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## **Cummings Properties expands executive office suites business**

August 02, 2012 - Front Section

In response to high demand for flexible workspace, Cummings Properties has expanded its executive office suites division. In less than three years, Cummings Executive Suites has grown from a 3,500 s/f experiment to an 80,000 s/f major player in the industry.

The original location, at TradeCenter 128 in Woburn, quickly expanded to 10 times its initial size. After reaching capacity in 2011, Cummings built a second center at 100 TradeCenter.

With both facilities now at 100% occupancy, the firm is adding 15,000 s/f of fully furnished, small offices and suites at the 100 TradeCenter site. In addition, it is expanding the operation with 10,000 s/f at its Cummings Center campus in Beverly.

Cummings Executive Suites general manager Patricia Whelchel said, "Our suites were bursting at the seams, with still more clients interested in them. We had room to expand at 100 TradeCenter, and were presented with a great new opportunity in Beverly."

Woburn's new offices opened July 1, with 65% already leased. Construction currently underway in Beverly is expected to finish in the next couple of weeks.

Whelchel said that the offices cater to sole proprietors, startups, and branch and satellite facilities for regional, national, and Fortune 500 firms.

The ready-to-use office and conference space will be available for short and long-term use, and will offer workplace services, such as telephone answering, mail handling, a professional receptionist, and free WiFi.

With granite, hardwood, and glass finishes, all three locations will feature the same contemporary, professional look. Each center will be wired for phone and internet, and offer clients access to a kitchen, lounge, and conference room.

According to Whelchel, rates start as low as \$349 per month, including utilities. Almost half the offices being constructed at 100 TradeCenter have already been leased, and offices at the Cummings Center location are currently being pre-leased with up to three months free with a one-year commitment.

TradeCenter 128 and Cummings Center are the highest profile sites in Cummings Properties' 10-million s/f portfolio. According to Whelchel, being located at these major business campuses means Cummings Executive Suites' clients have access to on-site amenities that are typically unavailable to small businesses without a higher price tag.

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