

McCALL & ALMY

REAL ESTATE SOLUTIONS

McCall & Almy Oversees New Lease Agreements for Harvard Pilgrim Health Care

New sites in Massachusetts and New Hampshire chosen to serve growing client bases

BOSTON, Massachusetts – January 16, 2012 – [McCall & Almy](#), a Boston-based commercial real estate brokerage and advisory firm focused on tenant representation and strategic real estate advice, announced today that it has executed two separate leasing agreements for [Harvard Pilgrim Health Care, Inc.](#), a full-service health benefits company. With members located throughout Massachusetts, New Hampshire, Maine, and beyond, Harvard Pilgrim Health Care chose McCall & Almy to identify locations that would best serve existing client needs and create new growth opportunities.

In Massachusetts, McCall & Almy secured a 5-year lease for 4,756 SF at 421 Main Street in Worcester. Located within the historic Harrington Corner building, the facility has been completely renovated to provide a comfortable, modern environment within the 1850 structure. The Worcester location will allow the company to better service its clients in Central Massachusetts. Neil Schneider of McCall & Almy represented Harvard Pilgrim Health Care and was assisted by Will Kelleher of Kelleher & Sadowsky. The landlord, J & M Batista Family LP, was represented by Paul Matt of Kelleher & Sadowsky.

McCall & Almy also managed a corporate relocation for Harvard Pilgrim Health Care, which will move from its existing offices in Bedford, New Hampshire to a new 14,664 SF facility in Manchester, New Hampshire. The highly centralized location at 650 Elm Street offers Harvard Pilgrim Health Care greater proximity to the business community while also reaching a larger population of existing and potential clients. Neil Schneider of McCall & Almy represented the tenant in the 6-year lease agreement, while Tom Farrelly and Sue Ann Johnson of Cushman & Wakefield represented the landlord, JPA Management LLC.

Focused exclusively on tenant representation and strategic planning, McCall & Almy's goal is to align each client's specific real estate needs with its unique business strategy and financial objectives.

"We have worked with McCall & Almy on several lease agreements, and each time their team identifies the best path to an ideal location that suits our space and location needs," said Jim Connolly, manager of real estate for Harvard Pilgrim Health Care.

"Our relationship with Harvard Pilgrim Health Care has enabled us to seek innovative solutions that create opportunities for business growth while enhancing customer service capabilities throughout New England," said Neil Schneider, executive vice president and principal at McCall & Almy.

About McCall & Almy:

Founded in 1990, McCall & Almy is a Boston-based commercial brokerage firm providing trusted real estate advice and services. Focused on tenant representation and strategic real estate planning, McCall & Almy and its clients work together to develop insightful and responsive business solutions. The firm's senior advisors provide real estate analysis and support for a wide range of business sectors and not-for-profit organizations. For more information, please visit www.mccallalmy.com.

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