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Schneider of McCall & Almy negotiates 138,377 s/f lease for Constant Contact

May 12, 2010 - Spotlights

McCall & Almy, a Boston-based commercial real estate brokerage and advisory firm focused on tenant representation and strategic real estate advice, has negotiated the lease renewal and expansion for Constant Contact, Inc. at Reservoir Place. The lease includes the renewal of 85,583 s/f of existing space and expansion of 52,794 s/f.

With more than 350,000 customers, Constant Contact is a leading provider of email marketing solutions, event marketing and online surveys for small business, non-profits and member associations. Founded in 1995, Constant Contact helps small organizations grow stronger customer relationships by delivering professional, low cost, easy-to-use online tools backed with award-winning support, education and personal coaching. Constant Contact Inc.'s corporate headquarters has been located at Reservoir Place, 1601 Trapelo Rd. since July 2002, when it signed its original lease.

McCall & Almy worked with Constant Contact to analyze future space needs, research market options and review alternatives to meet the company's strategic goals.

The transaction centered on leasing the entire third floor (120,000 s/f), with an additional 18,000 s/f on the second floor, to Constant Contact. The phased occupancy schedule also allowed for complete renovation of Constant Contact's existing space. The architect for the project was Visnick & Caulfield Associates, Inc. with J. Calnan & Associates providing construction management services.

"Having McCall & Almy and Boston Properties Inc. work with us to find a collaborative solution for our contiguous space needs was a win-win for all parties," said Bob Nault, vice president, general counsel, and interim CFO of Constant Contact. "Their teamwork and expertise in navigating a complex series of transactions allowed us to stay at Reservoir Place and enabled us to give our employees a more effective workplace for the future."

Neil Schneider, partner of McCall & Almy represented the tenant, and Austin Barrett, Jason Fivek and David Provost of Boston Properties, Inc. represented the landlord.

"With so many choices available in the suburban commercial real estate market, we are pleased to be able to help Constant Contact make the optimal use of its investment in Reservoir Place," said Neil A. Schneider. "Constant Contact is a true success story and a vital part of the Massachusetts economy."