

BOSTON BUSINESS JOURNAL

IS BOSTON **FUN** YET?

*A year after the city named a 'director of nightlife economy,'
businesses weigh in on what it will take to raise metro Boston's fun quotient.*

BY CASSIE MCGRATH AND HANNAH GREEN, PAGE 14



SPECIAL REPORT

PIVOTAL PEOPLE

*In a tight talent market, every advantage counts, but
many companies are missing the mark with mentors —
a critical tool to fight turnover.*

PAGES 13-21



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READERS GUIDE

▶ ON THE COVER

Corean Reynolds, director of nightlife economy for the city of Boston, on City Hall Plaza. Reynolds aims to address concerns of bars and clubs that serve the city's nightlife scene. Photo by Gary Higgins.

▶ CORRECTIONS

Fair and accurate coverage is at the heart of our mission. We will promptly print corrections of substantive errors. If you believe incorrect or unfair information has appeared in the Boston Business Journal, please contact Executive Editor Doug Banks at dbanks@bizjournals.com



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COMING UP



GEORGE CHURCH

WHO TO MEET

Few in Boston's life sciences industry don't know George Church or a company he's co-founded. We recently sat down with the Harvard genetics professor to discuss his favorite startups, why he prefers to be a co-founder and not a CEO, how woolly mammoths could help fight climate change and more.

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UP FRONT

PRIVATE EQUITY

DEDHAM PE FIRM TO FOCUS ON ENERGY

A recently established private equity firm is looking to make a name for itself in the energy sector through strategic investments.

With an office in Dedham and five employees, Inyarek Partners was founded in April 2023 by Brett Estwanik, Paul Kaboub and Chris Stoeckle. The three partners worked together at Old Ironside Energy, a Waltham investment firm also focused on the energy space.

Inyarek made its formal public announcement this month, despite starting in 2023. With their expertise, the three thought there was enough opportunity in the global transition in the way energy is supplied and consumed to start their own standalone effort. Inyarek's strategy centers on three areas: lower-carbon, non-fossil fuels that are sustainably produced; distributed power, or the idea to install and operate small power-generating units near where they will be used; and the transition value chain, or moving, storing and processing those lower-carbon fuels.

Inyarek is targeting investment opportunities in the \$50 to \$150 million range.

Inyarek's initial investment was to Redtail Renewables, an Indianapolis-based renewable gas developer and operator, in May 2023 and fell under the lower-carbon fuels theme.

Redtail is the only company Inyarek has invested in so far.

—Trajan Warren

Chris Stoeckle, co-founder and partner of Inyarek



BY THE NUMBERS

110

Stores nationally where North Reading-based Brunt Workwear's work boots and shoes are now sold after the previously online-only store launched in brick-and-mortar stores this month.

29

Rite Aid locations set for closure, according to a new court filing, including ones in New Bedford and Revere.

48

Hours that city of Boston residents are allowed to use parking-space savers after shoveling their car out.

\$628M

Estimated size of the budget gap for the MBTA come July 2024.

1.2%

Annual increase in the Mass. real gross state product in Q4, according to MassBenchmarks, compared to 3.3% for the U.S. GDP.

24

Startups to Watch announced this week by BostInno, from such sectors as agtech to consumer goods to toilet technology.



HANNAH'S BREWING CO.

Beermaking equipment is being set up for an opening of Hannah's Brewing Co. in Melrose.

RETAIL ROUNDUP

Melrose gets first brewery

A couple of generations ago, Melrose was still among a dwindling number of dry Massachusetts towns. Now it'll soon have its first craft brewery.

Hannah's Brewing Co., run by two Melrose natives, aims to open around St. Patrick's Day along a stretch of the city's Main Street that includes a Dunkin' and Starbucks as well as independent, old-time businesses in small storefronts.

Melrose has virtually no big-scale commercial activity, but Mayor Jen Grigoraitis, who took office in January, said a business like Hannah's Brewing Co. will benefit local retailers that have struggled since the pandemic with less foot traffic.

The brewery's co-founders are Jason Taggart, who formerly got Boston's Democracy Brewing off the ground, and Mike Snow, who is in music and events planning. Both went to Melrose High School and have played in an

“Change moves too slowly for some, and too quickly for others.”

— JEN GRIGORAITIS, Melrose Mayor

Irish bagpipe band together. Snow served as a business liaison for Democracy Brewing while Taggart was head brewer there. Taggart was previously head brewer at the now-closed John Harvard's Brewery & Ale House in Cambridge.

Hannah's will feature two mainstay beers – a traditional ale and a New England IPA – with another five or six seasonal offerings. The plan is to eventually serve cans for take-out sales, but more broadly, to provide a communal gathering space.

“Breweries as social spaces are great connectors,” Snow said.

Hannah's, at 364 Main St., won't have a kitchen, so

customers can bring food from nearby restaurants. Snow said that's partly because they're more focused on beer than cooking, but also so that “when people come from out of town, they get to experience more of Melrose.”

Mayor Grigoraitis said the permitting process for Hannah's required City Council approval, Planning Board approval for a zoning change, and then City Council approval signing off on the Planning Board's decision. But the city is making strides toward being more business- and development-friendly, she said, acknowledging that the pace is slow.

“Change moves too slowly for some, and too quickly for others,” Grigoraitis said.

Another formerly dry suburb north of Boston, Arlington, is also due to get its first brewery, although Arlington Brewing Co. is still scouting locations to open a permanent space.

—Grant Welker

TRAVEL

DELTA ADDS NONSTOP FLIGHT TO HONOLULU

Delta will begin direct flights between Boston and Honolulu next winter, becoming the second carrier to fly from Logan International Airport and Hawaii.

Hawaiian Airlines is the only one to offer those direct flights today, with flight times of roughly 11 hours and 30 minutes.

Delta will fly between Boston and Honolulu from Nov. 21

through April 30.

Delta is now Boston's biggest carrier, over JetBlue, whose merger with Spirit Airlines was blocked last month by a Massachusetts judge. Spirit announced last week it will add new flights to Charleston; Houston; and Norfolk, Virginia; and restart direct flights to Dallas.

—Grant Welker



GARY HIGGINS | BBJ

Delta planes at Logan Airport. The carrier is adding a new nonstop route from Boston to Honolulu.

UP FRONT

HEALTHCARE

MGB prepares for Dana-Farber divorce

Mass General Brigham has appointed three new leaders to run cancer care at the state's largest health system as it prepares for a separation from the Dana-Farber Cancer Institute.

Dana-Farber announced in September that it would end its decades-long relationship with Brigham to build a new \$1.7 billion, 688,100-square-foot, 300-bed adult inpatient hospital in partnership with Beth Israel Deaconess Medical Center.

In response, MGB is developing a new, systemwide comprehensive cancer service to deliver care, research and education across the system. The full strategy and structure is still being developed, but new leadership appointments for Mass General Brigham Cancer are part of the overall plan, according to a spokesperson.

Dr. Gerard Doherty, who is currently surgeon-in-chief for Brigham and Women's Hospital and surgeon-in-chief for DFCI, will become surgeon-in-chief for Mass General Brigham Cancer. He will continue his role at the Brigham, but will step down from Dana-Farber.

Dr. David Ryan, clinical director of the Mass General Cancer Center, will become physician-in-chief for Mass General Brigham Cancer. He will also serve as chief of the Division of Medical Oncology at BWH and continue to serve as chief of the Division of Hematology-Oncology at MGH.

Dr. Benjamin Ebert, who was the chief of the Division of Medical Oncology at the Brigham, will become director



MASS GENERAL BRIGHAM

of the Dana-Farber medical oncology unit in the Division of Medical Oncology at the Brigham, overseeing the ongoing cancer care at the Dana-Farber Brigham Cancer Center until its expected closure in 2028.

These new roles are in addition to Dr. Daphne Haas-Kogan's appointment as chief of Enterprise Radiation Oncology in November, MGB's first move to restructure its cancer leadership team.

"By establishing clinical leaders in key roles to guide this work, we can operationalize immediate steps to further enhance our high-quality care and patient experience and ensure our ability to continue to retain and recruit the best clinical and research talent in the world," Anne Klibanski, president and CEO of Mass General Brigham wrote in an internal email shared with the Business Journal.

Dr. Gerard Doherty, who is currently surgeon-in-chief for Brigham and Women's Hospital and surgeon-in-chief for DFCI, will become surgeon-in-chief for Mass General Brigham Cancer.

Klibanski also said in order to develop cancer services at Brigham after the separation, MGB will need to expand its infusion and ambulatory space. She said that her team has already identified potential spaces at the Brigham where this could happen, and will flesh out the arrangement as operational planning continues.

"This work is also just one piece of our overall plan to develop the space and facilities necessary to support our clinicians, researchers and patients across our system, particularly on the Brigham campus," Klibanski wrote. "We still have much more work ahead to fully develop our strategy and structure for Mass General Brigham Cancer. However, these important steps allow us to take immediate action on near and intermediate-term clinical and operational areas."

—Cassie McGrath

REMOTE WORK

FIDELITY TO DOUBLE IN-OFFICE MANDATE

Fidelity Investments, one of the largest employers in Boston, said it will require most employees to report to the office 50% of the time, up from 25%, starting in the fall.

According to a memo to workers, Fidelity is calling its U.S. employees who are currently on a hybrid schedule to be in the office two weeks out of every four-week period starting in September. The financial services giant now requires one out of every four weeks to be in-person for such employees.

Asked about the change, a Fidelity spokesperson said in an email to the Business Journal that the policy is an attempt to balance both employee and "business needs."

"Over time, we've seen a steady increase in onsite presence, as well as favorable feedback on the ability to continue to work both onsite and remotely," said a Fidelity spokesperson in an email to the Boston Business Journal this week.

Fidelity has 5,860 employees across Greater Boston.

— Don Seiffert



GARY HIGGINS | BBJ

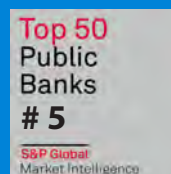
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BEHIND THE LENS



Bladesmith David Singer hammers metal into the rough shape of a knife at his Acton forge.

FORMER SOMMELIER FORGES NEW CRAFT AFTER BURNOUT

STORY AND PHOTOGRAPHY
BY GARY HIGGINS

David Singer is “striking while the iron is hot,” in more ways than one, as he hammers and shapes glowing red steel into the shape of a blade.

The founder and owner of Singer Blade Works in Acton is a former sommelier who lost his love for wine, and began feeling a bit burned out.

While watching a competition on the History Channel called “Forged on Fire,” Singer was captivated by competitor JD Smith, a top blacksmith who taught a bladesmithing course at Massachusetts College of Art and Design in Boston. The Newton resident immediately went online and registered for the class. He started his business in 2019.

Creating hand-forged, pattern-welded Damascus steel culinary knives can take 60 hours to make a single piece.



Pattern-welded steel is created by layering different types of steel, some containing a small amount of nickel. Singer tack-welds steel pieces into a block and places it into a furnace until it is heated to nearly 2,000 degrees Fahrenheit. The red-hot block is removed from the forge

Damascus Steel custom culinary knives handmade by David Singer.

and a pneumatic press is used to shape and stretch the material, completing the forge weld. The elongated molten metal block is hammered by hand with rhythmic, steady blows. The blade is placed back into the furnace numerous times during hammering. Then there are

multiple rounds of tempering, grinding and shaping.

Damascus steel patterns are enhanced by the twisting and stretching of a variety of metals. The manipulated layers are revealed by dipping the blade into diluted ferric chloride and sometimes very high-strength coffee. Because the steel containing nickel in its composite resists the etching more than the steel without the nickel, patterns are created throughout the material, not just the surface.

Most of Singer’s Damascus patterned-steel culinary knives are custom-made to exact dimensions and styles for professional chefs and serious home chefs. A variety of wood and synthetic materials are used for handles.

See more photos of David Singer’s process at Bostonbusinessjournal.com.



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BANKING

Citizens rethinks the role of the branch

Citizens Bank has replaced several of its in-store supermarket branches with interactive teller machines, but says it's still "fully committed to branch banking."

Last month, Citizens Bank closed three branches in Massachusetts and 20 others across the country. Brendan Coughlin, head of consumer banking for Citizens, said that most of these closures are former in-store supermarket locations that the bank has transitioned into an interactive teller machine



Brendan Coughlin

teller machine (ITMs) with virtual assistants.

According to Coughlin, Citizens' branch reductions in Massachusetts over the last five years have almost entirely been in the supermarket space.

Over the last five years, Coughlin said, Citizens has reevaluated its relationships with supermarkets. The bank had significant contracts with several supermarkets – Stop & Shop, Acme Markets and Giant Food, to name a few – but has scaled back in recent years.

Today, the Providence-based bank has 66 in-store supermarket locations throughout its footprint, having closed more than 40 since

2019. Most Citizens locations within supermarkets have been transitioned from a staffed supermarket branch to an ITM location because there is another traditional branch nearby that customers feel more comfortable going to for their more complex banking transactions, according to Coughlin.

The bank, however, isn't giving

up on the idea of the branch entirely. While digital banking is important for customers, and Citizens has invested upward of \$100 million in online and mobile banking technology, a physical presence in the community is what makes a bank successful, Coughlin said.

"We've had to rethink the branch, but we're fully committed to branch

banking," Coughlin said.

Citizens' strategy has been to invest in branches, making them less transaction centers and more advisory centers, Coughlin said.

"Which means the ones that we have, we want them to be more impressive, staffed with higher-quality people, have them be hubs of the community," he said.

INSURANCE

LIBERTY MUTUAL LAYS OFF 250

Liberty Mutual has laid off 250 employees as a part of ongoing restructuring. Of the 250, 85 were located in Massachusetts.

All employees were notified by the end of January of their dismissal. The number is nearly 1.5% of its Massachusetts workforce and 0.5% of its global workforce.

Last year, Liberty Mutual laid off nearly 1,200 employees. Liberty Mutual is the 25th largest employer in the state with 4,718 local workers.



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Liberty Mutual headquarters at 175 Berkeley Street in Back Bay.

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HANNAH GREEN

Covers the life sciences, biotech and medical device industries in Massachusetts.

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BIOTECH

Biogen fights for revenue growth

Revenue from MS drugs continues to shrink due to generic competition

As Biogen Inc. sees another drop in revenue, CEO Christopher Viehbacher said the company is still fighting for that return to “sustainable growth.”

The Cambridge drugmaker reported full-year 2023 revenue of \$9.8 billion in its fourth-quarter earnings last week. Its full-year revenue was \$10.2 billion in 2022 and nearly \$11 billion in 2021.

“We’ve had several years of declining revenue and profit, which is not unusual when you’re dealing with (patents expiring). The question is how do you return to growth,” Viehbacher said in a press call ahead of the earnings call.

The chief executive joined Biogen in November 2022. Since then, Viehbacher has been laying out a



BLOOMBERG

Biogen CEO Christopher Viehbacher has been laying out a new path for the company.

new path for Biogen as the company experienced declining revenue due to competition from generic drugs.

Viehbacher said one of Biogen’s key priorities in 2023 was to reposition away from its “legacy franchise of multiple sclerosis,” where the company is seeing more generic competitors.

For now, multiple sclerosis

products remain the bulk of Biogen’s revenue. These products brought in about \$4.7 billion in the 2023 fiscal year. That’s down from \$5.4 billion in 2022.

But last year, Biogen had four product approvals, which Viehbacher said was the “second highest in the industry.” This include treatments for Alzheimer’s disease, postpartum depression, ALS and Friedreich’s ataxia.

For the year ahead, Biogen predicts total revenue to decline by a low- to mid-single digit percentage.

CFO Michael McDonnell said Biogen had third-party manufacturing revenue in 2023 that he expects to diminish in 2024. McDonnell said the company’s pharmaceutical revenue should be roughly flat year-to-year, accounting for a decline in MS product revenue and an increase from new product launches.

“We’re pulling through the cost savings that we already announced,” Viehbacher said.

NEW HIRE

GV’S NEW GENERAL PARTNER

Anthony Philippakis is the newest general partner at GV, formerly Google Ventures.

