



## Client News

Happy anniversary to **Stephen Leone** (seated, center) and the entire team at **Printex**. This brand management company recently celebrated 25 years of providing promotional products, custom apparel, and print services. Looking for promotional items or holiday gifts for your company? Check out the [website](#).



**Woburn Business Association** welcomes new executive director **Chris Kisiel**. WBA is a nonprofit organization that helps businesses and its members navigate public agencies and forums, and advocates on behalf of the business community. Membership has many benefits. Check out the [WBA website](#) for more information and to learn about the many great networking events held throughout the year.

**Soluna Garden Farm** can help you get your holiday shopping done from your desk, and spice up your holidays! It has a wide selection of herbs, spices, and teas that make delicious and creative holiday gifts. Take **10 percent off** any online order in 2019 by using the discount



code **Cummings** at checkout. Clients located in Woburn and Stoneham: [Order online](#) by **November 25** for delivery to your building between December 9 and 11. Select “Cummings Delivery” at checkout as your pick-up option, and specify your building and suite number in the comments field. For help selecting a gift or placing your order, email [orders@solunagardenfarm.com](mailto:orders@solunagardenfarm.com).



**TeamLogic IT**, a provider of technology solutions and managed IT services, is offering a free copy of its guide to help firms identify “The Seven Signs Your Business May Be at Risk” of an information security breach. An ever-increasing reliance on the internet is creating new challenges and threats that force organizations to continually rethink their protection measures. Organizations that understand those risks (and the warning signs of security breaches) will be better prepared. [Download the guide.](#)

## Welcome New Clients

*Not including Cummings Center and TradeCenter 128*

### **Andrew Stephens**

*Clothing reseller*  
38 Montvale Avenue, Suite 323, Stoneham

### **Garvey, Steele & Bancroft**

*Certified public accountants and advisors*  
400 West Cummings Park, Suite 3400,  
Woburn

### **Lumiere International**

*Financial services*  
155-M New Boston Street, Suite 141,  
Woburn

### **NY Laser Outlet**

*Sales and service in the pre-owned medical laser market*  
444 Washington Street, Suite 201, Woburn

### **OV Loop**

*Voice-powered messaging and payment services for consumers and businesses*  
400 West Cummings Park, Suite 2050,  
Woburn

### **Woburn Avalon**

*Apartment home development, redevelopment, acquisition, and management firm*  
18 Commerce Way, Suite 1500, Woburn

## Seen Around Campus

Cummings senior account manager **Tony Spencer** snapped this photo of Tufts University president **Tony Monaco** (right) and alumnus **Hank Azaria** (left) at 200 Boston Avenue, Medford. The actor, singer, comedian, and producer visited this Cummings building for a ribbon-cutting ceremony for [The Haven at College](#).



## We Appreciate Your Feedback!

Thank you to the hundreds of clients who completed our recent survey. We are reviewing the results and the valuable suggestions you have shared. Congratulations to our five randomly selected client survey raffle winners: **Scott B.** from Benefit Strategy Partners, **Stacey R.** from 7AC Tech, **Chris H.** from Plummer Youth Promise, **Denise P.** from Agri-Mark, and **Greg Z.** from SEEM Collaborative will each receive a \$100 gift certificate.

## Special Offers



**\$19.99 per Month for First Six Months**

**Bodyworks Fitness Center for Women**

*206 West Cummings Park, Woburn*

Choose from more than 40 classes per week, small group training, personal training, and more.

Call 781-932-4123 for additional details.



Small Group Personal Training

**\$10 per Class**

**Get In Shape For Women**

*400 West Cummings Park, Suite 1800, Woburn*

Purchase a package of 8-10 classes, and receive small group personal training sessions, weekly weigh-ins, nutritional support, and accountability. Optional: Join the holiday "DON'T GAIN, AT LEAST MAINTAIN" in-studio challenge, or create your

own with your office buddies (men and women welcome).

For details, call Christine at 617-852-8000.



**Partner Deals**

**Turnstyle Cycle & Bootcamp**

*6 Cummings Park, Woburn*

View [the flyer](#) for promo code for up to 35 percent off single classes and packages.

Call 781-281-0030 for more information.

