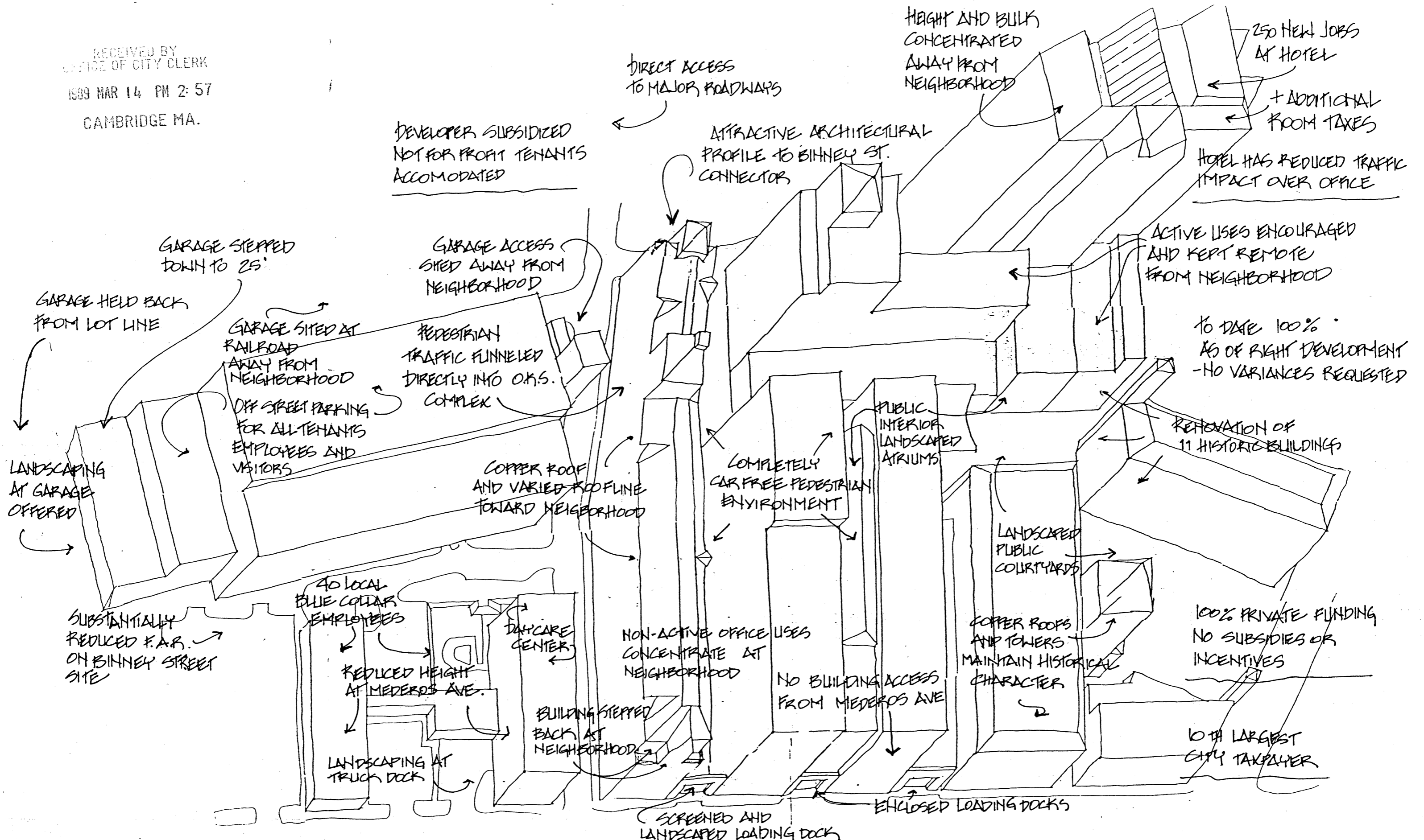
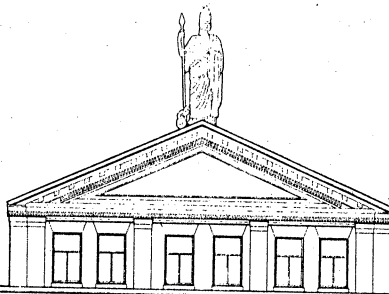


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1989 MAR 14 PM 2:57
CAMBRIDGE MA.