Philippakis joined GV in its early days as a venture partner, despite already holding roles as an internal medicine resident, a cardiology fellow and a Ph.D.-trained computational biologist at the Broad Institute of MIT and Harvard.

During his time at GV, Philippakis has been involved with several local biotechs. He partnered with the founders of Foundation Medicine and also played a role in incubating and co-founding portfolio company Verve Therapeutics.

Anthony Philippakis ▼



Learn more and participate:



2024 Women’s Leadership Impact Study

to understand employer’s actions to develop, retain and advance women employees in Massachusetts

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Kirstin Brown Named New President at Northstar Project & Real Estate Services
Northstar Project & Real Estate Services named Kirstin Brown as its new President to lead the firm. Since its inception, she has been an integral part of Northstar, bringing proven leadership, dedication, and a deep alignment with the company's mission. With over 30 years in the real estate industry, Kirstin manages and executes a portfolio of client projects with a combined value of \$2.0B. Kirstin led the development of Northstar's marketing and business development functions and now leads the strategic direction of the firm. Kirstin also leads Northstar's charitable committee, which supports Boston Children's Hospital, Home for Little Wanderers, and Heading Home. She is an active CoreNet Global New England member, where she was on the Board of Directors. She previously served as the Vice Chair of the Executive Committee of the Real Estate & Building Industry Breakfast for United Way.



REAL ESTATE

Promotion



Zoe Weinrobe

2Life Communities
Chief of Real Estate

2Life Communities is pleased to announce the promotion of Zoe Weinrobe to chief of real estate, overseeing a portfolio that has seen unprecedented growth during her seven years with the organization. As director of real estate, Weinrobe led the creation of nearly 400 affordable apartments at 2Life while also overseeing the renovations of 2Life's Golda Meir and Coleman Houses in Newton. In her new role, Weinrobe will expand on her success and lead the organization's real estate development.

EDUCATION

Promotion



Beth Ross

Emmanuel College
President

Beth Ross, Ed.D., was named President of Emmanuel College in January. The appointment follows Dr. Ross's successful six-month tenure as Acting President, during which she steered a strategic course for the college, building on her 23 years of committed service to Emmanuel. "Dr. Beth Ross brings to the presidency a fervent belief in the importance and potential of Emmanuel in its second century," said Margaret L. McKenna, Chair of the Board of Trustees and a 1983 graduate of the college.

INSURANCE

Board of Directors



Thomas Lee

Blue Cross Blue Shield of Massachusetts
Director

Dr. Thomas H. Lee has been elected to the board of directors of Blue Cross Blue Shield of Massachusetts. A cardiologist, author, professor and health care policy expert, Lee is chief medical officer at Press Ganey, the health care improvement consulting firm. Previously he was network president of Partners Healthcare System, the integrated delivery system created by Brigham and Women's and Mass General Hospital in 1994. The organization is now known as Mass General Brigham.

LAW

Promotion



Mark Elefante

Hemenway & Barnes LLP
Managing Partner

Mark Elefante serves as a private fiduciary for family trusts and practices in the areas of real estate and business law. With more than a decade of experience serving as a trustee, Mark works to ensure the goals of individual and family trusts are achieved. He works closely with families to mediate diverse interests and educate the next generation. Mark also represents businesses and nonprofits with acquisitions, financing, permitting, development, leasing, and sale of commercial real estate.

LAW

Promotion



Michael Lambert

Sheehan Phinney
President and Managing Director

Shareholder Michael Lambert has been elected President and Managing Director of the law firm Sheehan Phinney. In this position, Michael also serves as Chair of the Firm's Management Committee. Michael's legal practice includes providing legal counsel and advocacy for businesses and individuals and includes the areas of: employment law; entity formation and governance; disputes between co-owners of businesses; insurance coverage and defense; and contract negotiation, drafting and enforcement.

ARCHITECTURE

New Hire



Paul Szafr

Perkins&Will
Associate Director of Process Architecture and cGMP Design

Paul Szafr joins the Boston studio of Perkins&Will as Associate Director of Process Architecture and cGMP Design. As a licensed architect, he specializes in biopharmaceutical cGMP facility design for clinical research and commercial manufacturing. Paul joins Dr. Jim Levin, in co-leading Perkins&Will's cGMP practice. The expansion of cGMP leadership will strengthen the firm's commitment within local and national markets and enhance capabilities to deliver high quality and value design.

ARCHITECTURE

Promotion



Mee Kim

Associate Vice President

Mee Kim, AIA, LEED AP BD+C, has been promoted to Associate Vice President in the Science + Technology market sector at HGA. A senior project architect, Mee applies her 20 years of working closely with project teams to design integrated research spaces for top-tier higher education clients. Skillfully combining her attention to detail with design thinking, Mee delivers projects that blend performance quality and aesthetic design.

NONPROFIT

New Hire



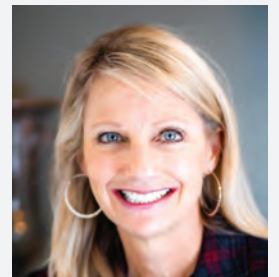
Naila Bolus

The Boston Foundation
Deputy Vice President and Director of the Campaign for a Greater Boston

The Boston Foundation is pleased to welcome Naila Bolus, an experienced nonprofit leader and former CEO of Jumpstart, to TBF in the newly-created role of Deputy Vice President and Director of the Campaign for a Greater Boston. In this new role, Bolus will lead an upcoming campaign to strengthen TBF's endowment, work to expand annual fundraising, and strengthen connections with the region's robust donor community.

NONPROFIT

New Hire



Jody Holt

The Home for Little Wanderers
Chief Finance and Administrative Officer

The Home for Little Wanderers is pleased to announce Jody Holt as the organization's Chief Finance and Administrative Officer. In her new role, Holt will be responsible for driving all financial functions as well as corporate operations and partnering with The Home's leadership team to develop strategic initiatives that align with The Home's mission in creating better, brighter futures for kids.



CASSIE MCGRATH

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HEALTHCARE

DPH: Steward closures 'likely'

Massachusetts Public Health Commissioner Robbie Goldstein said last week that there will "likely" be some "reorganization, reconfiguration, transition and potential closures" among Steward Health Care System's nine Massachusetts hospitals.

No one knows the future of the troubled for-profit hospital chain. Goldstein said at a meeting of the state's Public Health Council that "Steward itself must address its significant financial challenges."

"It must develop a reasonable plan, and relay that plan and a timeline to us, and then work with us to move the process forward," he said. "Right now, we don't know what Steward will do, or what the pathway to a resolution looks like."

Steward has been embroiled in a financial crisis. Its landlord, Medical Properties Trust, claimed it is owed \$50 million. Several vendors



MASS. DPH

Robert Goldstein, commissioner
Mass. Department of Public Health

have filed lawsuits against Steward alleging unpaid bills. However the state has made it clear the for-profit health system will not see a bailout.

Steward previously had told the Business Journal that it obtained financing to keep its Massachusetts

hospitals open in the short term, as it considers transferring ownership of one or more of its nine Massachusetts hospitals. It is still unclear where the financing came from, how long it will last, and if any hospitals will be sold.

Gov. Maura Healey said at the meeting last week that the issues at Steward are an "urgent priority" for her administration. Healey said she's focused on the health and safety of patients who rely on Steward for their healthcare, who she said are "among the most vulnerable in our state."

The Department of Public Health has so far deployed monitors into St. Elizabeth's Medical Center, Good Samaritan Medical Center, Holy Family Hospital - Methuen, Holy Family Hospital - Haverhill, Carney Hospital and Morton Hospital. This week, DPH is expected to have representatives in all of Steward's hospitals, Goldstein said.

HEALTH INSURANCE

POINT32HEALTH TO ACQUIRE WESTERN MASS. HEALTH PLAN

Point32Health, the parent company of Harvard Pilgrim Health Care and Tufts Health Plan, has signed an agreement to acquire Health New England, a nonprofit health plan owned by Baystate Health.

In buying Health New England, Point32Health said it expects to improve product offerings and expand

access to have wider geographic reach.

Health New England, based in Springfield, offers commercial, Medicaid and Medicare plans and serves about 180,000 members



Cain Hayes

in Western Massachusetts. It has about 400 employees. Point32Health, based in Canton, offers plans in Massachusetts, Maine, Connecticut, New Hampshire and Rhode Island. It has over 4,000 employees.

The agreement was approved by the board of directors at Point32Health and the board of trustees at Baystate Health and is now subject to regulatory approvals.



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M&A

Tripadvisor looking for a buyer

Needham-based Tripadvisor Inc. is ready to evaluate takeover proposals.

The travel metasearch firm (Nasdaq: TRIP) said last week that independent directors of its board have formed a special committee "to evaluate any proposals that may be brought forward for a potential transaction, and any alternatives thereto, with regard to Tripadvisor."

TripAdvisor's shares were up around 25% for the week as of last Thursday, with a market capitalization of \$3.7 billion.

Centerview Partners LLC is the special committee's financial advisor for the evaluation process.

The evaluation will include potential transactions "that may arise in the future" after Liberty TripAdvisor Holdings Inc. disclosed its intent to evaluate potential alternatives involving itself and Tripadvisor.

Tripadvisor chairman Gregory



GARY HIGGINS/BBJ

Last year, Tripadvisor made an undisclosed number of job cuts.

Maffei's Liberty TripAdvisor owns 21% of Tripadvisor but has 57% voting control in the company.

Wells Fargo analyst Brian Fitzgerald wrote in a note reported by Seeking Alpha that Tripadvisor may

be worth about \$25 a share or more in a potential takeover, with private equity as the most likely buyer.

"There can be no assurance that any transaction will result from such evaluation," the company said in a release last week. "Tripadvisor does not intend to disclose developments with respect to this matter unless and until such time as the Special Committee and the Board determines that such disclosure is appropriate or necessary, except as required by law or other regulatory requirements."

Last year, Tripadvisor made an undisclosed number of job cuts within its so-called "Core" segment, which includes hotels, cruises, rentals, cars as well as "experiences and dining."

Approximately one year ago, local cybersecurity firm Rapid7 was reportedly exploring a sale after attracting acquisition interest, but no deal news followed.

THEY SAID IT

"AI in 2023 was all about speed and being fast to market. 2024 is going to be all about delivering value."

YAMINI RANGAN, CEO of Cambridge-based marketing software maker HubSpot Inc., on the company's latest earnings call on Feb. 14.





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► THE BIG NUMBER

GARY HIGGINS | BBJ

A new report considers Boston's fiscal future.

\$460M

The estimated amount that the city of Boston will lose out on by fiscal year 2029 because of the decline in the value of office buildings, according to a new Boston Policy Institute report. The report is among the first to put hard numbers on the fiscal fallout faced by the city because of turmoil in the office market.

TOUGH TECH

Somerville proposal withdrawn

Rafi has pulled its plan for a 'tough tech' hub and plans to refile this spring

Boston-based Rafi Properties has withdrawn a zoning proposal that would enable the firm to build taller at its Somernova business campus in Somerville, with plans to refile the measure this spring after more discussions with local officials and residents.

Last year, Rafi proposed replacing Somernova's low-slung structures with five significantly taller buildings totaling nearly 2 million square feet, with a goal of making the property a major hub for climatetech and "tough tech." Organizations like Greentown Labs and MIT's The Engine are already tenants at the 7.5-acre campus, along with small businesses like Aeronaut Brewing Co.

In December, the real estate firm formally put forward a plan to the City Council to change the zoning



ZGF ARCHITECTS

A rendering of the redeveloped Somernova as proposed last year.

in the neighborhood to allow for the estimated \$3.3 billion expansion. But that plan has encountered pushback, including from an arts advocacy group concerned the changes will displace artists in the area.

"The reason for withdrawing is so that we can work with the Union Square Neighborhood Council, city staff and neighbors to revise the proposed Somernova project in

response to comments that have been received," the development team said in a statement.

Tough tech is a catch-all term that describes businesses that are developing technology that involves more expensive or complex equipment than a typical app maker. Real estate leaders are looking to the industry as a partial salve to the steep drop in demand for life science labs.

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L2 Services of Chicago, Boston, and New York, has merged with eDiscovery and litigation support services provider Complete Legal of Kansas City and full-service legal discovery provider Precise Legal of St. Louis. As part of the merger, L2 Services and Precise Legal are now Complete Legal. The new Complete Legal also acquired Frontline Managed Service's eDiscovery Unit to meet the talent demand created by its merger. Eric Singer, L2 Services CEO, becomes the new Complete Legal CEO. The Kansas City office will serve as company headquarters, with full-service hubs in Chicago, New York City and St. Louis, and offices in Boston and Nashville. "This marks a milestone in the legal industry as we integrate into an independently owned, full-service eDiscovery and litigation support powerhouse focused on delivering customer

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value above all else," said Singer, Complete Legal CEO. "We are excited to introduce our collective expertise to the market."

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Isabel Tehan is an Inno reporter who covers innovation and startups in Boston. Email her at itehan@bizjournals.com.



ON A MISSION

Healey creates AI task force
Gov. Maura Healey has signed an executive order to establish an artificial intelligence task force.

The team will study generative AI and other artificial technologies and their impact on the state, higher education, businesses, and Massachusetts residents, according to a news release from the governor's office.

The goal of the task force is to develop recommendations for how Massachusetts can support AI adoption across sectors and industries. Healey is also seeking \$100 million in the upcoming economic development legislation to create an Applied AI Hub for Massachusetts.

The task force will begin work this month, and present final recommendations before the end of 2024.

Gov. Maura Healey's new task force is focused on AI.



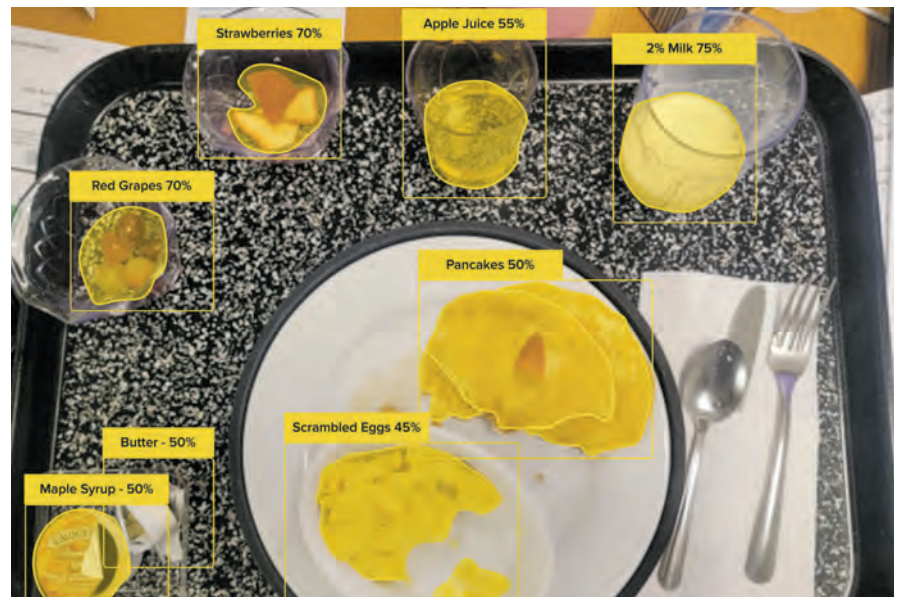
Startup uses AI to address malnutrition in hospitals

Hologram Sciences is using artificial intelligence to enable hospitals to monitor patient nutrition across all levels of care and help improve hospitalization outcomes.

The Boston-based company is developing an AI model for initial clinical use at the Mayo Clinic in Minnesota. Traditionally, tracking food and nutrient consumption has been an offline process that relies on nurses to estimate nutrient consumption just by looking at a meal, said Ian Brady, Hologram Sciences CEO. Nurses typically estimate the overall percentage of the meal consumed, rather than individual items, he said. The AI can estimate the amount of each item eaten, such as if a patient ate 75% of their pancakes, but only 10% of their eggs, giving a more accurate picture of the amount of protein and other nutrients consumed.

