, ideal treatment of product and employee well-being. A preeminent issue was creating four different temperature zones ranging from 35 degrees to ambient for optimal

product quality while not forsaking human comfort. Efficiency lies at the center of this floorplan – four docking stations back into the cold storage and dry goods area for product unloading which opens to the main work floor space with four assembly lines. Finished product then leaves the assembly area via five additional docking stations. Additionally, a wholesale showroom, breakroom, executive office and amenities were installed.

This facility design is in response to market growth and is focused on enhancing client service via operational efficiencies. Kevin Quinn, Dacon's CEO, said, "From their business ethics to product quality, Designers Choice is an admirable company. By applying scientific growing principles to a simple product – flowers – they deliver an uplifting experience to the recipient. It is a rewarding business model and one we've enjoyed working with."

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## DURING THE HEIGHT OF MASSACHUSETTS' COVID-19 OUTBREAK D'Aveta of Cummings Properties assists Spectrus in 2,400 s/f lease

**BEVERLY, MA** Spectrus has graduated from an incubator lab to 2,400 s/f of space at Cummings Center's growing biotech cluster. The mass spectrometry firm is expected to occupy its new facilities this summer. Founded in 2017 by Enrique Arevalo and Michael Ziebell, Spectrus provides proteomics services and advanced analytics for biotech and pharmaceutical development organizations.

The life sciences firm is the latest graduate of North Shore InnoVentures, a nonprofit biotech and cleantech incubator located at Cummings Center. The growth of its business from just one to 40 active accounts in the span of a few years prompted the firm to explore independent space options.

"Cummings Center is a great fit for us because it is a short distance from our primary customer base in Cambridge and Boston, its active life science community facilitates connections and hiring, and the lease rates are more affordable than areas closer to the city," said Ziebell.

Cummings Properties account manager Justin D'Aveta worked with Spectrus CEO Paulo Reátegui on the new office lease. With discussions taking place during the height of Massachusetts' COVID-19 outbreak, D'Aveta arranged a virtual tour of the suite for the Spectrus team.

"At Cummings Center, we have a front-row seat to the continued development of the North Shore's thriving biotech community," said



Stephanie Aitchison, associate general manager at Cummings Center. "We are delighted to support Spectrus' continued growth."

According to Ziebell, Spectrus aims to steadily increase its full-time workforce each year.

"We are really excited about the

room for growth this space affords, said Ziebell. "We think Spectrus has the right balance of scientific knowledge and business sense to grow rapidly in the years ahead, and we look forward to making Cummings our base for this growth and giving back to the community as we do so."

## Bunch of Jay Nuss Realty Group delivers lunches to Harvard Street Neighborhood Health Center

**DORCHESTER, MA** Jay Nuss Realty Group, LLC worked with the Harvard Street Neighborhood Health Center by purchasing meals to be delivered to their patients and employees at the Blue Hills Ave. site.

The effort was led by Karen Bunch, urban advisor for Jay Nuss Realty Group, who paid for and delivered 40 Panera Bread lunches to the clinic.

Bunch, who has strong ties to the city of Boston, said, "We are always pleased to be able to do something to help out during these challenging times. Helping to feed 40 visitors to the health center seemed like a good way to pitch in and assist."

Separately, Harvard Street physician Dr. May Riad was a presenter on a "Panel of Experts" event organized by Jay Nuss Realty Group, as a "Back to Work" series presented virtually to assist businesses as they prepare to re-open. Dr. Riad presented with Kim Kroha, an attorney with Baker, Braverman and Barbadoro, P.C.; Jane Estrella, Artios Architects; and Jay Nuss, Jay Nuss Realty Group, LLC. Harvard Street Neighborhood Health Center serves as a primary health resource to the community, through the delivery of comprehensive patient-centered medical care.

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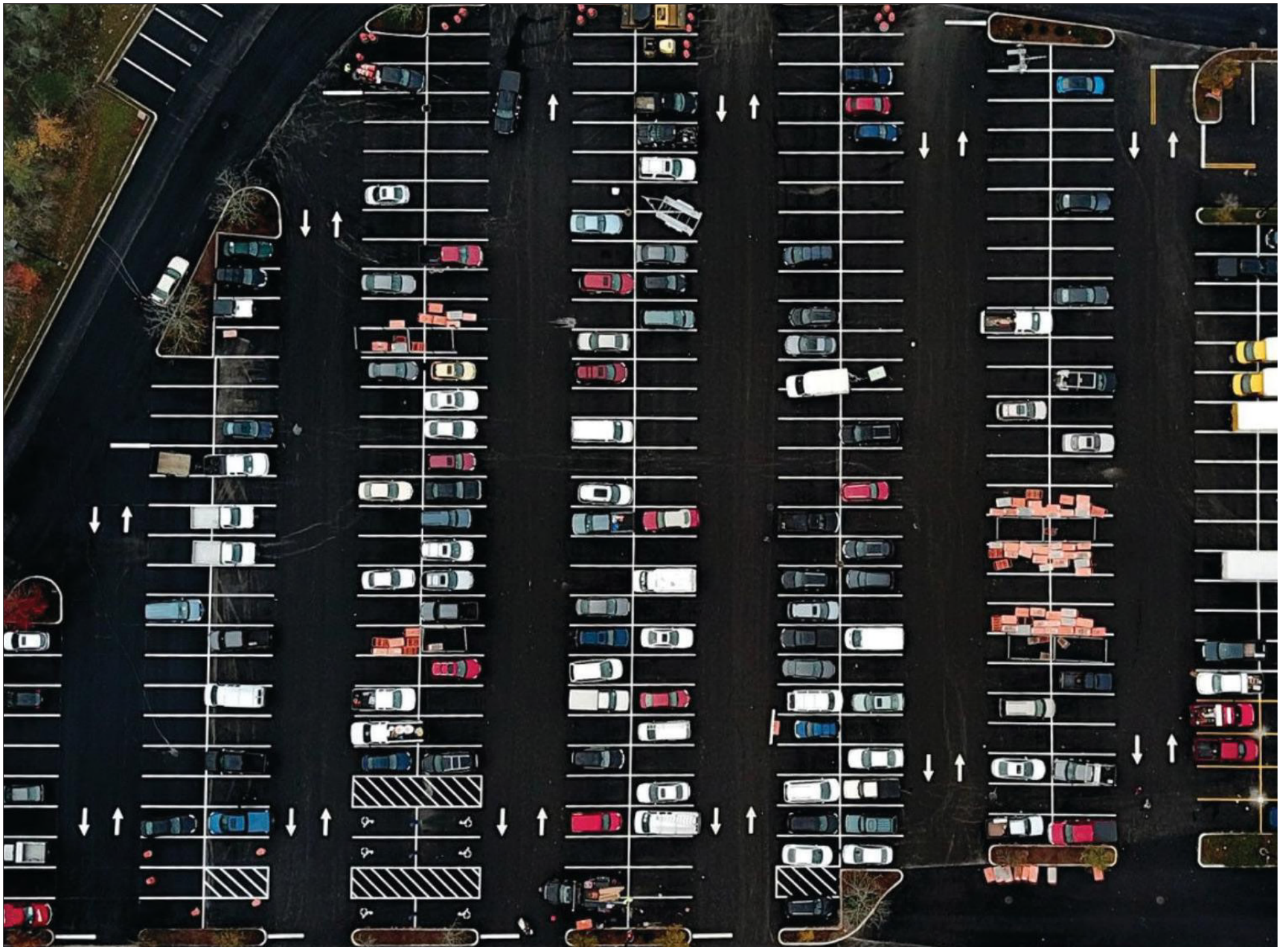
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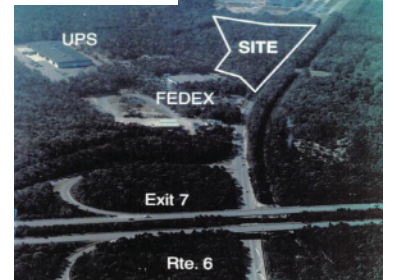
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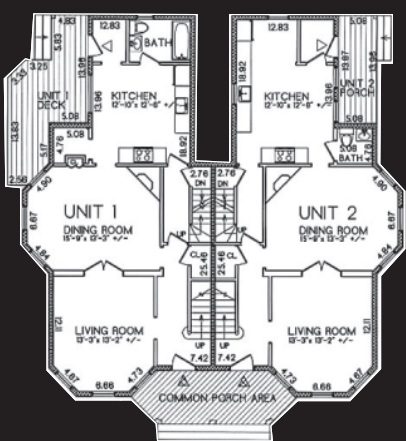


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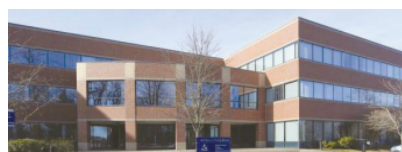
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# Auctions

## Public Auction

THURSDAY, AUGUST 20<sup>TH</sup> at 11:00 A.M.

MORTGAGEE'S SALE OF REAL ESTATE

• WILLIAMSTOWN, MASSACHUSETTS •

**10 ROOM / 5 BEDROOM  
2-STORY  
COLONIAL STYLE HOME**  
"CLOSE PROXIMITY TO DOWNTOWN"

100 Ide Road WILLIAMSTOWN, MASSACHUSETTS  
To be Sold on the Premises

**Features:**

- 2-Story Colonial Style Home • ± 1 1/3 Acres of Land •
- Total of (10) Rooms w/ (5) Bedrooms & (2 1/2) Baths •
- ± 3,080 S/F of Gross Living Area Above Grade • Gas Hot Water Baseboard Heat •
- Full Partially Finished Basement • Clapboard Siding • (2) Fireplaces •
- Hardwood & Tile Floors • Rear Patio • 400 AMP Electrical Service • Public Water & Sewer •
- ★ TWO CAR ATTACHED GARAGE★

**1% BROKER INCENTIVE OFFERED!!!**

SALE PER ORDER OF MORTGAGEE  
EMIL J. GEORGE, ESQ.  
OF THE FIRM OF GEORGE & MCCARTHY, P.C.  
2 SOUTH STREET, PITTSFIELD, MA  
ATTORNEY FOR MORTGAGEE

TERMS OF SALE: \$15,000.00 INITIAL DEPOSIT CASHIER'S OR CERTIFIED FUNDS.  
DEPOSIT TO BE INCREASED TO 10% OF THE PURCHASE PRICE WITHIN 10 BUSINESS DAYS.  
5% BUYER'S PREMIUM APPLIES.  
OTHER TERMS TO BE ANNOUNCED AT TIME OF SALE.

**IMPORTANT NOTICE REGARDING THIS AUCTION:**

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## Public Auction

THURSDAY, AUGUST 20<sup>TH</sup> at 11:30 A.M.

MORTGAGEE'S SALE OF REAL ESTATE

• WILLIAMSTOWN, MASSACHUSETTS •

★ LOCATED ON TACONIC COUNTRY CLUB ★  
± 1 ACRE  
**VACANT RESIDENTIAL LOT**  
"OVERLOOKING 9<sup>TH</sup> HOLE OF TACONIC COUNTRY CLUB"

0 Ide Road WILLIAMSTOWN, MASSACHUSETTS  
To be Sold on the Premises

**Features:**

- 0 Ide Street is a ± 1 Acre Residential Lot •
- 162' Frontage Along Taconic Country Club • ± 306' Depth •
- Public Water & Sewer Available • Parcel ID: 341/132.0-0018-0000.0 FY •

**1% BROKER INCENTIVE OFFERED!!!**

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EMIL J. GEORGE, ESQ.  
OF THE FIRM OF GEORGE & MCCARTHY, P.C.  
2 SOUTH STREET, PITTSFIELD, MA  
ATTORNEY FOR MORTGAGEE

TERMS OF SALE: \$15,000.00 INITIAL DEPOSIT CASHIER'S OR CERTIFIED FUNDS.  
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## Public Auction

THURSDAY, AUGUST 20<sup>TH</sup> at 12:00 P.M. (NOON)

MORTGAGEE'S SALE OF REAL ESTATE

• WILLIAMSTOWN, MASSACHUSETTS •

± 1,985 S/F  
**SINGLE STORY  
COMMERCIAL BUILDING**  
"LOCATED ON CORNER OF WATER & MAIN STREET"

4 Water Street WILLIAMSTOWN, MASSACHUSETTS  
To be Sold on the Premises

**Features:**

- Single Story Commercial Building • ± 1,984 S/F of Gross Building Area •
- 1<sup>st</sup> Floor: Retail Space • Kitchenette • Break Room • (1/2) Bath • (± 1,784 S/F) •
- Brick Exterior • Loft: (2) Offices (± 200 S/F) • Basement: Office Space • (1/2) Bath •
- Gas Fired HVAC System • Central Air Conditioning • Hardwood & Carpeted Floors •
- Flat Roof with Skylights • Drywall Ceilings • Incandescent & Florescent Lighting •
- 200 AMP Electrical Service • Paved Parking for ± 4 Vehicles • Public Water & Sewer •

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DEPOSIT TO BE INCREASED TO 10% OF THE PURCHASE PRICE WITHIN 10 BUSINESS DAYS.  
5% BUYER'S PREMIUM APPLIES.  
OTHER TERMS TO BE ANNOUNCED AT TIME OF SALE.

