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McFarland and Godoff of Grubb & Ellis Company represent Apperian Inc. in 8,900 s/f relocation and expansion

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Grubb & Ellis Company represented Apperian, Inc. in the lease of 8,903 s/f of office space at 321 Summer St., from Normandy Real Estate Partners. The transaction represents a relocation and expansion for the growing enterprise mobile application firm.

Karyn McFarland, senior vice president, and Matthew Godoff, associate, both members of the company's office group, facilitated the transaction on behalf of the tenant. Bill Crean, Ogden White and Tim Howe of C.B. Richard Ellis represented the landlord.

"With the addition of several prominent new customers and other recent successes we've experienced, we're well into our growth phase," said David Patrick, chief executive officer of Apperian. "We expect to double our headcount this year with additional sales, marketing, engineering and development personnel, making it of paramount importance that we found flexible space in a location that offered the types of amenities that are important to our employees. We're pleased to have continued our partnership with Grubb & Ellis, who played a significant role finding the space we need to support our business goals."

William O'Keefe, vice president with Normandy Real Estate Partners, said, "We couldn't be more pleased to welcome a strong, growing technology firm like Apperian to 321 Summer St. We have experienced great activity at the asset, which is well-positioned to attract start-ups and other creative firms due to its loft-style brick-and-beam construction and location in the Fort Point Channel submarket."

Apperian is the developer of the software platform called EASE, which stands for Enterprise Application Services Environment and helps companies create, deploy and manage enterprise mobile apps. Apperian recently announced it raised \$9.5 million in venture capital from KPCB iFund, North Bridge Venture Partners and Bessemer Venture Partners to support its fast-paced growth. McFarland and Godoff also represented the company in its initial lease of incubator space when the company was founded in 2009.

About Normandy Real Estate Partners

Normandy Real Estate Partners is a vertically-integrated real estate private equity fund manager headquartered in Morristown, NJ with offices in Boston, New York City, and Washington DC. Normandy currently manages a series of discretionary real estate funds totaling approximately \$1 billion of equity commitments. Normandy's existing portfolio includes 14 million s/f of commercial assets, four hotels and numerous land development sites. Normandy targets value added real estate investments primarily in the Northeast and Mid-Atlantic markets of Boston, Metro New York City, and Washington, D.C. where opportunities exist to enhance value through creative repositioning, financial restructuring, intensive management, and capital improvements.