The tech relies on nurses taking a photo of the food pre- and post-consumption on a phone connected to an app, which would feed the image to the model that calculates consumption. The model, called NuMLM, has a database of photos of hospital meals, and can estimate the portion of individual items that were or were not consumed.

In most hospitals, nutrient tracking is done only in intensive care units,



HOLOGRAM SCIENCES

An example meal for the Hologram Sciences technology to analyze

said Brady. It's a staffing issue, he said, because there isn't the capacity to have a nurse who can see every patient eat every meal.

"Nurses can't do that for all patients. It's also hard to do if you're not a dietician," he said.

The technology uses registered dietitians in a co-pilot role, he said.

The images in the database have been assessed by RDs, and the model is trained using those assessments to estimate components of new uploaded images.

Risks associated with malnutrition in patients include worse surgical outcomes, longer hospital stays, and readmissions, according to Brady.

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WHO TO MEET



MASSCPAS

Q&A | ZACH DONAH

Taking on accounting's pipeline challenge

The accounting profession faces a dwindling number of new workers as many CPAs are reaching retirement age.

BY TRAJAN WARREN
twarren@bizjournals.com

In his first few weeks as the CEO and president of the Massachusetts Society of Certified Public Accountants, Zach Donah has laid out his plans as the leader of the state's largest society of accountants.

Donah joined MassCPAs as a government affairs specialist in 2013 and served in a variety of roles over the last 11 years, most recently as vice president of advocacy.

When it was announced in May that Donah would succeed Amy Pitter, the organization's CEO for eight years, issues of workforce retention, advocacy, inclusivity and belonging were highlighted

ZACH DONAH

Title: President and CEO, MassCPAs

Age: 35

Residence: Waltham (but born and raised in Holyoke)

Education: degree in sociology and criminal justice from UMass Amherst

as areas that need to be addressed in the accounting profession. For the 19,000 accountants in Massachusetts, and the 11,500 that are members of MassCPAs, Donah said that those issues remain at the forefront of his objectives.

"From my standpoint, coming into the role, I feel pretty fortunate. As an organization, there isn't anything to fix," Donah told the Business Journal. "We've got a great organization, a strong membership and a talented staff. My focus is to continue to work to set our strategic priorities that will build on that foundation to make sure that the society and the accounting profession remain strong and relevant long-term."

The interview has been edited for length and clarity.

What are some of your top priorities starting in this role? Top of mind for both us as an organization and for our members is thinking about how to address some of that talent shortage in the short term and structuring it up to be successful long term as well.

The accounting profession, like most, has some serious pipeline and workforce development challenges. There are fewer people going into the accounting profession than there have been in the past. Seventy-five percent of CPAs reached retirement age in 2020. The Bureau of Labor Statistics estimates that there's about 126,000 projected job openings between now and the end of the decade.

(In) the accounting profession, like a number of professions, despite some progress, women and people of color remain underrepresented. That's especially true for senior leadership roles. So aside from the moral obligations around that, it's a serious business issue and a recruitment and retention issue as well.

Advocacy and public policy is one of the most valuable things that we provide as an organization. Our members have a really unique vantage point as key advisors to both businesses and individuals across the Commonwealth. We have members and clients all over the spectrum. Really harnessing their insights to help public policy and lawmakers make decisions is something that's certainly a top priority for us.

How is MassCPA addressing these priorities? There's a number of different efforts that we have going on. We have a team dedicated toward student engagement. We think about it as a couple of different buckets. One is inspiring the next generation to consider a profession or career in public accounting. Another is supporting them along their way.

We have a number of conference-type programs to really bring professionals in our membership directly into high schools to build awareness. We also partner with Bristol Community College and Middlesex Community College on an innovation pathway and career readiness program ... that allows students to earn college credits.

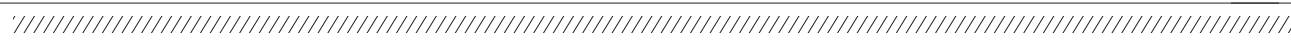
On the retention side for our members, we know through research that we and others have done, if an individual doesn't think that their employer or their profession is inclusive and more equitable, they leave. That's true in the accounting profession.

We did a study with the Institute of Management Accountants a number of years ago and found that one in 10 accounting professionals left the profession altogether as a result of that sort of perception issue or the gap in senior leaders and the staff that they manage understanding around inclusive and equitable workplaces. Certainly more to be done there. But that's a couple things that we're thinking about and working towards.



COVER STORY

IS BOSTON FUN YET?





A year after the city named a 'director of nightlife economy,' businesses weigh in on what it will take to raise metro Boston's fun quotient.

BY CASSIE MCGRATH AND HANNAH GREEN

From longtime complaints about the city's nightlife – or lack thereof – to more recent pandemic challenges, people seem to always be asking: Is Boston actually fun?

Early last calls, a statewide ban on Happy Hour and a dearth of cultural spaces open late all conspire to make Boston better known for higher education and biotech than a good time. Factor in that people are going out less, the high overall costs of Boston and the lingering effects of the global pandemic, and the result is that some of the area's most iconic joints have closed their doors for good: Allston music venue Great Scott and Improv Boston in Cambridge are just two examples.

Still, there are signs of hope. Supper club Grace by Nia brought live jazz and creative entertainment to the Seaport District. The Silhouette Lounge in Allston has returned to vibrancy since the Covid shutdowns. And just across the Charles in Somerville, Duck Duck Goofs is preparing to open as a new comedy venue.

One year ago, the city of Boston named Corean Reynolds its first director of nightlife economy within the Office of Economic Opportunity and Inclusion. Since then, Reynolds says she's learned about the challenges faced by nightlife operators and consumers and she's collaborated with leaders at the city and state level to plan initial projects to liven up the city's late-night scene. Now, she said, she's ready to execute.

The issue isn't just important for bar and restaurant owners. Boston's reputation for fun has a workforce angle too – one that's key to helping alleviate the longstanding struggle local employers face trying to hire workers. Namely, are the city's entertainment offerings enough to keep younger workers interested

Corean Reynolds, director of Nightlife Economy for the city of Boston, in City Hall Plaza.

CONTINUED ON PAGE 16

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and engaged? Or will they choose to move to other cities known for a more vibrant nightlife?

Czar raises the bar

Informally dubbed the “late-night czar,” Reynolds works in City Hall, providing a place for nightlife businesses to take their concerns. She’s held around 290 meetings with over 1,000 constituents representing about 150 organizations with a stake in the nightlife economy, and has connected with elected officials at the city and state level. Her hours are, by necessity, all over the place.

“I could have ... a 10 a.m. meeting with the leadership of the cabinet that I belong in, and then I could have a 10 p.m. meeting at a comedy club,” Reynolds said.

Business owners say the issues impacting nightlife operators range from business costs to accessing liquor licenses and permits.

Entrepreneur Nia Grace, owner of Grace by Nia in the Seaport and other venues, praised Reynolds’s efforts so far.

“(Corean) has done a great job of studying and listening and hearing this,” Grace said. “But I think now is the piece where she is going to aggregate this information and then start to apply it as it makes sense.”

Reynolds said that the Office of Nightlife Economy – which, for now, is a team of one – is now focused on “early interventions” that the city can implement quickly without relying on action at the state level.

Some of the ideas have already been implemented, such as the free saunas on City Hall Plaza that Reynolds helped bring in.

Soon, Bostonians should also be seeing a “blow-up nightclub.” Reynolds said it’s exactly what you’d picture: a bouncy house, but 10 times larger, and with the ability to host events such as kid’s karaoke night. The city plans to offer it up for block parties or community events.

Another idea on the table is extending hours to 3 a.m. Right now, Reynolds said alcohol service and music stops at 2 a.m. and businesses have 30 minutes to get everyone off the premises. An extra “sober hour” would allow a less-rushed departure from venues, she said.

Sarah Leib, general manager of The Silhouette in Allston, said that idea may work for major companies such as Encore, but for local bars such as hers, it makes less sense. It would be hard on bartenders, Leib said, who only get paid \$6.75 an hour and wouldn’t make more in tips, but would have to work later.

All 46,000 nighttime workers in Boston are on Reynolds’ mind, she



Headliner Liz Glazer at a comedy show presented by Duck Duck Goofs and held at Cambridge Community Center.

said. She plans to host an education series for operators and the nightlife workforce that would cover topics like responding to safety incidents.

Last June the city also announced it was building a Nightlife Initiative for a Thriving Economy (NITE) Committee. The plan was to bring on 21 residents, business and civic leaders to work with the city to evaluate existing regulations and policies impacting Boston’s nightlife economy and culture. Reynolds read over 300 applications for the committee and said the team is being finalized.

Reynolds said she hasn’t forgotten the long-game goals in the midst of the day-to-day frenzy. She said the city is pushing the Massachusetts Legislature to get more liquor licenses in Boston. For now, Reynolds is hoping to expand the

use of “underutilized” BYOB licenses. Reynolds said only six operators in the city use it.

Keeping the old, in with the new

A city’s nightlife is only as strong as its local businesses.

Boston’s Seaport district – which has grown from a sparse industrial space to a hub for biotechs and large commercial chains – is relatively new as a tourist destination. But the neighborhood has long needed “homegrown character,” said Nia Grace.

Grace – who calls herself an “experience architect” – opened Grace by Nia in May 2023 and promised to focus equally on great food, drinks and entertainment. Grace by Nia is one of the few places in Boston, let alone the Seaport,

where patrons can enjoy jazz, soul and blues music.

But any local knows that Cambridge and Somerville are just as much a part of the city’s nightlife as downtown, and if you jump on the Red Line to Central Square, you can find another new hotspot: the comedy club Duck Duck Goofs. Opened by Ryan Howe two years ago, Duck Duck Goofs operates out of both the Cambridge Community Center and the Cantab Lounge on Thursday through Saturday. Each show starts with a musician before stand-up comedians take the stage.

“We’re really building a community of supportive people and fostering a next generation of comedians,” Howe said.

And that’s what you feel at Duck Duck Goofs, where community



GARY HIGGINS

center shows have \$4 beers from a cooler. A sign nearby reads, “Get more than one drink at a time, we won’t tell the principal.”

From 2022 to 2023, Howe said Duck Duck Goofs doubled the amount that it paid to local comedians to nearly \$200,000. In March, Howe plans to open his own space in Prospect Hill in Somerville.

While new spaces for art and music are essential, it wouldn’t be Boston without a neighborhood pub where customers could find either their grandfather or a long-lost college roommate. On a corner of Brighton Avenue in Allston sits The Silhouette Lounge, where the paint, stickers and names of patrons from years past on the walls illustrate its decades of history in the area.

Leib, its general manager, said in

order to be the neighborhood bar, you have to embrace the history of space, while keeping up with modern needs. Coming out of the pandemic, The Silhouette relaunched live music and started doing Pinball tournaments on Sundays. They also host events – such as a recent gathering of the Boston Leather Organization Of Dykes – that keep new patrons coming in.

She also put in credit card machines and even lowered the cost of bottled beers when customers complained about a price change.

Businesses need support

Even as businesses bring Boston to life at night, they need support to thrive. Leib said she wants the city to require fewer licenses. For example, she has to pay fees for dart boards, which she said is “just to pay the city something.”

Howe’s business is based in Cambridge, though he did consider opening Duck, Duck Goofs, in Boston. He was halted, however, because it was easier and more affordable to get liquor licenses in Cambridge and Somerville. He said that Boston should consider making liquor licenses more accessible to small businesses.

“The idea of a city is that you can walk to a place where you’re gonna have a great experience culturally,” Howe said, adding that it’s difficult to create these spaces in Boston proper. “It’s really hard to be a young business...you have to be a mega-corporation to start a business.”

Grace said she’d like to see the city leverage its relationship with companies such as Uber and Lyft to get special codes for nightlife workers to get home at affordable prices after public transportation has shut down.

“You know what happens when my team has to leave at 1 o’clock? They’re competing with the people who are leaving the clubs at 1 o’clock. So their surge pricing is triple,” Grace said.

While Reynolds didn’t give specifics on how her office could help with public transportation, she said it was still top of mind.

“Hopefully we will be able to push the needle with our partners at the MBTA, but also look at local solutions,” Reynolds said.

But as for making the city more fun, Howe said it’s getting better.

“I think Boston is becoming more fun, and I think Cambridge and Somerville are becoming more fun,” Howe said. “The main thing is like, the better the public transit is, and the more affordable it is to live here, the more artists will be creating things and then the more people will want to live here.”



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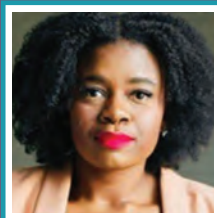


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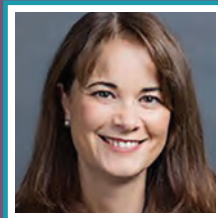
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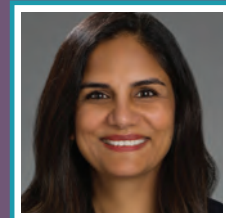
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SPECIAL REPORT

THE HIGH STAKES OF MENTORING

By most measures, The Great Resignation is over. Experts say the tide now is trending toward The Big Stay, where workers are looking for long-term career growth and for employers that can provide it. But new research by *The Business Journals* shows many companies are missing opportunities to attract or retain talent through mentoring – putting them at risk of losing workers in a tight hiring market. In this special feature to complement our Mentoring Monday event on Feb. 26, we look at key ingredients for successful mentoring programs and how to foster a culture where career development is at the forefront.



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WORD FROM OUR SPONSOR



Questrom School of Business

It is with great pleasure and gratitude that I share my thoughts about today's "Mentoring Monday" event. As the presenting sponsor, we at the Questrom School of Business are honored to be part of an occasion that highlights the pivotal role mentors play in shaping careers and lives. This sentiment is especially poignant as I reflect on my journey as a Dean, a marketing practitioner in corporate America, and a consumer behavior scholar.

My career is a testament to the collaborative efforts and mentorship I received along the way. I stand on the shoulders of giants such as Tom Madden and Bill Dillon, mentors who paved the way for my academic dreams.

As we gather to celebrate the significance of mentorship, I'd also like to recognize the invaluable guidance provided by individuals like Jerry Olson, David Mick, Rich Lutz, and Al Silk, who each contributed uniquely to my life and journey. Their teachings, along with the contributions of co-authors, doctoral students, corporate partners, and the unwavering support of family, have played a pivotal role in my success.

My story, and each of your respective stories, reminds us of the interconnectedness of our professional and personal lives, emphasizing the importance of mentorship across disciplines and in all its facets. I, along with my Questrom colleagues, invite you to enjoy today's event and join us in acknowledging and celebrating the mentors who shape our futures and inspire us to embrace risk for greater return.



SUSAN FOURNIER
Allen Questrom Professor and Dean
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 ATN International Inc.
 Axcelis Technologies Inc.
 Barrett Distribution Centers
 Blount Fine Foods
 Bullhorn
 Callahan Construction Managers
 CFGI
 Colantonio Inc.
 Collegium Pharmaceutical Inc.
 Commodore Builders
 Curriculum Associates
 Deciphera Pharmaceuticals Inc.
 Definitive Healthcare Corp.

