

The Real Deal

10/06/2003 08:04 AM

Starting this month, and the first week of each month hence, *Mass High Tech* presents a round-up of local real estate transactions involving technology companies in New England.

The intent is not to be comprehensive, but to spotlight some of the notable comings and goings among the region's technology companies.

To submit news and photos of real estate transactions to *Mass High Tech*, send an e-mail to jmalone@masshigh tech.com.

Expansion is the name of the game this month, as several companies have made moves to accommodate growth. Retail loss prevention firm Security Source, research outfit Geo-Centers, and high tech instrument giant Thermo-Electron all signed up for more space in the past four weeks:

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- Security Source Inc., a provider of intelligent loss prevention products, will relocate its corporate headquarters from Peabody to Andover.

The company says the new 41,000 square foot space provides it with the opportunity to dramatically increase its employee base and maintain the company's growth.

The new corporate headquarters will be located at 200 Minuteman Park in Andover.

"Due to the overwhelming response to VeriTraks and the increased demand from retailers for innovative loss prevention solutions it became evident to me that to remain successful we needed to increase the quality of our workspace and add to our workforce," said Security Source founder and CEO David Guttadauro, in a statement.

The company was represented by Nordblom Co. in the transaction.

- Geo-Centers Inc. has renewed and expanded its headquarters office at 7 Wells Ave., in Newton. The company is involved in science-based research, providing research and product development services to government, business and academic institutions.

GVA Thompson Doyle Hennessey & Stevens represented Geo-Centers in the lease of 29,768 square feet of space.

- Privately held **sentitO Networks** is expanding its sales and development office from Chelmsford to Westford, having signed a two-year lease for **8,188 square feet** of office space at **238 Littleton Road**. T3 Realty Advisors represented sentitO in the deal.

SentitO has designed an IP-based local loop switching and service creation platform. Its mission is to provide carrier-class platforms that help telecommunications service providers simplify the creation and delivery of subscriber access and services.

“We are eager about our move and the new location for sentitO,” said Jason Macres, sentitO’s co-founder and general manager, in a statement. “T3 was instrumental in our search. They worked with us diligently for a period of six months to secure the most cost-efficient space we could with minimal operating disruption.”

- East Coast Cable & Communications has signed a lease for 2,700 square feet of office space at 22 Prospect St. in Woburn. The location will serve as the company’s new service center in eastern Massachusetts.

East Coast is a sub-contractor for cable carriers in New England. Burgess Properties represented East Coast in the deal.

“East Coast Cable & Communications wanted to set up a new center in the greater Boston area,” said Paul Delaney, vice president of Burgess Properties, in a statement. “Being so close to major highways in the area, 22 Prospect St. was a perfect fit.”

- Snowbound Software, which provides imaging solutions, has subleased 9,980 square feet of office space at Building 312 at The Arsenal on the Charles in Watertown.

CB Richard Ellis/Whittier represented the sub-landlord, biopharmaceutical company Oxigene, in the transaction. Richard Barry Joyce & Partners represented Snowbound.

Charles P. Kavoojian, vice president of CB Richard Ellis/Whittier partners, represented the sub-landlord, Oxigene, a biopharmaceutical company in this transaction. Ron S. Friedman of Richard Barry Joyce & Partners represented sub-tenant, Snowbound Software.

- Thermo Electron Corp., a maker of high tech instruments for life science, laboratory and industrial customers, has signed a 10-year lease for 103,000 square feet at 450 Fortune Blvd. in Milford to establish a manufacturing center of excellence for its sample preparation products used in life sciences research. The new facility consolidates the operations of four former sites.

Grubb & Ellis senior vice presidents Jack Kerrigan and Hank Amabile, and vice president Steve Cook represented Thermo Electron in the transaction.

As a result of Thermo Electron's consolidation of this part of its life and laboratory sciences business, Grubb & Ellis is also placing for sale a large property in Needham.

- DigitalSmith, a new printing business, has leased 5,200 square feet of office space at The Malt House Exchange, 95 Brewery Lane, Portsmouth, N.H.

Andy Fleisher of The Kane Co., was the listing broker. Gail Hughes of The Kane Co. procured the tenant.

- Tribotek Inc., an intellectual property research company, has leased 12,636 square feet of research and development/flex space at 30 North Ave. in Burlington.

Taryn Wilson, vice president, and Ellie Fantini with Grubb & Ellis represented Tribotek, which leased the space from MTP Limited Partnership. MTP was represented by The Nordblom Co.

- Meredith & Grew has been appointed the property manager of the

Kendall Square Project.

The 1.3 million square foot development will eventually include 735,000 square feet of life science space within three buildings, retail space, a hotel, residential units, an ice skating area and a performing arts center.