



# The Real Reporter

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## THE REAL REPORT

### Heading Home Gala Reflects Hard Times

BOSTON—They fight the good fight to end homelessness every moment, every day, but **Heading Home Inc.**



John B. Hynes III

supporters are finding different ways to accomplish that mission in the shadow of the national recession. Mindful that many attendees at next

Tuesday's 5th annual fundraising extravaganza might not be able to bid on big ticket items in a silent auction format, the group has devised a "gift registry" model that offers items for as little as \$25.

"It allows everyone to participate, even in this climate," explains **Terri Hootstein**, the group's director of major gifts. A mock-up of a home will be the centerpiece of the event at the **World Trade Center's** elegant **Cityview Ballroom** from 6 to 9 p.m. Guests can select everything

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## RREEF Inks 10-Year, 70,000SF Lease with Covidien in Bedford

BY JOE CLEMENTS

BEDFORD—Two major players in their respective fields have given the Route 3 office corridor a welcomed boost, as corporate conglomerate Covidien has leased all of 15 Crosby Dr. from the RREEF Funds. The commitment on the two-story, 70,000-sf building is for 10 years, confirms the landlord's broker, John C. Wilson of Richards Barry Joyce & Partners. CB

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15 Crosby Drive, Bedford MA

## Delays in Store for NE Lifestyle Centers

BY JOE CLEMENTS

LYNNFIELD—Consider it a type of layaway—for an entire retail revolution.

Despite blessings by most target communities, and resilient results at the handful that do exist, lifestyle centers are fighting fresh obstacles in their quest to become part of the New England shopping landscape. Confounded by the US recession and a dearth of capital for commercial construction—especially retail—backers of high-profile lifestyle centers are putting on the brakes, including sponsors of the Meadow Walk mixed-use enclave planned

alongside Route 128 in Lynnfield.

"We're just on hold, and that's really all I can say about it right now," National Development Managing Principal Theodore R. Tye advises The Real Reporter. "Other than Legacy Place (opening this summer in Dedham), I can't see any major retail project progressing in this market, here in New England or across the country," adds Tye, whose firm has adeptly adjusted to prior downturns in the early 1990s and 2001. In this instance, he would not reflect on whether the situation might

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## Sale/Leasebacks Seen Moving Ahead

BY JOE CLEMENTS

WEST BRIDGEWATER—The just-completed \$23 million sale/leaseback of apparel retailer Chadwick's headquarters at 35 United Dr. was sparked by a private equity firm's financial engineering, but some experts predict the approach will gain favor as companies try to survive the dour economy by tapping into their real estate equity, especially with eager buyers for occupied properties said to be assembling on New England's CRE shoreline.

"There is a lot of demand in the investor community for that type of prod-

uct," relays Boston Realty Advisors principal Jason S. Weissman, so convinced of the potential that sale/leasebacks are a key component of his brokerage firm's new platform for guiding clients through the volatile CRE landscape. Weissman counts 600 properties on his own regional list that he considers attractive targets, and says his Hub-based company will be getting the word out to those prospects about the benefits of such an approach. Credit analysts today look favorably upon firms concentrating on their core busi-

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# Massachusetts Corporations

