



December 2024

*This monthly newsletter is prepared primarily for and about Cummings Properties' leasing clients in Beverly. [Sign up here](#) to enjoy the latest client news, events, special offers, and more.*

## Seen Around Campus



(Above) Greater Beverly Chamber of Commerce welcomed new campus neighbor Workspace Beverly to the Cummings community with a celebratory ribbon-cutting event before breaking out the bubbly to commemorate its own major milestone (below), the installation of a sharp new sign at 100 Cummings Center.



(Left to right) **Alexia Jospin Loiacano**, **William Loiacano**, and **Maggie Wallus** were among the friendly team from **Seaside Graphics** that toured visitors through the firm's snazzy new showroom at a Halloween open house event.

Take your own look around [via LinkedIn](#).



## Welcome, New Neighbors

**AloomaCare by Jocheved**  
100 Cummings Center, Suite 248-F  
Reiki massage therapy

**Megan DeFranza, Ph.D.**  
900 Cummings Center, Suite 418-T  
*Individual and couples counseling*

**Duffy Insurance**  
50 Dunham Ridge, Suite G200  
*Personal and business insurance products*

**MD Esthetics**  
100 Cummings Center, Suite 126-Q  
*Aesthetic medical treatments*

**MG Aesthetics**  
100 Cummings Center, Suite 309-G  
*Beauty services*

**Northeast Health Services**  
50 Dunham Ridge, Suite 3200  
*Mental health counseling*

**Jennifer A. Wright**

## Neighbors in the News



**RoadMap Technologies** announced the release of a new, AI-enhanced version of its Cloud-based forecasting software. [Read more](#) about RoadMap TrailBlazer™ and its applications for the life sciences industry.

Several members of the Cummings leasing community were recognized among the Commonwealth's [2024 Top 100 Women-Led Businesses](#), a list compiled annually by The Women's Edge and published in *Globe Magazine*.



Beth Israel Lahey Health  
Lahey Hospital & Medical Center



NortheastArc  
Changing lives. Discovering abilities.

## Special Offers



### 15% Discount **Merida SkinLabs**

100 Cummings Center, Suite 321-D,  
Beverly

Cummings leasing clients are invited to enter coupon code **CUMMINGS15** to redeem 15 percent off their total order from [meridaskin.com](http://meridaskin.com). Offer

good through **January 31, 2025**.



### Holiday BOGO Offer **Orange Nail Studio**

950 Cummings Center, Suite 104-X, Beverly

Pamper someone special this holiday season (or double the indulgence for yourself). Purchase a gift card for one pedicure, and get the second pedicure for *half price*.

Visit the studio or call 978-922-3133 to learn more. Offer valid until **December 31, 2024**.

## Holiday Shopping Made Easy

Remember neighboring merchants while shopping for the holidays. Cummings is home to a diverse collection of businesses that offer an

'TIS THE SEASON  
SHOP LOCAL

array of products, services, gift certificates, and more that make great gifts for friends and relatives of all ages. Make a busy time less hectic. Check out the [Client Directory](#) to discover all that's available locally.

Shopping in a hurry? These Cummings Center firms offer gift cards:

- [Acapulcos](#)
- [BAC Express](#)
- [Bodiscience](#)
- [Early Harvest Diner](#)
- [European Wax Center](#)
- [Flip The Bird](#)
- [Four Leggers Doggie Daycare](#)
- [Orange Nail Studio](#)
- [Paula's Hair Salon & Day Spa](#)
- [Regina Pizzeria](#)
- [Soall Café](#)
- [The Energy Barre](#)
- [Whoopie Wagon](#)

## All Profits to Nonprofits Cummings

*"After interviewing over 1,200 of the top CEOs in America, I am proud to share a model I had never seen which could be the answer where corporations can bring wealth throughout America."* -**Robert Reiss**, founder & CEO, [The CEO Forum Group](#)



**In this engaging [Forbes](#) article**, Reiss presents Cummings' "All Profits to Nonprofits" model as a fully imitable way for private companies to effect largescale societal change.



*"Rather than sell off parts of his business to fund philanthropy, Bill wanted to support all the employees who have helped make the company successful. So, the vast majority of the buildings that are managed*

*by Cummings Properties are owned by the Foundation."*

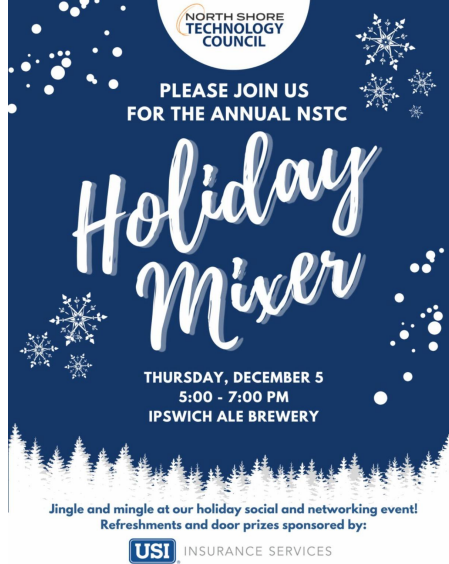
-**Joyce Vyriotes**, Cummings Foundation executive director

Get the scoop on the Cummings organization's unique business model [via this illuminating profile piece](#), featured in the winter edition of *WellesleyWeston Magazine*.

