

## Cross Point leases 285,000 Square Feet

Motorola, Corning Life Sciences and Sterling Commerce sign large leases at the regional business campus in Lowell, MA

More information available through:

Information page on the Gallen.Neilly website  
<http://www.gallen.com/clients/divco.htm>

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**San Francisco, CA (October 24, 2006)** – DivcoWest, the San Francisco-based real estate investment and management firm, [www.divcowest.com](http://www.divcowest.com), that purchased an interest in the Cross Point office towers in Lowell, Massachusetts last year on behalf of its fund, announced that it has completed three leases at the campus totaling 285,000 square feet:

- 193,000 square feet was leased by Motorola, which is relocating several employee groups acquired as part of its recent acquisitions of emerging technology companies in the region;
- 60,000 square feet was leased to Sterling Commerce, an AT&T company, which after its acquisition of another company, Yantra, is relocating from Tewksbury, MA for space expansion opportunities as well as flexible, efficient floor plates and shared services and conference facilities available to tenants at Cross Point; and
- 32,000 square feet was leased to Corning Life Sciences, which is moving from a single-tenant facility in Acton, MA to take advantage of the complementary business demographics and amenities offered at the Cross Point business campus.

Located approximately 25-miles northwest of downtown Boston, Cross Point is a 1.2 million rentable square foot office project, comprised of one thirteen and two twelve-story interconnected office towers plus a one-story office building and a parking structure.

Since its acquisition of the office campus 12 months ago, DivcoWest has implemented several value-add management programs for the project, significantly reducing vacancy levels to approximately 10% of the overall space.

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DivcoWest: [www.divcowest.com](http://www.divcowest.com) Headquartered in San Francisco, with offices in San Diego and Boston, DivcoWest is one of the nation's leading fully-integrated real estate investment and management firms. The Company has extensive experience in sourcing, structuring, acquiring, developing, redeveloping, managing, leasing and selling commercial real estate. DivcoWest is also one of the nation's leading advisors and landlords for the nation's fastest growing technology companies. The company was formed to continue the successful long term real estate-related investment approach of its principals, Stuart Shiff, a founder of Divco West Properties; Robert Mashaal, founder of Yale Properties USA; Edwin (Ted) Knetzger, the founding member of

Greenwich Capital Markets, LLC; and Jacqueline Moore and Steven Dietsch,  
previously with Divco Properties.