OKS NEIGHBORHOOD IMPACT REDUCTION AND DESIGN FEATURES



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1989 MAR 14 PM 2:57

THE ATHENAEUM GROUP

CAMBRIDGE MA.

Athenaeum House
215 First Street
Cambridge, Massachusetts 02142
617-492-2155

I would like to thank the Mayor and members of the City Council for convening this special meeting of the Cambridge City Council. The Athenaeum Group welcomes the opportunity to discuss our One Kendall Square development. It is our sincere hope that, by examining the past and proposed future of One Kendall Square, we can expand the dialogue already established between The Athenaeum Group and many of our residential neighbors.

For the benefit of those present, some of whom are relative newcomers to the neighborhood and Cambridge, I would like to provide a little background information about The Athenaeum Group, the developer of One Kendall Square.

The Athenaeum Group is a Cambridge company owned by Robert Jones, George Najarian, and David Clem. The company was formed in 1980 although the principals have been active in the City individually for many, many years. We currently employ 132 persons, 25 of whom are Cambridge residents. In 1988, The Athenaeum Group was the 10th largest taxpayer in the City.

We are proud of our business accomplishments. But we are also proud of our civic accomplishments. We try to be a responsible, corporate citizen. Individually, each of us remains active in the community.

Bob Jones has spent his entire business life in Cambridge. He is currently on the Board of the Salvation Army and our representative to the Kendall Community Group, an organization we support and help fund. Bob is an active member of the Cambridge Rotary Club, and past president of the Chamber of Commerce.

George Najarian is a graduate of Rindge Technical School and has lived in Cambridge most of his life. He was chairman of the Board of Zoning Appeal in the early 1970s and is a past-president of the Cambridge Family Y. Recently George was part of the official Cambridge delegation to the Soviet Union. He has worked virtually full time since the earthquake for the Armenian relief effort for Yerevan, our sister city.

I have lived in Cambridge for 18 years and served on the City Council in the mid-70s while attending MIT. I worked in this

neighborhood, known then as Area 3 and Area 4, for Cambridge Model Cities and was President of the Riverside Cambridgeport Community Corporation. I administered the original work equity homeownership program for Homeowner's Rehab, which started in this neighborhood and continues today.

In short, The Athenaeum Group has a strong track record of community involvement. We believe we enjoy a good reputation because we have earned it. Our telephone numbers are listed. Our policy is to respond to all requests to attend neighborhood or community meetings, and we have done so, without exception, since the company was founded.

The Athenaeum Group is particularly proud of what we have accomplished at One Kendall Square. Much remains to be done, but we are confident that our development program remains consistent with the revitalization objectives of the City and that is being implemented in a responsible manner. We invite your review and comment.

No examination of One Kendall Square is complete without an understanding of what formerly occupied the site--the Boston Woven Hose industrial division of American Biltrite. Boston Woven Hose was a manufacturing concern that produced a variety of rubber products--sheet goods for floors, automotive hoses, shoe heels, recycled tires, etc. It manufactured goods using basic raw materials, utilized process water from the Charles River, and operated three shifts a day. At its peak, Boston Woven Hose employed more than 2500 workers. Coal, carbon black, and rubber resins were delivered by rail. Finished goods were shipped daily in tractor trucks. The smell of rubber competed with the smells of Lever Brothers, Necco, and the other manufacturing concerns of East Cambridge. Virtually every one in East Cambridge had a relative or a friend who worked at the Hose.

But by 1982, when The Athenaeum Group purchased the site, the factory was abandoned. Boston Woven Hose had left Cambridge. Only four employees remained on site and we offered continued employment to all four. Two of those employees are still with us--Fred Doherty, who was plant manager for American Biltrite for 31 years, is our Site Manager today and Alex Salipante, who started work at the Hose when he was 14, just completed his 47th year of work at the corner of Hampshire and Portland Streets. Both men are valued employees and represent the best repository of information regarding the history of the site.

In 1982, the Boston Woven Hose plant had:

- 21 abandoned buildings
- fuel storage permits for 80,000 gallons of flammables
- PCB's in every electrical transformer
- asbestos insulation wrapped around the steam pipes in all of the buildings
- multiple asphalt parking lots, surrounded by chain link fencing and barbed wire, all closed to the public
- 8 loading docks off Cardinal Medeiros Avenue, a dozen more throughout the site
- hundreds of gallons of waste materials stored above ground in 55 gallon drums

It was a vacant and derelict hole in Kendall Square. It was an eyesore. It was a fire hazard. It symbolized the death of industry in Cambridge. The once proud history of Boston Woven Hose was forgotten--in its place was an abandoned factory.

