



# EVERYTHING STARTS AT SQUARE ONE

BE A PART OF THE  
PORTLAND SKYLINE.



Retail with outdoor patio availability.



Square One at One Monument Square is a ten-story Class A Office building in the heart of Portland's Central Business District on historic Monument Square. Built in 1970, and completely renovated in 2010, this commanding building has a stunning new lobby, mechanical and elevator upgrades, window replacements, and new restrooms. It is one of Portland's most recognized and attractive high-rise buildings, with the original façade recently resurfaced in Alucobond. Current tenants include Fisher & Phillips, LLC, Professional Disability Associates, UNUM, and Putney, Inc.

New landscaping, signage and lighting frames the new entry facing directly on Monument Square - one of the city's premier locations and home to a bustling weekly farmer's market, a popular outdoor concert series, the city Christmas tree and winter carnival.

## CLASS A OFFICE SPACE and 1<sup>st</sup> FLOOR RETAIL SPACE

AVAILABLE	1st Floor:	4,385 RSF (retail)
	2nd Floor:	1,476 RSF (office)
	3rd Floor:	LEASED
	4th Floor:	LEASED
	5th Floor:	7,842 RSF (office)
	6th Floor:	6,217 RSF (office)
	7th Floor:	12,670 RSF (office)
	8th Floor:	12,670 RSF (office)
	9th Floor:	12,670 RSF (office)
	10th Floor:	12,670 RSF (office)

[SquareOnePortland.com](http://SquareOnePortland.com)

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Local Mission.  
National Vision.

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Local Mission.  
National Vision.

A thought for Sellers, Buyers, Tenants, Landlords, Brokers, Bankers and Attorneys in Commercial Real Estate.

Have you noticed that races are most often won in the turn? Anyone can floor it on the straight-a-way. The best racers position themselves to take the lead in the Turn. It is the same in Commercial Real Estate. The best brokers are able to win highly competitive deals and grow market share by strategically positioning their clients to take advantage as the market turns up, or down. Strategic positioning allows clients to accelerate through the Turn ahead of their competition, particularly when, as now, the market is Turning up!

**How does one accomplish this?**

- **Identify the sweet spot(s) of the market.** Spend quality time to identify the segment of the market that has a need which can be acted on – even in slower times. Focus on those prospects for which your services deliver significant value, such as helping a client accelerate revenue, save income taxes, achieve geographic operational synergies, conserve cash or generally reduce operating costs. Identify, understand and target the segments of the market that are still doing well in spite of the current economic cycle – to generate near-term transactions – while keeping the process going with longer-term prospects for completion at the optimal time.
- **Show the financial impact of solving problems.** Explore how a problem is currently impacting landlords, tenants, lenders, attorneys and investors. Show them how your solution will solve those problems and eliminate a client's negative trend related to operating expenses or vacancy, for example, and accelerate a positive trend. In short, the quantifiable benefits of the solution must be substantially greater than the cost of the solution to enable the stakeholders to endure the cost of making the changes.
- **Demonstrate how to solve the problem better.** Demonstrate in practical terms how your solution is significantly better for your client than a competitive offering being considered – specifically what you can do faster, easier, better and how that will impact real estate holdings. Beyond simply identifying decision criteria, one

must influence the criteria themselves by understanding how the transaction is structured currently and how your solution does it better. This includes using financial analysis, trend analysis and comparable case studies that demonstrate the opportunity for real improvement in key business metrics. In light of our collective natural resistance to change, if your solution is only just a little better, it will not be perceived as worth the time and effort to make the change.