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## Public Auction

FRIDAY, AUGUST 21<sup>ST</sup> STARTING at 11:00 A.M.

MORTGAGEE'S SALE OF REAL ESTATE

• GREENFIELD •

(2) PARCELS / (2) BUILDINGS  
• 2-STORY MANUFACTURING/OFFICE BUILDING •  
• SINGLE STORY COMMERCIAL BUILDING •  
"CLOSE PROXIMITY TO DOWNTOWN"

TO BE SOLD IN ITS ENTIRETY & INDIVIDUALLY ON THE PREMISES OF 76 SCHOOL STREET

76 SCHOOL A/K/A 80 SCHOOL STREET  
GREENFIELD, MASSACHUSETTS

79 DAVIS STREET  
GREENFIELD, MASSACHUSETTS

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KEVIN D. PARSONS, ESQ.  
OF THE FIRM OF KEVIN D. PARSONS, ATTORNEY AT LAW  
30 BRIDGE STREET, SHELBURNE, MA  
ATTORNEY FOR MORTGAGEE

TERMS OF SALE:  
**ENTIRETY: \$20,000.00 DEPOSIT BY BANK, CASHIERS, OR CERTIFIED CHECK.**  
**INDIVIDUALLY: \$10,000.00 DEPOSIT BY BANK, CASHIER'S OR CERTIFIED CHECK.**  
5% BUYER'S PREMIUM APPLIES ON EACH PROPERTY.  
OTHER TERMS TO BE ANNOUNCED AT TIME OF SALE.

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# Auctions

## TOWN ORDERED AUCTION

# SANDWICH

FRIDAY, AUGUST 28 at 1:00 PM

TO BE CONDUCTED ON SITE

85 ROUTE 130



TOWN SAYS SELL



NICE SITE

### COMMERCIAL BUILDING

The former Forestdale Fire Station is a ± 2,824 square foot single story masonry building on ± .96 acres. It features 4 overhead doors, office, kitchen area, bunk room, full bathroom, Plymovent exhaust system and Kohler generator. The property is in the Business Limited 1 district and allows for a wide range of uses like restaurant, retail, medical and professional offices. This unique offering provides visibility with 150 ft. of frontage on Route 130 and is great for end user or investors.

[zekosgroup.com](http://zekosgroup.com)

Terms: Open House Saturday, August 22<sup>nd</sup> from 11:00 AM - 1:00 PM. Bidder registration and open house begins day of sale at 11:30 A.M. on site. A deposit of \$20,000 in certified or bank cashier's check is required to register to bid. Closing in 45 days. Property sold as is. We make no representations or guarantees as to the accuracy of information provided. Rely entirely on your own investigation. Visit website for details and COVID-19 protocols.



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LIC #104

## MORTGAGEE'S FORECLOSURE AUCTION

WEDNESDAY, AUGUST 12, 2020 AT 11:00 AM

On the premises

ECHO ESTATES, ECHO WAY  
WALPOLE, MA

4 LOT SUBDIVISION

Subdivision is 95% completed and ready to start building houses!

Terms of Sale: \$50,000.00 Deposit. Balance due in 30 days.

All deposits must be in the form of certified check or bank cashier's check.

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- Free on-site garage parking
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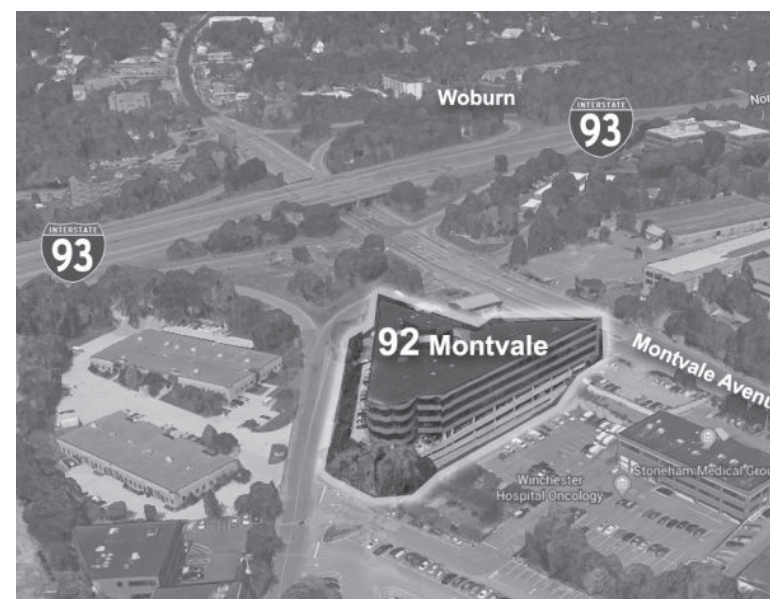
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**August 7 - 13, 2020**  
Section B

## Quick Read

**Colliers lease at Millbrook Off. Pk.**



SEE PAGE 2B

**Dickson of Stebbins Comm'l. sells 8,862 s/f**



SEE PAGE 4B

**Langley Const. completes VECM**



SEE PAGE 6B

**Waterstone partners with Wilder to provide services at 110-acre Rock Row**



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# Northern New England



# nerej

THE COMMERCIAL REAL ESTATE MEDIA SOURCE

**TO INDEX PACKAGING AT 150 VENTURE DR.; ALSO ACQUIRES 20 ACRES**

## Healey of CBRE arranges \$3.2m sale of 45,938 s/f industrial prop.

**DOVER, NH** CBRE arranged the \$3.2 million sale of 150 Venture Dr., a 45,938 s/f industrial property.



Chris Healey

CBRE's Chris Healey represented the buyer, Index Packaging, Inc., in the transaction with 150 Venture Drive, LLC. In addition to the property, Index Packaging also acquired an additional 20 acres to accommodate its expansion needs.

"150 Venture Dr. fit our search criteria for a facility with ample space for hosting production and storage of our



150 Venture Drive - Dover, NH

packaging products as we continue to expand our operations," said Mike Wiles, president of Index Packaging. "We are pleased with how well all parties were able to work together to complete this transaction during these unprecedented times and look forward to utilizing our new space to its full potential, having already begun looking at increasing the size of the building."

CBRE's Healey said, "With the decreasing availability of quality industrial properties in this market, 150 Venture Drive provided Index Packaging with a unique opportunity for prime industrial space that serves its current requirements with additional space to accommodate future expansion plans as the company continues its rapid growth."

**PROLMAN REALTY REPS. BUYER MELANSON HEALTH**

## Hirsch & Co. sells 27,550 s/f office building for Cameron R.E. - \$2.4m

**MERRIMACK, NH** According to Hirsch & Co., Cameron Real Estate has sold the 27,550 s/f first class office building located at 9 Executive Park Dr. to the regional accounting firm Melanson. According to the Registry of Deeds, the sale price was \$2.4 million.

Larry Hirsch of Hirsch & Co. represented Cameron R.E.; Mark Prolman of Prolman Realty represented Melanson Health.

Melanson plans to renovate the building and will utilize it as its new corporate headquarters.

Hirsch sold 9 Executive Park Dr. to Cameron in 2011.



9 Executive Park Drive - Merrimack, NH

## Richards joins Roche Realty Group

**MERRIMACK, NH** Marilyn Richards has joined the Roche Realty Group, Inc. Richards is a resident of New Hampshire and has lived in several regions, including the Lake Sunapee area, Mascoma Lake area, and the Lakes Region (in Moultonborough and recently along Lake Winnisquam). Richards has experience in the interior design of many multi-million dollar waterfront homes in New Hampshire, as well as private camps, homes, and businesses.



Marilyn Richards

For full story visit [nerej.com](http://nerej.com)

## Kimani joins TFMoran as summer intern

**BEDFORD, NH** TFMoran welcomes Miriam Kimani as a summer intern working in the civil engineering department. Kimani attends Lafayette College in Pennsylvania pursuing a Bachelor of Science degree in Civil Engineering. In 2018 she completed one year of studies in Physical



Miriam Kimani

Sciences at Jomo Kenyatta University of Technology & Agriculture in Nairobi, Kenya. Kimani placed in the top 5% of students in Kenya on the national graduation exam while attending high school at Vanessa Grant Girls' School where she was awarded Best in Mathematics and Physics. She currently mentors a youth-led group in Portsmouth that is dedicated to raising awareness and funds for Education For All Children.

For full story visit [nerej.com](http://nerej.com)

## NAI Norwood Group sells 15,000 s/f

**BOW, NH** NAI Norwood Group has negotiated the sale of 1494 Route 3A. 1494 Route 3A is a two building office complex of 15,000 s/f. The property had been under agreement to another prospect in mid-March, but the deal fell apart due to the effects of COVID-19 on the buyer's business.

Joe Robinson of NAI Norwood Group said, "This was an example of one of the many deals we saw go sideways in mid-March. We took a

few deals across the finish line but they had already been in process for 30-60 days beforehand. Now buyers are back in the market looking for opportunities and we're very happy for our seller-client after an owner-occupant closed on this property."

Chris Norwood and Joe Robinson of NAI Norwood Group represented the seller, LRP Company Inc. Donna Rice of Premier Properties represented the buyer, PATCO Properties LLC.



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**FOR SALE**  
**130 GROVE STREET**  
**PETERBOROUGH NH**  
**\$1,350,000**



**RETAIL SPACE IN STONELEIGH PLAZA**

**FOR LEASE**  
**18 LAFAYETTE RD**  
**NORTH HAMPTON NH**  
**\$1,700/month MG**



**PRIME DOWNTOWN DOVER RESTAURANT / BAR**

**FOR SALE**  
**42-44 THIRD ST**  
**DOVER NH**  
**\$2,150,000**



**2 OFFICE / RETAIL CONDOMINIUMS**

**FOR SALE**  
**86 LAFAYETTE RD, UNIT 4 AND 5**  
**NORTH HAMPTON NH**  
**U4: \$115K; U5: \$110K U4&5: \$220K**





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## VISCONTE OF SVN/MASIELLO REPS THE EMANUEL COS. Choate and Morneault of Colliers lease space at Millbrook Office Park

**STRATHAM, NH** Colliers International represented Cummings Lamont & McNamee, PLLC in the long-term lease of 4,776 s/f of office space at 118 Portsmouth Ave. David Choate and Abigail Morneault of Colliers' Portsmouth office represented Cummings, Lamont & McNamee and Patti Visconte of SVN/Masiello Commercial Real Estate Associates represented The Emanuel Companies.

Cummings, Lamont & McNamee (CLM) is a full service accounting firm with offices in Maine and New Hampshire. Opening a larger office in Stratham will enable the firm to bring its Portsmouth and Exeter staff together. While reducing their Portsmouth footprint at their current location, CLM will still maintain a presence at One New Hampshire Ave.



118 Portsmouth Avenue - Stratham, NH

at Pease. Cindy Edwards, president of CLM, said opening the Stratham office is a strategic move for the firm for two reasons. "First, putting all our New Hampshire resources, management and staff under one roof

makes it easier to work together more seamlessly and greatly reduces travel between offices. Second, it provides us with the opportunity to streamline communication and workflow and to create a greater synergy among our employees. Our goal has always been to provide exceptional service to our clients. We hope our new Stratham home will be an added bonus for them."

### DAI and TMS Archts. complete IDVET project

**HAMPTON, NH** DeStefano & Associates, Inc. (DAI) and TMS Architects have completed the first production facility in the U.S. for IDVET. The project required renovation of a former 8,500 s/f, two story office building.

IDVET is a science-based company that develops and manufactures advanced diagnostic testing to help uncover infectious diseases in farm animals. This privately owned enterprise, located in France, was created in 2004 and has grown to over 80 countries.

