



# nerej

## **Lynch of JLL negotiates 46,000 s/f lease for Massachusetts Teachers Association at Heritage Landing**

April 02, 2015 - Front Section

Massachusetts Teachers Association (MTA), has signed a long-term lease for 46,000 s/f of first class office space at Heritage Landing. The top two floors in Heritage Two will serve as the MTA's new headquarters. JLL senior vice president Sean Lynch negotiated on behalf of the tenant. In collaboration with Peter Brown, director of leasing at Campanelli, the Cushman & Wakefield suburban team of Mike Frisoli and Matthew Morgan with downtown brokers Dave Martel and Molly Davis, represented the campus' owner, Campanelli. JLL's Project and Development Services (PDS) group was awarded the interior build out of the space.

"The MTA is very excited about our new headquarters in Quincy," said Ann Clarke, executive director of MTA. "This aesthetically pleasing and highly functional building will provide outstanding workspace for our union as we engage the MTA's more than 110,000 members in the important issues facing public education in these challenging times."

Heritage Landing is a two-building Class A corporate campus totaling 350,000 s/f with corporate neighbors including State Street Bank, Blue Cross Blue Shield, and Granite Telecommunications. The buildings are located within walking distance of the MBTA Red Line T, and directly off Interstate 93 and Route 3A with visibility from the Southeast Expressway.

"With the addition of the Massachusetts Teachers Association to Heritage Landing, the property now has surpassed 120,000 s/f of new leases since Campanelli took ownership of the previously vacant office buildings 19 months ago. Home to a long-established, non-profit organization, innovative young companies and private award-winning firms, we are confident that Heritage Landing offers something for everyone," said Brown. "Our rental rates average 50% of downtown Boston, and over 70% of the total square footage leased since Campanelli's purchase of this campus has been by companies migrating out of the city, which speaks highly to the quality and access Heritage Landing provides to tenants."

The space will feature sophisticated solutions for new offices, a training center, and support spaces. The design will incorporate the MTA brand and strengthen their identity. The project team consists of architects Spagnolo Gisness & Associates, Inc., and WB Engineers Consultants JLL's team is comprised of Vice President Tom O'Connor, and Mark Terry. MTA is scheduled to move in on November 1.

"JLL is excited to work on behalf of the MTA and represent them in their relocation from Boston to Quincy," said Lynch. "We are happy to be a strategic partner in their real estate planning starting with the recent sale of their 20 Ashburton Place building on Beacon Hill in Boston by our Capital Markets team. After an extensive search over 18 months they selected Heritage Landing because of its setting in a quality urban business environment with on-site amenities, Campanelli's recent improvements to the building included completion of the new lobby, and its proximity to the MBTA's

North Quincy Station. The MTA is proud to be going to this strong pro-union city."

Campanelli officially unveiled their multi-million dollar renovations at Heritage Two last year, which are accessible to all tenants on the Heritage Landing campus. The brand new amenity package includes a sleek new entrance, a full-service caf  featuring downtown eatery Sebastians, a high-end fitness facility, and a modern 80-seat conference center. The caf  features the first ever micro-mart in a multi-tenant suburban building which offers snacks, drinks and sandwiches that can be accessed via a tenant's FOB 24/7 with an automated pay station.

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540