



nerej

Campanelli Companies with Commonfund Realty leases 113,000 s/f to TechTarget

October 15, 2008 - Front Section

According to Campanelli Cos., in a joint venture with Commonfund Realty, the development of a new 200,000 s/f first class office building at Upland Woods Corporate Center on One Upland Rd. has been completed. Lead tenant TechTarget will be relocating its Needham headquarters to the new 113,000 s/f office space in January 2010.

TechTarget was represented by executive VP James Elcock and VP Elias Demakes of Colliers Meredith & Grew. TechTarget will occupy portions on each of the four floors.

"Upland Woods Corporate Center provided the right combination of economics and expansion options to accommodate TechTarget's future growth," said Elcock.

Stephen Murphy, principal at Campanelli said, "The TechTarget lease represents a great combination of a state-of-the-art high-tech tenant with a state-of-the-art building."

Grubb & Ellis Co. was the exclusive agent for Campanelli Cos.

Upland Woods Corp. is a 4 story, 200,000 s/f first class office building to be constructed on an 130 acre corporate campus. It will provide technological advancements in green building design, energy efficiencies and sustainable functionalities.

Designed to comply with the United States Green Building Council's LEED requirements for a green building, Upland Woods Corp. will achieve energy cost savings and employee productivity metrics through an indoor environmental quality program.

sites are complemented by numerous invitation-only events and two magazines. TechTarget provides proven lead generation and branding programs to over 1,100 advertisers including Cisco, Dell, EMC, HP, IBM, Intel, Microsoft, SAP and Symantec.

About Campanelli Companies

Established in 1947, Campanelli Companies is a full-service commercial real estate development company with extensive experience in the industrial, office, warehouse/distribution and retail markets. To date, Campanelli has developed over 17 million square feet of commercial real estate property in New England and the Eastern Seaboard. The company's signature capabilities include land development, design and build, redevelopment and value-added acquisitions. It is Campanelli's all-encompassing and quality services that have led to its successful track record as a highly-regarded developer; from site selection, feasibility analysis, local, state and federal permitting, to architectural and engineering design, building construction and facilities and property management. With a cohesive development team that has worked together for more than forty years, Campanelli can assure its clients that every aspect of a project is directed, monitored and

controlled by Campanelli Companies. For more information, visit www.campanelli.com.

About Commonfund Realty, Inc.

Commonfund Realty, Inc. is the realty arm of Commonfund, the nation's largest dedicated non-profit investment manager.Â Founded in 1971, Commonfund is devoted to enhancing the financial resources of educational and other select non-profit institutions including endowments, foundations and healthcare organizations. Â Commonfund Realty, Inc. has a record of success in real estate investing that spans more than 18 years.Â Since 1988, Commonfund Realty, Inc. has acquired or overseen developments in more than 18 states throughout the country aggregating more than \$3.7 billion in transactions.Â Commonfund manages approximately \$40 billion for more than 1,800 educational institutions and foundations.Â

About Colliers Meredith & Grew

Colliers Meredith & Grew is a Boston-based commercial real estate company with integrated service groups including Brokerage, Capital Markets, Counseling & Valuation, Development & Advisory, Investment Sales, and Property & Asset Management.Â In addition to representing its core clients in New England,Â Colliers Meredith & Grew provides national and international real estate services to its multi-market clients as a member of Colliers InternationalÂ andÂ as an owner/member of Strategic Alliance Mortgage LLC (SAM).Â Colliers International is a worldwide affiliation of independently owned and operated companies in more than 290 offices in 61 countries.Â For more information about Colliers Meredith & Grew, visit www.colliersmg.com.

About Grubb & Ellis Company

Grubb & Ellis Company (NYSE: GBE) is one of the largest and most respected commercial real estate services and investment companies. With more than 130 owned and affiliate offices worldwide, Grubb & Ellis offers property owners, corporate occupants and investors comprehensive integrated real estate solutions, including transaction, management, consulting and investment advisory services supported by proprietary market research and extensive local market expertise.

Grubb & Ellis and its subsidiaries are leading sponsors of real estate investment programs that provide individuals and institutions the opportunity to invest in a broad range of real estate investment vehicles, including tax-deferred 1031 tenant-in-common (TIC) exchanges, public non-traded real estate investment trusts (REITs) and real estate investment funds. As of June 30, 2008, more than \$3.6 billion in investor equity has been raised for these investment programs. The Company and its subsidiaries currently manage a growing portfolio of more than 218 million square feet of real estate. In 2007, Grubb & Ellis was selected from among 15,000 vendors as Microsoft Corporation's Vendor of the Year. For more information regarding Grubb & Ellis Company, please

visit www.grubb-ellis.com.

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