



November 2017

## Seen Around Campus

Now you see them, now you don't! As part of our ongoing effort to keep TradeCenter 128 a clean, convenient, and appealing place to work, we have added screens that conceal the campus' waste receptacles from public view.



Want to be "Seen Around Campus"? Send your photos to Lisa VanStry at [lvs@cummings.com](mailto:lvs@cummings.com).

## Quick Links

[Client Directory](#)

[Cummings Properties](#)

[Service Call Request](#)

[Executive Office Suites](#)



### Submit Your News

To be included in the next edition, please email [group@cummings.com](mailto:group@cummings.com) by November 20.

## New Clients

*The*  
**WorkPlace**  
»» Think it forward.

### [The Workplace](#)

100 TradeCenter, Suite G-100  
Job training and education programs



### [Thanksgiving at Strega Prime](#)

**Thursday, November 23, Noon - 8 PM**

400 TradeCenter

A la carte dinner plus a holiday prix fixe for \$59 per person

(plus tax, beverages, and gratuity)

Reservations: 781-933-3333,

[reservations@stregaprime.com](mailto:reservations@stregaprime.com), or [Open Table](#)

## Local News

**Real estate market overview:** As businesses continue to migrate to East Cambridge and Boston's Seaport, it can sometimes feel like the suburbs are being left out. In reality, however, suburban (Route 128) growth is strong, especially when it comes to life science activity.

In Cambridge, declining vacancies are limiting the options for clients seeking larger lab spaces. As a result, rents are on the rise, with rates starting in the mid-\$80s, and firms are seeking more cost-effective options. MilliporeSigma, for example, recently opened a new Life Science Center in Burlington, bringing customers, scientists, and researchers to the Route 128 Corridor. While not a Cummings Properties client, MilliporeSigma brings 1,000 Boston-based employees to our area.

In some cases, businesses relocate from one suburban location to another newly constructed one, vacating large - and often older - properties. Far from being a negative, however, these vacancies can often provide property owners with the opportunity to evolve them into thriving suburban office communities - much like West Cummings Park - complete with the amenities required by today's clients and rich with prospective customers.

## Cummings Buildings Power Charities

Once again, Cummings Foundation received a record number of Letters of Inquiry for its [\\$100K for 100](#) grant program. A total of **597 local nonprofits** - nearly 50 more than last year - submitted requests to be considered for 100 grants of \$100,000 each to be awarded next June. This significant grant program would not be possible without the more than 2,000 leasing clients who choose to locate their businesses within the Cummings portfolio. Thank you for your support.



## Client News



[Alexander Technology Group](#) recently celebrated 10 years in business. The firm, which specializes in matching skilled technology professionals with employers, is part of the BANKW Staffing portfolio of professional staffing firms. BANKW Staffing operates three offices and four staffing firms, including [KBW Financial Staffing & Recruiting](#), [The Nagler Group](#), [Sales Search Partners](#), and [Alexander Technology Group](#).



[McLane Middleton](#) announced that 41 of its attorneys have been included in the 2017 edition of [New England Super Lawyers](#) or Massachusetts Super Lawyers®. McLane Middleton directors Bruce Felmy and William Zorn were further recognized, being named to the overall Top 100 Attorneys in New England.

## The Latest at Cummings





We are delighted to introduce your new account manager, Robb LaBossiere. Robb joined Cummings Properties in 2008 as a member of our Leasing Department. During his time in Leasing, he assisted clients of all types and sizes in identifying ideal spaces for their businesses, and he became skilled in accommodating unique requirements. Several of his leases were with clients at TradeCenter 128; Robb is looking forward to the opportunity to work once again with these firms.

Please contact Robb with any facility-related issues. He can be reached at 781-983-2256 or at [rrl@cummings.com](mailto:rrl@cummings.com).

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Until recently, Bill Cummings (center, standing) had cycled to every town where Cummings Properties manage buildings, with the exception of the newest one, Andover. That changed on Sunday, October 15, when he and a few colleagues made the 34-mile roundtrip ride from our Woburn headquarters to 40 Shattuck Road and back.



## Special Offer

Already thinking about holiday shopping? Now through December 22, [Gardens Galore](#) is offering TradeCenter 128 clients \$5 off any purchase of \$10 or more. At the time of purchase, please show the coupon (either a printed copy or via smartphone).



**Purveyor of Fine Art  
American Crafts and  
Unique Heirloom Treasures**

Local Temporary Artists will be supplying one of a kind art pieces throughout the Holiday Season: Original Paintings; Fine Hand Crafted Chocolates; Ice Skates, Gourds and Boxes Painted with Winter Scenes; Felt Created Elves; Angels; Hand Painted Silks, more....

HOLIDAY SHOPPE OPENS THE WEEK OF NOVEMBER 6TH.

**Save \$5.00 off any purchase of \$10 or more, with this coupon. Good Until 12/22/2017**

300 Trade Center, Suite 1450, Woburn, MA 01801 781-305-3070.  
First Floor of the 300 Building near the garage entry.

## 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.

**12 Gill | Woburn  
11,300 SF  
New-to-Market in Life Science Hub**



## [View Floor Plan](#)

- Existing lab infrastructure with build-to-suit flexibility
- Large open lab and office areas
- Panoramic window line

## Friendly Reminders

**Winter Parking Regulations** go into effect **November 15**. Click [here](#) for parking and towing regulations, and contact your account manager with questions at 781-935-8000.

**Happy Thanksgiving!** Cummings Properties' offices will be closed **Thursday, November 23** in honor of **Thanksgiving**, with no staff on site. Limited staff will be on site on **Friday, November 24**.

**Visit [CummingsProperties.com](#) and look around!** View the comprehensive [Client Directory](#). Similar to the Yellow Pages, this directory is a treasure trove of hundreds of local companies, almost all of which are fellow client firms in the many Cummings Properties buildings in the area. Firms are encouraged to check their own listings to ensure the information is accurate and the company is appropriately classified. There is no charge for these listings, and a second free listing under a different classification can be readily provided as well. Email your information to [group@cummings.com](mailto:group@cummings.com).

**Smoking Law Reminder:** In accordance with [Massachusetts Smoke-Free Workplace Law](#), smoking is prohibited at all times *anywhere* inside Cummings Properties' garages or buildings. By state law, all those wishing to smoke must do so outdoors and **at least 30 feet away** from any building entrance. This law also applies to the use of e-cigarettes, which are considered "nicotine delivery products" and are comparable to tobacco cigarettes. In addition, client firms with after-hours staff should remind employees that building entrance doors should *not* be propped open at any time, including for employees leaving the building for a "smoke break." Click [here](#) for more information about the anti-tobacco legislation. For additional resources on e-cigarettes, visit [U.S. Department of Health & Human Services](#).

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.