- **Make it easy to succeed.** Design your professional services to be user obvious, or stated otherwise, as easy to understand as possible. In addition, provide relevant resources to clients (landlords, tenants, sellers and buyers alike) to help speed up their learning curve and resolve problematic issues as quickly as possible. A rapid learning curve is critical to success. It is important to help clients accelerate success and then showcase the positive results, so they can see the tangible business value delivered.
- **Precipitating events.** There is often a precipitating event that causes a purchase, sale or lease to occur – sometimes very suddenly. How many times have you witnessed a client that is suddenly aware of a problem, or an opportunity, but does not act quickly enough to develop solutions or take advantage of that opportunity? Too often, events overtake our clients who then endeavor to address the issue with top of mind or simplistic solutions, which are seldom the best answers in such situations. We must stay in touch and in tune with our clients. This enables them to help anticipate, plan for, and successfully implement solutions to such situations. By doing so, we add critical value (knowledge, perspective, networking, etc.) to each situation and help our clients accelerate through the turn.

If you are a tenant, landlord, owner, banker, attorney or investor and would like to discuss the changing Commercial Real Estate Environment in Maine, please contact me.

**Best wishes in winning the race through this Turn.**



**PRIME RETAIL**  
*Mill Creek Business District / South Portland, ME*

**Available:** 2,136 - 6,467 RSF Retail Space (subdividable)  
Ground Lease Opportunity - fronting on Waterman Drive

**Lease Rate:** \$15 RSF NNN (Retail Space)

Located in the Shaw's Plaza with excellent access via a traffic signal on Waterman Drive (just off the Casco Bay Bridge) and an additional entrance on Market Street. Traffic counts exceed 25,000/day. Other Center tenants are Shaw's, Bangor Savings, Family Dollar Store, Sherwin Williams, McDonalds, Anytime Fitness -- and more.



**188 STATE STREET - PORTLAND**  
*Office Space/ Entire 4TH Floor/ For Lease*

**Available:** 3,800± RSF  
Very functional space

**Lease Rate:** \$ \$11.50 RSF NNN

Located in Longfellow Square, 188 State Street is a four-story Office & Retail building. The 4th floor suite is available for sublease and consists of multiple offices, cubicle area, two bathrooms in the suite, conference room, kitchennette and elevator access. First floor restaurant tenants are LFK and Pai Men Miyake.



**PARAGON**  
MANAGEMENT

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**Paragon Management** is a natural, synergistic extension of Paragon Commercial Real Estate that greatly benefits our clients.

We are a locally-owned commercial property management company with decades of experience in customized property and asset management services. We provide accounting and financial recordkeeping, market studies, renovation and construction management, property tax review, lease renewals, NNN and CAM reconciliations and presentations, cost segregation studies, income tax return preparation, financing and refinancing, preparation of assets for sale, proforma budget projections, preferred vendor contract rates and more.

Superior property management is the proactive and strategic pursuit of an owner's social, physical and financial goals, from development or acquisition through the administration and disposition of a property or portfolio. Our clients can count on superior financial performance, improved property value and careful expense and liability control through CPA supervised financials, bulk purchase discounts, vendor relationships and loyalty.

Our President, Drew Swenson, is a CPA and was a senior partner for many years with the New England Accounting Firm, Berry Dunn McNeil & Parker, where he directed the real estate, construction and hospitality departments. Prior to that, he directed the Real Estate Tax Practice for the six KPMG New England Offices. He has specialized for over 25 years in real estate taxation, management, syndication, development, financing, tax planning and strategic real estate consulting, working with hundreds of real estate clients throughout the United States. Mr. Swenson brings all of his skills to every client's portfolio.





**DOWNTOWN PORTLAND - ONE MONUMENT WAY**  
*Retail/Restaurant / Take Over Business and/or Lease Space*

**Available:** LEASED  
**Lease Rate:** \$22 RSF MG 1st Floor  
\$6 RSF MG Basement - production/storage space

Foleys Bakery space available for lease with option of buying bakery business as well. This is a popular bakery offering high-quality pastries at a great Monument Square location in the heart of Portland CBD. Within walking distance to Old Port, Waterfront, and Arts & Financial Districts.