Dellbrook | JKS
 DemandScience
 Destination XL Group Inc.
 Eliassen Group
 EngageSmart Inc.
 Everbridge Inc.
 Flywire Corp.
 Forward Financing
 Ginkgo Bioworks Holdings Inc.
 Granite City Electric Supply Co. Inc.
 Independent Bank Corp.
 Industrial Logistics Properties Trust
 IntelyCare
 J.Jill Inc.
 Kadant Inc.
 Lantheus Holdings Inc.
 Locus Robotics

Magellan Jets
 MariMed Inc.
 Novanta Inc.
 NWN Carousel
 Progress
 Rapid7 Inc.
 Repligen Corp.
 RoadOne IntermodaLogistics Inc.
 Sarepta Therapeutics Inc.
 Semrush Holdings Inc.
 STAG Industrial Inc.
 TechTarget Inc.
 The RMR Group Inc.
 Thrive
 TransMedics Group Inc.
 UFP Technologies Inc.
 UG2



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MENTORING MONDAY EVENT

When:
Feb. 26

Where:
Westin Copley Place Boston

To register:
Visit <https://bizj.us/1qkl07>

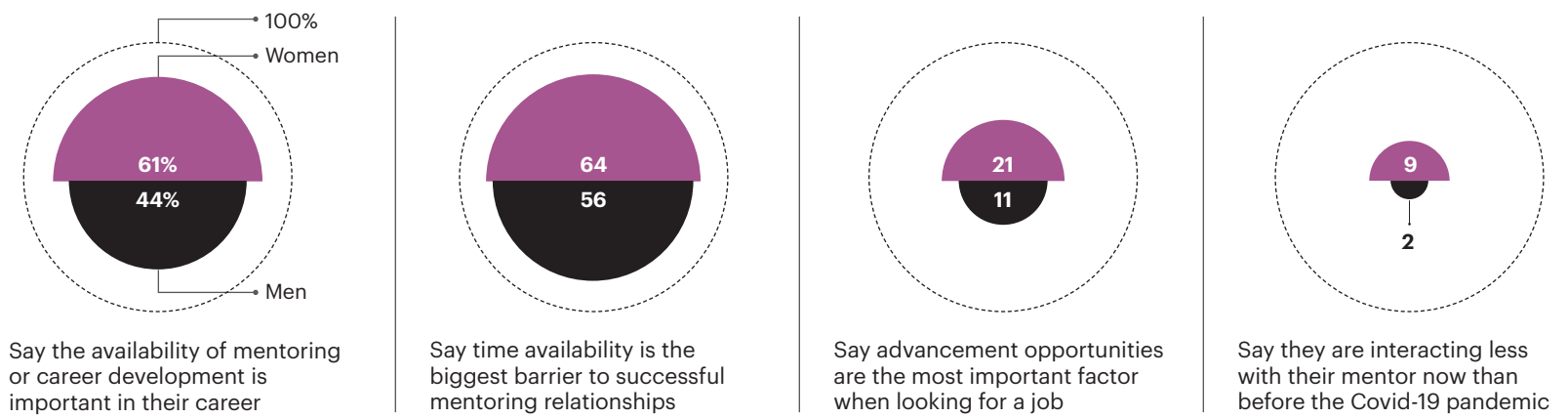
MENTORING MATTERS

New research shows mentoring programs are high stakes for retention and recruitment

An exclusive survey by *The Business Journals* shows what employees want when it comes to mentoring and career development, as well as where many organizations are missing the mark. Here are highlights from the research:

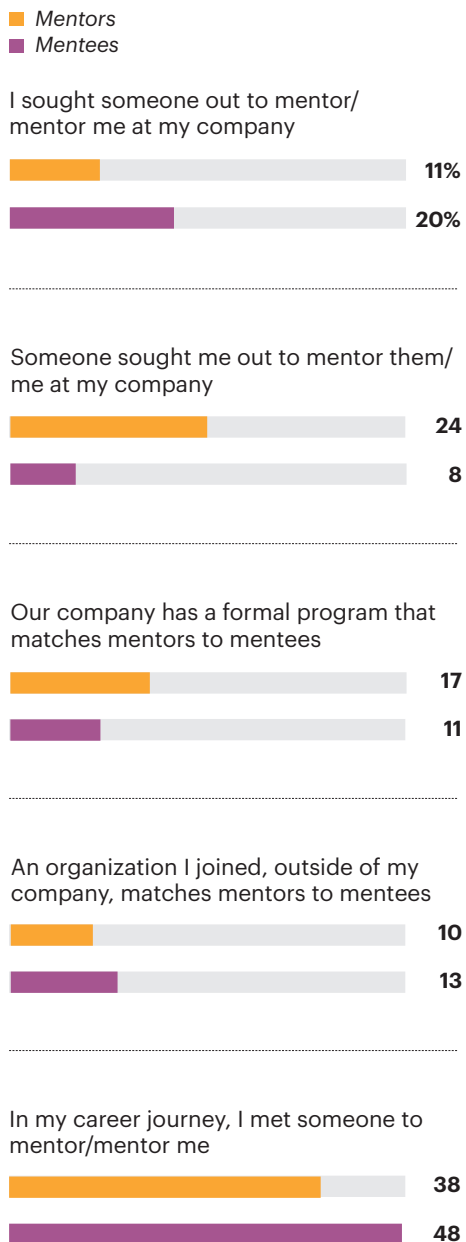
THE GENDER PICTURE

Here's how responses between men and women varied on several questions in the survey



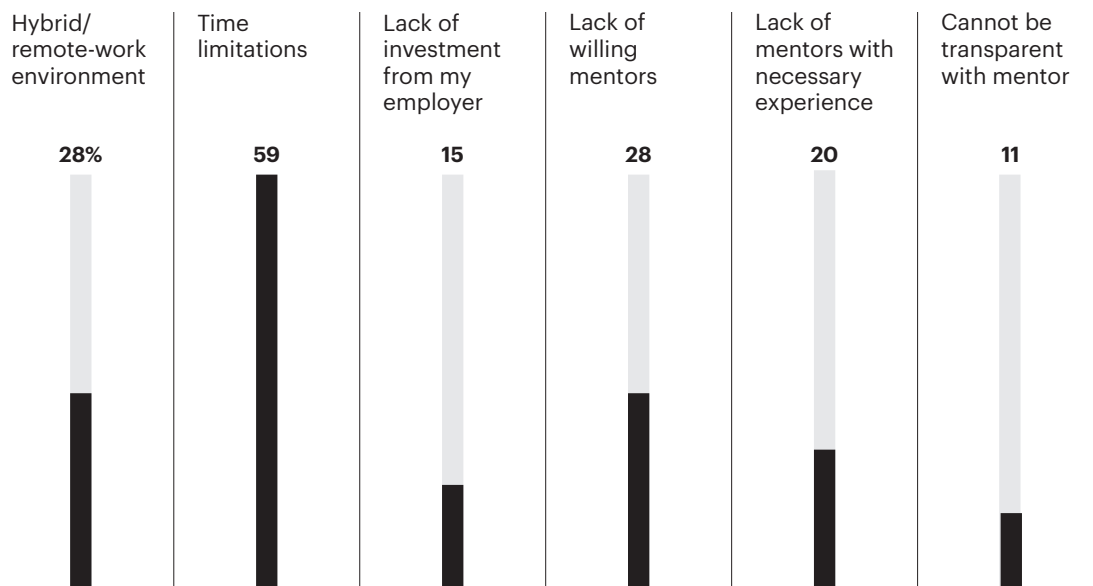
MENTORING SPARKS

Here's how mentors and mentees say their relationships started



WHY MENTORING RELATIONSHIPS FAIL

Respondents were asked to identify some of the top barriers to a successful mentoring relationship

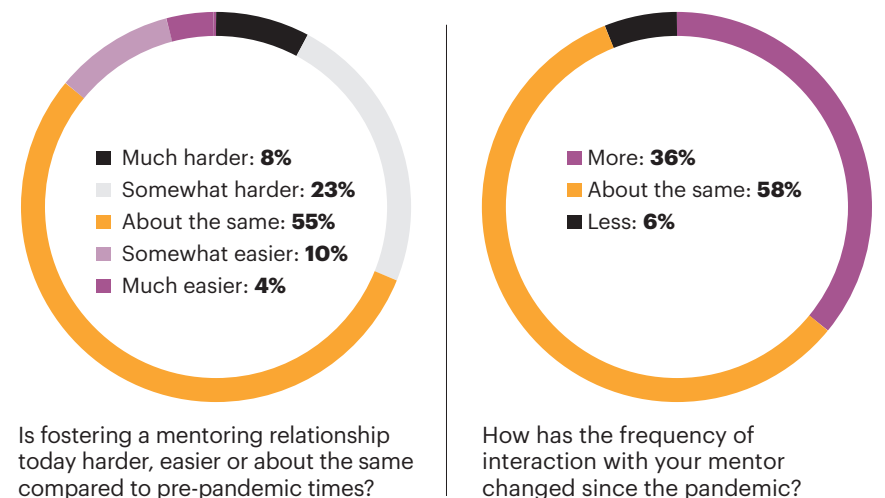


58%
of mentees said having a mentor increased their institutional knowledge and understanding of different areas within their organization

SOURCE:
The Business Journals research

THE PANDEMIC EFFECT

Respondents were asked about the difficulty of fostering a mentoring relationship today compared to before the pandemic



Is fostering a mentoring relationship today harder, easier or about the same compared to pre-pandemic times?

How has the frequency of interaction with your mentor changed since the pandemic?

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Boston Business Journal (2023)

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THE MENTORING MONDAY INTERVIEW

THE MENTOR COLLECTOR

Suzy Welch, this year's Mentoring Monday speaker, on her career journey, tough decisions and the 10-10-10 rule.

Ask Suzy Welch, and she won't sugarcoat it for you: Sometimes you really can't have it all.

It's a sentiment that's hard to believe if you just look at Welch's resume. Welch, a mother of four and the wife of the late Jack Welch, is a best-selling author, professor, "Today" show alum and recognized leadership professor.

From the outside, she looks like a winner. But it's taken decades of drive and sacrifice to come out on top. And work-life balance? It's all about choices, and Welch, in a candid interview, says she refuses to be guilted into being anything less than herself.

From Harvard to journalism

Welch is a self-described mentor collector. And for decades, she says she's worked to absorb lessons like a sponge.

That includes her time at



BY LAUREN OHNESORGE
lohnesorge@bizjournals.com

Harvard University, where Welch, a lifelong writer, developed her journalist chops running the Harvard Crimson five days a week.

When she graduated, the Miami Herald came calling, offering her an opportunity to cover crime before moving her to the business beat, where deciphering balance sheets became daunting. So Welch returned to Harvard, this time to business school.

She took a job with Boston management consulting firm Bain & Co. But finding balance between parenting four kids and excelling in a competitive business was impossible in the early years.

Working was part of her identity, a realization she made after trying to stop working altogether and finding herself "so unhappy I cried." Two-week maternity leaves and overall ambivalence of the industry to what working mothers were facing were just a reality.

And pushing through meant finding a community of working mothers, but also answering tough questions.

"Sometimes those answers are hard," Welch said. "It's not what the family in your ecosystem wants to hear."

She remembers delivering this message to her kids: "I love you very much, but someday you will be gone and I will still be here and I want to have a career and a life after you're gone."

Not everyone loved her choices. But "unless your values are harming somebody ... you have a right to them," she said.

Welch remembers being pregnant, sitting at work and paralyzed by guilt.

"I wanted to stay in business and I wanted to write, but I couldn't travel anymore," she said. "It was just killing my family."

So she took on a role at the




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COURTESY OF SUZY WELCH

Harvard Business Review.

It was 2001 when Welch, by then a single divorced mom, made a decision that changed everything. Being assigned to interview longtime General Electric CEO Jack Welch proved to be the end of her time at HBR – but it opened other opportunities. Instead of just writing about Welch and his retirement from GE, “we met, we fell in love and we blew up our lives and got married.”

But she didn’t stop writing, instead penning multiple books, including “Winning,” with her new husband. She reentered journalism, working at places like the “Today” show. But Jack Welch got sick, and on March 1, 2020, he died.

“Then Covid hit two weeks later, and I went to the woods with my family,” she said. “My intention was never to come out of the woods again.”

Little by little, she rebuilt herself in that cabin.

“I felt called to teach,” she said.

Hear a virtual speech from Suzy Welch at Mentoring Monday

Date: Feb. 26

Time: 2 p.m.

Location:
Glen Sanders Mansion,
Scotia,
New York

To register:
<https://bizj.us/1qkl07>

“I knew a lot. I thought I had a journey that could be helpful to people.”

Welch kept writing books, this time on her own, including “10-10-10,” about decision-making. The idea is, when a decision needs to be made, look at the consequences in 10 minutes, 10 hours and 10 years.

Often people make choices in order to “avoid the 10-minute impact.”

“If you’re always making your decisions by your values, then to the outside world ... you’re going to look very consistent and deliberate, and that’s called adulthood,” Welch said.

Welch took her decision-making mantra to New York University, joining the faculty and focusing on leadership and decision-making.

“Every time a student tells me that my class has really helped them or transformed their career in some way, it’s so gratifying,” she said. “It feels like Christmas Day.” ❧



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T H E L I S T

Compiled by Sean McFadden,
617-316-3232, smcfadden@bizjournals.com

THE LARGEST WOMEN-OWNED BUSINESSES IN MASS.