### Cresta of Nedde R.E. brokers three transactions

**SOUTH BURLINGTON, VT** Allied Lutherie, Inc. leased 9,012 s/f of office/warehouse at 1891 Williston Rd.



Fernando Cresta

Burlington Furniture Company leased additional 6,829 s/f at 747 Pine St.

MCS Electric leased 1,519 s/f of office/warehouse at 1891 Williston

Rd., South Burlington, Fernando Cresta of Nedde Real Estate assisted the tenant and the landlord these transactions.

### Northern New England

A section of the  
**New England Real Estate Journal**

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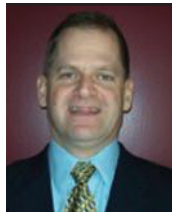
NEW HAMPSHIRE  
49 Hancock Street  
Manchester, NH 03101

MAINE  
477 Congress Street  
Portland, ME 04101

**SOLD BY MJK5987 LLC TO 288 NORTH BROADWAY LLC**

# Dickson of Stebbins sells 8,862 s/f office/warehouse for \$765,000

**HOOKSETT, NH** Tom Dickson, commercial real estate agent of Stebbins Commercial Properties LLC brokered the sale of a 8,862 s/f office/warehouse building at 39 Londonderry Tpke. from MJK5987 LLC of Hooksett to 288 North Broadway LLC, of Salem.



**Tom Dickson**

Dickson represented the seller and assisted the buyer. According to the Registry of Deeds the sale price was \$765,000



39 Londonderry Turnpike - Hooksett, NH

## Nobis Group awards STEM scholarships to Topic, Janinda, and Koch

**CONCORD, NH** Nobis Group recently awarded scholarships to three 2020 high school graduates.

Now in its second year, the Nobis scholarship program was developed to further the company's dedication to promoting science, technology, engineering, and mathematics (STEM) fields to high school students. The scholarship is awarded to graduating high school seniors in New Hampshire and Massachusetts who have demonstrated an interest and are pursuing further education in STEM fields at a college, university, or trade school.

2020 Nobis Group STEM Scholarship recipients include New Hampshire students Jessica Janinda of Hopkinton High School and Alexandra Topic of Manchester Central High School and Massachusetts student Helena Koch of Groton-Dunstable



2020 Nobis Group STEM Scholarship recipient Helena Koch, graduate of Groton-Dunstable Regional High School



2020 Nobis Group STEM Scholarship recipient Alexandra Topic, graduate of Manchester Central High School

Regional High School. Janinda, Topic, and Koch are pursuing higher education in the fields of biology &

human science, computer science & mathematics, and mechanical engineering, respectively.

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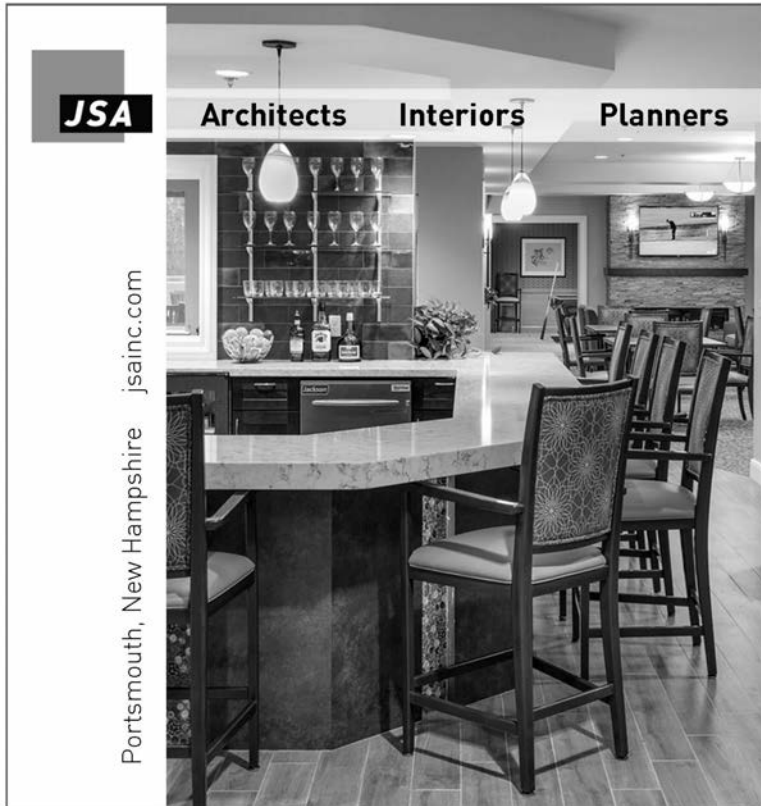


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DESIGN BY RAUHAUS FREEDENFELD & ASSOCS.

# Langley Const. completes 12,800 s/f VECM at 2743 Brown Ave.



**JSA** Architects Interiors Planners

Portsmouth, New Hampshire | jsainc.com

**MANCHESTER, NH** Langley Construction has completed the new home of Veterinary Emergency Center of Manchester (VECM) at 2743 Brown Ave.

The new facility provides 24/7 emergency care and now features veterinary care in a new 12,800 s/f facility. Features include full digital radiology, in-house laboratory, urgent and emergency surgery and monitoring equipment.

Langley Construction was awarded the project which demanded comprehensive site work and included exporting 20,000 yards of material to reduce the elevation of the site by 12 feet to accommodate the 17,000 s/f project. Due to the close proximity to a cemetery, the project involved a pile and lag wall that added to the time and complexity of the project.

The architect was Rauhaus Freed-



Veterinary Emergency Center of Manchester - Manchester, NH

enfeld & Associates, and is an award-winning leader in veterinary architecture and animal care design.

"Fortunately, we chose Langley Construction for this project. Steve and Denise Langley managed to deliver a huge project on a very

short timeline, even in the midst of a pandemic," said VECM owner Dr. Sara Pascoe, "Their entire team was wonderful to work with, and they brought creative solutions that we would not have thought of. Should we ever have another construction project, Langley Construction will get the nod to do it.

## BARRINGTON, NH

Highway: Retail / Commercial



Signalized intersection, 2 acre level site.  
600 feet road frontage.  
Septic in place for expansion.  
Price \$549,000

## ROCHESTER, NH

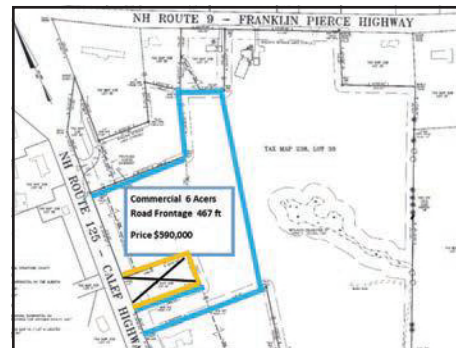
For Sale or Lease Versatile Comm'l Prop.



Prime Com. Location, Route 125.  
Water, sewer, possible drive-up window.  
DES certificate.  
Price \$249,000 Rent: \$1,500/mo.

## BARRINGTON, NH

6 Acre Com. Site, Calefs' Cor.



Site has road frontage of 400 ft on Rt. 125 and 200 ft on Rt 9.  
Zoned Commercial.  
Price \$590,000

## DOVER, NH

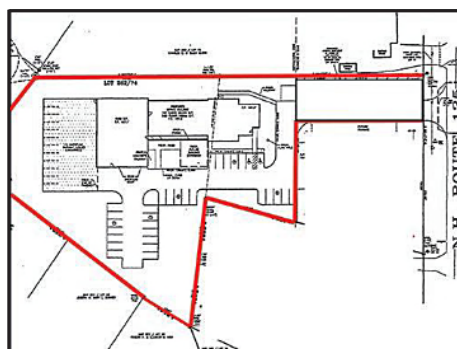
New First Class Commercial Site



Prime Location, Weeks Crossing.  
Signalized intersection. Pylon sign.  
Custom retail or professional location.  
For Sale \$350,000 or Lease

## ROCHESTER, NH

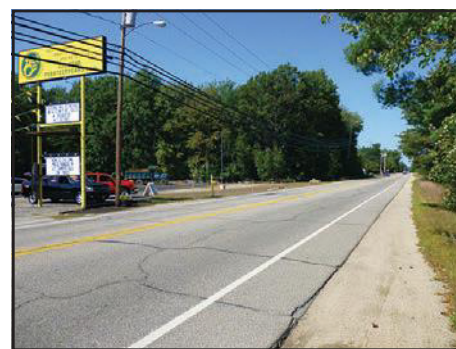
Commercial Site 1.74 Acres Rt 125



Site with Gen Contractor facility design.  
Sewer and water avail.  
Site level with sandy soils.  
Price \$240,000

## ROCHESTER, NH

Good Commercial Location



Site 1.37 acres, location between malls.  
Sewer, water and gas avail.  
Price \$110,000

## ABC YPG honors DECCO's Barton

**MANCHESTER, NH** The Associated Builders and Contractors NH/VT Chapter's Young Professionals Group



Tim Barton

(ABC YPG) has donated \$1,000 in honor of Tim Barton to MY TURN, a Manchester youth services organization focused on serving the "forgotten half" - economically, socially, and educationally disadvantaged youth in poorer communities - by providing comprehensive workforce recruitment, education, exploration, placement, and follow-up to ensure success in achieving career and education goals.

Barton, executive vice president of DECCO, a mechanical contracting firm based in Brookline, NH, recently passed away, leaving a very large hole in the ABC community. Among many other contributions to the construction industry, Barton was an advocate for empowering young professionals to develop their careers within the building trades both through his active support of the ABC YPG and with his passion for fostering talent and drive in young employees at DECCO.

Upon learning of the ABC YPG's donation, Joel Pickering, president of Manchester-based Denron Plumbing and HVAC and former YPG Leadership Committee Member, volunteered an additional \$500 donation. MY TURN will utilize all donations made in Barton's name to provide a scholarship and supportive services to a young person beginning their career.

In May 2019, the ABC YPG interviewed Barton for their Mentor Moment - a segment that features exceptional business leaders and their advice for young professionals.

For full story visit [nerej.com](http://nerej.com)

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# Maine Spotlight

CUSHMAN & WAKEFIELD AND THE BOULOS CO. REP LANDLORD, UNUM

## Paszyc and Estes of The Boulos Co. lease 87,906 s/f to BerryDunn at 2211 Congress St.

**PORTLAND, ME** BerryDunn is moving its national headquarters to 2211 Congress St., leasing 87,906 s/f in the building, owned by Unum. Chris Paszyc, CCIM, SIOR and Jessica Estes of The Boulos Company represented BerryDunn in the transaction. Unum was represented by a team including Tim Stewart of Cushman & Wakefield, Boulos' Drew Sigfridson, SIOR, Craig Young, CCIM, and Jon Rizzo. BerryDunn expects to occupy the new location in early 2021 after extensive renovations.

BerryDunn has been headquartered at 100 Middle St. for over 30 years, and the firm did not take pulling up roots lightly. Founded in 1974, BerryDunn has grown to 500 employees across the country, with 250 Portland employees spread across two office buildings. Running out of office space, the firm retained The Boulos Company to assist in analyzing its options.

"A tremendous amount of research, thoughtful consideration, and broad-based input went into making the best long-term decision for us," said Robert Moore, director of operations at BerryDunn. "The employee engagement and data gathering were immensely valuable. Boulos helped us secure the perfect place; our lease with Unum reflects that."

Boulos surveyed BerryDunn employees on qualities they valued in a productive workspace. "We looked at every angle," said Paszyc, CCIM, SIOR. "Downtown versus the suburbs, remaining together versus bifurcation of offices, company



growth projections, and evaluation of new construction versus second generation space, all in terms of costs, amenities, and employee attraction/retention." The building at 2211 Congress St. is unique in its footprint and ability to meet the needs of the employee culture.

The considerable floor plate ticked the most important box for the growing firm. "The fresh canvas of 2211 Congress allowed us to envision a world-class learning and development headquarters and hub for our employees from around the country," said John Chandler, president and

managing principal of BerryDunn.

The space accommodates airy gathering spaces, a sizable training

facility, and client reception areas.

For the renovation, BerryDunn has hired Lavallee Brensinger Architects

to design an interior layout that makes the most of natural light. Consistent with the firm's emphasis on well-being, the campus has outdoor space and access to walking and biking trails. BerryDunn will be installing a professionally managed fitness center, as well as a micro-market with fresh meal options. "This is the kind of office space that will attract employees for its spaciousness, amenities, and accessible location," said Estes.

The move dovetails with Unum's own shifting needs. "We've invested in making smarter use of our workspace over the last few years," said Richard Meadows, vice president of real estate at Unum. "Doing so has the added benefit of freeing up space that can be leased, which brings energy to our campuses that mirrors the vibrant nature of Portland."