**PRIME COOK'S CORNER RETAIL SITE**  
*Free-Standing Turn-Key Restaurant / Brunswick, Maine*

**Available:** 3,200 SF - expandable to 9,000± RSF  
On 1.94 Acres  
**Sale Price:** \$695,000

Turn-Key Restaurant FF&E Included or Redevelopment Opportunity for retail, restaurant, bank, office or service use. Located in Brunswick's Cook's Corner retail neighborhood, directly across the street from Walmart and Lowes. Rare opportunity to acquire a freestanding building below replacement cost in the area's retail hub.



**COOKS CORNER - 232 BATH ROAD - BRUNSWICK**  
*Lease / Retail/Restaurant / Former Wendy's*

**Available:** 3,056 RSF - 1.34 Acres  
**Rate:** \$75,000 Ground Lease

Prime retail/restaurant site located in the center of Brunswick's busiest retail corridor. Walmart and Lowes are the region's largest anchors, and both are located directly behind this property whose road frontage and street visibility offer a dominant presence in the market. This is a rare free-standing opportunity in a mature, highly sought-after retail market.



**Office Space in LIBERTY MUTUAL OFFICE COMPLEX**  
*1775 Lisbon Street / Lewiston, Maine*

**Available:** 15,001 RSF Available  
8,000 RSF **LEASED**  
**Lease Rate:** \$15 - \$19 RSF Gross

This property is a sprawling 90.1± acre site on well-known Lisbon Street in Lewiston, Maine. The site is the home of Liberty Mutual's 104,810 SF Maine Headquarters. The space for lease is open floor-plan office space and is subdividable. Located less than 2 miles from Exit 80 of the Maine Turnpike.



**ONE PORTLAND SQUARE**  
*Class A Office / Portland, Maine*

**Available:** **FULLY LEASED**

Beautiful corner views from these Class A office suites of prestigious One Portland Square. This property offers beautiful finishes, on-site amenities such as security and management, parking, views, a high-profile tenant mix and excellent visibility—in the center of Portland's Business District. Anchored by TD Bank; other recent leases include Government Services Administration 15,660 RSF, H.M. Payson 13,810 RSF; Low Income Housing Corp. 3,684 RSF.



**TWO PORTLAND SQUARE**  
*Class A Office / Portland, Maine*

**Available:** 2,549 RSF - 7th Floor - Last remaining space  
**Lease Rate:** \$23 - \$27 RSF MG

This property offers first class finishes, on-site amenities such as security and management, surface parking lot, views, a high profile tenant mix and excellent visibility—all in the heart of Portland's Central Business District. Recent leases include Ameriprise 8,472 RSF; Stonecoast Financial 32,185 RSF; Prudential Ins. Co. 26,000 RSF; Wells Fargo 12,900 RSF; Raymond James 6,418 RSF; and Lincoln Financial 4,278 RSF.



**THE SHOPS AT TWO PORTLAND SQUARE**  
*Retail / Portland, Maine*

**Available:** 455 Fore Street: 1,706 RSF  
**Lease Rate:** \$25 RSF MG + \$100,000 FF&E

Former Ginkgo Blue bar and lounge. Premier downtown office tower with high-end retailers on the first floor. Join Walter's Restaurant, The Clean Bedroom, Liquid M2, Lovell Hall Antiques, Satori Salon, and Carla Bella. Great visibility and well-traveled intersection/corner location.



**RESTAURANT-RETAIL - SQUARE ONE at ONE MONUMENT SQUARE**  
*Sidewalk Level - Facing Monument Square / Portland, Maine*

**Available:** 4,385 RSF - First Floor, Sidewalk and Lobby Level Entry  
**Lease Rate:** \$18 - \$25 RSF MG

Available is the entire southeast street corner level of this 10-story newly-renovated Class A office tower. The 14' to 18' high ceiling space offers just over 150 feet of linear exterior wall exposure fronting directly on Monument Square and City Center. Highly visible signage and an outdoor patio space is available with direct access to a lobby shared by One and Two Monument Square. High foot traffic location convenient to all of downtown.



