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Avison Young arranges 10-year lease to relocate BTU International to 57,000 s/f

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Westford, MA Avison Young has arranged a 10-year lease to support the relocation of BTU International to a 57,000 s/f mixed-use facility at 10 Lyberty Way, formerly the headquarters for Puma. The relocation aims to reduce the manufacturer's footprint for a more agile operation. BTU currently occupies 123,000 s/f at 23 Esquire Rd. in Billerica, which was sold to a developer for repositioning.

BTU was represented by Michael Dalton, principal, Jason Levendusky, principal, and Jay Carnevale, associate, based in Avison Young's Boston office. Avison Young's Brandon Needleman, Conor Stuhrecke, and Lindsey Head provided project management services to manage the determination of needs, due diligence on alternative buildings, and build out the new facility's interiors.

“BTU was looking for a needle in a haystack, in terms of comparative properties, and by adding multiple service lines, including our project management and market intelligence team, we were able to provide a data-driven search for our client, with nothing but positives along the way,” said Dalton.

BTU’s necessity for high-bay manufacturing space, power and utility access, and geographic preferences severely limited the availability of potential properties. Avison Young presented BTU with a stay-in-place reduction option to re-invent its facility within its current footprint, or build out at a new, alternative space.

“Our goals for this project were to modernize our manufacturing facility to enable faster customer delivery times, and to increase competitiveness through a more efficient use of space,” said Rob DiMatteo, general manager for BTU International. “The team at Avison Young understood our business and took the time to find us the right space at a rate that will allow us to meet our objectives.”

Avison Young creates real economic, social and environmental value as a global real estate advisor, powered by people. As a private company, our clients collaborate with an empowered partner who is invested in their success. Our integrated talent realizes the full potential of real estate by using global intelligence platforms that provide clients with insights and advantage. Together, we can create healthy, productive workplaces for employees, cities that are centers for prosperity for their citizens, and built spaces and places that create a net benefit to the economy, the environment and the community.

Avison Young is a 2023 winner of the Canada’s Best Managed Companies Platinum Club designation, having retained its Best Managed designation for 12 consecutive years.

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