RANKED BY TOTAL 2023 REVENUE

	Firm/Prior ranked (*unranked in 2023)/ URL	Address Phone	Total 2023 revenue	Mass. employees	Total number of employees	Type of business	Primary woman owner(s)	Woman owner's(s) % of ownership
1	Continental Resources Inc. ① conres.com	175 Middlesex Turnpike, Bedford, MA 01730 781-275-0850	\$432,324,000	153	297	Provider of IT and test equipment products and solutions	Mary Nardella, CEO	51.8%
2	Granite City Electric Supply Co. Inc. ② granitecityelectric.com	19 Quincy Ave., Quincy, MA 02169 617-472-6500	\$323,000,000	300	425	Distributor of electrical supplies and lighting	Phyllis Papani Godwin, CEO; Valia Marsden, Co-owner; Sara Meehan, Co-owner	100%
3	Distributor Corporation of New England (DCNE) ③ dcne.com	767 Eastern Ave., Malden, MA 02148 781-322-8800	\$135,000,000	95	130	HVAC distributor	Nancy Kolligian, Chairman; Michele Kolligian, President, CEO	75%
4	Avedis Zildjian Co. ④ zildjian.com	22 Longwater Drive, Norwell, MA 02061 800-229-8672	\$88,000,000	111	250	Maker of high-performance musical instruments, including cymbals, drumsticks and percussion mallets	Craigie Zildjian, Executive Chair / President; Debbie Zildjian, Member, Board of Directors	100%
5	Atlantic Charter Insurance Co. ⑤ atlanticcharter.com	25 New Chardon St., Boston, MA 02114 617-488-6500	\$68,140,090	68	68	One of the largest writers of workers' compensation insurance in Massachusetts	Linda Sallop, President, CEO	68%
6	Bald Hill Builders ⑧ baldhillbuilders.com	25 Walpole Park South, Walpole, MA 02081 781-806-5951	\$49,650,000	51	51	General contractor and construction management specialist with a focus in planned communities	Brenda Laurenza, President	51%
7	Dole & Bailey ⑥ doleandbailey.com	16 Conn St., Woburn, MA 01801 781-935-1234	\$47,786,434	86	86	Independent food service purveyor / retail supplier / manufacturer	Nancy Matheson-Burns, President, CEO	100%
8	Contexture Inc. ⑩ contextureUSA.com	45 Dan Road, Canton, MA 02021 781-821-0858	\$40,900,000	57	128	Specialty subcontractor, specializing in Division 9 and Division 12 commercial construction products	Brianna Goodwin, President	100%
9	Pro AV Systems Inc. ⑫ proavsi.com	275 Billerica Road, Chelmsford, MA 01824 978-692-5111	\$39,500,000	73	89	Designs and installs audio visual systems in commercial corporate and education markets	Kimberly Bishop, President	51%
10	E.T. & L Corp. ⑨ etlcorp.com	873 Great Road, Stow, MA 01775 978-897-4353	\$36,950,000	70	70	Heavy construction, highways, roads, bridges, landfills, airports, dams, bike paths, site work	Jennie Lee Colosi, President	81%
11	Buyer Advertising Inc. ⑮ buyerads.com	175 Highland Ave., Needham, MA 02494 617-969-4646	\$36,000,000	35	38	Full-service, strategic communications agency specializing in employee & recruitment communications	Marion Buyer, Vice president; Ann Toll, Vice president	66%
12	The Hollister Group Inc. ⑪ hollistergroup.com	28 State St., Suite 2304, Boston, MA 02109 617-654-0200	\$35,156,131	43	53	Staffing consultancy	Kip Hollister, Founder, CEO	100%
13	Kaplan Construction ⑭ kaplanconstructs.com	116 Harvard St., Brookline, MA 02446 617-232-3300	\$33,000,000	38	38	General contractor	Jane Kaplan Peck, COO	54%
14	Halloran Consulting Group ⑬ hallorancg.com	22 Thomson Place, Boston, MA 02210 617-648-7879	\$32,224,483	52	113	Life science consulting firm	Laurie Halloran, CEO	70%
15	Norbella Inc. ⑩ norbella.com	46 Plympton St., Boston, MA 02118 617-542-1040	\$32,000,000	20	20	Full-service media agency	Stephanie Noris, President	100%
16	Travel Leaders Framingham ⑯ travelladers.com/framingham	9 Pleasant St., Framingham, MA 01701 508-879-6110	\$30,000,000	13	13	Full-service travel company	Diane Mullahy, President	100%
17	CommCan Inc. (Commonwealth Cannabis Co.) ⑰ commcan.com	730 Main St., Millis, MA 02054 508-376-2041	\$23,000,000	119	119	Family-owned and operated cannabis company	Ellen Rosenfeld, President	51%
18	Standard Modern Co. ⑫ standardmodern.com	186 Duchaine Blvd., New Bedford, MA 02375 508-586-4300	\$19,000,000	42	46	Full spectrum of printing and creative services	Linda Smith, CEO	100%
19	TransAction Associates Inc. ⑳ transactionassoc.com	5 Wheeling Ave., Woburn, MA 01801 781-895-1100	\$18,600,000	129	132	Full-service transportation company; its Corporate Shuttles' division provides transportation for various companies, hospitals and municipalities	Cynthia Frene, President, CEO	100%
20	ICON Architecture Inc. ㉕ iconarch.com	101 Summer St., Boston, MA 02110 617-451-3333	\$18,500,000	54	55	Architecture firm	Janice Marinello, Managing principal, CFO; Michelle Apigian, Managing principal, Director of ESG ¹	63.8%
21	Solidus Technical Solutions LLC ㉓ solidus-ts.com	17 Forsythia Rd, Leominster, MA 01453 866-765-4387	\$17,931,246	58	84	Engineering and development contract personnel services firm	Darlene Tucker, President	100%
22	HMFH Architects Inc. ㉔ hmfh.com	130 Bishop Allen Drive, Cambridge, MA 02139 617-492-2200	\$17,465,098	50	50	Full-service architectural firm whose services include master planning, campus planning, educational programming, interior and graphic design	Lori Cowles, Principal; Tina Stanislawski, Principal; Erica Metzger, Associate Principal ²	67%
23	The Wagner Law Group ㉔ wagnerlawgroup.com	125 High St., Oliver Street Tower Boston, MA 02110 617-357-5200	\$16,000,000	29	63	Law firm specializing in the areas of ERISA and employee benefits	Marcia Wagner, Founder, managing partner	100%
24	Fennick McCredie Architecture ⑫ fmarchitecture.com	70 Franklin St., Boston, MA 02110 617-350-7900	\$15,059,000	56	56	Design-focused practice committed to creating innovative, enduring architecture that reflects the mission of its clients	Deborah Fennick, Principal	51%
25	Archipelago Strategies Group (ASG) ⑫ discoverag.com	1828 Centre St., West Roxbury, MA 02132 617-419-6989	\$14,772,723	104	124	Full-service marketing agency that specializes in managing integrated, multichannel and multicultural campaigns	Josiane Martinez, Founder, CEO	100%

1 Four women collectively account for the 63.8% ownership share of ICON Architecture.
2 Additional women owners of HMFH include: Suni Dillard, senior associate; and Melissa Greene, senior associate.

► CLOSER LOOK



KIMBERLY BISHOP
President, Pro AV Systems

Kim Bishop, president of Pro AV Systems, has grown the company's workforce to a total of over 80 employees. Prior to starting Pro AV Systems in 2006, Bishop entered the audiovisual market by selling LCD projectors, which were just becoming affordable options in the business market in the late 1990s. She became the top salesperson at a separate education-focused A/V firm. The decision to form Pro AV Systems came after Kim and her husband and co-founder, Les Bishop, realized that New England businesses and schools needed more providers of A/V technology. When Pro AV was launched, the goal was to expand beyond selling products and enter the complete audiovisual design and build business. Pro AV has expanded with office locations in Massachusetts, Maine, and Vermont and covers all six New England states, including the islands of Martha's Vineyard and Nantucket.

ABOUT THE LIST
Information was obtained from participating firm representatives. The list includes Massachusetts-based companies where a woman/women owns/own at least 51% of the business.

WANT TO BE ON THE LIST?
If you wish to be surveyed when The List is next updated, or if you wish to be considered for other Lists, email your contact information to Sean McFadden at smcfadden@bizjournals.com.

NEED A COPY OF THE LIST?
Information for obtaining reprints, web permissions and commemorative plaques can be obtained by contacting Tyler Kenney at 617-316-3211 or tkenney@bizjournals.com.

NOTES: NA - not applicable/not available.

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T H E L I S T

Woman-owned printing company lasts more than 8 decades, defying digital trend

BY GRANT WELKER
gwelker@bizjournals.com

Standard Modern has lasted more than eight decades making brochures, campaign signs and mailers, making it into a fourth generation even as advertising has been upended by the internet.

CEO Linda Smith, whose grandfather founded the business in 1942, attributes the longevity to sticking to the company's specialty, prioritizing workers' well being and appealing to clients as a unionized business.

"We've done a lot of pivoting," Smith said.

While less advertising is done by print these days, for example, Standard Modern is still a go-to business for local candidates running for elected office looking for yard signs, T-shirts, hats or other campaign materials.

"All the things that make your name stand out," Smith said.

The company is a distributor of materials for the national Democratic Party across the



GETTY IMAGES

Northeast, as well as some blue states across the country. And because government contracts still need to be printed, that's remained a steady source of business, Smith said, as has the insurance industry for its marketing materials.

The political piece of the company's business is attracted to Standard Modern's status as a unionized workplace, Smith said. The company has a total of 46 employees, mostly working out of its New Bedford facilities, along with a few remote workers.

"We've done a lot of pivoting."

LINDA SMITH,
Standard Modern CEO

It's those employees whose value has been at the forefront of the company for decades, Smith said. As a specialty company, Standard Modern hires based on fit and less on industry experience – simply because there aren't that many others in the industry.

"We hire on feelings and plan on training them," Smith said, "more than finding someone who has experience in the industry."

Smith wasn't sure herself whether she'd fit in the industry. She went to school for nursing

but her life took her into a company that she had worked for periodically as a child. She's the third generation owner of the business at Standard Modern, while nieces and nephews are adding a fourth generation.

Smith started in design and marketing, and then moved into contract sales, where she said she had a knack for the work. She inherited the business when her father, James Doherty, died in 2001. Doherty's priorities around worker wellbeing were also passed down.

"We've always prioritized that," she said. "We attribute that to my father because he was very, very into that. He was a very kind, giving soul."

The company has persevered despite dramatic industry changes because of what Smith calls a niche market that Standard Modern and relatively few other companies call home. Standard Modern hasn't ventured beyond what works well for it.

"You want to look for the work that fits our model," she said.

HONORING

INTERNATIONAL WOMEN'S DAY & WOMEN'S HISTORY MONTH

MARCH IS

WOMEN'S HISTORY MONTH

On March 29, the Boston Business Journal will highlight women who are driving our workforce forward on the PEOPLE ON THE MOVE Women's History Month page.

To highlight the outstanding women who help drive your business forward, contact Tyler Kenney at tkenney@bizjournals.com or 617-316-3211.

<p>SPACE RESERVATION</p> <p>3/15/24</p>	<p>CONTENT DEADLINE</p> <p>3/18/24</p>
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PEOPLE ON THE MOVE

FOR THE RECORD

Information to build your business

▶ DBA CERTIFICATES

A listing of recent DBA (doing-business-as) certificates, indicating an individual or other entity intends to do business under another name, as filed with the Boston City Clerk's Office.

Dryer Vent Superheroes of Norfolk County, 39 Ethel St., Roslindale 02131

Hypokrites, by Glen Charnonneau, 43 Hobson St., Brighton 02135

Valdez Body Shop, 27 Nay St., E. Boston 02128

Apex Bar and Lounge, 150 State St., Boston 02109

Andreas Cleaning Services, 11 St. Marks Rd., Dorchester 02124

CJS Landscaping, 108 Washington St., Hyde Park 02136

CJS Constructions, 108 Washington St., Hyde Park 02136

Kolby, by Robert Molina, 428 Saratoga St., E. Boston 02128

Notified, 84 State St., Boston 02109

INVT Only, 81 Bowdoin Ave., Dorchester 02121

Baez Family Daycare, by Kathryn Baez Gonzalez, 22 Wentworth Terr., Dorchester 02124

NTE-Runner's Resource, by Ted Norton, 358 Chestnut Hill Ave., Brighton 02134

M.R. Transportation, 392 Columbia Rd., Dorchester 02125

Hilton Boston Park Plaza, 50 Park Plz., Boston 02116

AA Environmental Safe Cleaning, by Elizabeth Moryl, 500 Lincoln St., Allston 02134

Fuse HVAC & Appliance Repair, 56 Russett Rd., W. Roxbury 02132

Polyglottal Intercoastal Institute for Work Development, by Mona Dorsinville, 1166 River St., Hyde Park 02136

Gerard Associates, by Paul Kauranen, 1555 VFW Pkwy., W. Roxbury 02132

Equity Litigation Group, 101 Arch St., Boston 02110

1120 Media Group, 529 Main St., Charlestown 02129

Inspire Neuro Rehab Specialists, 19 Anson St., Jamaica Plain 02130

617 Boston Movers, 215 Condor St., E. Boston 02128

Tiffany Nail Spa, by Son Tran, 9 Washington St., Dorchester 02121

AR Host, 121 F St., S. Boston 02127

Encanto de Cabello Cielo, by Bibeybi Baez, 7 Summer St., W. Roxbury 02132

G-Thirty Unit, 19 River St. Terr., Hyde Park 02136

AER on Newbury, 14 Newbury St., Boston 02116

Collegiate Press Co., 41 High St., Charlestown 02129

Reference Property Management, 61 Boardman St., E. Boston 02128

Sydney the Therapist, 137 Newbury St., Boston 02116

Community Resource Initiative, 529 Main St., Charlestown 02129

Snipes, 2235 Washington St., Roxbury 02119

Dollar General Store #30635, 1248 River St., Hyde Park 02136

Chip City, 97 Causeway St., Boston 02114

McDonald's Restaurant, 146 Tremont St., Boston 02111

McDonald's Restaurant, 718 American Legion Hwy., Roslindale 02131

McDonald's Restaurant, 1650 VFW Pkwy., Roxbury 02132

McDonald's Restaurant, 360 Western Ave., Brighton 02135

McDonald's Restaurant, 540 Commonwealth Ave., Boston 02215

AT&T Authorized Retailer, 366 Broadway, S. Boston 02127

Top of the Hill, by Sean Farrelly, 27 Ledge Hill Rd., W. Roxbury 02132

Sense Thai Massage and Bodywork, 2288 Dorchester Ave., Dorchester 02124

New Moon Global, by Na Hu, 41 Phillips St., Boston 02114

QPadel, by Zaid Alqadi, 1 Charles St., Boston 02116

Lachapel Communications, 373 Centre St., Jamaica Plain 02130

▶ BANKRUPTCIES

A listing of recent bankruptcy petitions, as filed with the U.S. Bankruptcy Court, District of Massachusetts/Boston Division. Chapter 7 filings concern liquidation of assets.

CHAPTER 7

Debtor: Emergency Medical Teaching Services Inc. **Address:** 201 Oak St. 2nd Fl., Pembroke 02359 **Assets:** \$245,051 **Debts:** \$838,142 **Attorney:** Thomas Blatchley **Case No.:** 24-10111 **Date:** 01/19/24

▶ FEDERAL TAX LIENS

A listing of recently filed Boston area federal tax liens, as obtained from the U.S. District Court Clerk's Office.

ESSEX COUNTY

Taxpayer: Deacon Giles Inc. dba Deacon Giles Distillery **Address:** 75 Canal St., Salem 01970 **Lien Amount:** \$14,444 **Tax Type:** (941) **IRS Serial No.:** 485271324 **Record Date:** 01/17/24

Taxpayer: Jina Normil dba Shining Shine Beauty Supply **Address:** 480 Lincoln Ave., Saugus 01906 **Lien Amount:** \$11,186 **Tax Type:** (941) **IRS Serial No.:** 485271624 **Record Date:** 01/17/24

MIDDLESEX COUNTY

Taxpayer: Betterlesson Inc. **Address:** 955 Massachusetts Ave. #300, Cambridge 02139 **Lien Amount:** \$38,549 **Tax Type:** (941) **IRS Serial No.:** 485191724 **Record Date:** 01/16/24

Taxpayer: Craft Beer Initiative LLC dba Craft Beer Cellar **Address:** 87 Leonard St., Belmont 02478 **Lien Amount:** \$39,962 **Tax Type:** (941) **IRS Serial No.:** 485194324 **Record Date:** 01/16/24

Taxpayer: Heart to Heart Homecare Associates Inc. **Address:** 5 Robinhood Rd., Tyngsboro 01879 **Lien Amount:** \$153,275 **Tax Type:** (941) **IRS Serial No.:** 485195024 **Record Date:** 01/17/24

Taxpayer: Render Coffee **Address:** 563 Columbus Ave. #2, Boston 02118 **Lien Amount:** \$22,176 **Tax Type:** (941) **IRS Serial No.:** 485271024 **Record Date:** 01/17/24

Taxpayer: Geraldo M. Da Silva **Address:** 27 Myrtle St., Everett 02149 **Lien Amount:** \$14,205 **Tax Type:** (6672) **IRS Serial No.:** 485268624 **Record Date:** 01/16/24

Taxpayer: BTG International Healthcare Inc.

▶ ABOUT THIS SECTION

READER'S GUIDE

For The Record is a collection of information gathered from the Boston area courthouses, government offices and informational Web sites. We gather these public records so you can build your business.

No matter what business you are in, you can gain a competitive edge by reading the For The Record. Find new and expanding businesses and new customers. Find out the area's commercial and residential hot spots. Find clues about the financial condition of your vendors, customers or competitors.

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DEFINITIONS

Bankruptcies: A listing of recent bankruptcy petitions, as filed with the U.S. Bankruptcy Court, District of Massachusetts/Boston Division. Chapter 7 filings concern liquidation of assets; Chapter 11 filings provide protection from creditors while a business reorganizes

DBA Certificates: A listing of recent DBA (doing-business-as) certificates, indicating an individual or other entity intends to do business under another name, as filed with the Boston City

Clerk's Office; listings cover businesses in Boston and surrounding communities

Federal Tax Liens: A listing of recently filed Boston area federal tax liens, as obtained from the U.S. District Court Clerk's Office

Federal Tax Releases: A listing of Boston area releases of federal tax liens, recorded when the tax payer pays off the lien to the IRS, as obtained from the U.S. District Court Clerk's Office

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State Tax Releases28

Listings for each category may vary from week to week because of information availability and space constraints. (Note: *Indicates listings are not available for this week.)