The project will bring 2211 Congress up to the highest 21<sup>st</sup> century standards, while honoring the glass façade of the original design. By 2021, BerryDunn's sign will go on top of the building, as this Maine company prepares for its future.

## PROJECT TEAM INCLUDES LANDRY/FRENCH, AND GORRILL PALMER FD Stonewater and J.B. Brown JV break ground on VA CBOC facility

**PORTLAND, ME** FD Stonewater, J.B. Brown & Sons, and the U.S. Department of Veterans Affairs (VA) recently held an official groundbreaking ceremony at the site of the new VA Community-Based Outpatient Clinic (CBOC), located at 141 West Commercial St.

Once opened, the clinic will replace and consolidate the existing leases at the Saco and Portland CBOC locations, without disruption of care and services during the transition. The new 68,710 s/f facility will enable VA Maine to expand services to Veterans in a state-of-the-art and energy efficient facility. The new clinic will offer core healthcare services as well as additional specialty care services to Veterans and will embody the VA's Patient Aligned Care Team (PACT) principles.

FD Stonewater entered into a joint venture agreement with J.B. Brown & Sons, one of the oldest and largest commercial real estate owners in greater Portland, for development of the site. The project was awarded to the JV entity (FDS JBB Portland



Photography credit: Tim Greenway

## Jewett Const. celebrates grand opening of Jordans' Furniture at The Maine Mall

**PORTLAND, ME** Jordan's Furniture, the premier furniture and mattress retailer in New England with one of the highest-grossing sales per s/f records in the United States, officially opened its first store in Maine on July 17. The store is now the largest furniture store in the state with over 120,000 s/f of showroom along with an outlet center.

"Jewett Construction is thrilled to be celebrating the opening of Jordan's Furniture. This is a monumental project for the state of Maine," said Jon Sirois, vice president of Maine operations at Jewett Construction. "We prioritized working with local subcontractors throughout the build out, which allowed for hundreds of Maine companies to benefit from this new location being built. We

know that this project will bring great shopping and fun to the community for years to come."

Located in the former Filene's/Bon-Ton's location at The Maine Mall, Jordan's Furniture has name-brand furniture and mattresses on two levels, along with an 8,000 s/f outlet center. The store features hundreds of designer-inspired showrooms, all set up to make shopping easy. In addition to beautiful furniture there is also Maine's largest indoor ropes course that both children and adults can enjoy. The ropes course area showcases amazing digital graphics and video displays on North America's largest indoor LED ceiling! Jordan's Furniture is now open to the public 7-days a week at The Maine Mall.

For full story visit [nerej.com](http://nerej.com)

LLC) in the fall of 2019, with substantial project completion planned for fall 2021.

"We are honored to serve our nation's Veterans," said Ben Dineen, principal at FD Stonewater. These facilities are essential to ensure our Veterans have improved access to the care they deserve. We are proud to work alongside the VA team and our project partners to develop this project, especially one that will have a meaningful impact on the city of Port-

land and surrounding communities."

The July 17<sup>th</sup> event attendees included representatives from VA Maine, including the executive steering committee for the project as well as the current Saco and Portland VA Clinic managers.

SmithGroup will serve as the architect of record and Landry/French Construction will serve as the general contractor. Gorrill Palmer will provide civil engineering services. NBT Bank is the lender for the project.



## Maine Spotlight

# Greater Portland mid-year industrial space update; the industrial market remains on solid ground



**Samantha Marinko**

The Boulos Co.

In a world that seems to be ever-changing and racked with uncertainty, there is one thing that the commercial real estate community can be sure of, and that's the strength of the Greater Portland industrial market.

Pre-COVID, the industrial market was already flourishing, due to a variety of not just traditional warehousing users, but also fitness users, breweries and cannabis-related businesses. The demand has only gone up over the last few months, with transactions

consistently coming together.

At the end of 2019, a few large vacancies in Greater Portland gave the illusion of a market that had ample supply to support the demand. One of those vacancies was 7 Rand Rd. in Portland, a 242,000+/- s/f industrial facility. April 1, 2020, the sale of the building closed to an owner-user who will be moving into the facility in the next few months and absorbing the entirety of that vacancy. The 167,154+/- s/f property they are vacating on Read St. in Portland is on the market with multiple prospects already lined up.

On March 27, 2020, Federal Express Corporation renewed their lease of 33,973+/- s/f at 95 Hutchins Dr., a relatively significant transaction, es-



7 Rand Road - Portland, ME

*At the end of 2019, a few large vacancies in Greater Portland gave the illusion of a market that had ample supply to support the demand. One of those vacancies was 7 Rand Rd. in Portland, a 242,000+/- s/f industrial facility. April 1, 2020, the sale of the building closed to an owner-user who will be moving into the facility in the next few months and absorbing the entirety of that vacancy.*

pecially considering that we were just getting into the crux of the pandemic.

On May 7, 2020, a 126,072+/- s/f industrial building sold to Calare Properties, Inc., who immediately leased the entire property to Abbott Diagnostics.

The difficulty in finding the right space only increases when you have a client with a particular requirement; be it an exceptionally high clear height, a need for a substantial amount of docks or parking, a need for floor drains, et cetera – the more specific the requirement, the more unlikely it is to exist in the market. When requirements like these exist, the prospect of new construction can look very appealing.

For example, the Innovation District at Scarborough Downs has seen a consistent flurry of activity. Four lots have sold and over a dozen are poised to sell in the coming weeks and months, with a number of other additional users likely to go under contract soon. That kind of activity speaks to a resounding confidence in the industrial market in Greater Portland.

The growth in the market we see now is not likely to change. Noah Stebbins, associate at The Boulos Company said, "I expect many industrial companies to start reshoring their operations back to the U.S., as the virus exposed many companies who heavily rely on importing/manufacturing goods outside of the country, which will more than likely lead to even more industrial demand in the coming years." With companies coming back into an already very saturated market, we will likely see an uptick in new industrial projects in near future.

Overall, uncertainty is still a certainty as we navigate the pandemic, but the industrial market in Greater Portland appears to be the most resilient and reliable as we enter into the second half of 2020.

**Samantha Marinko is an associate with The Boulos Company, Portland, ME.**

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- Lease Rate: \$12.75/SF NNN



### FOR LEASE: 76 DARLING AVE, SOUTH PORTLAND

- 10,654± SF industrial facility w/modern office space
- Premium location just off Maine Mall Road
- Lease Rate: \$9.00/SF NNN



### FOR LEASE: 8 THOMAS DRIVE, WESTBROOK

- 15,000± SF flex, warehouse/industrial building
- 20' clear height with 2 loading docks, and 1 overhead door
- Lease Rate: \$12.00/SF NNN



**THE BOULOS COMPANY**

### CONTACT

Samantha Marinko  
Associate

207 553 1723

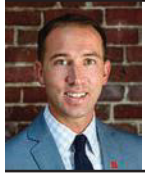
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## Maine Spotlight

# Maine's commercial real estate activity is extremely sector and industry specific



**Justin Lamontagne**  
NAI The Dunham Group

How's the market? It is the most common question asked of any commercial broker in these trying times. And, most often, the answer is "...depends". Sector segmentation has never been so dramatic.

### Industrial

The industrial sector in Maine is thriving through COVID. Manufacturing, warehousing and distribution are proving essential. And examples abound of industrial companies pivoting in a positive way to provide much needed services and products on account of this pandemic.

At NAI The Dunham Group, we are pleased to present a mid-year update to our annual industrial market survey. Indeed, the statistics reflect a dynamic market and confirm our anecdotal and transactional workload. In 2020 we've added Falmouth to our survey and are now tracking a nearly 20 million s/f Greater Portland market including Saco & Biddeford.

Today, our vacancy rate holds steady at 2.79% and that includes the only significantly large vacancy in all of Greater Portland, a 167,000 s/f warehouse at 203 Read St. in Portland. That building is getting a lot of activity and, if leased, our overall rate will drop to a stinging 1.95%. And, practically speaking, because most industrial end-users are looking for smaller units, that sub-2% availability is what tenants and buyers are dealing with. We are hopeful these market conditions lead to long-awaited speculative development.

Sales demand for existing inventory remains at an all-time high. Bullish investors, both local and regional, are competing with end-users. This consistent and competitive demand has driven average sales prices towards \$80/s/f with peak pricing well over \$100/s/f. It seems the volatility of the stock market and the uncertain economic outlook is driving investors to bricks & mortar. And, it stands to reason, no sector is better positioned to weather the COVID storm and prosper post-pandemic than industrial.

Of course, the great caveat to all of this is COVID itself and the still lingering long term ramifications. I've said to many clients, we're very much IN this. This pandemic is happening right now. It's never been harder to make projections or predictions because there are so many variables and possible trickle-down effects from this pandemic we haven't even considered.

The industrial market is proving COVID-resistant and the environment has never been more competitive. We see few signs of change in the near-term but this pandemic is truly unlike

anything we've ever seen. It would be irresponsible to say the industrial market is immune to the effects of this crisis. But so far it sure is putting up a good fight.

### Office

I would call the office market in Maine...tentative. There are some office end-users who are cautiously moving ahead with office expansions or relocations. And others, probably the majority, who are choosing to stay on the sidelines until we have more clarity on the future of office-use. I'll repeat the simple, and challenging fact that we are very much in this pandemic. To prognosticate or project how a large company will use their office space over the next 10 years has never been more difficult. So committing to

long-term leases in this environment is causing pause for many decision makers. As an office broker, most of my conversation with tenant-clients of late have been about rethinking office impacts, layouts, employee schedules, etc. Whether or not office footprints shrink remains to be seen. But I believe how we use offices will change post-COVID, regardless.

As such, there are several large vacancies freshly on the market or soon to be. And this is the case in both downtown Portland as well as the Greater Portland suburbs. While the statistics aren't out yet, anecdotally it's clear we are facing increasing vacancy rates and, in time, decreasing lease rates. Demand is there but it's inconsistent and, like I said, tentative.

### Retail

Personally, I don't broker much retail. But it doesn't take more than a drive around the Maine Mall, Freeport's shopping district or Portland's Old Port to gauge the health of the sector. For lease signs are popping up consistently and every day the news presents an updated list of popular haunts closing. Of course, there are success stories. Several restaurants that have the infrastructure are getting by on curbside pick-up, delivery and outdoor seating. And our famed craftbrew-scene has discovered that curbside pick-up doesn't just work, consumers love it and will demand it post-COVID. How sustainable all this is remains the biggest concern. And for many, those types of innovations are

just not possible. For those that cannot or choose not to change the way they do business or present their products, the outlook is dire.

In summation, Maine's commercial real estate market is seeing action, some positive and more negative. And the activity is extremely sector and industry specific. Despite our relative success in keeping COVID cases at bay, we are not immune to the economic costs of winning that battle. Maine's resolve has never been tested like this but as a life-long Mainer, I am confident we'll continue to help our neighbors and work through this crisis together.

**Justin Lamontagne, CCIM, SIOR, is a designated broker | partner at NAI The Dunham Group, Portland, ME.**

## FOR SUBLEASE

20 Morin Street  
Biddeford, ME



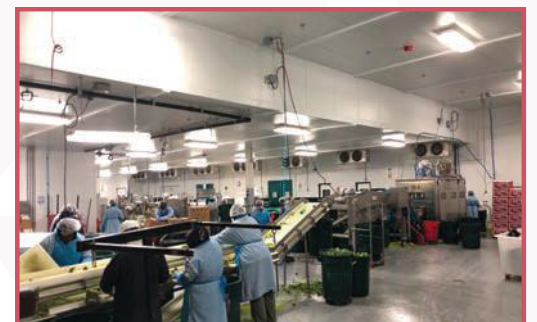
## Food Production/Manufacturing

52,000± SF of turn-key industrial food-processing space for sublease. Fully renovated in 2014, this property features 1200 Amp, 3-phase power, sloped floor drains, FRP-food grade walls throughout, cooler equipment and infrastructure, shipping/receiving area and support office space.