## Cummings Buildings Power Charities

Thank you to everyone who voted for Cummings Properties' [Canstruction Boston](#) entry -- our "FED Zeppelin" won the People's Choice Award! Cummings team members from various departments joined forces to design and build this massive blimp, made with 3,576 cans and bottles. The more than 80,000 nonperishable food items used to construct all the contest entries have been donated to Merrimack Valley Food Bank.



## Upcoming Events



**Student Job Fair**

**Thursday, November 7, 10:00 AM – 1:00 PM**

*Woburn Memorial High School*

Hire students for part-time and full-time summer positions

Sponsored by [Woburn Business Association](#)

For additional information, contact Maureen Trickett at 781-937-8210, ext. 10205 or [mtrickett@woburnps.com](mailto:mtrickett@woburnps.com).



**Thanksgiving at Strega Prime**

**Thursday, November 28, 12:00 – 8:00 PM**

*400 TradeCenter, Suite 1900*

À la carte and holiday *prix fixe* dinner available

Reservations: 781-933-3333,

[reservations@stregaprime.com](mailto:reservations@stregaprime.com), or [Open Table](#).

# The Latest at Cummings

Harvard Business School's new case study, "[Bill Cummings: The Cummings Way](#)," is expected to be used as a teaching tool at universities throughout the country and beyond. Pictured here are **Christina Wing**, one of the case study authors, with (left to right) Cummings president **Eric Anderson**, founder **Bill Cummings**, and chairman and CEO **Dennis Clarke**, who recently spent a



day at Harvard helping to teach MBA and executive education students about the factors that led to Cummings Properties' success.



## Could Your Clients Be Looking for Space for Their Businesses? Earn a Referral Bonus!

Are you wondering how you can spread the word and potentially earn \$1,000 or more for referring a new client to Cummings Properties? We now offer a marketing flyer you can display in your space. Contact your account manager to request customized flyers with your logo. By identifying a prospect, you can earn \$1 per square foot for a successful lease with us, with a minimum referral bonus of \$1,000! Already know someone who needs space for their business? Click [here](#) to submit a referral or [here](#) to learn more about the client referral program.

## Friendly Reminders

**Winter Parking Regulations** go into effect **November 15**. Please view the [parking and towing regulations](#), and contact your account manager with questions at 781-935-8000.

**Happy Thanksgiving!** Cummings Properties' offices will be closed **Thursday, November 28** in honor of Thanksgiving, with no staff on site. Limited staff will be on site **Friday, November 29**.

**Visit Cummings.com.** The comprehensive [Client Directory](#) is a treasure trove of hundreds of local companies, almost all of which are fellow client firms in the many Cummings Properties buildings in the area. Firms are encouraged to check their own listings to ensure the information is accurate and the company is appropriately classified. There is no charge for these listings, and a second free listing under a different classification can be readily provided as well. Email your information to [group@cummings.com](mailto:group@cummings.com).

**Smoking Law Reminder:** In accordance with [Massachusetts Smoke-Free Workplace Law](#), smoking is prohibited at all times *anywhere* inside Cummings Properties' garages or buildings. By state law, all those wishing to smoke must do so outdoors and **at least 30 feet away** from any building entrance. This law also applies to the use of e-cigarettes. In addition, client firms with after-hours staff should remind employees that building entrance doors should *not* be propped open at any time, including for employees leaving the building for a



**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, and photos to Lisa VanStry at [lvs@cummings.com](mailto:lvs@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. See details [here](#) or speak with your account manager to learn more. Earn \$1 per square foot for a successful lease with us, with a minimum referral bonus of \$1,000!

Newly  
Released

# 15,000 SF Chem Lab

8 Henshaw Street, Woburn - minutes from I-93



This chem lab facility is a prime opportunity for a life science firm seeking a cost-effective location in the Greater Boston suburbs. The suite offers significant lab infrastructure, private offices, conference rooms, dedicated loading, and large open labs - all with a fantastic window line.

[View Floor Plan](#)

[Client Directory](#)

[cummings.com](http://cummings.com)

[Service Call Request](#)

[Executive Office Suites](#)



If you no longer wish to receive our emails, you may unsubscribe below. Unfortunately, if you unsubscribe, you will not receive important building notices such as water and electric shutdowns or fire alarm testing.