Minority/Women Businesses: A listing of recent company and/or nonprofit organization certifications by the Supplier Diversity Office, formerly the State Office of Minority and Women Business Assistance

Real Estate Transactions: A listing of recent residential real estate transactions, as obtained from the Registry of Deeds in Suffolk, Essex, Middlesex and Norfolk counties

***Incorporations:** A listing of newly

incorporated businesses, consisting of both new businesses and existing businesses that were formerly unincorporated, as filed with the State Office of Incorporations; listings cover Suffolk, Essex, Middlesex, Norfolk and Plymouth counties

State Tax Liens: A listing of recently filed state tax liens, as obtained from the Registry of Deeds in each county

State Tax Releases: A listing of recent Boston area releases of state tax liens

Book/Page: 69816/337 **File Date:** 01/18/24

Taxpayer: La Esquina Restaurant LLC **Address:** 624 Blue Hill Ave., Dorchester 02121 **Lien Amount:** \$25,095 **Tax Type:** (meals) **Book/Page:** 69816/305 **File Date:** 01/18/24

Taxpayer: Antique Table Food Services Inc. dba Piccolo Piatti **Address:** 5 Crest Ave., Winthrop 02152 **Lien Amount:** \$16,251 **Tax Type:** (meals) **Book/Page:** 69816/315 **File Date:** 01/18/24

Taxpayer: 7 Central Hospitality LLC dba Antique Table dba Antique Table Restaurant **Address:** 176 Winthrop Shore Dr., Winthrop 02152 **Lien Amount:** \$31,030 **Tax Type:** (meals) **Book/Page:** 69816/332 **File Date:** 01/18/24

Taxpayer: Christophers Auto Repair Service Inc. dba Christophers Auto Repair Service **Address:** 89A Veterans Rd., Winthrop 02152 **Lien Amount:** \$16,355 **Tax Type:** (sales) **Book/Page:** 69816/307 **File Date:** 01/18/24

Taxpayer: Four Partners Inc. dba Antonias at the Beach **Address:** 492 Revere Beach Blvd., Revere 02151 **Lien Amount:** \$67,318 **Tax Type:** (meals) **Book/Page:** 69816/311 **File Date:** 01/18/24

Taxpayer: 19 Crest Avenue Food Services Inc. **Address:** 19 Crest Ave., Winthrop 02152 **Lien Amount:** \$12,227 **Tax Type:** (corp./meals) **Book/Page:** 69816/314 **File Date:** 01/18/24

Taxpayer: Luis Perez **Address:** 176 Winthrop Shore Dr., Winthrop 02152 **Lien Amount:** \$12,138 **Tax Type:** (meals) **Book/Page:** 69816/328 **File Date:** 01/18/24

▶ STATE TAX RELEASES

A listing of recent Boston area releases of state tax liens.

BARNSTABLE COUNTY

Taxpayer: Darby's Natural Markets dba OM Organic Market Mashpee dba OM Organic Market Dennisport dba OM Organic Market **Address:** 1 Sweet Fern Ln., Sandwich 02563 **Lien Amount:** \$39,056 **Book/Page:** 36182/236 **File Date:** 01/17/24

MIDDLESEX COUNTY

Taxpayer: Gilson De Souza/ Gold Stone Marble and Granite **Address:** 33 Main St., Framingham 01702 **Lien Amount:** \$12,955 **Book/Page:** 82406/455 **File Date:** 01/18/24

NORFOLK COUNTY

Taxpayer: Idea Painting Co. Inc. **Address:** 93 West St., Medfield 02052 **Lien Amount:** \$20,157 **Book/Page:** 51603/207 **File Date:** 01/17/24

Taxpayer: DAA Restaurant Group LLC dba LA Taqueria **Address:** 3 Hill Park Terr., Randolph 02368 **Lien Amount:** \$75,794 **Book/Page:** 41603/206 **File Date:** 01/17/24

SUFFOLK COUNTY

Taxpayer: Titanium Construction Inc. **Address:** 407 Dudley St. #8, Boston 02119 **Lien Amount:** \$11,685 **Book/Page:** 69816/228 **File Date:** 01/18/24

▶ REAL ESTATE TRANSACTIONS

Information is obtained from the Registry of Deeds in each county.

SUFFOLK COUNTY

Buyer: WR Brucewood LLC **Seller:** 530 VFW Parkway RT and Joan S. Hanna **Address:** 68 Harrison Ave. #600, Boston 02111; 530 VFW Pkwy./70 Brucewood St., W. Roxbury 02132/ID WROX W:20 P:07173 S:000/WROX W:20 P:07175 S:000 **Price:** \$6,718,000

Buyer: Usha Bulusu and Aditya Bulusu **Seller:** 355 Congress Street Trust and Laurence M. Hicks **Address:** 5820 Pine Gate Dr., Saginaw, Mich. 48603; 355 Congress St. #602, Boston 02210/ID CBOS W:06 P:02684 S:024 **Price:** \$2,800,000

Buyer: Jordan K. Sachs and Michelle Sachs **Seller:** Linda M. Sabo RET and Linda M. Sabo **Address:** 300 Pier 4 Blvd. #4J, Boston 02210/ID CBOS W:06 P:02672 S:144 **Price:** \$2,700,000

Buyer: Joseph D. Gallego and Paul D. Hanavan **Seller:** Daniel E. Fine and Amy C. Fine **Address:** 255 Shawmut Ave. #1, Boston 02118/ID CBOS W:03 P:05886 S:002 **Price:** \$1,775,000

Buyer: Ryan M. Sutton and Deanna M. Sutton **Seller:** CPAC Contracting Services Inc. **Address:** 205 Bellevue St., W. Roxbury 02132/ID WROX W:20 P:02441 S:000 **Price:** \$1,760,000

Buyer: Timothy Clifford **Seller:** Linda J. Lerner RET and Linda J. Lerner **Address:** 330 Beacon St. #82, Boston 02116; 324 Beacon St. #82, Boston 02116/ID CBOS W:05 P:03289 S:090 **Price:** \$1,532,500

Buyer: Phyllis P. Meaders **Seller:** Leitch Cathey S Estate and H. J. Leitch **Address:** Coolidge Ct. #Ch #Ch, Boston; 31 Bowdoin St. #Ch, Boston 02114/ID CBOS W:03 P:00038 S:010 **Price:** \$1,468,000

Buyer: BHL LLC **Seller:** Elklex LLC **Address:** 18 Eustis St., Revere 02151; 224 Lexington St., E. Boston 02128/ID EBOS W:01 P:03185 S:000 **Price:** \$1,460,000

Buyer: Mary Grillis Trust and Mary I. Gillis **Seller:** Norman Guadagno and Rachel Guadagno **Address:** 485 Harrison Ave. #35, Boston 02118; 485 Harrison Ave. #3.5-09, Boston 02118/ID CBOS W:03 P:06445 S:056 **Price:** \$1,400,000

Buyer: Zaid F. Bender **Seller:** Debra Mestone **Address:** 100 Landsdowne St. #1801, Cambridge 02139; 144-144A Salem St., Boston 02113/ID CBOS W:03 P:02279 S:000 **Price:** \$1,400,000

Buyer: Janarthanan Someswaranathan **Seller:** Chandler Cazenove LLC **Address:** 28 Arigilla Rd., Andover 01810; 7-11 Ackley Place, Jamaica Plain 02130/ID JAMA W:11 P:02242 S:000 **Price:** \$1,361,000

FOR THE RECORD

Buyer: Chelsea M. Rego and Jeffrey J. Rego
Seller: Little Bear Hm Rentals LLC
Address: 18 Ferrin St., Charlestown 02129/ID CHAR W:02 P:02930 S:000
Price: \$1,300,000

Buyer: Pinwen Chou
Seller: Boston Seaport M1 & 2 Land LLC
Address: 133 Seaport Blvd. #2005, Boston 02210/ID CBOS W:06 P:02642 S:320
Price: \$1,279,000

Buyer: Yuting Kuo
Seller: E. Director Marla
Address: 2430 Beacon St. #202 #202, Boston 02116; 2430 Beacon St. #202, Chickering Hill 02467/ID BRIG W:21 P:02439 S:044
Price: \$1,225,000

Buyer: Real Estate Boston LLC
Seller: Arrowhead Properties LLC
Address: 58 Gainsborough St., Boston 02115; 5 Summer Place, E. Boston 02128/ID EBOS W:01 P:04775 S:000
Price: \$1,200,000

Buyer: Christopher Bowers and Lynnette Bowers
Seller: Margaret M Hoskins RET and Alan R. Hoskins
Address: 3 Lady Slipper Ln., S. Chatham 02659; 80 Broad St. #PH1404, Boston 02110/ID CBOS W:03 P:03990 S:204
Price: \$1,200,000

Buyer: Drumaveg LLC
Seller: JM Investment LLC
Address: 512 Gallivan Blvd. #203, Dorchester 02124; 352 E. 8th St., S. Boston 02127/ID SBOS W:07 P:01389 S:000
Price: \$1,085,000

Buyer: John H. Angel and Jeremy Angel
Seller: James J. Curran
Address: 12 Spring Garden St. #B, Dorchester 02125/ID DORC W:13 P:03186 S:004
Price: \$1,085,000

Buyer: Brian Hickey and Mary Hickey
Seller: Cheryl Wehler
Address: 32 Mayflower Rd., Winchester 01890; 22 Belmont St., Charlestown 02129/ID CHAR W:02 P:01528 S:000
Price: \$1,050,000

Buyer: Farrah Samadi
Seller: KR Development LLC
Address: 132 W. 9th St. #3, Boston 02127; 132 W. 9th St., S. Boston 02127/ID SBOS W:07 P:00307 S:000
Price: \$1,025,000

Buyer: Paul D. Momnie and Shana T. Rakowsky
Seller: Priscilla E Slotnick RET and Priscilla E. Slotnick
Address: 109 Clement Ave., W. Roxbury 02132/ID WROX W:20 P:01640 S:000
Price: \$1,000,000

Buyer: Sean M. Casey and Trenni L. Casey
Seller: Barbara B Jones RET and Barbara B. Jones
Address: 33 N. Bennet St. #3, Boston 02113/ID CBOS W:03 P:02300 S:006
Price: \$975,000

Buyer: Ricardo A. Rodriguez
Seller: First Saratoga LLC
Address: 33 Cedar St., Wellesley Hills 02481; 47 Saratoga St., E. Boston 02128/ID EBOS W:01 P:06021 S:000
Price: \$929,000

Buyer: Ka M. Yu and Chun Ng
Seller: Marion E Ferro RET and Lenora J. Ferro
Address: 69 Sunset Hill Rd., W. Roxbury 02132/ID WROX W:20 P:04341 S:007
Price: \$880,000

Buyer: Lihong Li and Ran Guo
Seller: Lawrence J. Mahoney
Address: 1721 Washington St. #508, Boston 02118/ID CBOS W:09 P:00860 S:092
Price: \$850,000

ESSEX COUNTY
Buyer: Brook Fifty-Seven LLC
Seller: 140 Hilldale LLC
Address: 100 Lake St., Haverhill 01832; 138-140

Hilldale Ave., Haverhill 01832/ID HAVE M:0525 B:00001 L:3
Price: \$2,800,000

Buyer: John A Beccia III RET and John A. Beccia
Seller: Herigate Development LLC
Address: 10 Huntingdon Rd., Lynnfield 01940/ID LYNF M:0021 B:0000 L:1172
Price: \$2,225,000

Buyer: Eric Broadhurst and Sean Nickerson
Seller: Santo Mangano IRT and Carl W. Berger
Address: 33 Pepperell Rd., Brookline, N.H. 03033; 595 Chickering Rd. #1/2/3 et al., N. Andover 01845/ID NAND M:00084 B:00028 L:0001C/NAND M:00084 B:00028 L:0002C/NAND M:00084 B:00028 L:0003C/et al. (4 parcels)
Price: \$2,200,000

Buyer: Danielle Devlin and Patrick Devlin
Seller: North Shore NT and Timothy P. Connell
Address: 44 Nanepashemet St., Marblehead 01945/ID MARB M:0910 B:0013 L:0
Price: \$1,812,500

Buyer: Goldwetha Properties Solutions LLC
Seller: 157-159 Merrimack LLC
Address: 185 Somerset Ave., Winthrop 02152; 157 Merrimack St., Methuen 01844/ID METH M:01113 B:00109Q L:00021
Price: \$1,655,000

Buyer: 39 Merrimack St RT and Vincent P. Helfrich
Seller: 60616 LLC
Address: 39 Merrimack St., Lawrence 01843; 43 Merrimack St., Lawrence 01843/ID LAWR M:0123 B:0000 L:0009
Price: \$1,600,000

Buyer: Neel Shah and Ashima M. Shah
Seller: Liwei Zhou and Weinan Qiu
Address: 22 Powers Rd., Andover 01810/ID ANDO M:00121 B:00039 L:00000
Price: \$1,580,000

Buyer: Elena E. Brousseau
Seller: Charles P Donahue Trust and Charles P. Donahue
Address: 7 Sparrow Ln., Danvers 01923/ID DANV M:006 L:047 P:
Price: \$1,294,900

Buyer: George Bixby and Shelby Steeves
Seller: Richard F. Morse and Seiko O. Morse
Address: 20 Walnut St., Newburyport 01950/ID NEWP M:0060 B:0028 L:0000
Price: \$1,175,000

Buyer: Andrew E. Bourne and Erika G. Bourne
Seller: Danielle L. Devlin and Patrick K. Devlin
Address: 81 W. Shore Dr., Marblehead 01945/ID MARB M:0080 B:0004 L:0
Price: \$1,125,000

Buyer: Gilbert R. Hendry and Jodi L. Hendry
Seller: Samuel Denbo
Address: 18 Aspen Rd., Swampscott 01907/ID SWAM M:0020 B:0353 L:0
Price: \$1,050,000

Buyer: Meredith Branagan and Peter Branagan
Seller: Kristen L. Mahar and Michael J. Mahar
Address: 11 Rawson Hill Rd., Newburyport 01950/ID NEWP M:0040 B:0007 L:0000
Price: \$1,025,000

Buyer: Cangjie Yang and Ron Cheng
Seller: Anton Susiladevy and Anton Mariathanas
Address: 5 Courtney Ln., Andover 01810/ID ANDO M:00083 B:00024 L:00000
Price: \$999,900

Buyer: Alyssa P. Goodson and Eric L. Goodson
Seller: Michael A. Gilbert and Barbara A. Roche
Address: 79 Scotland Rd., Newbury 01951/ID NEWB M:0R44 B:0000 L:00013
Price: \$992,500

Buyer: Rosario Robert and William Robert

Seller: Plum LLC
Address: 113 Rindge Ave., Cambridge 02140; 23 Harbor St., Newburyport 01950/ID NEWP M:0077 B:0009 L:0000
Price: \$984,200

Buyer: Heather Dresser and Colin Gould
Seller: Alyssa P. Goodson and Eric L. Goodson
Address: 19 Jefferson St., Newburyport 01950/ID NEWP M:0068 B:0043 L:0000
Price: \$980,000

Buyer: Maggie Moran
Seller: Meredith Branagan and Peter Branagan
Address: 6 Adams St., Newburyport 01950/ID NEWP M:0068 B:0080A L:0000
Price: \$915,000

Buyer: Loryn Fiori and Vinicius Fiori
Seller: K&J RT and Judith A. Hoover
Address: 118 Herrick Rd., Boxford 01921/ID BOXF M:024 B:003 L:001
Price: \$888,000

Buyer: Adam J. Thompson and Colleen A. Thompson
Seller: Mary E. Cranston
Address: 92 Sandra Ln., N. Andover 01845/ID NAND M:00097 B:00082 L:00000
Price: \$885,000

Buyer: Antoine J. Loreus and Rose K. Loreus
Seller: Jonathan L. Santiago
Address: 2 Birch Hill Dr., Methuen 01844; 44-46 Chester St., Lawrence 01843/ID LAWR M:0119 B:0000 L:0076
Price: \$870,000

Buyer: Todd A. Epstein and Lindsey M. Nally
Seller: 4J Homes LLC
Address: 239-241 Humphrey St. #B, Marblehead 01945/ID MARB M:0013 B:0008 L:0
Price: \$850,000

Buyer: BBD Griffin Avenue LLC
Seller: Alias LLC
Address: 18 Dixey Dr., Middleton 01949; 17 Proctor St., Peabody 01960/ID PEAB M:0076 B:0334
Price: \$830,000

