

# Who's Who in the Buildings Market: The **A** List 2007



Since its inception in 1906, *Buildings* magazine has recognized the companies, organizations, and departments that have helped define the commercial and institutional buildings industry. The annual Who's Who in the Buildings Market report - created in the early 1980s - spotlights the success stories of the year by recognizing organizations that have distinguished themselves through their projects and processes with passion and enthusiasm, as well as with flexibility and great aptitude. Revenue success is, of course, an essential element, but sometimes the freshness and agility of a smaller firm (based upon revenues) can influence an industry into something *beyond* calculated risk-taking.

The editorial team at *Buildings* recognizes its annual "top 25 organizations to watch" (industry leaders in real estate ownership/development, management companies, corporate real estate departments, institutional owners, and government agencies). Undaunted by their portfolio sizes, whether large or relatively small, the professional organizations selected for The A List this year are characterized by their entrepreneurial approach to the business of buildings.

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### **Cummings Properties LLC**

Woburn, MA

(781) 935-8000 [www.cummings.com](http://www.cummings.com)

With 9 million square feet of owned space in metropolitan Boston, Cummings Properties LLC may never be among the largest or most powerful commercial real estate firms; however, it is certainly among the industry's most unique. With no mortgages on any of its properties, Cummings is likely one of the very largest un-leveraged firms in the industry.

The company is also noteworthy for its take-charge, turnkey services. Cummings designs, finances, and builds all of its buildings; then it manages, leases, and maintains them through the focused efforts of in-house architects, designers, attorneys, purchasing agents, property managers, leasing officers, and financial staff. According to the company, "In an era where outsourcing seems to be the buzzword for everyone, Cummings Properties has proven time and time again that real estate and construction firms alike can benefit enormously by employing competent in-house architectural and legal teams."

An early leader in the green building movement, Cummings has earned an ENERGY STAR award for a number of its projects. Its newest - a 900,000-square-foot office and parking garage in Woburn, MA - is expected to be LEED certified.

Beyond - and, perhaps, because of - these substantial attributes, Cummings Properties has been able to execute remarkable delivery times for its clients. The guaranteed delivery time for the 150,000-square-foot Middlesex County Superior Courthouse, which broke ground on Jan. 3, 2007, is Dec. 31, 2007. Few builders of any size would be able to deliver this fully fit-up, 7-story, highly complex courthouse in less than a year. And, remarkably, the Cummings quote was reportedly just half that of the next lowest bidder. This small firm definitely gets the big picture.

# ***Buildings Who's Who in the Buildings Market***

## **2007 Top 20 Commercial Real Estate Managers in U.S.**

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|---|--|
| 1) Jones Lang LaSalle<br>Chicago, IL                        | 11) The Boeing Co.<br>Chicago, IL            |
| 2) Hines<br>Houston, TX                                     | 12) RREEF North America<br>San Francisco, CA |
| 3) ProLogis<br>Denver, CO                                   | 13) The Opus Group<br>Minnetonka, MN         |
| 4) Cushman & Wakefield Inc.<br>New York, NY                 | 14) Kaiser Permanente<br>Oakland, CA         |
| 5) Liberty Property Trust<br>Malvern, PA                    | 15) Transwestern<br>Houston, TX              |
| 6) PM Realty Group<br>Houston, TX                           | 16) Wal-Mart Stores Inc.<br>Bentonville, AR  |
| 7) CB Richard Ellis<br>Los Angeles, CA                      | 17) Akridge<br>Washington, D.C.              |
| 8) The Univ. of Iowa Facilities Mgmt<br>Iowa City, IA       | 18) HCA<br>Nashville, TN                     |
| 9) U.S. General Services Administration<br>Washington, D.C. | 19) Cummings Properties, LLC<br>Woburn, MA   |
| 10) Los Angeles Unified School District<br>Los Angeles, CA  | 20) The Lightstone Group<br>Lakewood, NJ     |