The Athenaeum Group was formed to redevelop the Boston Woven Hose site. For two years we negotiated the acquisition of the property. Lending institutions throughout Boston declined participation. Most bankers recommended tearing down the entire complex. We finally found an out-of-state bank that would finance the first phase of construction.

We started work in the winter of 1982-83. All hazardous wastes were removed from the site and properly disposed of. The old transformers were shut down, their PCB's shipped to Texas for incineration. The asbestos was stripped from the steampipes in the complex--removed from every single building. The barbed wire fences started to come down. The buildings that had been damaged and torched by vandals were torn down. The revitalization of the Boston Woven Hose site had begun; it was an important part of the City's plan for East Cambridge and Kendall Square.

The Athenaeum Group has always specialized in the adoptive reuse of older buildings. Our headquarters, at 215 First Street, was the first private investment in the Lechmere UDAG project. We think it is an excellent example of how older, industrial buildings can be converted to modern, productive uses.

Our vision for One Kendall Square was to convert the abandoned factory site to a dynamic, urban environment. We felt the majority of the existing buildings could be saved. We believed the Hampshire Street portion of the site, where most of the original buildings were already standing, should be pedestrian-oriented and open to the neighborhood.

We wanted to create a high tech environment, but with a village-like quality to it. Indeed we wanted to create a "neighborhood" with restaurants, cafes, small shops, services, and meaningful open space in addition to offices, labs and R&D space. Our objective was not to build a suburban office park.

We named the project One Kendall Square when the City and MBTA planned to rename Kendall Square--Cambridge Center. We felt the Woven Hose site was part of the history and fabric of the old Kendall Square and should be remembered and saved. We understood that the economic marketplace of Cambridge was changing--remember, I served on the City Council when the blue-collar vs. white collar debate polarized the City--but we believed then, as we do today, that One Kendall Square could preserve the best of the old and still adapt to the requirements of the '80s.

Our tenants want more than a 9x12 office with a Rya rug and a picture of the spouse and kids on the wall. They want diversity in their physical environment. They want options at the workplace--places to eat, buy a book, purchase a gift, listen to a concert, visit the dentist, drop off their laundry, examine new computer software, play with their child at the daycare center. They want to be in Cambridge because it is urban. Because it has public transportation. Because it has diversity--in its people and in its jobs.

Just as Cambridge was changing, we saw an opportunity to use

existing building frames, in creative ways, to adapt to that change. A factory building, designed for materials storage at 300 lbs./sq. ft. could be a laboratory space. Manufacturing was being replaced by bio-medical research in Cambridge--One Kendall Square was designed to accommodate both.

The building at One Kendall Square where the first continuous rubber bicycle tire was invented now houses a laboratory where human skin is grown for severe burn victims using a breakthrough in technology.

The building where astro-turf was invented, will now house automated teller machines for personal banking.

The building where neighborhood women volunteered to help the war effort now houses an educational software company that employs 40 neighborhood residents to assemble and distribute its product.

One Kendall Square is more than MIT-trained software engineers and Harvard-educated biologists. It is a part-time security job for a retired Cambridge citizen. It is a lab technician's job for a graduate of Cambridge Rindge and Latin. It is a custodial job for a recent Portuguese immigrant. It is a sales job, a bartender, a waitress, a family-owned business like Mailboxes, Quantum Books, and The Daily Catch. It is home to non-profits like Cambridge Revels, Young Audiences of Massachusetts, Alzheimer's Disease and Related Disorders of Eastern Massachusetts and Cambridge Community T.V. It is also home to Digital's Cambridge Research Lab and Polaroid's Training Center, too.

One Kendall Square is working as we envisioned it. It now has 152 companies with 1200 employees on site--all part of a physical neighborhood that has improved every year.

The courtyards and plazas, 30 percent of the site, are open to the public and beginning to be discovered and used. Our Performance at One series last summer gave a hint at what we want to happen all year long. People enjoying their environment. All types of people. All types of activity.

