Retail Leasing
**PROPERTY OVERVIEW**

**Mercantile Center** is the premier mixed-use property in downtown Worcester. It is comprised of two best-in-class office towers at 100 and 120 Front Street containing 642,300 square feet of office and retail space, and a 1,647 space structured parking garage (the “Property”).

<table>
<thead>
<tr>
<th>PROPERTY</th>
<th>RSF</th>
<th>FLOORS</th>
<th>TYPE</th>
</tr>
</thead>
<tbody>
<tr>
<td>100 Front Street</td>
<td>267,800</td>
<td>21</td>
<td>Office</td>
</tr>
<tr>
<td></td>
<td>200,600</td>
<td>2</td>
<td>Mixed-Use</td>
</tr>
<tr>
<td>120 Front Street</td>
<td>161,400</td>
<td>9</td>
<td>Office</td>
</tr>
<tr>
<td>2 Mercantile</td>
<td>12,500</td>
<td>2</td>
<td>Mixed-Use</td>
</tr>
<tr>
<td><strong>Total Office and Mixed-Use</strong></td>
<td><strong>642,300</strong></td>
<td><strong>2</strong></td>
<td></td>
</tr>
<tr>
<td>Commercial Street Garage</td>
<td>1,647 Spaces</td>
<td>5</td>
<td>Parking Garage</td>
</tr>
</tbody>
</table>

The Property was recently purchased by a venture between Franklin Realty Advisors and Great Point Investors. The owner has capital available to:

- Improve 183,000 square feet of vacant space as it is leased
- Fund tenant improvements in 74,600 square feet of space leased to UMass Memorial Health Care
- Complete building façade improvements and entirely renovate the main lobbies of both buildings to a level yet unseen in Worcester
- Make capital repairs to the Commercial Street garage

**Mercantile Center** is part of City Square, a $565 million multi-phased project in the heart of downtown Worcester that represents one of the largest public-private development projects in Massachusetts outside of the Boston Area.

City Square includes:

- Unum Group’s recently completed 214,000 SF LEED Silver office building
- Saint Vincent’s Hospital’s new 66,000 SF cancer center
- DCU Center’s expansion and renovation
- The opening of Quinsigamond Community College’s downtown campus
- More than $25 million in site infrastructure invested by the current developer, the City of Worcester and the Commonwealth of Massachusetts
PROPERTY OVERVIEW

Next in line to complete this massive redevelopment project, and adjacent to Mercantile Center:

- A 158 room AC Hotels by Marriott (1)
- A 550 space underground parking garage funded and constructed by the city (2)
- A 370 unit residential development with 479 parking spaces (3)
- Massachusetts College of Pharmacy and Health Sciences’ ongoing expansion of its downtown campus (4)
MARKET OVERVIEW

<table>
<thead>
<tr>
<th></th>
<th>3 MILE RING</th>
<th>5 MILE RING</th>
<th>10 MILE RING</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population</td>
<td>28.27 SQ/MI</td>
<td>78.53 SQ/MI</td>
<td>3141 SQ/MI</td>
</tr>
<tr>
<td>2014 Total</td>
<td>158,968</td>
<td>235,396</td>
<td>366,435</td>
</tr>
<tr>
<td>Daytime Population</td>
<td>188,174</td>
<td>265,448</td>
<td>390,085</td>
</tr>
<tr>
<td>Households</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td>59,660</td>
<td>88,927</td>
<td>137,828</td>
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<tr>
<td>Average Household</td>
<td>$60,433</td>
<td>$69,289</td>
<td>$81,832</td>
</tr>
</tbody>
</table>

Home to 35,000+ Students

LARGEST AREA EMPLOYERS

DCU CENTER $23M RENOVATION IN 2013
8,800 Worcester Businesses
14.4M SF Office Market 6.7% Vacancy
750 HOTELROOMS

Ted Chryssicas
Executive Managing Director
D 617-772-7261 M 617-308-8100
tchryssicas@ngkf.com

