



CORPORATE NEWS WATCH

More Companies to Increase Space, Says Advisory Firm

After several years of shedding space, corporations appear ready to expand their real estate holdings. That's the opinion of executives at Corporate Project Partners, a Boston-based firm that offers project management, relocation and other services.

"A lot of companies that have reduced staff and space now find themselves in a situation where their business is growing again; they need more people and more space," says Stephen M. Fox, a partner in CPP.

In a recent example, CPP is involved in the relocation and expansion of athenahealth into a new, 132,000-sf corporate headquarters in the Arsenal on the Charles in Watertown, MA. The firm is currently located in Downtown Waltham, MA and will move into the new facility when build out is completed this summer. Christine Mosholder, a CPP partner, points to athenahealth, which provides web-based, revenue-management solutions for medical groups, as a company on a growth path. Although still in the venture capital stage, the company "clearly has a product for which there is huge demand," she says. "The firm absorbed significant space in a campus that, up to this point, had been vacant for a couple years." CPP was hired to oversee all aspects of the move.

Although athenahealth is one firm that is staying and expanding in the Boston area, the city has nevertheless been hit hard in recent years by mergers in the financial sector, as evidenced by Bank of America taking over Fleet and the merger between John Hancock and Manulife. Both Fox and Mosholder worked in the real estate department of BankBoston before being purchased by Fleet. However, Fox views the mergers in a positive light, saying while it may add to the city's overhang of vacant inventory, it stimulates other activity. "Clearly, they are putting a lot of space back on the market," he says. "Yet that creates opportunities for other regional or Boston-specific companies to look at space in some of the better properties in the city. For example, at what was once the Fleet headquarters at 100 Federal St., there are a variety of leasing opportunities because of the consolidation that has occurred there. Manulife has space available for sublease within the Hancock Tower, which is another premier building in the city. And the list goes on."—**Maria Wood** ♦



FOX: *"A lot of companies that have reduced staff and space are growing again."*



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