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## **Sullivan and Subber of Cresa Boston negotiate 25,539 s/f sublease on behalf of John Wiley & Sons, Inc.**

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Medford, MA Cresa Boston has negotiated the sublease of 25,539 s/f at 101 Station Landing on behalf of John Wiley & Sons, Inc. A leading publisher of scientific and technical information, Wiley relocated its Massachusetts main office during the second quarter of 2017.

Located adjacent to the MBTA Wellington Orange Line and with highway access via I-93, Rte. 16, and Rte. 99, 101 Station Landing offers on-site structured parking, a full-service cafeteria, a fitness center, and access to numerous area restaurants, hotels, and retail services.

Dan Sullivan, Cresa Boston

Adam Subber, Cresa Boston

“It is a privilege to work with Wiley, the oldest independent publishing company in the United States,” said Dan Sullivan, managing principal of Cresa Boston. “With closer proximity to Boston and Cambridge, a more efficient layout, and an area rich with amenities, 101 Station is an ideal location for Wiley.”

Wiley previously occupied 31,926 s/f at 350 Main St. in Malden. By engaging with Cresa Boston, Wiley was able to reduce its space requirements by 25%.

Sullivan and Adam Subber of Cresa negotiated the sublease for Wiley and Brian Hines and Chris Walsh from Cushman & Wakefield represented Tufts Health Plan.

Votze Butler Associates (VBA) served as construction manager, responsible for the development of a customized project plan along with daily on-site management. The project benefited from VBA’s constant communication and collaboration with the project team.

“Cresa Boston previously represented Blackwell Publishing, and when we purchased Blackwell in 2008, we were impressed with Cresa and retained their services. They have been a trusted resource over the years, and did a great job understanding our requirements and helping us locate a new space,” said Joe Orrico, director of real estate and facilities for Wiley. “Cresa Boston patiently guided us through the process, resulting in a seamless transition to a space that updates our image.”

Wiley, a global company, helps people and organizations develop the skills and knowledge they need to succeed. Their online scientific, technical, medical, and scholarly journals, combined with their digital learning, assessment and certification solutions help universities, learned societies, businesses, governments and individuals increase the academic and professional impact of their work. For more than 200 years, they have delivered consistent performance to their stakeholders.

Votze Butler Associates was established in 2000 to provide general contracting and project management to the commercial real estate community and its tenants. Their projects include building retrofit programs and tenant improvements, along with design services. Each project has the personalized attention of a dedicated project manager that owns the project from start to finish—ensuring timely and quality results.

Cresa is one of the world’s largest tenant-only commercial real estate firms. By representing only one party – the tenant – Cresa avoids inherent conflicts of interest and provides conflict-free advice to clients. The firm leverages its expertise, market insight and years of experience to give clients leverage with the landlord. Cresa applies strategic solutions that reduce costs, improve operations and enhance the performance of a client’s workforce. Integrated services cover every aspect of a real estate transaction from site selection and financing to project management and relocation services. Cresa offers clients customized solutions with more than 60 offices in 75 markets worldwide.