We genuinely believe that One Kendall Square is a good example of how economic development can enhance a neighborhood--with job opportunities, more tax revenues, a cleaner environment, a range of shopping and dining activities to choose from, a safe and interesting place to walk.

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CAMBRIDGE MA.

EMBASSY SUITES HOTEL AT ONE KENDALL SQUARE: THE BENEFITS

Another office tower, or a hotel? The choice belongs to the city and the East Cambridge community.

The Athenaeum Group already has filed for building permits to renovate three existing buildings and construct two new office buildings along the Binney Street Connector, as part of the final development phase for the One Kendall Square complex. Those plans, when filed, met all of the city's zoning requirements. And based on The Athenaeum Group's work to date restoring and transforming the old Boston Woven Hose property, the city can expect the same commitment to quality in the office construction.

But is more office space the best option for the neighborhood, the Kendall Square business community and the city of Cambridge?

When approached by a Boston-based development group with experience, financial resources and a commitment from one of the nation's premier hotel chains, The Athenaeum Group saw an opportunity to effectively round out the One Kendall Square development. A hotel would provide a business lodging and conference resource of real value to Kendall Square companies, a focal point that would add vitality to the community -- and a new business that would more richly benefit the city. Here are some of the advantages:

Taxes and the city's economy

* An Embassy Suites Hotel would generate significantly more property tax revenue for the city of Cambridge than the office building originally planned for the site. At the average levy for first-class hotels the One Kendall Square hotel would pay more than \$550,000 in property taxes annually.

* A hotel brings the added benefit of room occupancy taxes paid to the city. Based on room revenue projections of \$12 million annually, Cambridge would receive nearly \$500,000 in room taxes each year. This revenue is not subject to the Proposition 2-1/2 tax cap and comes out of the pockets of visitors to the city, not Cambridge residents.

* Business travelers staying at Embassy Suites would spend money in Cambridge, benefiting the entire local economy.

Jobs

* A hotel provides more local jobs than an office building of comparable size. An Embassy Suites Hotel of the size contemplated for One Kendall Square will employ more than 200 people, most full time.

* More Cambridge residents would find employment at Embassy Suites. The wider range of jobs available at a hotel is a better match with the Cambridge labor market than an office building, which would draw more employees from the suburbs.

Traffic

* A hotel would create less traffic congestion than an office building. Cambridge zoning ordinances require twice as many parking spaces for an office building as for a hotel -- official recognition that offices mean many more cars.

* Hotel traffic would be easier for the city and neighborhood to handle. Traffic studies for other developments have shown that traffic associated with office complexes is heaviest during the commuter rush hour, adding to the existing congestion in a business area. Traffic to and from a hotel, on the other hand, is more evenly spread throughout the day.

The Community

* A hotel would serve as a business and social magnet in Kendall Square, adding character and vitality to the community. High-tech and bio-tech companies at One Kendall Square need convenient lodging for business visitors and conference facilities for staff meetings, marketing presentations and business seminars. Local business people and the community as a whole needs a comfortable gathering place for informal, after-hours socializing.

* A hotel is more consistent with the urban design goals of the One Kendall Square development. Specifically, The Athenaeum Group's aim has been to make One Kendall Square a community resource by building in open space, courtyards and walkways; as well as providing services such as retail stores, restaurants and entertainment. A hotel represents a major step in opening the complex to the community.

EMBASSY SUITES HOTEL AT ONE KENDALL SQUARE
FACT STREET

1989 MAR 14 PM 2: 57

CAMBRIDGE MA.

Developer:

The Hostage Group, Boston

(Principals: Michael Hostage of Wellesley, former chairman of Howard Johnson and former executive vice president of Marriott; Harry Hauser, Boston attorney; Robert Green and Daniel O'Connell, Cambridge residents and businessmen)

Hotel Operator:

Embassy Suites Hotels

(A wholly owned subsidiary of Holiday Inns and, with 100 locations nationwide, the largest operator of all-suites hotels in the United States)

The project:

The Hostage Group's \$35 million hotel plan calls for a 20-story (200-foot) building with 309 suites, to be built along the Binney Street Connector in the One Kendall Square complex. The building will face Boston and Kendall Square, more than 600 feet from the nearest residential area.

Hotel features:

Embassy Suites at One Kendall Square will feature luxury suites, each with bedroom, living room and kitchen/bar area. The hotel will include a small restaurant, conference rooms and a small health club. The rooms and other hotel facilities will surround an attractive atrium.

