

NORMANDY REAL ESTATE PARTNERS

DOWNTOWN & SUBURBAN BOSTON EDITION

JOHN HANCOCK TOWER

At a March 31st auction that was over in two minutes, Normandy Real Estate Partners – along with investment partner Five Mile Capital – became the owners of Boston's iconic John Hancock Tower, New England's tallest building and the latest evidence of Normandy's reputation as a smart, savvy, commercial real estate investor/operator.

The 60-story Hancock Tower, located at 200 Clarendon Street, has been called "an achievement in minimalist, modernist skyscraper design." Designed by I.M. Pei and Henry N. Cobb, and completed in 1976, the sharp-angled tower is comprised of large, highly reflective panes of glass that are tinted slightly blue, giving the structure an amazingly beautiful appearance on a clear, sunny day – reflecting the rest of the Boston skyline while creating only a

slight contrast with the blue of the surrounding sky.

Although the March auction took only minutes, Normandy's road to ownership of this icon was carefully traveled over the course of nearly a full year. Starting in June 2008, a joint venture of Normandy and Five Mile began acquiring, at discounted prices, pieces of a mezzanine loan secured by the equity interests of the Hancock's former owner, Broadway Partners, in three buildings – the Tower, its adjacent parking garage, and a California building, 10 Universal City Plaza, that is home to NBC Universal's headquarters. Normandy had foreseen the pressures market conditions were creating for such mezzanine borrowers – and recognized the opportunities that would be created for investors like Normandy who combined available capital



John Hancock Tower, Boston MA

with real estate management expertise to acquire distressed debt as a means to eventual ownership of the real estate assets themselves.

Normandy's comment after winning the auction sums up the company's approach to real estate investing – and to serving the needs of its commercial tenants:

"As a leading owner/operator of first-class commercial properties, we believe these...buildings are each one of the top properties in their respective markets, and we will look forward to serving their tenants in keeping with the high standards for which Normandy is known in the commercial real estate sector. We are committed to investing in these properties and owning them over the long-term."

As Normandy has shown across the full breadth of its growing Northeastern U.S. portfolio, that commitment to investment and long-term ownership is

a signature of the firm – and a major benefit for tenants. While getting ready to take on the work of revitalizing Boston's tallest landmark – Normandy is no stranger to such worthy projects. The Company is currently redeveloping the classic Ames Building, Boston's first skyscraper and tallest building when it was constructed back in 1889. Indeed, the Boston Historical Society awarded Normandy its 2009 Preservation award for the skillful preservation of the historical elements of the building as Normandy moves to convert the property into a first class hotel.

Although many elements of the commercial real estate market may be feeling the effects of the economic downturn, Normandy is committed, as always, to adding value to its properties, creating a direct line of contact with tenants, and working with them to lease available space that best meets their needs. ■

Green News

Across the Normandy portfolio, we've been increasing our focus on "green" initiatives in ways that are paying off for our tenants and the greater community. Our latest initiatives are focused on Sustainability Planning and Demand Response Implementation.

Sustainability Planning

Normandy has recently hired NotHot in alliance with 2pi to assist in creating a sustainability plan that will identify and establish best practices, and guide asset planning as well as utility analysis.

As a first step, data gathering on building systems, operations, energy use, population density & utility data has been completed and analysis is well underway – at over 60 Normandy properties.

For our second phase of the work, NotHot and 2pi will help us create a measurement benchmark utilizing the EnergyStar rating system to properly identify which properties meet or exceed the benchmark – or which ones require further action.

Demand Response programs at electric utilities encourage electricity users to control their power consumption during times of peak loads. Participating property owners and manag-

ers agree in advance that during certain times (mainly the hottest days of the year), they will take specified steps to save electricity.

Through "demand response" – utilities are able to relieve stress on the power grid and help prevent rolling brownouts. This energy curtailment in no way hinders the property owner's ability to serve their clients but rather promotes power savings through awareness campaigns and such other simple steps as turning lights off in vacant offices, lowering of window shades, and promoting the use of stairs, among other things.

Normandy has enlisted consultant CPower to work across all Normandy's regions, on a detailed asset analysis that has already identified over 15 properties that qualify for the local power company "demand response" programs in their area.

Put these two programs together – and Normandy's belief is that in partnership with our tenants we can reduce the carbon footprints of our properties, cut back on the use of fossil fuels, improve the environments of our communities – and our planet – and do it all while saving costs for the tenants we serve. A win-win all around. ■



NORMANDY

REAL ESTATE PARTNERS

NEW TENANTS AT MARLBOROUGH TECHNOLOGY PARK

Outside Boston, three new leases and a renewal were recently signed at Marlborough Technology Park where Richards Barry Joyce & Partners, LLC represented Normandy. All told, the four leases represent 87,700 square feet and the tenants involved are Bitstream Inc. (26,801 square feet), Mentor Graphics (16,376 square feet), MetroWest Medical Center (18,872 square feet) and New Energy Alliance, LLC (25,671 square feet).

As a result of these leases, two of the Park's seven buildings (100 Nickerson Road and 300 Nickerson Road) are now at full occupancy.

Kate Bosse, communications

manager for NEA, LLC, explained the attractions of the site, "Marlborough Technology Park provides a convenient location for



our customers, employees and business operations, offering both onsite and nearby amenities. In addition, Normandy has shown a willingness



Marlborough Technology Park, Marlborough, MA



"Marlborough Technology Park continues to be an attractive option in the I-495 corridor. We are pleased to have brought in in Bitstream, NEA

and MetroWest Medical and retained Mentor Graphics, particularly during this challenging leasing environment."

John Lashar, partner at Richards Barry Joyce & Partners, added,

to work with us and offer flexibility for future growth within the park."

OVERLOOK CENTER SALE

Normandy Real Estate Partners recently announced the closing of its sale of the 108,000 square foot Overlook Center building in Waltham, MA for \$47 million. This first class property is currently on track to receive LEED certification through the United States Green Building Council (USGBC) for both the exterior and shell, which Normandy delivered with this transaction, and for the building interior, which will be completed by the new owner. Normandy developed, constructed, and

delivered the building in partnership with Neelon Properties.

When ready for occupancy, which is slated for late 2009, amenities at Overlook Center will include 360 spaces of on-site covered parking, a café, fitness center, conference facility, abundant natural light and a courtyard drop-off area, with prominent identity on Route 128. And coupled with the fact that the site is situated on a picturesque elevated setting, the 270-degree views make this a one-of-a-kind asset. ■



Overlook Center, Waltham, MA

Community Corner

REACHING OUT TO THE COMMUNITY

Normandy Real Estate Partners growing Partnership with Building Impact, a non-profit organization has allowed tenants, employees and visitors to reach out to the local community. Monthly Food and Clothing Drives occur onsite at 300 Baker Avenue in Concord, MA and 99 Summer Street in Boston, MA, as well as, educational events, donations and volunteering opportunities held off-site. Normandy's active role in the Greater Boston Area includes serving meals at the New England Shelter for Homeless Veterans and hosting an event for Kidz b Kidz, a non-profit organization

whose mission is to inspire kids to create artwork using products sold to fund medical breakthroughs and save kids lives. Normandy's involvement in Community Service is helping build the City of Boston. ■

