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## **TradeCenter Executive Suites reaches 100% occupancy**

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For the first time since opening in June 2009, TradeCenter Executive Suites (TCES) reached 100% occupancy. Located in TradeCenter 128 building, the 35,000 s/f executive office suites center is home to 93 client firms from a diverse mix of industries, including law, healthcare, and high tech.

Starting with just 3,500 s/f of space, TCES has undergone four expansions to keep up with the high demand for this business environment. An affiliate of Cummings Properties, it offers short and long-term office rentals, as well as a wide array of workplace services, including telephone answering, virtual offices, mail programs, and full receptionist and administrative support.

While general manager Patricia Whelchel is pleased to have reached the full occupancy milestone, she explained that some vacancies are expected in April and May. She noted, "While our retention rates are high for the industry, when you offer the flexibility of short-term arrangements, as we do, turnover is part of the business."

TCES' unique relationship with Cummings Properties, however, allows growing client firms to remain in the Cummings family by "graduating" to traditional office space within the firm's large, suburban portfolio. According to Whelchel, "Firms really appreciate this ability to accommodate their expansion needs at any time during their lease without a penalty. And we love staying connected with our clients as they grow and succeed."

Whelchel attributes much of the company's success to the customer service provided by her staff. Stephanie Angelo Korba of Rezult Technology said, "I really value the professional, yet welcoming environment the staff has created. They make an excellent impression on my visiting clients and they make it enjoyable for me to come to the office every day."

Rezult Technology, a nationwide leader of employment solutions, has been a client at TCES since December 2009.

TradeCenter Executive Suites offers ready-to-use office and conference space available by the day, week, month, and year.

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