



November 2023

This monthly newsletter is prepared primarily for and about Cummings Properties' leasing clients in Beverly. Enjoy the latest client news, events, special offers, and more.

Teaching Tolerance



Lappin Foundation's anti-hate youth programming was featured in a recent [NBC 10 Boston news report](#) about antisemitism. The program, delivered to student leaders at Danvers High School, features a screening and discussion of the foundation's new educational film, *Swastika—Symbol of Hate*.

Watch this [three-minute news segment](#) to learn more, and contact **Debbie** (978-740-4428 or dcoltin@lappinfoundation.org) for information about hosting a program at a high school near you.

Making Seasons Bright



Celebrate the holidays as a company or team by helping children from the local community. Through Beverly Bootstraps' annual [Winter Wishes Holiday Gifts](#) program, donors can purchase new toys, clothing, and other holiday gifts for families in need. [Learn more, and get involved.](#)

Client Congrats



BodiScience Wellness Center & Spa founder **Dawn Tardif** was recognized among *Northshore* magazine's [2023 Movers & Shakers](#). Learn how this year's 12 honorees "are shaping the future of the North Shore" via [this engaging feature](#).

MassBio is among 50 organizations and individuals recognized through the 2023



BostInno Fire Awards. Read more about the recipients of this annual peer-nominated honor.



Multiple Cummings clients earned recognition in the latest issue of *Super Lawyers*, a publication that uses independent research and peer

evaluations to identify high-achieving attorneys from more than 70 practice areas.

The Bernstein Law Group, Paul Bernstein

Cayer Dyson Law, Stephanie F. Dyson

Doonan Graves & Longoria, Reneau Longoria

Gelb & Gelb LLP, Daniel K. Gelb and Richard M. Gelb

Koiles Pratt Family Law Group, Jennifer Koiles Pratt and Annasophia M. Salvia

Law Office of Cynthia M. Sullivan, Cynthia M. Sullivan

West Hill Technology Counsel, Shehla Syed

[View the full issue online.](#)

Cummings Buildings Power Charities



Grant Program Update: Staff at 331 local area nonprofits recently received welcome news in their email inboxes: invitations to apply for one of 150 grants to be awarded in June through the [Cummings \\$30 Million Grant Program](#).

"We were over the moon today when we learned that we were selected to advance out of the more than 700 proposals submitted! I feel like Cinderella getting a chance to try on the glass slipper," wrote **Barabara Salisbury**, of **Massachusetts Association for the Blind and Visually Impaired**, in an email to Cummings Foundation. This thanks goes to you as well, as your tenancy is so enormously helpful in making Cummings' philanthropy possible.

BILL CUMMINGS
The Medford native built one small building and turned it into an 11 million-square-foot commercial real estate portfolio. And then, he began to build again, but not with brick and mortar alone. In 1986, he and his wife Joyce established the Cummings Foundation (cummingsfoundation.org) which has awarded \$500 million to date to a widely diverse group of nonprofits in Massachusetts. Today, nearly all of the buildings managed by Cummings Properties are owned and operated for the sole benefit

Spirit of Giving: The latest edition of luxury lifestyle magazine *Boston Common* features a guide to giving from local "power philanthropists and tastemakers."

Along with Boston notables **the Bina family, Gretta Monahan,** and **Dr. Makeeba McCreary, Bill Cummings** offered his giving recommendations

for this holiday season.

Seven Cummings Foundation grantees are highlighted, including [Beverly Bootstraps](#), [Commonwealth Kitchen](#), [Camp Harbor View](#), [Express Yourself](#), [Franklin Cummings Tech](#), [McKeown Boys & Girls Club](#), and [Royall House and Slave Quarters](#).

Get inspired for this season of giving. Visit CummingsFoundation.org to learn about hundreds of local organizations that are making a major impact in the communities they serve.

Noteworthy News



Challenging Limits to Transform Lives™

Professional Physical Therapy has opened a spacious new clinic in Medford. Information about its specialty services and cutting-edge therapeutics is available via [this informative media release](#). Appointments for those experiencing pain or discomfort may be [scheduled online](#). Eligible individuals may also [sign up](#) for a complimentary wellness assessment.



MobiCuts, established in 2020 as a mobile barber shop, has opened its first brick-and-mortar location at 100 Cummings Center, Suite 107-F. Owner **Eric Cagney** has more than a decade of experience and caters to all ages and hair types. All new clients will receive their first hair cut for \$25. Check out www.mobicuts.co to learn more.

LLB Photography helps families capture the magic of Christmas through two special photo packages. Choose between the traditional Christmas Mini (\$150 per 10-minute session with five high-resolution images) or the Santa Experience (\$100 per 10-minute session with three high-resolution images). For additional information, stop by 100 Cummings Center, Suite 346-F or contact **Laura** at laura.bouchard@outlook.com or 978-979-6409.



Save the Date

STEM Fest
Bright Horizons Early Education & Preschool

Wednesday, November 8, 10:00 AM-4:00 PM

100 Cummings Center, Suite 145-G, Beverly

Tour the center while learning about the benefits of an early education curriculum that incorporates science, technology, engineering, and math. Please RSVP via [the QR code in this flyer](#). Note: Bright Horizons' standard registration fee (\$150) is waived for all Cummings Center clients and their employees.