Buyer: Matthew J. O'Neil and Grace M. Hallinan
Seller: Donald Etchison
Address: 26 Herford Rd., Marblehead 01945/ID MARB M:0031 B:0010 L:0
Price: \$785,000

Buyer: Familia Garibaldi and Jessica R. Sanchezziciano
Seller: Alias LLC
Address: 4 Davis Terr., Peabody 01960/ID PEAB M:0076 B:0305
Price: \$770,000

Buyer: Rosa Ferreira and Cristina J. Ferreira
Seller: Robert E. Runge and Kathleen A. Runge
Address: 32 Dracut St. #34, Lawrence 01843; 32-34 Dracut St., Lawrence 01843/ID LAWR M:0118 B:0000 L:0088
Price: \$758,000

Buyer: Emile S. Maroun and Georgette Maroun
Seller: Revive Homes LLC
Address: 10 Thayer St., Methuen 01844; 266 Hampstead St., Methuen 01844/ID METH M:00702 B:00071 L:00020
Price: \$755,000

Buyer: Andrew Mannke and Danielle Mannke
Seller: Daniel D. Donahue and Jane C. Donahue
Address: 94 7 Star Rd., Groveland 01834; 94 Seven Star Rd., Groveland 01834/ID GROV M:13 B:012 L:A
Price: \$750,000

Buyer: Marsela Shukulli and Neviol Shukulli
Seller: Shuk & Spell Properties LLC
Address: 14 Bridge St. #16, Salem 01970; 14/16 Bridge St., Salem 01970/ID SALE M:37 L:0046/SALE M:37 L:0045
Price: \$745,000

Buyer: Mark Guilmain and Pamela Guilmain

Seller: Schofield RT and Tamara M. Schofield
Address: 5 Bartlett Dr., Georgetown 01833/ID GEOR M:0006D B:00000 L:00046
Price: \$739,000

Buyer: Brian M. Munoh and Genesis A. Mundu
Seller: Pepin Nancy A Estate and Vinalisis P. Fernandez
Address: 440 S. Union St., Lawrence 01843/ID LAWR M:0079 B:0000 L:0106
Price: \$730,000

Buyer: Hildo M. De Souza
Seller: Five C Construction LLC
Address: 1 Frost Ave., Methuen 01844/ID METH M:01113 B:00109D L:00002
Price: \$730,000

Buyer: Ariana Giunta and Matthew Salmeri
Seller: Nuttall FT and Christine Midgley
Address: 481 Revere St., Revere 02151; 20 Louis Rd., Peabody 01960/ID PEAB M:0108 B:0327
Price: \$730,000

Buyer: Laura J. Baldwin and Jennifer Sawyer
Seller: Virginia Perkins
Address: 129 Cutler Rd., Hamilton 01936/ID HAMI M:39 B:4
Price: \$715,000

Buyer: James Savage
Seller: Frank A Butler Ret and Patricia Butler
Address: 100 Perkins Row, Topsfield 01983/ID TOPS M:0051 B:0007 L:
Price: \$711,000

Buyer: William G. Gomez and Elida J. Chavez
Seller: Marie L Beauchamp IRT and Leo E. Beauchamp
Address: 18 Linwood St., Lynn 01905/ID LYNN M:039 B:232 L:018
Price: \$710,000

Buyer: Debasree Pal and Prasanta K. Pal
Seller: Loryn Fiori
Address: 30 Spencer Ave., Saugus 01906/ID SAUG M:006-H B:0009 L:0012
Price: \$705,000

Buyer: Julie Carroll and Stephen Coveney
Seller: Carter RT and Erik J. Carter
Address: 66 Hanover St., Newbury 01951/ID NEWB M:0008 B:0000 L:00048
Price: \$705,000

Buyer: Emily Bales and Timothy Speziale
Seller: Sulim Delgado Wolczik and Michael Wolczik
Address: 35 Jackson St., Saugus 01906/ID SAUG M:005-E B:0016 L:0010
Price: \$699,000

Buyer: Alexander FT and Scott Alexander
Seller: Frances Broderick and Kenneth R. Broderick
Address: 134 New Balch St., Beverly 01915/ID BEVE M:0053 B:0284 L:
Price: \$685,000

Buyer: Gluskin 2019 Trust and Gary Gluskin
Seller: Cannon FT and Joseph A. Cannon
Address: 100 Kirkbride Dr. #105-216, Danvers 01923; 100-216 Kirkbride Dr. #105, Danvers 01923/ID DANV M:024 L:022 P:105
Price: \$681,000

Buyer: Julie Sor and John P. Torres
Seller: Constitution Properties LLC
Address: 9 Woodrow Terr., Lynn 01904/ID LYNN M:077 B:063 L:007
Price: \$676,000

Buyer: 28 Fairmount Street LLC
Seller: Fairmount Development LLC
Address: 11 Avon St., Melrose 02176; 28 Fairmount St., Salem 01970/ID SALE M:27 L:0164
Price: \$675,000

Buyer: Nancy Olaniyi
Seller: Constitution Properties LLC
Address: 102 Bartholomew St., Peabody 01960/ID PEAB M:0114 B:0075

Price: \$670,000

Buyer: Karl Smith and Katherine Forbessmith
Seller: Nally FT and Martin J. Nally
Address: 54 Grapevine Rd., Gloucester 01930/ID GLOU M:0076 B:0037 L:0000
Price: \$665,000

Buyer: Jordan Gamache and Angel M. Santiago
Seller: Pamela K. Sears Chamberlain
Address: 30 Williams St., Salem 01970/ID SALE M:35 L:0119
Price: \$656,500

Buyer: Miller FT and Laurene P. Inglese
Seller: Jana Properties LLC
Address: 1 Jana Way #1D, Merrimack 01860; 1 Jana Way #D, Merrimack 01860/ID MERR M:0047 B:0001 L:003-D
Price: \$655,000

Buyer: Yaely G. Morillo
Seller: Nancy Acosta and Alexis Rosario
Address: 55 Dana St. #55A, Lawrence 01843; 55-55A Dana St., Lawrence 01843/ID LAWR M:0160 B:0000 L:0033
Price: \$650,000

Buyer: Katherine Good
Seller: Kimberly Maclaren
Address: 18 Williams St. #1, Salem 01970/ID SALE M:35 L:0124 S:801
Price: \$650,000

Buyer: David A. Cote and Elizabeth R. Cote
Seller: Rosario Robert and William E. Robert
Address: 411 Leominster Rd., Lunenburg 01462; 22 Harbor St., Newburyport 01950/ID NEWP M:0077 B:0045 L:0000
Price: \$620,000

Buyer: Arnold Edelstein and Rosemary Edelstein
Seller: Robinson M. Douglas and Somer L. Pettet
Address: 161 Federal St. #1, Salem 01970/ID SALE M:25 L:0112
Price: \$620,000

Buyer: Darlyn Miranda and Pedro Miranda
Seller: Michelle Gagne
Address: 3 Longwood Ave., Peabody 01960/ID PEAB M:0124 B:0170
Price: \$600,000

Buyer: Corey Groves
Seller: Lori S. Denisco
Address: 82 Webb St. #21, Salem 01970; 82 Webb St. #2L, Salem 01970/ID SALE M:36 L:0470 S:803
Price: \$600,000

MIDDLESEX COUNTY
Buyer: DCKS LLC
Seller: MM II Ventures LLC
Address: 275 Brookline St., Newton 02459/ID NEWT S:82 B:040 L:0015
Price: \$7,100,000

Buyer: Auspicious Property LLC
Seller: 85 Baldpate Hill Road LLC
Address: 85 Baldpate Hill Rd., Newton 02459/ID NEWT S:82 B:025 L:0056
Price: \$6,995,000

Buyer: Edward A. Cogan
Seller: David C. Kaplan and Karyn P. Kaplan
Address: 137 Forest St., Sherborn 01770/ID SHER M:0016 B:0000 L:2
Price: \$4,100,000

Buyer: Phoenix Trust and Josie Z. Elliott
Seller: GAK Group LLC
Address: 20 Bound Brook Rd., Newton 02461/ID NEWT S:83 B:023 L:0010
Price: \$4,000,000

Buyer: Maura C Zimmerman
Seller: Duncan C. Warden and Gail B. Warden
Address: 6 Somerset Place, Weston 02493/ID WEST M:026.0 L:0093 S:052.0
Price: \$3,150,000

Buyer: Matthew Brand 2011 RET and Matthew Brand
Seller: Jeanne Ungerleider
Address: 449 Lowell Ave. #U1, Newton 02460; 28 Monadnock Rd., Chestnut Hill 02467/ID NEWT S:61 B:008 L:0008

Price: \$2,650,000

Buyer: Oluwadamilola Ojutalayo and Ayoyinka Ojutalayo
Seller: JCG Investments LLC
Address: 19 Tarbox Ln., N. Reading 01864/ID NREA M:079.0 B:0000 L:0010.0
Price: \$1,995,000

Buyer: Laurel A. O'Connor
Seller: Conor S. Chamberlain and Teresa Chamberlain
Address: 63 Nehoiden Rd., Waban 02468/ID NEWT S:55 B:016 L:0009
Price: \$1,948,000

Buyer: 6-16 Highland St LLC
Seller: Grace Real Estate LLC
Address: 23 Evergreen Rd., Natick 01760; 6 Highland St., Framingham 01702/ID FRAM M:134 B:74 L:7991 U:000
Price: \$1,930,000

Buyer: Xiangcheng Wang
Seller: Toll Northeast V Corp.
Address: 62 Chamberlain St., Hopkinton 01748/ID HOPK M:0R23 B:0117 L:0
Price: \$1,770,000

Buyer: Alison M. Pappavaseliou and Chris Pappavaseliou
Seller: Alexander H. Asen and Yael Asen
Address: 57 Prescott St. #57A, Somerville 02143; 57A Prescott St. #57A, Somerville 02143/ID SOME M:62 B:B L:22 U:57A
Price: \$1,475,000

Buyer: Samuel L. Raj and Suzanne B. Raj
Seller: Nan C. Kline
Address: 34 Phillips Rd., Sudbury 01776/ID SUDB F:06-00534.
Price: \$1,350,000

Buyer: GSDG 55 Brookline LLC
Seller: Brookline Spencer Trust and Mark Spencer
Address: 189 Wells Ave., Newton 02459; 55 Brookline St., Chestnut Hill 02467/ID NEWT S:82 B:037 L:0057
Price: \$1,300,000

Buyer: West View RT and James C. Barr
Seller: Hongguang Huo and Shu Wang
Address: 5 Cedar Ridge Dr., Bedford 01730; 23 Winchester Dr., Lexington 02420/ID LEXI M:0045 L:000041
Price: \$1,260,000

Buyer: Arun Venkatasubramanian and Kasi Ganga
Seller: Paul J. Quinn
Address: 8 Glenwood Ave., Winchester 01890; 6 Glenwood Ave., Winchester 01890/ID WINC M:014 B:0252 L:0
Price: \$1,260,000

Buyer: Mark A. Medeiros
Seller: 20 Tesla Avenue RT and Paul J. Mcdermott
Address: 20 Tesla Ave., Medford 02155/ID MEDF M:R-05 B:0005
Price: \$1,250,000

Buyer: Nan C. Kline
Seller: Yaffe FT and Monte E. Yaffe
Address: 77 Florence St. #5-308, Chestnut Hill 02467; 77 Florence St. #308S, Chestnut Hill 02467/ID NEWT S:82 B:004 L:0074CA
Price: \$1,243,268

Buyer: Cui F. Xie
Seller: Mary T. Zappulla
Address: 43 Evergreen Ave., Somerville 02145/ID SOME M:59 B:A L:15
Price: \$1,230,000

Buyer: 13 Bradlee Road LLC
Seller: Jonathan Wade RT and Ellen Dubois
Address: 13 Bradlee Rd., Medford 02155/ID MEDF M:L-09 B:0022
Price: \$1,230,000

Buyer: Jennifer Shearer and Michael Shearer
Seller: Thomas J. Fontaine
Address: 23 High St., Newton 02464/ID NEWT S:51 B:008 L:0003A
Price: \$1,200,000

Seller: Meizhen Yang and Wei C. Lin
Address: 13 Laurel St. #U1, Arlington 02476; 53 Malden St., Malden 02148/ID MALD M:038 B:206 L:620
Price: \$1,200,000

Buyer: Tyson Nagler and Molly

FOR THE RECORD

Buyer: Maria C. Pahor and Antonio Vetrano
Seller: Antonio Vetrano Irrevocable Supplemental Needs Trust et al.
Address: 9 Burke St., Peabody 01960; 27 Charnwood Rd., Somerville 02144/ID SOME M:29 B:J L:7
Price: \$800,000

NANTUCKET COUNTY
Buyer: RH 40 Walsh Ack LLC
Seller: Maureen J. Murphy and Eileen P. Murphy
Address: 34 Beech Rd., Brookline 02446; 40 Walsh St., Nantucket 02554/ID NANT M:00029 P:00103
Price: \$2,900,000

Buyer: 1 & 3 Back Street LLC
Seller: 1 & 3 Back Street NT et al.
Address: 91 Washington St., Nantucket 02554; 1/3 Back St., Nantucket 02554/ID NANT M:05514 P:00427/NANT M:00055 P:00348
Price: \$2,900,000

Buyer: 15SR LLC
Seller: 15 Sandsbury Road LLC
Address: 54 E. 92nd St., New York, N.Y. 10128; 15 Sandsbury Rd., Nantucket 02554/ID NANT M:00924 P:00285
Price: \$2,786,666

Buyer: High Tide Investments LLC
Seller: Catherine H. Goldsmith
Address: 1 Lowenstein Dr., Roseland, N.J. 07068; 10 Codfish Park Rd./3 Broadway, Nantucket 02554/ID NANT M:07324 P:00039/NANT M:07324 P:00038
Price: \$2,100,000

Buyer: 13SR LLC
Seller: 13 Sandsbury Road LLC
Address: 54 E. 92nd St., New York, N.Y. 10128; 13 Sandsbury Rd., Nantucket 02554/ID NANT M:00924 P:00284
Price: \$1,393,334

NORFOLK COUNTY
Buyer: NBPIV Constitution LLC
Seller: Constitution Corp.
Address: 401 Edgewater Place #265, Wakefield 01880; 140 Constitution Blvd., Franklin 02038/ID FRAN M:319 L:021
Price: \$17,000,000

Buyer: Timothy Cook and Taylor Cook
Seller: Franklin Nine Wellesley LLC
Address: 26 Yarmouth Rd., Wellesley 02481/ID WELL M:145 R:034 S:
Price: \$5,800,000

Buyer: Rhino 20 Ledin Investors LLC
Seller: Boston Brace International Inc.
Address: 2 International Place #2410, Boston 02110; 20 Ledin Dr., Avon 02322/ID AVON M: 086 B:001 L:016
Price: \$4,250,000

Buyer: Boston Brace International Inc.
Seller: 37 Shuman Avenue LLC
Address: 20 Ledin Dr., Avon 02322; 37 Shuman Ave., Stoughton 02072/ID STOU M:0099 B:0008 L:0000
Price: \$4,250,000

Buyer: Eric Seitz and Margaret E. Corcoran
Seller: Gary G Mueller Trust and Gary G. Mueller
Address: 11 Laurel Rd., Brookline/ID BROO B:421 L:0011 S:0000
Price: \$4,100,000

Buyer: 71-73 Green St LLC
Seller: Jones Barrett S Estate and Randy J. Hampton
Address: 490 Chestnut St., Waban 02468; 71-73 Green St., Brookline 02446/ID BROO B:046 L:0010 S:0000
Price: \$3,430,000

Buyer: 159-163 Morse NT and Tashmoo Realty LLC Tr.
Seller: Morse Street Holdings LLC
Address: 159 Morse St., Norwood 02062/ID NORW M:00015 B:0012B L:00003
Price: \$3,192,000

Buyer: 153 Morse Acde NT and Tashmoo Realty LLC Tr.
Seller: Morse Street Partners LLC
Address: 153 Morse St., Norwood 02062/ID NORW M:00015 B:0012D L:00001
Price: \$2,808,000