**Contact Justin Lamontagne, CCIM, SIOR**

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Households	184,600	96,000
Median HH \$	\$75,500	\$76,300
Average HH \$	\$100,300	\$100,000

- Location is 20 minutes from Manchester Boston Regional Airport and 45 minutes to Logan International Airport
- 50,000 sf of the main building offers dock high and drive-in loading

- Clear height is about 21'
- Bay spacing is 100' x 50'
- Location is 5 Minutes to I-93, Exit 4
- Town Water, Sewer nearby
- There are 3 buildings on 5 acres: 74,000 sf, 2,400 sf and 8,500 sf. The 2,400 sf free-standing building was gutted and renovated in early 2019
- Recent improvements include new sewer line, drainage/paving improvements, new LED lighting, new retaining wall in 2020

**\$4,900,000, ask for Ralph**

**FOR LEASE:** Small, economical RETAIL SUITES for lease. We are looking for a Nail Salon, Ins, Company, small stores, a real estate company or others. These suites are located in the heart of Raymond's retail district and directly across from Tuckaway Tavern. The Plaza is occupied by a dentist, hair salon, barber, Louie's Pizza, a coffee shop and more. Unit 9 is about 950 sf and offers a flexible floor plan. Unit 16 is about 650 sf and is wide open, great for a nail salon or small store. Unit 17 is fit up as nice office space, and formerly occupied by Edward Jones. Only 5 minutes from Exit 5, Route 101. Rent starting at \$895/month, tenant pays utilities.

1,200 SF for lease in Derry near Applebee's, Walmart and other nationals.

**COMMERCIAL BUILDING FOR SALE:** Hooksett, NH - 2.0 acres with great visibility on Route 3A. Large, level yard with 2-story bldg. PLUS, attached greenhouse frame ready to be closed in. A SF home on the property generates about \$26,000/y. Town water on the site, town sewer nearby. Only \$499,000.

**LAND FOR SALE:** Hooksett, NH - 5 acres with visibility from Interstate 93. Previously approved for 97,200 + sf of self-storage. Small SF house generates \$18,000/yr. income. Only \$499,900



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## WILDER TO PROVIDE LEASING/PROJ. MGMT. FOR \$600M DEVELOPMENT

# Waterstone partners with Wilder to provide services for Rock Row

**WESTBROOK, ME** Waterstone Properties has partnered with the national retail real estate firm, Wilder, to exclusively manage office and retail leasing as well as provide retail and office project management for the 110-acre, \$600 million Rock Row development.

Rock Row is one of the most unique and anticipated developments on the East Coast with a fully integrated mix of lifestyle-focused retail, office, medical and residential—all surrounding a fully-activated 400-foot-wide, 300-foot-deep granite quarry. The planned features of the fresh-water-filled quarry include an active boardwalk with entertainment and kiosks, world-class light and water show, and water recreational activities such as kayaking and pond hockey tournaments.

“The physical features of Rock Row require an artful tenant



planning process, and no group in America is better at matching the right tenants with the right opportunities at Rock Row than Wilder. Their expertise and talent is unmatched,” said Josh Levy, co-founding principal of Waterstone Properties, the developers of Rock Row. “Wilder will help us craft a mix of world-class brands—and

uniquely branded experiences—that are second to none, fully leveraging the one-of-kind natural features that add value to Rock Row.”

Phase One of Rock Row will open this summer with a state-of-the-art 80,000 s/f Market Basket supermarket. Other previously announced tenants coming to Rock Row include Starbucks, The Paper Store, Chick-fil-A, a 122-room boutique Element Hotel, a 12-screen Cinemark Theater and a Brew and Food Hall run by nationally renowned Colicchio Consulting. They will join the already opened LIVE NATION Maine Savings Pavilion at Rock Row.

“Rock Row is a once-in-a-lifetime project that is generating phenomenal buzz in the industry and, in many ways, reflects the future of mixed-use developments,” said Tom Wilder, Wilder principal. “The opportunity to combine specialty retail, entertainment, chef-driven restaurants, a brewery, a food hall, residential, and office in this incredibly unique open-air setting is like nothing I’ve ever seen. Tenants here will also have the ability to activate their brand utilizing the quarry features, participate in unique events and attractions, leverage integrated social media and site-wide marketing assets, and more. We are excited to be part of the future of Rock Row.”

Waterstone Properties purchased the quarry site in 2017; the \$600 million project is the first of its kind in the state.

### DeStefano and CWS complete 2,500 s/f Main Beach Bathhouse

**OGUNQUIT, ME** DeStefano & Associates, Inc. (DAI) and CWS Architects have completed the design and construction of the Main Beach Bathhouse. This 2,500 s/f facility includes wall mounted auto flush toilets, epoxy floors and tile walls. 700 s/f is dedicated for lifeguard use.

### Cardente Real Estate leases 2,310 s/f to ALCOM

**PORTLAND, ME** ALCOM has leased from Fore Street Investments, LLC, 2,310 s/f of office space located on the second floor of 322 Fore St. This transaction was brokered by Matthew Cardente of Cardente Real Estate.

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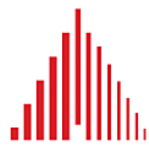
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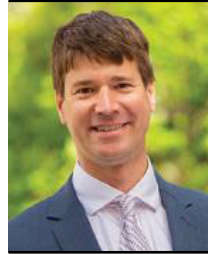
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# Valentine honored as ROTY; Kingsly of Primary Bank affiliate

For any organization big or small, this has been a challenging year to say the least. With no pandemic playbook on the shelf, organizations have had to pivot with great speed to react to a new normal. Internally at NHCIBOR I have been grateful for the support of executive officer Allison Ropes and the 100% volunteer board and committees to help as issues arise. One of the benefits of being president is that you get to acknowledge those members who have gone above and beyond by presenting the Realtor and Affiliate of the Year. This year it's an honor to congratulate Ralph Valentine of The Valentine Group as the Realtor of the Year and Scott Kingsly of Primary Bank as the affiliate of the year. I want to thank Ralph for the many phone calls in gaining insight on previous contracts that NHCIBOR had and willingness to speak and research public policy issues and Scott for his willingness to jump head first into any task no questions asked. These two were voted by their peers and I am truly thankful for all efforts and these awards are well deserved for these individuals.

It's also great to report that NHCIBOR Cares, NHCIBOR's Charitable arm, has been focused on the local community contributing to the Manchester Christian Church back/pack

supply drive to help with school supplies and nutritious snacks for those in need. In your community if you hear of an organization in need please reach out to one of the board members through our website.

On the education front, if you are new to the industry, the CCIM Institute is offering free on demand and online commercial oriented classes to provide a deeper foundation of the analytical skills needed in commercial real estate. Visit CCIM for more information.

Also please join us online September 25<sup>th</sup> from 9am to 12pm for our third quarter meeting which will also feature an energy seminar on how businesses are dealing with the high cost of energy in New England vs other parts of the country.

Bob Quinn, vice president of government affairs has outlined the following legislative updates for NH.

### Court appoints first Housing Appeal Board members

It has been a long and winding road in establishing a NH Housing Appeal Board, including three bills this session designed to eliminate the board before it ever got off the ground. Last summer, New Hampshire Realtors sent more than 4,000 emails asking legislators to include funding for the Housing Appeals Board, which is designed to

provide a quicker and less expensive alternative for property owners to appeal local land use decisions. It was one of the last items to be included in the state's 2019 budget debate.

The NH Supreme Court has now appointed three members to Housing Appeals Board:

- Gregory Michael, attorney, Bernstein Shur (five-year term)
- Marc Stevens, land surveyor, private practice (four-year term)
- Elizabeth Fischer, real estate broker (three-year term)

There is no word as to when this appellate body will be ready to hear cases.

### Governor signs bill establishing strictest PFAS water standards; creates loan program

House Bill 1264 sets new maximum contaminants levels for certain PFAS chemicals (PFOA 12 parts per trillion; PFOS 15 ppt; PFHxS 18 ppt; and PFNA at 11 ppt) in "community water systems."

*For full story visit [nerej.com](http://nerej.com)*

**Christian Stallkamp is a senior broker with The Boulos Co., Portsmouth, N.H. and is the 2020 president of the N.H. Commercial Investment Board of Realtors, Bedford, N.H.**

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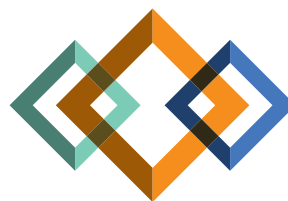
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August 7 - 13, 2020  
Section C

## Quick Read

**Abbot Building Rest. continues large masonry repair project**



SEE PAGE 6C

**R.L. Goldman completes 322,000 s/f of parking lots and roadways**



SEE PAGE 7C

## Project of the Month

**Groom Construction Co., Inc. continues work on \$10m Harbor Village**



SEE PAGES 10-11C

24 Pages

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## Tocci Building completes topping off of Kendall East for Urban Spaces

CAMBRIDGE, MA Tocci Building Corp. and client Urban Spaces completed the topping off of Kendall East. Designed by architectural firm Perkins Eastman, this two-building, mixed-use development will feature 211,000 s/f of both residential units and retail space. The project program includes 136 residential units, an expansive half-acre greenspace connecting the two buildings, and two levels of below-grade parking including 142 parking spaces and 159 bicycle spaces.

The work leading to this milestone event involved the demolition of several connected commercial buildings, two stories of below-grade excavation, the pouring of concrete foundations and, like many development projects in the area, navigating through the construction moratorium and other challenges related to COVID-19.

This milestone marks the completion of the structural steel phase of the building and serves to recognize the trade contractors for their work thus far. While a proper topping off ceremony was not feasible due to social distancing regulations, the team was thanked with lunch and words of encouragement from Tocci's assistant superintendent, Nick Tierney.

Adding to the spirit and goodwill of

the occasion, Bill Welch, the superintendent at Tocci Building said, "After a few uncertain weeks at the onset of COVID-19 and obtaining approvals from the city of Cambridge to allow us to temporarily continue construction, the team at Kendall East worked hard and kept it together to accomplish this major milestone."

Paul Ognibene, founder and CEO of Urban Spaces, the developer of Kendall East, said, "We're very appreciative of all the trades' and the entire construction team's efforts to operate successfully in today's challenging workplace environment. The mutual respect between Tocci and Urban Spaces bodes well, not only for the future of this project, but for others we hope to do together in the future."

Two top concerns on any jobsite are safety and schedule. Despite the pandemic, the team has worked to maintain a safe construction environment, thanks in large part to safety director Tim Lyons's COVID-19 Safety Plan. Tocci is also working with consultants and construction pre-fabrication experts to regain lost time.

Next steps for the project include placing slabs, starting wall framing and getting the building envelope water-tight for interior MEPs and finishes. Construction is expected to wrap up in 2021.



## 81 Wyman St. in Hobbs Brook Office Park earns LEED Platinum Certification



81 Wyman Street - Waltham, MA

WALTHAM, MA Hobbs Brook Management's newly renovated three-story, 80,000 s/f office building at 81 Wyman St. has been certified LEED Platinum for Core and Shell by the United States Green Building Council (USGBC). Designed by Vision 3 Architects, 81 Wyman St. is one of only nine buildings certified LEED Platinum for Core and Shell in Massachusetts and is the 10<sup>th</sup> LEED certified building in the Hobbs Brook portfolio.

Originally built in 1988 and purchased by Hobbs Brook Management in 2016, 81 Wyman St. is located off and visible from Rte. 128. The project team completely gutted the interior of the building, only saving the steel frame, columns, and floors. The steel frame was modified to accommodate a new staircase, entry, and exit. A 680 kWp DC solar array was installed to provide covered parking for 113 spots.

The installation of solar power systems helps building owners decrease energy consumption and greenhouse gas emissions, save money, and meet long term goals. Driven by its commitment to reduce its carbon footprint, Hobbs Brook boasts eight structures in its portfolio with solar arrays.

"Outdated buildings like 81 Wyman St. offer great potential to be revitalized into modern, amenity-rich Class A office buildings that meet the demands of today's tenants. This a highly visible building which really stands out from other buildings along Route 128. It is a real gem and a model of sustainable construction," said Brad Cardoso, AIA, principal architect at Hobbs Brook.

Cambridge Savings Bank signed on as the sole tenant in 2018 and the interiors were built out by Symmes, Maimi & McKee Associates, Inc.

For full story visit [nerej.com](http://nerej.com)

## Pignataro joins Site Specific as vice president of operations

PROVIDENCE, RI John Pignataro has joined Site Specific as vice president of operations. In his new role, Pignataro will lead the day-to-day operations for the project management and field operations teams and provide leadership and direction over the development and execution of Site Specific's strategic plan for growth.

Pignataro has over fifteen years of executive experience, the majority of which has been in the architecture/engineering/construction industry. He has led the successful roll-out and implementation of several strategic

organizational initiatives related to organizational expansion, structural reorganization, improved operational controls, integration of services, people management and more. Prior to joining Site Specific, he was an executive vice president for a large regional construction management firm with offices throughout the northeast.