Reduce Your Small Business Taxes

Greater Beverly Chamber of Commerce

Wednesday, November 8, 12:00-1:00 PM

100 Cummings Center, Suite 107-K, Beverly

Small business owners, self-employed professionals, and gig workers: Are you paying too much in business taxes? Join tax advisor

Miriam Klamkin for a lunch-and-learn session about money-saving strategies you can adopt now to reduce your tax output for 2023 and 2024. This workshop is free for Chamber members and \$20 for non-members. Lunch will be provided. Please [reserve your tickets online](#), and contact Miriam (978-522-6643 or miriamklamkinea@gmail.com) for additional details.

Comedy Show Fundraiser

The Cabot

Thursday, November 9, 7:30-9:00 PM

286 Cabot Street, Beverly

Doors will open at 6:00 PM for cocktails, appetizers, and live piano music, followed by a performance by headliner **Paul D'Angelo** and two other comedians. Proceeds support the **Michael C. Lauranzano Scholarship Fund**, awarded each year to two Beverly High School students in honor of late Beverly High alumnus and Salem District Court judge Michael Lauranzano. Tickets are available for purchase via thecabot.org.



Eco-trivia With Prizes

Green Beverly

Tuesday, November 14, 12:00-1:00 PM

Community Conference Room, 100 Cummings Center, Suite 221-E, Beverly

Be green and save green! Bring your lunch to the Community Conference Room and show off your knowledge of sustainable practices for the home and office. Pick up some new tips, play trivia, and win prizes.



greenBeverly



Speaker Series: Bill Cummings

Derby Entrepreneurship Center at Tufts

Monday, November 20, 3:00-4:15 PM

Virtual Event

Join Cummings Foundation co-founder **Bill Cummings** and Tufts University professor **Usha Pasi** via Zoom for **The Cummings Way: Philanthropy Done Right**. Please [register online](#) for a link to this complimentary fireside chat.

Winter Holiday Market

Wednesday, December 6, 11:00 AM-3:00 PM

100 Cummings Center, 100-L Lobby,



Beverly

Support your neighbors while checking off every item on your holiday list. From freshly baked treats and other refreshments to live music and books, you're bound to find something the whole family will love.

Multi-day Merriment

Grand Opening Week Celebration

The Whoo(pie) Wagon

Monday-Saturday, November 13-18

950 Cummings Center, Suite 97-X, Beverly

Celebrate all week with daily specials, drawings, and Instagram contests ([@thewhoopiewagon](https://www.instagram.com/thewhoopiewagon)), plus 20 percent off Thanksgiving orders placed between November 13 and 18. [See this flyer](#) for a full schedule of the week's special offers.



\$2 Book Sale

The Quarto Group

Monday-Wednesday, December 4-6

10:00 AM-4:00 PM

100 Cummings Center, Suite 265-D, Beverly

The Quarto Group creates more than 600 adult and children's nonfiction books a year. Stop by to peruse hundreds of nonfiction books suitable for all ages. Genres include children's, cooking, health and wellness, arts and crafts, gardening, automotive, interactive, and more. **This sale is cash only.** All proceeds will be donated to local charities. [View this flyer](#) for additional details.



GPS Is Just a Start



GPS Is Just a Start: Google Maps will reliably guide folks to our bustling campus, but they need your help to get to your door. We encourage all resident firms to help potential clients and visitors easily locate them by sharing *specific, on-campus directions* to their suites. For example, [Gainsboro Studio](#) has made [this navigational aid](#) for its clients easily accessible on its website.

Do you have a website or social media pages? Consider posting directional cues (a suggested parking area, building entrance, elevator, etc.) alongside your address. Do you confirm appointments by phone or email? Adding these details to your message script or email template can make a meaningful impact on customer convenience.

Need help? Contact your account manager at 978-922-9000 to inquire about obtaining a personalized campus map for your business.

Friendly Reminders



Beyond Thank You: Veterans Day, November 11, presents an annual opportunity to honor the selfless bravery of all who have served in the U.S. Armed Forces. Consider showing your appreciation by patronizing the many veteran-owned businesses in the area, such as Signature Printing & Consulting, The Way Fitness & Boxing Gym, MCH Security & Protective Services, and others in the Cummings portfolio.

Park It Here: Winter parking regulations go into effect **November 15**. Please review the parking and towing regulations for Cummings Center and Dunham Ridge, and contact your account manager with questions at 978-922-9000.



Happy Thanksgiving: Cummings Properties' offices will be closed **Thursday, November 23** in honor of Thanksgiving, with no staff on site. Limited staff will be on site **Friday, November 24**.

The Latest at Cummings

Bill Cummings was pleased to sit down with **Mike** and **Tom Greeley**, who, in addition to being brothers and colleagues at Newmark, are co-hosts of the podcast **Good Dirt**. Their engaging interview series focuses on “some of the most interesting and respected players in the commercial real estate industry, with a focus on investors, developers, and equity allocators who are shaping the built world around us.”

To listen to the wide-ranging conversation, check out the podcast on any of the following platforms: desktop, Apple, Spotify.



We want to hear from you! Do you have news or a great photo to share? Is there a special you'd like to offer to Cummings clients? Email your news, offers, photos, and more to newsbrief@cummings.com.

Earn Cash for Client Referrals

Know someone looking for space? You could earn \$1,000 or more for referring a new client to Cummings Properties. Within our portfolio, which spans 11 cities and towns north of Boston, we have a space for every need. Contact your account manager or view this flyer to learn more.

Earn \$1 per square foot for a successful lease with us, with a minimum

referral bonus of \$1,000!



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