Timetable:

Following city approval this spring, construction could begin in the fall. Opening is projected for January 1991.



The Office at
One Kendall Square

57 Signatures

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CAMBRIDGE MA.

March 8, 1989

Mayor Alfred Velucci
City of Cambridge
Cambridge, MA 02139

Dear Mayor Velucci:

This letter is in support of the One Kendall Square development. We are tenants of The Office at One Kendall Square.

Over the past several years we have selected One Kendall Square as our business location. We chose this site for a variety of reasons including its accessibility, convenience, parking availability, and space availability.

The Athenaeum Group has invested millions of dollars to rehab vacant buildings for the One Kendall Square development. It is mixed-use development which caters both to the tenants and neighborhood areas. Restaurants, shops, office space offer the many "extras" which we considered when selecting our office space.

We wish to continue doing business in Cambridge and hope that the proposed development will continue.

Thank you for your consideration and attention to this matter.

Sincerely,

Brenda J. Ellis, President

The Tenants of The Office at One Kendall Square

Susan M. Bradley, General Manager, The office
John P. ... President, Family Logistics, Inc.
Roger V. ... Associate - American Management Systems
Rosemary D. White, NABET Local 15
David C. ... Biomtrak
Hannah E. Campbell, Brown Associates

One Kendall Square
Cambridge, Massachusetts 02139
617 577-1200

WE SUPPORT THE DEVELOPMENT OF ONE KENDALL SQUARE

The Tenants of The Office at One Kendall Square

David M. Parnassian	Pha de Bander & Co. Inc. and
Helene V. Weizer	The Office
Caricea Davis	AMS, Inc.
Michael M. W.	HNS
David K. Rubin	ASPCUS USIANS, INC.
Sam Fischer	Luxsedan Inc.
Jon Hilliard	LUXSEDAN INC.
Robert L. L.	Unisoft Corp.
Manfred Sella	Unisoft Corp.
Alfred A. Krieger	Radiation Science, Inc.
D. P. P.	Radiation Science, Inc.
Jan 77 Inc	Framingham Inc.
Kimberley A. Pearson	FNRS
Jing-Jing Chang	BIO metrak.

WE SUPPORT THE DEVELOPMENT OF ONE KENDALL SQUARE

The Tenants of The Office at One Kendall Square

Dale Jakubowski

Tom Raydon

John L. ...

Minda ...

8th Flr 16 1/2 Magnolia Ave #1 Cambridge

Nomik. chom. President Biocontact Corp

George D. ...

James R. Phillip

Lisa Miller

Richard Mark Miller

Sally ...

Yukiko Nakatani

WE SUPPORT THE DEVELOPMENT OF ONE KENDALL SQUARE

The Tenants of The Office at One Kendall Square

James M. Boyles	Desktop Communication Systems
Ted H	DCS
Bill	DCS
Will	McDonnell Douglas
Neil	Law Office of Lory D. Rosenberg
Spencer	Design Systems
Elisa M. Finnehan	Design Systems
J. Jackson	Design Systems
Michael G. Finley	THERMAL TECHNOLOGIES
John Cummings	AMS
Peter Demay	ABD
K. Smith	ABD
K. Anderson	officio

WE SUPPORT THE DEVELOPMENT OF ONE KENDALL SQUARE

The Tenants of The Office at One Kendall Square

Henry Kantas

OPINION DYNAMICS

Eric Pichler

OPINION DYNAMICS

Chris Wiles

Experra Corp.

Robert Brown

Experra Corporation

Robin Carpenter

Economics Office

Lundavand DeVoode

The Cambridge Newspaper Co.

Mark Suster

AL'S LAWYERS, INC.

William Williams

Thermal Technologies

Highly Pohaty

The Office

Gudrun J. Neiser

THE OFFICE

57 signatures



SPINNAKER

March 8, 1989

Mayor Alfred E. Vellucci, Chairman
The Cambridge City Council
795 Massachusetts Ave
Cambridge, MA

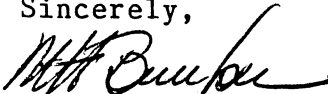
Dear Sir:

This letter is written in support of the Athenaeum Group's plan for development of One Kendall Square facilities.

Spinnaker Software has been a tenant in One Kendall Square since 1983 and has employed forty-four residents of Cambridge in our operation there.