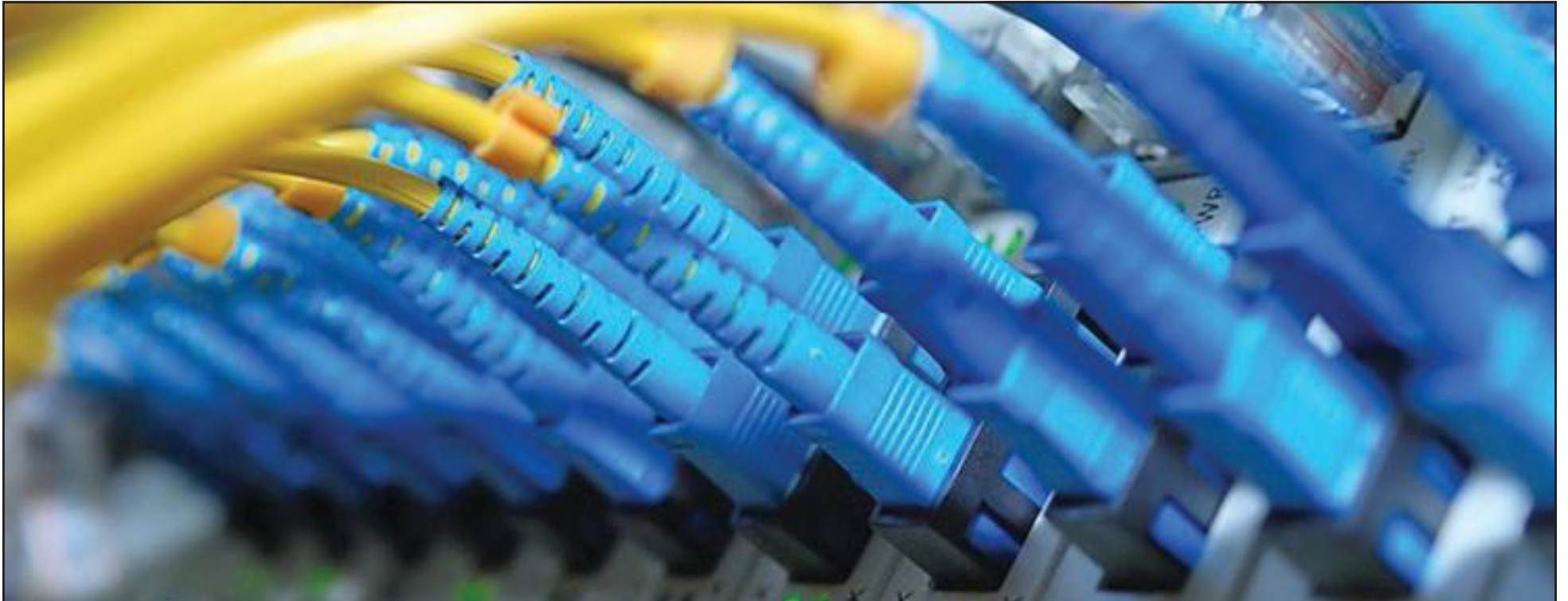
Pignataro received his bachelor's degree from Wentworth Institute of Technology and completed the Owner/President Management Executive Education program at Harvard Business School.

Site Specific is one of the leading open-shop construction management and general contracting companies in the region.



John Pignataro





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## \$15M IN IMPROVEMENTS FOR SOUTHBRIDGE INNOVATION CTR.

# Southbridge Assocs. and SGA complete 1.2 million s/f master plan

**SOUTHBRIDGE, MA** SGA has completed a master plan for the 1.2 million s/f Southbridge Innovation Center. Southbridge Associates, LLC, an affiliate of Franklin Realty Advisors LLC, is the developer, owner and operator of the Southbridge Innovation Center, which offers a wide variety of building types and spaces, including R&D, office, light manufacturing space, biotechnology, life sciences, high technology, hotel, conference center and other business operations.

The master plan identifies \$15 million of improvements throughout the former American Optical campus to open up private land for public use per a mutual understanding with the town of Southbridge and Southbridge Associates.

Charles Norton, owner of Southbridge Innovation Center and manager of Franklin Realty Advisors LLC said, "We are pleased to work with Bill and his team on this exciting master plan. Their creative genius helping us to make this come to fruition is spectacular, for not only the Southbridge Innovation Center, but more importantly, for the town of Southbridge and its residents."

The scope of work provides new sidewalks, bike paths, kayak landings, pocket parks, water fountains, gardens, street lighting, walking trails, bike trails, overlooks and pedestrian bridges around and providing access to the Quinebaug Reservoir.

*For full story visit [nerej.com](http://nerej.com)*



## Goldstein named chair of Sherin and Lodgen's renewable energy group

**BOSTON, MA** According to law firm Sherin and Lodgen LLP, partner Beth Goldstein has been appointed chair of the firm's renewable energy practice group.

As a partner in the firm's real estate department, many of Goldstein's clients are engaged in complex financing renewable energy transactions including construction and permanent financing of clean energy facilities, permitting, development, leasing for solar and battery energy storage projects, energy regulatory issues, and transactions involving the purchase and sale of renewable energy projects. She is a seasoned real estate attorney with experience representing buyers, sellers, developers and lenders in the sale, acquisition, financing, development and leasing of commercial real estate throughout the country.

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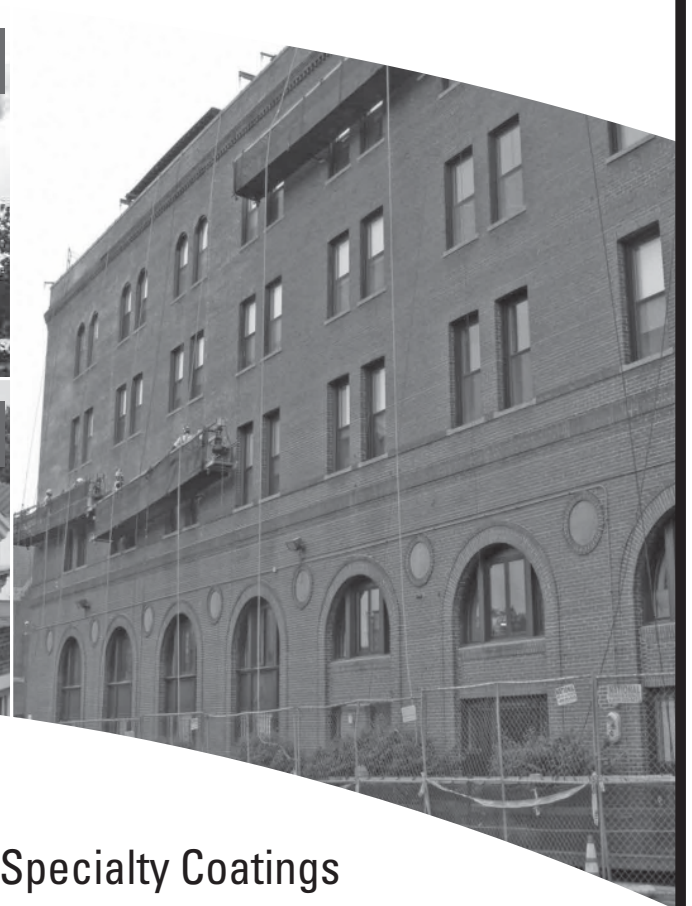
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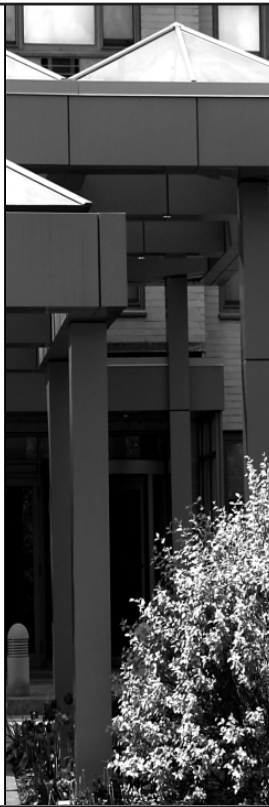
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## ACCORDING TO PUBLIC RECORD - ACQUIRED FOR \$125 MILLION

# IQHQ, Inc. acquires 290,000 s/f Alewife Park in Cambridge, Mass.



**CAMBRIDGE, MA** IQHQ, Inc., a life sciences real estate development company, has acquired Alewife Park from GCP Applied Technologies.

According to public record the property was acquired for \$125 million.

Alewife Park currently serves as GCP's corporate headquarters and

includes 290,000 s/f of existing office, laboratory and R&D space. The acquisition will complement IQHQ's growing portfolio of properties in Greater Boston.

"Cambridge serves as home to some of the most elite biopharmaceutical and biotechnology companies in the world, and continues to be a coveted location for life science and technology companies due to its strong intellectual infrastructure, anchored by prestigious institutions such as MIT and Harvard," said Tracy Murphy, president of IQHQ. "We are excited about the acquisition of Alewife Park, and to be able to provide tenants with a premier scalable office and laboratory campus in a renowned center for innovation. We are committed to working with the city of Cambridge and our neighbors as we usher in a new era for the site."

Alewife Park's 26.5-acre site is well positioned for future development. Located to the east of Alewife Brook Parkway between Rindge and Whittemore Aves. in North Cambridge, the site is adjacent to the MBTA Red Line's Alewife Station in one of the most sought-after life science and technology destinations in the country. The local market shows no signs of slowing down and consistently posts double-digit rent growth and ultra-low vacancy rates.

"We are pleased to complete this transaction with IQHQ, which has an excellent track record of managing and developing premier life science properties in the Greater Boston area," said Randy Dearth, president and CEO of GCP Applied Technologies. "We see this sale as a win for GCP, IQHQ, the city of Cambridge and our neighbors."

The acquisition of the Alewife Park expands IQHQ's portfolio of assets serving Greater Boston's life science market including 109 Brookline Ave., a 285,000 s/f lab and office building near the Longwood Medical Area, and the Fenway Center project, a development that will include lab, office, and ground level retail space. IQHQ also recently acquired Innovation Park, a 200,000 s/f campus in Andover.

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## INVOLVING 24 INTERCONNECTED APARTMENT BUILDINGS

# Abbot Building Rest. continues large masonry repair project

**DORCHESTER, MA** Abbot Building Restoration Company, Inc. recently completed the continuation of a comprehensive repair project involving 24 interconnected brick and stone apartment buildings in the Grove Hall neighborhood, this time focusing on the exterior rear and side building elevations. Abbot procured the project as the low bidder in a private bidding process among several competitive masonry restoration firms.

For this portion of the project, Abbot continued to work in conjunction with the architectural/engineering firm of Thompson & Lichtner who surveyed the properties, identified deficiencies, and developed a set of remediation plans.

Based on the survey, it was determined that the coated brick walls displayed numerous defects, including

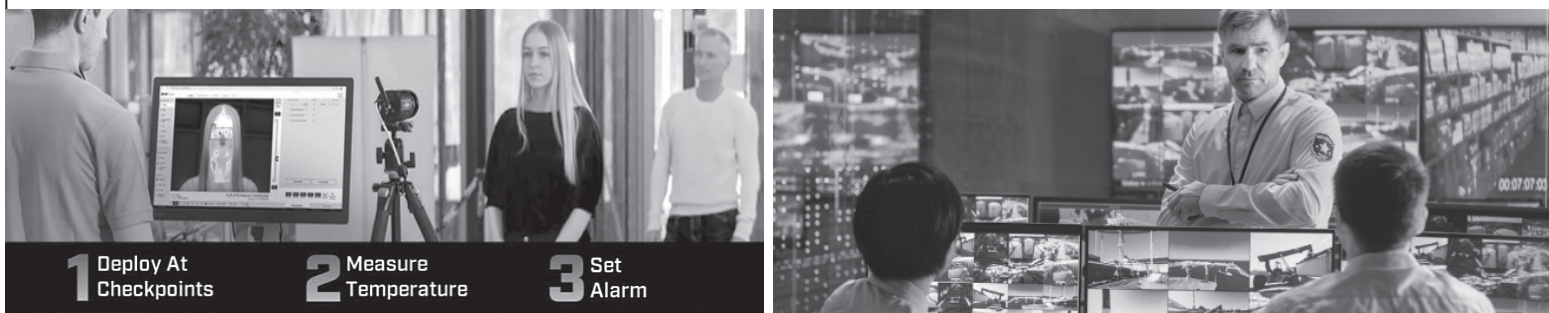


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spalled brick, missing mortar between bricks, and debonded coating.

