

## PARTNERS

Commercial  
Real Estate  
Value-Addvisors

**Address**

Granite Woods Corporate Center  
350 Granite Street  
Braintree, Massachusetts

**Square Footage Leased**

240,000 RSF

**The Company**

Campanelli Companies is a private development company that is located in Braintree, Massachusetts and has developed more than 16 million square feet of property.

**The Challenge**

Campanelli speculatively acquired 350 Granite Street in September 2006. It consisted of two inter-connected Class C data center buildings totaling 167,000 square feet that were built in 1970 and in poor condition. The building required significant work in order to bring it to market as available space for lease.

**The Results**

FHO Partners convinced Campanelli Companies to gut the building and commence with upgrades that included a new base building and landscaping before having a lease commitment. FHO Partners were able to lease the building in its entirety within 12 months to eight different tenants that included Travelers Insurance, Verizon, Top Source and others.

FHO's success was due to a vigorous marketing campaign. Our innovative team approach incorporated with Campanelli's ability to respond quickly were key factors in the success of this project.

