

Developer Sees New Hotel at the Airport

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Manchester property developers Shane Brady and Arthur Sullivan have purchased a three-story, 955 Perimeter Road office building and 35 acres from Lockheed Martin Corp. for \$4.5 million and are in negotiations with several hotel developers who are interested in the site at the edge of Manchester Airport.

"We believe we could see something imminent, for going to a hotel agreement there, which we feel would just enhance the office park," said Arthur Sullivan.

"We would not develop it ourselves, we would be sub-dividing a piece of the land for a hotel," he said. "We've been approached by three different entities who are interested in doing that down there." He said he hopes to reach an agreement in a few weeks.

Brady and Sullivan, who purchased the property through their Airtight II LLC partnership, would need city approval to subdivide the property for a hotel site and the hotel developer would need zoning board of adjustment approval for a special exception to build a hotel. Unlike obtaining a variance, an applicant doesn't have to show hardship to get an special exception. The site plan for the hotel would also need planning board approval.

Brady and Sullivan have hired Cushman and Wakefield, which brokered the building-land sale for Lockheed Martin Corp., to be the leasing agent for the existing 108,533-square-foot, class A building. Slightly less half the building is temporarily leased to Trasscept Inc., a privately held Lockheed Sanders spin-off, and Sullivan said the entire building will be available for lease.

"We feel there is demand in the city for that type of space and in that location with that type of setting," Sullivan said yesterday. "It's an unusual piece, at the airport, but with the amenities of the pond and the wooded areas." There is potential to add additional office or research and developments buildings, adding as much as another 100,000 square feet, he said.

Sullivan said TFMoran of Bedford has been hired to do engineering work for the site. The Airtight II partners mortgaged about \$2.5 million through the First Southern National Bank of Kentucky for their newest venture.

Brady and Sullivan recently rehabilitated the 1228-1230 Elm St. block in downtown Manchester and converted it to first-class office space. 1228 Elm St. is the first building in the city to bear the Brady-Sullivan name. The partners have previously rehabilitated the Waumbec Mill in Manchester's Millyard District, the Wellington Trade Center and the Ramada Inn at Amoskeag Traffic Circle.

Sullivan said 955 Perimeter Road, however, is in excellent condition and will need only minor, cosmetic changes to suit new tenants.

"We would modify it to a particular tenant's needs if we had to, but esthetically it looks good now," he said. Thomas Farrelly, a broker at Cushman and Wakefield in Manchester, said, "This is an attractive acquisition for Brady/Sullivan, who is currently concluding an extremely successful redevelopment of the former New England Telephone building at 1230 Elm Street in downtown Manchester." Farrelly and Cushman and Wakefield brokers Denis Dancoes and Eric Jackson represented Lockheed Martin Corp. in the sale of 955 Perimeter Road, which closed in late June. The property was on the market for nine months.

Farrelly said the large, wooded site's location along the shores of Island Pond will offer recreational opportunities to companies and their employees year round.

"With no new office or R&D construction on the horizon in the Manchester/Bedford area, the building represents one of the few large blocks of available space on the market," Farrelly said. Yesterday's announcement follows by one day Lockheed Martin Corp.'s announcement that it has sold Nashua-based Sanders to BAE Systems North America, a subsidiary of Farnborough, England-based BAE Systems. The \$1.67 billion deal also included Lockheed Martin Aerospace Electronics Systems' units Fairchild Systems and Space Electronics and Communications. U.S. Rep. John E. Sununu responded to the news about Sanders yesterday by issuing the following statement: ". . .It is important that BAE Systems recognize that Sanders' success is driven by its uniquely talented workforce and the ability to respond quickly as our national security needs continue to evolve. Clearly these strengths are best served by a partnership that keeps Sanders' identity, management and infrastructure intact."

Lockheed Martin Corp. also recently sold the former Sanders machining center at 5 Perimeter Road to Precision Grinding and Manufacturing of Rochester, N.Y.