



January 2019

## New Client

### [Foster & Eldridge](#)

300 TradeCenter, Suite 2610

*Legal services*

## Local News

**Postal Rate Change:** The Postal Regulatory Commission approved rate changes to various mail services effective January 27, 2019. A first-class single piece of mail will increase from \$.50 to \$.55. For additional information, click [here](#).

## Quick Links

[Client Directory](#)

[Service Call Request](#)

[Executive Office Suites](#)



## Client News



[BANKW Staffing's](#) December 2018 survey reveals New Hampshire and Massachusetts businesses' top challenge for 2019: Managing the skills gap by winning the war for talent. In the survey, 90 percent of the companies indicated they expected to hire new employees in the first half of 2019, with 42 percent of the employers planning to add 1-10 jobs and 20 percent of the companies expecting to hire at least 50 new employees over that period. To read more, click [here](#).



[Big Sky Bread](#), a Mediterranean-style café, located in the Atrium lobby, is open **weekdays from 7 AM to 4 PM**. The café offers breakfast and lunch menus, as well as cold drinks, espresso drinks, smoothies, and a juice bar. It also offers a large selection of catering options to fit client needs. View its menu [here](#), or stop by to check out its selections. Online ordering is available.



[McLane Middleton](#) announced that attorneys Bill Cheng, Kelsey A. Maillett, Lauren C. Kilmister, Christine M. O'Brien, and Audrey G. Young have been admitted to the [Massachusetts State Bar](#). Four associates practice in the firm's Corporate Department, and one in the Trust and Estates Department.

## Cummings Buildings Power Charities

Staff at 228 local area nonprofits received welcome news in their email inboxes in mid-December: invitations to apply for one of Cummings Foundation's [\\$100K for 100 grants](#). The invitees were selected after Foundation volunteers thoroughly reviewed 576 Letters of Inquiry.

Below are just a couple of the dozens of messages we received from elated nonprofit representatives. Their thanks goes to *you* as well, because as a leasing client of Cummings Properties, your rent dollars help make Cummings' philanthropy possible.

**"Oh My Goodness!! What joyous news! Thank you all."**

*-Sanctuary*

**"Thank you for this invitation! What an honor!"**

*-Lena Park CDC*

**"That's such wonderful news! Thanks for brightening up the pier on a cloudy, chilly day."**

*-Courageous Sailing*

## Upcoming Events



### [Self Care Expo](#)

**Wednesday, January 16, 12:00 - 1:30 PM**

*300 TradeCenter, Suite 5550*

Enjoy lunch as you meet and mingle with self-care providers and attendees. For more information and to register, click [here](#).

Presented by [Woburn Business Association](#)

### [Business for Breakfast: No More Cold Calls!](#)

**Wednesday, January 16, 8:00 - 9:30 AM**

*400 TradeCenter, Suite 1930, Woburn*



Jeff Morgenthaler, Sandler Training Boston  
Train sales teams on how to help improve their sales  
methods and have "Pain Story" conversation to land new  
meetings.

Hosted by [Cummings Executive Suites](#)  
[Click here](#) to learn more and RSVP

**[Best Practices for Artificial Intelligence](#)**

**Tuesday, January 29, 8 - 9 AM**

300 TradeCenter, Suite 7600

Attorney John Frank Weaver reviews existing and proposed  
laws addressing AI. Registration is [requested](#) for this free  
educational session.

Hosted by [McLane Middleton](#)

**The Latest at Cummings**

[Cummings Executive Suites](#) recently announced its new directors: operations  
director **Theresa Milewski** (*left*) and business development director **Caroline Gagan** (*right*).  
Together, they oversee all aspects of operations and sales at the two Woburn executive  
suites locations at TradeCenter 128.

Please reach out to Caroline [via email](#) or at 781-569-5999 to learn more about Cummings  
Executive Suites' services, including [meeting room rentals](#), [virtual offices](#), [coworking space](#),  
and more.



**Speaking Tour:** Since releasing his memoir, [Starting Small and Making It Big](#)  
Bill Cummings has traveled all over  
Massachusetts (and soon to Rwanda,  
England, and Alabama) to share the  
knowledge he gained through his vast  
entrepreneurial experience as well as his  
extensive charitable giving.

He has been in high demand, presenting to  
thousands of audience members at  
universities, high schools, corporations,  
business associations, nonprofits, and



other venues. If you are affiliated with a group or school that would be interested in hosting an event with Bill, please contact business manager **Cindy Canavan** [via email](#) or at 781-569-2344.

## Friendly Reminders

**Update Your Information:** During a lockout or emergency, it is very helpful if Cummings Properties has up-to-date contact information for client firms. Please use this [form](#) to update your firm's information.

**Handicapped-Accessible Restrooms:** Please be mindful that handicapped-accessible bathroom stalls are intended for use by individuals who require a larger stall with railings, due to a disability. When multiple stalls are available, please leave the handicapped stalls open for those who require them.

**Presidents Day:** Cummings Properties' offices and maintenance departments will be minimally staffed on **Monday, February 18** in honor of Presidents Day.

## Referral Opportunity

**Earn \$1 for every square foot your referral leases from Cummings Properties.**

[See details here](#), or speak with your account manager to learn more about the referral program, this featured space, or other spaces available at TradeCenter 128 and elsewhere within Cummings Properties' portfolio.

New-to-Market

# Medford Office Suite

4,206 SF *Now Available*



200 Boston Avenue, Suite 1900



- Private offices, open cubicle area, reception area, break area, private baths
- Free covered parking for cars & bikes
- Minutes from Tufts University
- On-site MBTA bus access
- Plentiful area amenities
- Close proximity to I-93

[View Floor Plan](#)

If you no longer wish to receive our emails you may [unsubscribe](#). Unfortunately, if you unsubscribe, you **will not** receive important building notices such as water and electric shutdowns, or fire alarm testing.