Buyer: David J Mintz Trust and David J. Mintz
Seller: 18 Enslin LLC
Address: 18 Enslin Rd., Needham 02492/ID NEED M:014.0 B:0026 L:0000.0
Price: \$2,700,000

Buyer: 16 Clifton Road RT and Angela H. Townsend
Seller: Ashwin E. Rajendra and Julianne K. Bruno
Address: 16 Clifton Rd., Wellesley 02481/ID WELL M:086 R:074 S:
Price: \$2,500,000

Buyer: 71 Harvard Ave LLC
Seller: Jonathan Kurtzman and Debra Kurtzman
Address: 300 Baker Ave. #300, Concord 01742; 71 Harvard Ave., Brookline 02446/ID BROO B:170 L:0036 S:0001
Price: \$2,300,000

Buyer: 197-199 Winchester Street Holdings LLC
Seller: Jennifer W. Chan and Victor C. Chan
Address: 54 Telegraph St., Boston 02127; 197-199 Winchester St., Brookline 02446/ID BROO B:075 L:0022 S:0000
Price: \$2,300,000

Buyer: Michael J. Allen and Melissa K. Allen
Seller: Marc R. Verreault and Anne Y. Herzenberg
Address: 2 Monks Way, Medfield 02052/ID MEDF M:0023 B:0000 L:0082
Price: \$1,850,000

Buyer: James E Hill LT and James E. Hill
Seller: Carl Szczesniak and Katherine Szczesniak
Address: 10 Keeney Pond Rd., Norfolk 02056/ID NORF M:0014 B:0041 L:0099
Price: \$1,850,000

Buyer: Dedham Street LLC
Seller: Douglas L. Smith

Address: 105 Centre St., Dover 02030; 93 Dedham St., Dover 02030/ID DOVE M:0012 B:00049 L:0000
Price: \$1,800,000

Buyer: Linjiao Zhou
Seller: Needhan Enterprises Inc.
Address: 246-248 Hunnewell St. #248, Needham 02494/ID NEED M:096.0 B:0006 L:0000.0
Price: \$1,700,000

Buyer: Jeffrey Pachter and Linda Pachter
Seller: Michael D. Benson and Allison J. Benson
Address: 17908 St. Croix Isle Dr., Tampa, Fla. 33647; 105 Waterman Rd., Canton 02021/ID CANT M:92 P:20
Price: \$1,499,000

Buyer: Rachel Pepe and Matthew Klayman
Seller: Robert Pepe and Michelle Pepe
Address: 56 Eisenhower Dr., Sharon 02067/ID SHAR M:065 B:019 L:000
Price: \$1,400,000

Buyer: Leah Portnow RET and Michael P. Garrity
Seller: Julian I. Gorfajn and Shanna T. Giora Gorfajn
Address: 66 Winchester St. #101, Brookline 02446/ID BROO B:084 L:0029 S:0001
Price: \$1,322,500

Buyer: Victoria D. Rodeschini and Richard F. Rodeschini
Seller: Daniel E. Hagearty and Christa L. Hagearty
Address: 2 Rose Hill Ln., Cohasset 02025/ID COHA M:C5 B:71 L:011
Price: \$1,305,000

Buyer: Donald Jacobs and Paula J. Jacobs
Seller: Supreme Development Inc.
Address: 102 Jefferson St., Dedham 02026/ID DEDH M:0141 L:0105
Price: \$1,300,000

Buyer: Petruzzello Prop. LLC
Seller: Southern New England Conference Association et al.
Address: 21 Eastbrook Rd., Dedham 02026; 410

Washington St., Dedham 02026/ID DEDH M:0108 L:0105
Price: \$1,220,000

Buyer: 10 Ingersoll Road LLC
Seller: Frederick T. Wright
Address: 38 Willow St., Wellesley 02481; 10 Ingersoll Rd., Wellesley 02481/ID WELL M:180 R:001 S:
Price: \$1,200,000

Buyer: Caleb Lathrop and Taylor Lathrop Connors
Seller: Michael Nemetz and Sarah Nemetz
Address: 319 Sherman St., Canton 02021/ID CANT M:27 P:190
Price: \$1,160,000

Buyer: Plaza Holding Corp.
Seller: Nelson Carol A Estate and Todd Sajdak
Address: 73 Truman Rd., Newton 02459; 51 Pilgrim Rd., Needham 02492/ID NEED M:115.0 B:0052 L:0000.0
Price: \$1,100,000

Buyer: Sinead N. Garrity and Michael P. Garrity
Seller: Grillo Builders LLC
Address: 84 N. St., Norfolk 02056; 84 North St., Medfield 02052/ID MEDF M:0042 B:0000 L:0039
Price: \$1,055,000

Buyer: Katie Maretz and Conor Johnson
Seller: Gregory S. Ferreira
Address: 447 Beechwood St., Cohasset 02025/ID COHA M:D10 B:53 L:006
Price: \$1,050,000

Buyer: Matthew Koback and Taylor Koback
Seller: James Gardiner and Alana Stevens
Address: 4 Jackson Cir., Franklin 02038/ID FRAN M:342 L:093
Price: \$1,000,000

Buyer: Maung M. Myint and Khin Nwe
Seller: Yu Guo and Zuchun Li
Address: 54 Grand View Ave., Quincy 02170/ID QUIN M:5189 B:8 L:9
Price: \$930,000

Buyer: Antonio Gelfusa and Maria P. Gelfusa
Seller: Robert Schiavo and Melissa Schiavo
Address: 7 Chestnut St., Hyde Park 02136; 224 York St., Canton 02021/ID CANT M:104 P:17
Price: \$900,000

Buyer: William J. Lane and Karen P. Lane
Seller: Manning Jeanne M Estate and Robert S. Manning
Address: 228 Oak St., Westwood 02090/ID WWOO M:035 B:000 L:231
Price: \$899,900

Buyer: Matthew Mazzie
Seller: James O'Leary and Kathleen M. O'Leary
Address: 237 Front St., Weymouth 02188/ID WEYM M:24 B:321 L:006
Price: \$894,000

Buyer: Anthony Dolan
Seller: Canton Copperworks LLC
Address: 50 Coppersmith Way #401, Canton 02021/ID CANT M:15 P:150
Price: \$869,785

Buyer: Debra M. Schmill and Stuart Schmill
Seller: Kevin B. Mcgonagle
Address: 236 Dedham St., Canton 02021/ID CANT M:32 P:69
Price: \$856,991

Buyer: Daniel Diplacido and Ciarna M. Diplacido
Seller: Jordana T. Boloker and David R. Boloker
Address: 58 High St., Medfield 02052/ID MEDF M:0023 B:0000 L:0061
Price: \$835,000

Buyer: Frazer Construction Corp.
Seller: Charles M. Olsen and Maureen J. Olsen
Address: 198 Milton St. #3, Dedham 02026; 178 Mt. Vernon St., Dedham 02026/ID DEDH M:0126 L:0032
Price: \$825,000

Buyer: Cardenas FT and Socrates Cardenas
Seller: Johannes H. Baumhauer and Christoph B. Baumhauer

Address: 43 Rosemary Rd., Dedham 02026/ID DEDH M:0012 L:0047
Price: \$810,000

BARNSTABLE COUNTY
Buyer: Fox Island Road RT and Alicia L. Fix
Seller: Procel NT and Richard S. Ritzel
Address: 101 Huntington Ave., Boston 02119; 61 Fox Island Rd., Osterville 02655/ID OSTE M:096 L:014
Price: \$11,500,000

Buyer: West & Skaket LLC
Seller: Cape Cod 5 Cents Savings Bank
Address: 155 Federal St. #700, Boston 02110; 19 West Rd., Orleans 02653/ID ORLE M:040.0 B:0005 L:0000.0
Price: \$3,250,000

Buyer: Michael Talbot and Christine Talbot
Seller: Theodore J. Osiecki and Oletta C. Allegranza
Address: 45 Old Farm Rd., E Longmeadow 01028; 138 Pochet Rd., Orleans 02653/ID ORLE M:044.0 B:0013 L:0000.0
Price: \$1,550,000

Buyer: Benjamin Perlo and Joann Perlo
Seller: Marnie Trombi and Nicholas Trombi
Address: 306 Millway, Barnstable 02630/ID BARN M:301 L:012
Price: \$1,525,000

Buyer: Eastward Homes Bus. Trust and Eastward MBT LLC Tr.
Seller: Harwich Town of Falmouth
Address: 155 Crowell Rd., Chatham 02633; 276 Queen Anne Rd., Harwich 02645/ID HARW M:69 P:M1
Price: \$1,505,001

Buyer: Family Dog of MA Inc.
Seller: Wesley F. Medeiros and Michael J. Medeiros
Address: 286 Commercial St., Provincetown 02657; 27 Captain Berties Way, Provincetown 02657/ID PROV M:8-2 P:5
Price: \$1,500,000

Buyer: Jon M. Vanpelt and Heather D. Vanpelt
Seller: Edward J. Kosinski and Deborah M. Kosinski
Address: 48 Meadowview Rd., Groton 01450; 88 Lone Rd., Wellfleet 02667/ID WELL M:028.0 B:0068 L:0000.0
Price: \$1,250,000

Buyer: David Noble and Sarah Noble
Seller: Peggy E. Dummitt
Address: 30 Carman Ave., Sandwich 02563/ID SAND M:0088 B:0148
Price: \$1,250,000

Buyer: Leeann D Cerretani RET and Leeann D. Cerretani
Seller: 195 Shorewood Drive RT and Ethan Schaff
Address: 195 Shorewood Dr., E Falmouth 02536/ID FALM 33 S:05 P:000 L:321
Price: \$1,108,250

Buyer: Courtney Miller and Andrew Wall
Seller: Beach View RT South and Alan F. Delaney
Address: 7 Lilac Way #7104, Marshfield 02050; 122 Oakmont Rd., Yarmouth Port 02675/ID BARN M:349 L:058
Price: \$1,050,000

Buyer: Theodore Osiecki & Oletta Allegranza et al.
Seller: Philip J. Robson and Molly K. Robson
Address: 5964 Pelican Bay Blvd. #424, Naples, Fla. 34108; 47 Maggie Ln., W. Barnstable 02668/ID BARN M:217 L:049
Price: \$1,030,000

Buyer: Adrienne Wincott and Ira Wincott
Seller: Stein FT and Robert Stein
Address: 7 Fairway Dr., Harwich 02645/ID HARW M:70 P:S2-2
Price: \$984,999

Buyer: Kim Sieurin
Seller: David T. Lacorte and Diane C. Lacorte
Address: 424 Monomoscoy Rd., Mashpee 02649; 24 Edgewater Dr. E., E. Falmouth 02536/ID FALM 32 S:11 P:000B L:103
Price: \$980,000


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EDITORIAL

Get serious about making Boston fun

BBJ Boston is known for lots of things: History, healthcare, higher education, financial services and seafood, for starters. But fun? Unfortunately the words “Boston” and “fun” aren’t often found in the same sentence.

It’s been more than a decade since the satirical website *The Onion* roasted our city in a story headlined “Pretty Cute Watching Boston Residents Play Daily Game Of ‘Big City,’” which quotes a (fictitious) New York resident saying, “My favorite part is when those little guys and gals head out to bars on the weekend like they’re experiencing real nightlife!” Since then, there have been plenty of Reddit threads and news stories on the topic of the city’s lacking social scene. In a recent ranking of the Most Fun Cities in America, from online personal finance site

WalletHub, Boston comes in No. 44 – only slightly ahead of Omaha, Nebraska.

Even if you personally don’t care much about the state of Boston’s nightlife scene, you can bet plenty of your employees do – particularly the diverse swath of Millennial and Gen Z workers you need to fill those open jobs at your company. We ought to avoid giving workers one more reason to move to another city beyond our high cost of housing and unreliable transit system. Business leaders have an opportunity to take an interest in helping Corean Reynolds, the city of Boston’s director of nightlife economy, succeed in her goal of changing the narrative around Boston’s social scene. Reynolds has been working for the past year to make the city’s nightlife more vibrant and enticing, and would benefit from the suggestions and

support of local business leaders.

One good place to start is an idea floated by nightclub owner Nia Grace in our cover story this week: Work with the city to leverage its relationship with rideshare companies such as Uber and Lyft to get special codes for nightlife workers, so they can get home at affordable prices after public transportation has shut down. Grace told the Business Journal: “You know what happens when my team has to leave at one o’clock? They’re competing with the people who are leaving the clubs at one o’clock. So their surge pricing is triple.”

The sooner we can grasp how important a vibrant city nightlife is to the region’s workforce development and retention strategy, the sooner we’ll start developing more effective ways to keep younger workers here.

SAM WHITE

Life sciences should fuel climatetech

Gov. Maura Healey was right when she called Massachusetts “the global epicenter” of life sciences last spring. The sector had been booming for years. And although it has seen layoffs recently, “most industry watchers have cautious optimism for 2024,” the Business Journal reported recently.

Being a leader in the space offers tremendous advantages and economic opportunities to our region. But it also comes with a responsibility. In delivering life-saving solutions, the life sciences industry takes an environmental toll – one far worse than many people realize.

“For most industrialized nations, healthcare systems account for nearly 10% of national greenhouse-gas emissions, a higher proportion than either the aviation or shipping industries,” McKinsey reports. And within healthcare, life sciences companies are especially damaging, with emissions two to three times higher than “healthcare delivery organizations” such as hospitals and medical centers.

The global life sciences industry alone is expected to double in size by 2030. Its carbon footprint could easily double with it, unless major action is taken right away. As the industry’s “epicenter,” the Boston



Sam White is CEO of GreenLabs Recycling in Concord.

metro area should lead the way in bringing sustainability to life sciences.

Rather than trying to make all the necessary changes in-house, biotech and biopharma giants have good reason to look for startups with whom they can contract to help them transform their operations and reduce emissions.

Having co-founded Greentown

► WHAT DO YOU THINK?

We want to hear your opinion on the issues you read about in the Boston Business Journal. Submit letters to Editor Doug Banks at dbanks@bizjournals.com.

A few guidelines: Keep it brief and civil and remember to mention the news story you’re writing about. No anonymous letters will be printed, and submissions will be edited.

Labs here in Boston more than a decade ago and watched it grow into the largest climatetech incubator in North America, I’ve seen how powerful partnerships between large companies and climate-focused startups can be.

I joined this space last year as CEO of GreenLabs Recycling, which collects and recycles certain plastics from laboratories (including pipette tip boxes and media bottles) that have mostly been sent to landfills, incinerated, or sent across the country for recycling, adding to emissions from shipping. Our entire recycling system is local, and includes the plastic to manufacture lab products. Another local example is MacroCycle Technologies, which turns media bottles into virgin-grade mPET resins.

There are infinite possibilities for ways to make a dent in the life sciences sector’s environmental impact. In fact, McKinsey estimates that about 60% of emissions for pharma companies “can be abated at near-zero cost by 2040.”

As leaders work to build the future of Boston’s life sciences sector, they should keep this kind of innovation front of mind. The more the region fuels climatetech for “big pharma,” the stronger our ecosystem will be, both financially and environmentally.

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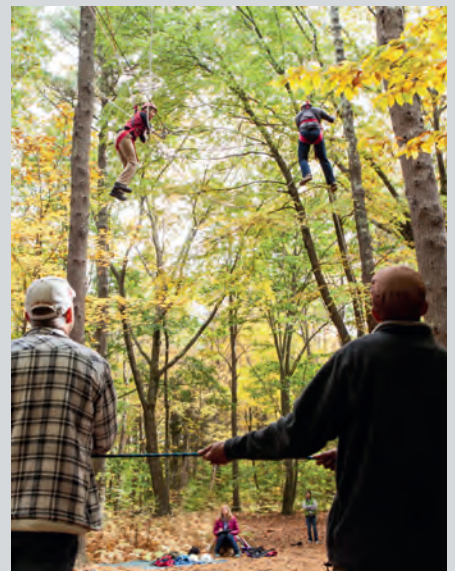
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