Organized April 22-28, 2009

Corporation	Directors/Registered Agents	Address	Nature of Business
Billings Lane LLC	William A. Baker, Tracy B. Greenwood, Deborah Drinker and Warren K. Barker	Baker@ 101 Marlborough Rd., Dublin NH 03444; Greenwood@ 392 Preble St., Cape Elizabeth ME; Drinker@ 118 Madison Ave., Holyoke MA 01040	Ownership and development of real estate
Solventerra LLC AVB1 Realty LLC	Roger M. Freeman Andranik and Vahan Balian	125 High St., Boston MA 02110 Andranik@ 31 Olcott St., Watertown MA 02472; Vahan@ 3840 Cape Royal St., Las Vegas NV 89147	Alternative energy development Buy and manage property
Pomeranz Realty Holdings LLC	Jack and Joel D. Pomeranz	Jack@ 209 Bellevue Ct., Narragansett RI 02882; Joel@ 5 Pilgrim Dr., Warwick RI 02888	Deal in commercial and residential real estate
TMPL Boston LLC	Herbert A. Meistrich	945 Hotel Circle South, San Diego CA 92101	Operate golf club fitting system and sell golf-related products
New England Commercial Properties LLC	Kenneth A. Martinek	325 Hamilton Ave., White Plains NY 10601	Real estate
Somerset Lane LLC	A.H. Higgs Jr.	1750 New York Ave., NW Ste. 701, Washington DC 20006	Acquire, own, lease and manage real estate
Anchor Inn LLC	David M. Grande, Christopher J. Andrews and Michael John Zeppieri	Grande@ 321 Dalton Division Rd., Pittsfield MA 01210	Acquire and operate lodging houses in Massachusetts
HEM Realty Inc.	William S. Cummings, president; Joyce M. Cummings, treasurer; Joel B. Swets, clerk	Cummings@ 9 Salisbury St., Winchester MA 01890	Hold title to property, collect income, and turn over entire amount, less expenses, to Cummings Foundation Inc. non-profit
NHC Realty Inc.	William S. Cummings, president; Joyce M. Cummings, treasurer; Joel B. Swets, clerk	Cummings@ 9 Salisbury St., Winchester MA 01890	Hold title to property, collect income, and turn over entire amount, less expenses, to Cummings Foundation Inc. non-profit
Blackstone Financial Holdings LLC	Robert Edward Lokwood II and James Howell	197 Eighth St., Charlestown MA 02129	Acquiring, owning and transferring real property
34 Centre Street LLC	Richard P. Beaudette, registered agent	C/o Best Properties Holdings LLC, 168 Second Ave., Ste. 212, NYC 10003	Acquire and own real estate
DJM South Street LLC	Shaun P. McMenamy	Unit 100-1, 100 South St., Boston MA 02111	Real estate

## SALE/LEASEBACKS

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ness, he offers, and notes other sources of funding for companies are limited. "It's a great vehicle to raise capital," he says.

The investment sales team at Grubb & Ellis also considers the sale/leaseback arena a growth area, according to Anthony Biette. The firm orchestrated several such deals during the boom market, including transfers exceeding \$116 million on behalf of Tufts Medical Center, as well as the \$24.5 million sale/leaseback of the Abt Associates headquarters in Cambridge's Alewife district last year when the New Boston Fund took over that 5.3-acre property with an eye towards long-range development.

Presently, G&E is handling just one sale/leaseback in circulation, but Biette explains the team is helping several clients analyze their situation on valuation and other matters, and says he expects those efforts will translate to actual assignments as the second quarter progresses. "I do think it is something more companies will look to if they need to raise capital," he

says.

The Texas-based entity that acquired the Chadwick's complex at 35 United Dr. has a national portfolio of single-tenant properties secured on behalf of its sale/leaseback funds. As relayed at therealreporter.com earlier this week in an exclusive story regarding AIC Ventures' latest deal, the firm owns a property in Westfield, and had two others in the Bay State before harvesting those assets a few years after buying them in 2005. Unlike some capital that will do partial sale/leasebacks of multi-tenanted assets, AIC focuses on single-tenant, high-credit opportunities, explains spokeswoman Monica Ghioc.

In a phone interview, Ghioc reported that her company completed three sale/leasebacks in April, and said they have been busier than normal during the past six months. As relayed in the initial story, Ghioc said AIC is witnessing more companies pursuing sale/leasebacks nationally, and indicated the opportunities involve better located properties and those with increasingly solid credit.

In the West Bridgewater instance, AIC

apparently paid substantially more than others had bid. Closest competitor Equity Industrial Partners is rumored to have offered under \$20 million, but required only a few years leaseback on the nearly 500,000 sf of warehouse space. Instead, Monomoy Capital Partners of New York structured a 15-year lease for both 35 United Drive's warehouse and 131,000 sf of office space. The property will house the Women's Apparel Group, a division that includes Chadwick's. A private equity firm, Monomoy bought the entire operation last summer from Redcats USA.

Needham-based EIP had been listed as the frontrunner in a prior Real Reporter article, but sources say AIC emerged as an 11th hour candidate willing to meet the price originally set by Monomoy. AIC Managing Partner David Steinwedell handled the assignment for his firm. Chadwick's has been at 35 United Dr. since 1983. The catalog and Internet-based retailer has struggled in recent years, and this month announced it would shutter retail outlets in Brockton and in New Hampshire in Nashua. ■