

Client Success Story – Cummings Properties

By: Robert W. Ancil



Perkins & Ancil congratulates Cummings Properties on its successful completion of the development and sale of the residential condominium development Elliott Landing. Elliott Landing is a 73-unit project in Beverly, Massachusetts. Longtime P & A client Tom Skahen of Streamline Community Properties, LLC was hired to conduct the marketing and sales at Elliott Landing. Tom Skahen and Attorney Rob Ancil have worked on a number of new construction condominium developments since Tom founded his company in 2002.

Tom introduced Rob to the Cummings Team for the purpose of assisting them with all legal aspects of Elliot Landing. Rob Ancil worked alongside the in-house attorneys at Cummings to draft the condominium documents and conduct the sales of the individual units. Rob worked closely with Attorney Rhonda Duddy, Attorney Scott Eriksen, and paralegal Jill Glynn.

Cummings Properties is a true American success story. Bill Cummings started the company by himself in 1970. The company now operates debt-free, and most of the real estate it manages is owned by Cummings Foundation, with 100% of the rental profits going to charitable causes. Cummings Foundation awards 25 million dollars per year to nonprofit organizations in Massachusetts. To date, Cummings Foundation has committed more than 225 million dollars to local charities. Additionally, based upon the recommendation of Rob Ancil, Cummings Foundation provided a grant to St. Vincent DePaul of Chelmsford for the purpose of providing funds for housing needs.

While Cummings has achieved tremendous success in commercial real estate, its last residential condominium project was in 1986. In order to supplement their experience and expertise for this residential development, they sought both marketing and legal assistance. Our exciting collaboration brought out the best in the P & A team. Working alongside and at the direction of the in-house team ensured that all of Cummings' legal needs were properly addressed.

Cummings Properties operates over 10 million square feet of commercial space. In Beverly alone, where the 73 unit Elliott Landing development is located, Cummings owns more than 2 million square feet of commercial space with 525 different tenants.

The Elliott Landing condominium development was responsible for donating millions of dollars to various charities, including Tufts University and The Boston Foundation. The team at P & A was honored to play a role in this successful project.