Todd S. Alexander
Managing Director
D 617-772-7263 M 617-455-2027
talexander@ngkf.com

www.ngkf.com
MARKET OVERVIEW

1. Saint Vincent Hospital
2. DCU Center
3. Mechanics Hall
4. Mezcal Tequila Cantina
5. Hilton Garden Inn
6. City Square
7. Hanover Theatre
8. Union Station
9. Via Italian Table
10. Wormtown Brewery
11. Volturno Pizza Napoletano
12. Nuovo Restaurant
13. One Eleven Chop House
DOWNTOWN OVERVIEW

Worcester is located in the heart of Massachusetts and New England. Mercantile Center represents the most exciting mixed-use opportunity to emerge in the city’s on-going and progressive transformation. As the second largest city in the northeast, Worcester has experienced vibrant growth highlighted by an active diverse culture, multi-billion dollar public/private investment, a robust healthcare and biotechnology industry and an abundance of nationally recognized colleges and universities. Mercantile Center stands at the epicenter of the city’s growth and provides a unique opportunity for both office and retail businesses.

Mercantile Center is poised to take advantage of the many assets available in this dynamic and distinct environment:

- A city of iconic buildings and energized leadership
- Thriving downtown that includes office, medical, retail and residential space in the heart of the business district
- Educated workforce drawing from more than 38,000 college students
- Central location among Boston, Springfield, Providence and Hartford, featuring rail, bus and air service
- State-of-the-art telecommunications infrastructure
- Diverse business economy including health care, medical research, life sciences and biotechnology, manufacturing, information technology, financial services and retail
- 65 arts and cultural venues (museums, theater, art galleries), 60 parks, a premier 13,700 seat arena and convention center and a thriving nightlife

Mercantile Center offers its tenant partners an unparalleled level of accessibility, amenities, collaboration and identity. It stands as a gateway to success.
RETAIL SPACE AVAILABLE FOR LEASE
100 FRONT STREET
WORCESTER, MASSACHUSETTS
MercantileWorcester.com

AERIAL OF SITE

Ted Chryssicas
Executive Managing Director
D 617-772-7261  M 617-308-8100
tchryssicas@ngkf.com

Todd S. Alexander
Managing Director
D 617-772-7203  M 617-455-2027
talexander@ngkf.com

www.ngkf.com
RETAIL SPACE AVAILABLE FOR LEASE
100 FRONT STREET
WORCESTER, MASSACHUSETTS
MercantileWorcester.com

ATRIUM AT MERCANTILE CENTER RENDERINGS

Ted Chryssicas
Executive Managing Director
D 617-772-7261  M 617-308-8100
tchryssicas@ngkf.com

Todd S. Alexander
Managing Director
D 617-772-7263  M 617-455-2027
talexander@ngkf.com
www.ngkf.com
COURTYARD AT MERCANTILE CENTER RENDERNING
EXTERIOR RENDERINGS
RETAIL SPACE AVAILABLE FOR LEASE
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MercantileWorcester.com

EXTERIOR RENDERINGS
PROJECT TEAM

EQUITY PARTNER
Great Point Investors LLC: A registered investment advisor since 1998, Great Point’s client for the Mercantile Center transaction is the New England Carpenters Combined Pension and Annuity Funds, an equity partner representing a significant segment of the New England workforce.

DEVELOPER
Franklin Realty Advisors LLC: A regional real estate development and advisory firm with expertise in public/private partnerships and historic preservation projects throughout the northeast.

RETAIL LEASING
Newmark Grubb Knight Frank: A team of strategic and seasoned professionals whose unique approach to retail leasing includes an analysis of each client’s financial, cultural and operational goals.

OFFICE LEASING
Kelleher & Sadowsky: Worcester’s leading commercial leasing company with services including buyer-seller representation, landlord and tenant representation, capital market investment and mortgage brokerage.

ARCHITECTS
SGA: An award-winning full service architectural, planning, interior design, VDC (virtual design and construction) and branded environments firm.

PUBLIC/PRIVATE PARTNERSHIP
Worcester Business Development Corporation (WBDC): A collaboration of public/private partners whose mission is to strengthen the region's position as an economic leader in the Commonwealth through targeted investment and strategic partnerships.