NEW LISTING



82 RUNNING HILL ROAD

Class A Office Space / Portland, Maine

**Available:** 31,459 RSF Subdividable (3rd Floor)

**Lease Rate:** \$15 - \$17 RSF NNN

82 Running Hill Road is a 123,430 SF brick & glass building situated on a 12+ acre well landscaped and meticulously maintained suburban campus. Home of Fairchild Semiconductor and Dead River Properties. Professional offices, conference rooms, full kitchen and cafeteria, ample on-site parking.

SALE/LEASE



Portland, Maine - ONE MONUMENT WAY  
Office Suites / Investment Opportunity

**Available:** Several Individual Offices - Second Floor

**Lease Rate:** \$950-\$1100/month Gross (includes reception services)

**Sale Price:** \$4.9 Million - See Listing Broker for details.

In the heart of Monument Square and vibrant downtown Portland, this property is a premier retail/office building for any user/investor and has entrances on Free Street and Monument Way. Parking is available nearby. Price reduction on sale basis.



Address of Distinction: SOUTHBOROUGH DRIVE  
Class A Office / 400 · 500 · 600 Southborough Drive  
South Portland, Maine

**Available:** 400 Southborough, 8,002 RSF Subdividable  
500 Southborough, 1st Flr 2,006-4,827 RSF & 2nd Flr 2,865 RSF  
600 Southborough Drive: 2,362 RSF

**Lease Rate:** \$12 - \$14 RSF NNN

Southborough Office Park features First Class office space, on-site management and security on a serene suburban campus with beautifully landscaped grounds and courtyard. Located near the Maine Mall. Free on-site parking is provided.



725 MAIN STREET, SOUTH PORTLAND  
US Route 1 Office Building For Sale / Ideal Location

**Available:** 1,840 SF plus 553 SF basement on 0.17 Acre Lot  
Zoning: Limited Business (zone change pending)

**Sale Price:** \$285,000

725 Main Street is a one-story free-standing building with first floor finished office space and ample on-site parking. It is an ideal location with strong traffic counts and exceptional exposure. Convenient location close to I-95, I-295, Portland Jetport and Amtrak Trains and within 1/2 mile of the Maine Mall.



THE SHOPS AT LONG BANK

Retail / 67 Portland Road (US Rt. One) / Kennebunk, Maine

**Available:** 2,546 RSF Retail Space  
4,599 RSF contiguous retail space available (subdividable)

**Lease Rate:** \$14 RSF NNN

Kennebunk's most dynamic retail location. Join Hannaford, Sebago Brewing Co., Biddeford Savings Bank, Associated Eyecare and Pro Nails and Spa. Unsurpassed visibility and exposure to traffic along US Route One.



Maine Mall Area Development - Outparcel For Sale/Ground Lease  
Retail/Office/Restaurant/Bank / 175 Running Hill Road  
South Portland, Maine

**Available:** 2.1± Acre site

**Lease Rate:** \$80,000/year NNN for prepared pad site or \$900,000

High visibility location at signalized intersection across from Maine Crossing anchored by Target. Permitted uses include professional office, restaurant and banks. Ideal site at entrance to Aetna's new headquarters at 175 Running Hill Road in a popular area of vibrant development and heavy commuter traffic.



STROUDWATER CROSSING - Office Space  
Class A Office / 1685 Congress St / Portland, Maine

**Available:** 4,417 RSF

**Lease Rate:** \$15 RSF NNN

Stroudwater Crossing is centrally located between the vibrant downtown district of Portland and The Maine Mall area. This building offers an ideal mix of professional offices featuring excellent visibility with ample parking on-site, views of the beautiful Fore River, and is handicap accessible.



OFFICE SPACE AT MALL PLAZA  
Office / 220 Maine Mall Road / South Portland, Maine

**Available:** Up to 12,400 RSF

**Lease Rate:** \$12 RSF NNN

Conveniently located just minutes from I-95 and I-295 and directly across from the Maine Mall at the popular Mall Plaza. This 2nd floor space is currently occupied by Husson University and is comprised of large classrooms, offices, and open space. Signage opportunities on large pylons at both entrances to Plaza. Ample on-site parking. Other office tenants in the building include Ginn Real Estate and IRS.