## To Do List

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**[NSTC Holiday Mixer](#)  
[North Shore Technology Council](#)**



**Thursday, December 5, 5:00 PM**  
 Ipswich Ale Brewery, 2 Brewery Place,  
 Ipswich

Save the date for this festive event, where you will connect with representatives from the region's technology sector while enjoying light refreshments.

Tickets are available for purchase [online](#).



**Drum Your Way to Bliss**

**247drums**

**Monday, December 9, 5:00 PM**  
 100 Cummings Center, Suite 264-E,  
 Beverly

Drummers of all ages and skill levels are invited to join **247drums** for conversation and light refreshments (5:00 PM) followed by a 90-minute healing drum circle at **6:00 PM**. Contact [247drums@gmail.com](mailto:247drums@gmail.com) to learn more and register for this event.

Tickets may be purchased in advance (\$20) or at the door (\$25). Each paying adult may bring one child at no cost. Special to Cummings leasing clients: Bring a colleague for free.



**Harnessing AI in HR**

**MP Wired For HR**

**Wednesday, January 15, 1:00 PM**  
 Online event

During this live webinar, attendees will learn how to leverage artificial intelligence in HR strategy. [Please register online](#).

**The Latest at Cummings**



**Community Giving:** The season of giving thanks lasts longer at Cummings, where gratitude and good cheer endure throughout [Cummings Community Giving](#).

Through this annual program, each team member is invited to direct \$2,000 in Company donations to the local nonprofits of their choosing.

The 2024 cycle of Cummings Community Giving resulted in a cumulative \$549,000 donated to 238 worthy causes, including the following nonprofit leasing clients: **Amirah Inc., Connor's Kindness Project, Essex County Community Foundation, Express Yourself Inc., InnoVenture Labs, and YMCA of the North Shore**

**Holiday Spirit:** Cummings is delighted to continue its longstanding tradition of



sharing the holiday spirit with the gift of a poinsettia for each client firm. Any client who has not received a poinsettia **by December 6** is encouraged to contact their account manager or pick one up at [the Beverly leasing office](#).

Pictured: Cummings Properties lead custodian **Pablo Pimentel-Villar** prepares a delivery of poinsettia plants for the Cummings Center leasing community.

## Funding Opportunity



**Funding Opportunity:** Greater Boston startups may be eligible for funding and business coaching through Advancing Climatetech and Clean Energy Leaders (ACCEL). Applications for this prestigious incubator program, presented by Greentown Labs and Browning the Green Space, must be submitted by **Tuesday, January 7, 2025**.

## Need to Know

Holiday closures, gratuity, and décor



**Plan Ahead:** Cummings' offices will be minimally staffed on **Tuesday, December 24**, and closed on **Wednesday, December 25** and **Wednesday, January 1**, in observance of Christmas Eve, Christmas Day, and New Year's Day (respectively).



**Festive and Fire-free:** Please remember to check with the local fire department before purchasing holiday trees, wreaths, or other live decorations to display in the office, as each municipality has its own safety regulations.



**No Gifts or Gratuities:** Cummings staff members are pleased to provide the many conveniences included in clients' leases, and they take pride in delivering outstanding service. Please note, however, that staff are not permitted to accept gratuities. For those wishing to express appreciation during the holiday season, thank you notes are always welcome.

## Starting Small Update

**"He intertwines business insights and lessons learned, highlighting how small beginnings, persistence, and ethical leadership can help a company thrive."**

A trusted name in literary circles recently released its review of the seventh edition of **Bill Cummings'** book, *Starting Small and Making It Big*. Established



in 1933, Kirkus Reviews has built a reputation for candid, independent assessments that are relied upon by libraries, bookstores, and industry professionals. Enjoy [the full review](#).

## Cummings in the News

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\*Some of the publications below may require a subscription. This list is intended to provide a general idea of the type of news coverage Cummings has garnered in recent weeks.

[3 Medical Providers Expand with Cummings in Beverly](#)  
*New England Real Estate Journal* - November 22, 2024

[Nanoramic Leases 40,000 SF at 10 Commerce Way in Woburn](#)  
*Boston Real Estate Times* - November 18, 2024

[Cleantech Industry Looks to More Affordable Suburbs](#)  
*Banker & Tradesman* - November 17, 2024

[Anna's Taqueria Brings a Boston Favorite to Woburn](#)  
*The Reading Post* - November 5, 2024

[Local Ensemble Composes Operetta in Honor of Shoebert the Seal](#)  
*WBZ News Radio 1030* - November 2, 2024



**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](mailto:newsbrief@cummings.com).

## Earn Cash for Client Referrals

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**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 Cummings, with a minimum referral bonus of \$1,000!

# First-Class Andover Office Suites

Coming 2025 | 7,600 - 21,000 SF



## 40 Shattuck Road

Enjoy contemporary design and finishes along with on-site amenities, including a fitness center and micro-mart, at Cummings' 40 Shattuck Road property in Andover. Conveniently located within the River Road business district, right off I-93 and just north of I-495, the location is proximate to numerous desirable amenities, including restaurants, hotels, and shopping.

[View Flyer](#)

[View Featured Suites](#)

[Client Directory](#)

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

[Service Call  
Request](#)

[Executive Office  
Suites](#)



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