As a remedial action, Abbot power washed all of the brick to remove the debonded coating, repointed the brick masonry where necessary, replaced over 5,000 deteriorated bricks in various locations to match the original size and shape, and recoated the walls with a high-quality waterproof elastomeric coating.

Abbot provides a broad range of masonry construction services to public, institutional, and commercial clients, including condominiums, property management entities, and private residences. The firm also acts as a general contractor for a variety of masonry building construction projects.

### BW Kennedy promotes Jenkins to project mgr.

**ARLINGTON, MA** According to BW Kennedy & Co., a builder and construction management firm specializing



**Roland Jenkins**

in life sciences construction, Roland Jenkins was promoted to project manager. He will work directly with clients, team partners, and contractors to guide

projects from conception to successful completion.

“Roland has been instrumental in the management of complex new construction and fit-out projects and we were thrilled to promote him to this role in which he will assume responsibility for all aspects of project management,” said Brian Kennedy, founder of BW Kennedy & Co.

Jenkins joined the company in 2014 as an assistant project manager and was assigned to a team building a new life sciences facility and parking garage. He made immediate contributions to the successful turnover of the project. Since then, he has taken on additional responsibility on a number of complex fit-out projects.



## Featured Project

DEVELOPED, OWNED AND MANAGED BY A.W. PERRY, INC. - 202,000 S/F SUBURBAN OFFICE HEADQUARTERS

# R.L. Goldman Co., Inc. completes 322,000 s/f of parking lots and roadways



**ROCKLAND, MA** R.L. Goldman Co. Inc.'s recent project in Rockland, began April 13<sup>th</sup>. A project of this scope typically would have taken about eight to nine weeks to complete, and they finished it in under five weeks on May 18<sup>th</sup>. Developed, owned and managed by A.W. Perry, Inc., One Technology Place is a first class, 202,000 s/f suburban office headquarters.

The project was not just your basic mill and pave work; it consisted of other components that set it apart from our normal operations. First, they came in and removed 12,000 feet of concrete curb and replaced it with 12,000 feet of vertical granite curb. Then, they also removed and replaced 8,300 s/f of asphalt walkways and 1,500 s/f of the concrete entranceway. After the concrete work was completed, they milled and paved over 322,000 s/f of parking lots and roadways. Finally, to finish the project, the entire parking lot was re-striped and met all ADA requirements.

This project was strategic and organized efficiently to get all of the working parts coordinated to be completed in a timely and professional manner. They are proud of the finished project and believe it is an excellent example of what sets R.L. Goldman Co. Inc. apart.





## CONSTRUCTION MANAGER IS CONNOLLY BROTHERS GRLA designs 95,8000 s/f addition for Vicor Corp.'s headquarters



ANDOVER, MA Gorman Richardson Lewis Architects (GRLA) has been working with Vicor Corp. to help them achieve their goal of maximizing equipment, process and product flow, and expanding their overall manufac-

turing capacity.

GRLA designed a new two-story manufacturing addition totaling 90,000 s/f that will connect to the existing two-story facility. A new 5,800 s/f three-story south entry lobby is

also part of the project, incorporating a secure visitor lobby, boardroom, conference room, roof patio and renovated cafeteria seating areas. Total building size will yield nearly 325,000 s/f for Vicor's ongoing operations and expanded production capacity.

Construction is underway with construction manager, Connolly Brothers, and a spring 2021 occupancy is anticipated.

### Stephco Cleaning uses a range of products to clean and defeat COVID-19

BOSTON, MA Michael Collins, vice president of Stephco Cleaning & Restoration, whose father Stephen Collins founded the company 42 years ago, said, "This is historic and unprecedented microbial warfare and we need to use a range of weapons to defeat the COVID-19 virus. My team and I thought we had seen it all and that we knew how to tackle every possible threat, but this is an especially tough enemy with unique characteristics. A sneeze releases about 30,000 droplets that travel 200 miles per hour, quickly contaminating people and contents throughout the room. And you can become infected by touching a contaminated surface, then touching your face. Particles can hang in the air and remain on surfaces for a surprisingly long time. It's a stealthy, dangerous and deadly enemy."

Collins has hundreds of long-time clients across eastern Massachusetts, including health care facilities, banks, offices and high-traffic areas like ATM lobbies. He notes that while you're more likely to catch the virus from an infected person rather than from contaminated surfaces, he and his staff tell clients that researchers think the virus can be viable on a range of surfaces for several days or more. "Our products and procedures follow CDC and EPA guidelines," he said.

To gain the upper hand and beat the virus, Stephco uses a combination of long-proven sanitizing methods in conjunction with innovative systems and products that must be effective, economical and safe. Among these is an electrostatic sprayer that charges the sanitizing chemical. Once released, the spray clings to surfaces with a positive charge.

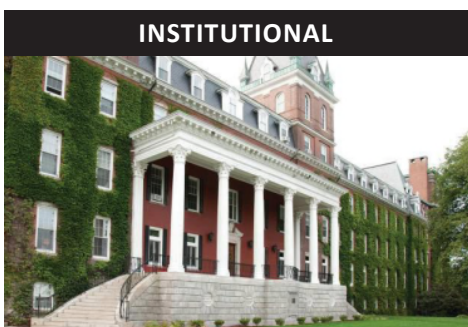


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**Groom Construction Co  
Harbor Village - a \$10m**

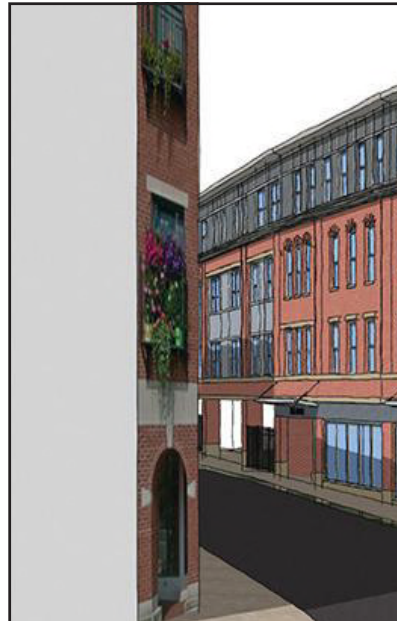
**GLOUCESTER, MA** Groom Construction Co., Inc. is currently underway with Harbor Village, a multifamily affordable passive house located in downtown. This \$10 million mixed-use development will consist of 30 one, two and three-bedroom affordable rental units, 2,000 s/f of ground floor commercial space, and 30 off-street parking spaces. Located two blocks from City Hall and the waterfront, it sits adjacent to most of downtown’s amenities and jobs.

Mayor Sefatia Romeo Theken, who backed the planned development early on and has led a push for more affordable and workforce housing in the city, said, “A vibrant downtown is made for people, is made vibrant by their presence, and this project will propel that. We believe this investment will

draw people downtown and will be a catalyst that spurs economic growth.”

David Groom, principal and project executive overseeing Harbor Village construction said, “Over the past several years, Groom has been honored to partner and support the North Shore CDC in the expansion of much needed safe affordable housing on the North Shore. We have been working on Harbor Village with this team for over three years from preconstruction through funding rounds. We are thrilled to see this project become a reality and proud to be involved in creating housing for those most in need in this community.”

Mickey Northcutt, executive director of North Shore Community Development Coalition, Inc. said, “Harbor Village will bring critically-needed, very affordable family



**General C**

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Tenant Fit-Out ♦ Corporate Office ♦ Institutional ♦



# the Month

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## Groom Construction Co., Inc. continues work on mixed-use development



chitect's, Michelle Apigian, a passive house leader and passionate advocate for the environment and integration of sustainability in design. Passive house, a design concept in which thermal comfort is achieved to a maximum extent through passive measures (insulation, heat recovery, solar energy and internal heat sources), results in ultra-high energy efficiency, reducing operating costs and environmental impact while improving occupant comfort.

An integral part of the project is the partnership between two non-profits: North Shore Community Development Coalition, an experienced developer of affordable and mixed-use projects; and Action, Inc., a community action agency serving residents of the town and other local communities, providing quality services that change lives and help people move up the ladder of economic opportunity.

Salem, Mass. based, Groom Construction has steadily built a national reputation over the past 40 years. Founded in 1979, the company's early focus was residential construction which quickly expanded to include a wide array of multi-unit, mixed use, affordable housing and commercial projects spanning the academic, medical, corporate office, retail and banking sectors.

housing to downtown Gloucester in 2021. We are fortunate and deeply grateful to be able to move forward with construction seamlessly, thanks to the amazing construction team on the project, led by Groom Construction Co, Inc. and ICON Architecture. The opening of Harbor Village next year is a wonderful event to look forward to during the challenging times of 2020."

Groom Construction is thrilled to collaborate once again with Icon Ar-

### Harbor Village project team

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# Now is the time to expand the state's clean energy jobs



**Lou Antonellis**  
IBEW Local 103



**Kristen Gowin**  
NECA

The COVID-19 pandemic has forced us to see our world in a new perspective, reminding us that our planet is smaller than we think, and that the effects of events anywhere ripple in real and tangible ways worldwide. Our connectedness goes far beyond the reach of coronavirus; we share a global economy and a common ecosystem.

As our communities seek to rebuild our economy after the pandemic, we all agree that we need to rebuild in new, and better ways. Now is our chance to prioritize green energy solutions that also produce good, family-sustaining union jobs.

That's why electrical workers and contractors among others are joining together to advocate for the expansion of an innovative program in Massachusetts that helps to finance energy improvements, such as energy-efficient projects, on commercial and industrial properties in Massachusetts. Right now, this progressive financing is only accessible to existing buildings, but we believe the legislature should act to make it available to new structures where commitments are made to environmentally friendly upgrades, as well.

The program that many are calling to expand, the Property Assessed

Clean Energy (PACE), incentivizes commercial and industrial property owners and developers to incorporate clean energy improvements. In doing so, these owners and developers create jobs, reduce carbon emissions, and alleviate pressure from the grid, lowering energy costs for everyday consumers.

PACE financing mitigates the biggest barrier for retroactive energy initiatives: the cost to make the upgrades. There are limited mechanisms in Massachusetts for financing energy improvements such as energy-efficiency projects, renewables, and gas line extensions on commercial and industrial properties. Those opportunities shrink further when factoring in the devastation to our economy following the coronavirus global pandemic.

PACE enables owners to implement substantial energy upgrades by granting longer payback periods of up to 20 years. To participate, a property owner agrees to a betterment assessment and lien on their property, which in turn repays the financing.<sup>[1]</sup> Most importantly, PACE does not require any public funds, as the funding comes from commercial developers, private lenders and financiers. It's a win-win-win for businesses, workers, and taxpayers.

In 22 states plus Washington, D.C., legislators already enabled PACE for new construction projects, precisely because it is effective in encouraging green energy projects, and the corresponding economic stimulus and workforce development that benefits local communities.

The timing could not be more urgent to create the job opportunities which would result from the new, green energy construction projects incentivized by PACE financing. We applaud and thank the Massachusetts legislators who have been supportive of this expansion to benefit both workers and the environment, and we continue to work productively with both the Massachusetts House and the Massachusetts Senate to advocate for its passage.

COVID-19 has gutted workforces across this country, including here in Massachusetts, where our elected officials took great care to keep the community safe and slow the spread of the virus through robust public health efforts. The Bureau of Labor statistics reported this week that Massachusetts has the highest rate of unemployment in the country, at a whopping 17.4%.<sup>[2]</sup>

**Lou Antonellis, is the IBEW Local 103 business manager/financial secretary and Kristen Gowin, NECA Greater Boston executive manager, Boston, Mass.**

<sup>[1]</sup> <https://www.massdevelopment.com/what-we-offer/key-initiatives/pace/>

<sup>[2]</sup> <https://boston.cbslocal.com/2020/07/17/massachusetts-unemployment-rate-june-highest-country-coronavirus/#:~:text=The%20federal%20Bureau%20of%20Labor,release%20from%20the%20Bureau%20states.>

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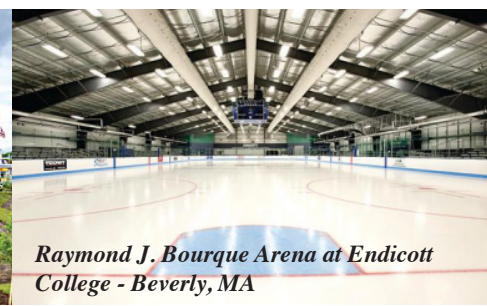
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### BOMA Boston Mission:

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

### BOMA Boston Vision:

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### 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.

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

## THE TOBY & INDUSTRY AWARDS CALL FOR ENTRIES NOW OPEN

# BOMA Boston update: Webinar with Mayor Marty Walsh



Last month, the Greater Boston Real Estate Board leadership held a webinar with Boston's mayor, Marty Walsh on the impacts of COVID-19 on residential and commercial real estate. Mayor Walsh and members of his administration shared about challenges facing the real estate industry and how we can work together. BOMA Boston's president, Shawn Carroll as well as other division president's with the Greater Boston Real Estate Board participated in the conversation.

The TOBY & Industry Awards recognize the best and brightest in property management, building operations and service in the commercial real estate industry. There are 17 categories for The Outstanding Building of the Year (TOBY) Awards, and 10 categories for the Industry Awards. Since the TOBYs are nationally recognized, the local winners move onto the regional competition, and hopefully, the international competition.

If you are interested in submitting your building for a TOBY Award, the BOMA Boston TOBY & Industry Awards website is where you can review all of the call for entries and category requirements, detailed information about the awards process and more. If you plan to enter a building this year, please notify BOMA Boston by emailing Kayla Burmeister, [kburmeister@gbreb.com](mailto:kburmeister@gbreb.com), at your earliest convenience.

BOMA Boston encourages all CRE professionals to consider nominating a deserving colleague for an Industry Award. The BOMA Boston TOBY Website, [www.bomaboston-toby.com](http://www.bomaboston-toby.com), has all the information on



Call for entries are open for this year's TOBY & Industry Awards!  
Submit your building or nominate a colleague for an Industry Award!



BOMA Members out for a day on the course! Looking forward to this year's tournament!

the submissions process as well as the pre-recorded TOBY Tutorial and BOMA360 informational webinar.

BOMA Boston and BOMA International are both continuously updating their websites with updates and resources surrounding the COVID-19 pandemic. Look at [www.bomaboston.org](http://www.bomaboston.org) or [www.boma.org](http://www.boma.org) for more information.

Save the date for the BOMA Boston Annual BOMA Golf Tournament

on September 28<sup>th</sup> at Pinehills in Plymouth. As of now this event will still be taking place, we will keep folks informed if anything gets rescheduled based on government recommendations.

For more information about 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 and Instagram @BOMABoston and on LinkedIn.

## For more information about BOMA Boston and events please visit:

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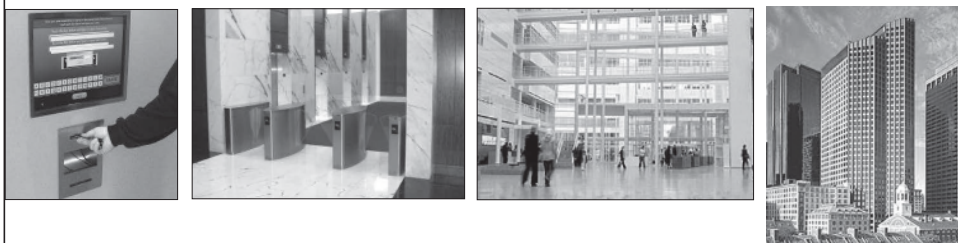


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## UPDATED - IREM Upcoming Events

### August 12

Listen up, Elise Simard, top coach, trainer and communication excellence expert  
10:30-11:30 a.m.

### August 27

Installation of new members and a virtual comedy night with Boston IREM featuring corporate comedian Don McMillan  
6- 8 p.m.  
*Zoom log in confirmation will follow*

### September 14

2020 Annual Golf Tournament and Networking  
12:00 PM - 9:00 PM  
Granite Links Golf Club Function ball room  
100 Quarry Hills Dr., Quincy, MA

### September 30

REAC Update and Preparation Strategy 2020 and Networking Event  
9:00 AM - 6:30 PM  
Granite Links Golf Club Function ball room and Networking at Crossing Nines, 100 Quarry Hills Dr., Quincy, MA

### October 7

Wine Dinner and Networking Event  
5:00 PM - 9:30 PM  
Granite Links Golf Club Function ball room  
100 Quarry Hills Dr., Quincy, MA

### November 3 - 6

Marketing and Leasing Strategies for Multifamily Properties - MKL405  
The Simon Companies Office Bldg., 639 Granite St., Braintree, MA  
*Course meets program requirements: CPM, ARM*

### November 5 - 6

Leading a Winning Property Management Team - HRS402  
The Simon Companies Office Bldg., 639 Granite St., Braintree, MA  
*Course meets program requirements: CPM, ARM, ACoM*

### November 10 - 11

Managing Maintenance Operations and Property Risk - MNT402  
The Simon Companies Office Bldg., 639 Granite St., Braintree, MA  
*Course meets program requirements: CPM, ARM, ACoM*

### Award Night

October TBA 2020  
Location TBA

**September 14, 2020**  
**12:00 PM - 9:00 PM**

Granite Links Golf Club  
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**"The IREM chapter and Granite Link is taking measures to reduce the risk of the spread of the COVID-19 virus, in compliance with federal, state and local guidelines."**





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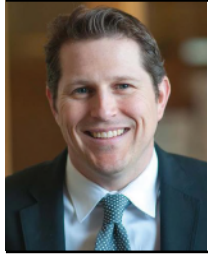
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## CAI-NE Calendar of Events

**August 11**

**MA Association Governance  
WEBINAR**

**August 12**

**ME Association Governance  
WEBINAR**

**August 13**

**NH Association Governance  
WEBINAR**

**August 19**

**VT Association Governance  
WEBINAR**

**August 20**

**RI Association Governance  
WEBINAR**

**September 10**

**RI Association Governance  
WEBINAR**

# President's message: The new balancing act

We have all heard the term the “new normal” ad nauseam. The pandemic has placed our governmental leaders and our industry with a new balancing act. The new balancing act presented by the pandemic is about protecting public health versus diminished individual freedoms. Most condominiums have handled the dilemma well, and as best they can, and most residents and owners have reacted well.

The same cannot be said for all of our government leaders and there are lessons to be learned. It seems that the reaction to the pandemic has resulted in rushed and poor decision making and insinuation of personal ideology.

While the Federal government's PPP program was well intentioned, the program was clearly rushed out and the reports are that many of the small

businesses that it was intended to protect got steamrolled by larger businesses. The lesson is deliberation and attention to detail. The condominium association or property manager that does not carefully plan out and document their decisions and their ultimate intention may wind up with wholly unintended consequences.

Another example would be moratoriums on evictions, foreclosures and collections. Massachusetts is one of 28 States that has enacted some sort of eviction and foreclosure moratorium. In Massachusetts the moratorium was enacted in March and is currently extended through October. In conjunction with that moratorium, back in March, the Massachusetts Attorney General issued a 90 day collection moratorium on everything else other than evictions and foreclosures. Both

moratoriums prohibited the sending of any collection notices and also prohibited the filing of almost all court cases to collect rent or mortgage payments.

The Attorney General's collection moratorium was challenged in Federal Court and found to be unconstitutional as it violated the First Amendment to the United States Constitution's guarantee of freedom of speech (i.e. collection notices sent in the mail) as well as the guaranteed right of every citizen to access the court system. Currently, there is a similar constitutional challenge in the Massachusetts State Court to the eviction moratorium.

As Judge Richard Stearns said in his recent decision declaring the Massachusetts collection moratorium unconstitutional:

The mere existence of an emergency does not increase constitutional power nor diminish constitutional restrictions”...“it is not permissible for any department of the government to change a Constitution or declare it changed because it appears ill adapted to a new state of things such as the emergencies created by COVID-19”.

This new balancing act is indeed tricky. The best leaders and decision makers excel during an emergency. Our condominium industry and leaders will always remain balanced on the beam if our decisions are deliberate, measured and legal no matter the emergency.

**Edmund Allcock, Esq. is the 2020 CAINE chapter president and 2020 president of the CAI College of Community Association Lawyers (CCAL) board of governors and is a partner with the law firm Marcus, Errico, Emmer & Brooks, P.C. in Braintree, Mass.**

## Meet the CAI Members:



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Edmund Allcock, Esq., CCAL is a partner with law firm Marcus, Errico, Emmer & Brooks, P.C. A long standing member of CAI he is the 2020 president of the College of Community Association Lawyers (CCAL) and the CAI New England Chapter president.

He is a frequent local and national speaker and is a member of the RI Legislative Action Committee (RILAC)



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Jared McNabb, CMCA, PCAM is the director of acquisition with Crowninshield Management Corp. A past president of the chapter, he is the 2015 president of Condo Media, the official publication of the CAI New England chapter. He has served two terms as a CAI-NE board member and was recognized nationally as the recipient of the CAI Excellence in Membership Award.

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# Reflecting on facility mgmt. during a pandemic

Ok it is tough living, working, and thinking during the pandemic! Running meetings in your bedroom with a fake backdrop filled with books, dealing with no daycare and bored teenagers, job insecurity, and muddling through Zoom (you are muted!). Faced with fleeting moments of serenity, few people experience the luxury of reflecting on their lives, the world in crisis, and their future career plans.

What is next after COVID? Reflecting on my personal contingency plan as Wentworth's IFMA Boston member, I think about my friends/colleagues in the facility management (FM) profession. Boy, could I use an Annual IFMA Boston Booze Cruise right now! I reflect on FM graduate students coping, I think about innovative and attractive education/programs post-crisis, and I wonder where people are turning to for usable FM skill sets to help their personal plans and career advancement.

Reflecting on the many architecture/engineering/construction (AEC) industry pandemic webinars/virtual meetings I have attended, yes, the content is enlightening. Yet I believe people need more than virtual snippets of anecdotal information to keep current.

Anticipating a return to "normal" requires structured education beyond limited virtual interactions on Skype. Academic online education is a viable option to keep your AEC

career current, expand professional credentials, and prepare for reentry. FM professionals does my premise strike a chord? Is your FM career on mute?

Wentworth's Department of Construction Management is offering a new FM course that is a great learning experience, Resiliency Best Practices for Business Continuity and Facility Operations. An online graduate level course, students will gain an understanding of the concepts necessary for an organization to address in preparing for a natural or man-made catastrophic emergency event (pandemic, fire, terrorist act, hazardous material spill, internal sabotage, etc.).

Whatever your experience or career pathway, anyone can "Test Drive" the Resiliency Best Practices course, or another FM or graduate construction management course at Wentworth. Design your own education pathway. For information on the Construction Management/Facility Management - Test Drive Course Program go to [gradadmissions@wit.edu](mailto:gradadmissions@wit.edu) or register at <https://ceadmissions.wit.edu/register/MSCMtestdrive>

Another career option is Wentworth's Master of Science in Facility Management (MSFM) program <https://wit.edu/continuing-ed/programs/masters/master-science-facility-management>. Students learn about operations and maintenance, risk management, leadership and

strategy, real estate, and finance. IFMA Boston members are eligible for a tuition discount to the university's online MSFM program too, an incentive to attract new and retain IFMA Boston members by discounting FM education at Wentworth. Join IFMA Boston <https://membershipinfo.ifma.org/> and get the discount. Rules and restrictions apply.

Lastly, I offer my perspective. Smart people make smart decisions, informed employees and educated people become trusted leaders. Advanced FM education, while people have the time, elevates the value of FM professionals as leaders. Educated FM professionals become better decision makers, they become more informed about resiliency and business continuity, educated FM professionals communicate effectively to stakeholders and superiors, and FM professionals become trusted leaders in a crisis.

Get ready and get smarter. The built environment needs FM professionals to keep us safe! Create an education contingency plan now. Join IFMA Boston, study FM at Wentworth online and become a leader!

**Phil Hammond is the director of graduate programs at Wentworth Institute of Technology, College of Architecture, Design and Construction Management, Department of Construction Management, Boston, Mass.**

## IFMA Boston Upcoming Events

### August 5

Member Pop Up: Jeopardy Night @ 5 PM

### August 11

Thought Leaders (FM Members Only)  
The Budget Impacts of COVID: Now and Into the Future @ Noon

### September 23

FM Round Table  
Returning to the Workplace Information Share @ Noon

### September 29

Not Your Typical IFMA Boston Golf Classic @ Red Tail Golf Club

### October 14

Thought Leaders (FM Members Only)  
Working in the Time of COVID: Lessons Learned @ Noon

### November

Giving Back Giving Thanks Online Auction & Virtual Event - Online Auction to Benefit the IFMA Boston Scholarship Fund

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Please stay safe and follow CDC and all city, state, regional, and national guidelines. Together we will get through this and continue to build a bright future.



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