Our ability to grow as a company and with it the opportunity for additional employment opportunities for Cambridge residents would be affected by an adverse ruling on future One Kendall Square development.

Sincerely,



M.H. Bunker
Vice President, Operations

SILKTEX CORP.

ONE KENDALL SQUARE-BLDG. #200
CAMBRIDGE, MASSACHUSETTS 02139
TELEPHONE (617) 577-1144, OR 577-8918
TELEX #880058

TO WHOMEVER IT MAY CONCERN:

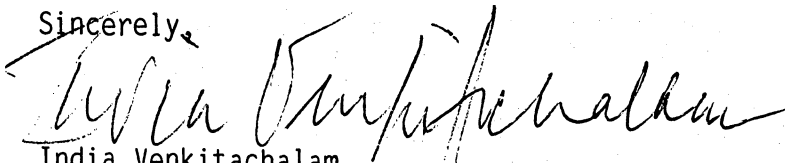
We at Silktex Corp. and Silhouette, Inc. are tenants of One Kendall Square, Cambridge, MA.

Please note that each of us encourages any business that enhances the city of Cambridge, more so One Kendall Square which is such a unique and vital part of Cambridge. Eating places are a must as all of us enjoy eating, be it a snack or a sit down. Also, any such business is an asset to society since it offers employment to whomever may need it.

In closing, we stress the fact that One Kendall Square be allowed every opportunity to rent it's spaces out to eligible clients.

Thanking you.

Sincerely,



India Venkitachalam
Vice President

March 8, 1989

Mr. David Clem
The Athenaeum Group
215 First Street
Cambridge, Massachusetts

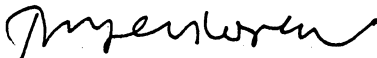
Dear Mr. Clem:

We wish to express our strong support for the continued development and expansion of the One Kendall Square offices, shops and laboratories. As a tenant, we have found access to such space critical to our ability to establish and maintain a facility in which we can carry out our research.

We are convinced that this development will bring continuing benefit and, incidentally, considerable long term economic advantage to area residents. We therefore oppose imposition of arbitrary growth or zoning restrictions on this area, especially because there has already been development in this region on a very large scale, mainly providing space to large institutions and corporate tenants. We believe our need for economic, small scale space to be typical of many local firms, and that the provision of such space should continue to be a priority of the City of Cambridge.

As we see it, it is certainly not reasonable to deny owners the right to extend and complete a major development such as One Kendall Square long after substantial investment, construction and benefit to the larger community have taken place.

Sincerely yours,



Robert Berkovitz
President



Revels, Inc.

One Kendall Square
Building 600
Cambridge, Massachusetts 02139
(617) 621-0505

March 3, 1989

Cambridge City Council

John Langstaff, *Artistic Director*

Dear Sirs:

Board of Directors

Selby Holmberg, *President*
Joseph Bragdon, *Treasurer*
Adelaide Aitken
R. Christian Beasley
Lee-Ann Day
Carol Langstaff
Suzannah Fabing
Natalie S. Forbes
Jan Gough
Walter R. Jennings
John Langstaff
Eric Levenson
Donald Levy
Martha A. Reardon
Emilie D. Steele
Nancy Sweezy
Donald R. Ware

We are writing to you in behalf of our landlord, the Athenaeum Group. Revels, Inc. is a non-profit community performing arts company that was located in a church basement in Harvard Square for 15 years. Last year we conducted an exhaustive search for larger office space in Cambridge, and were unable to find any that we could afford. Just as we were about to move out of Cambridge, the Athenaeum Group offered us new space at a subsidized rate we could afford at One Kendall Square.

Since moving into Kendall Square this fall we have made an effort to involve some neighborhood schools and organizations in our programs. Some of our community outreach includes:

- This December we gave 30 tickets to families from the Newtowne Court Community Art Center to attend the Christmas Revels

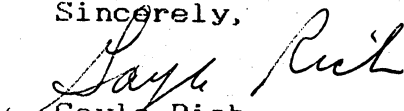
- We have offered 30 tickets to children in the Community Music Outreach Program at Margaret Fuller House for a March 11 Revels concert

- A number of classes from the Harrington and Kennedy schools are coming, free of charge, to performances of the Spring Revels in May.

- This June, Revels and Young Audiences, with financial support from the Athenaeum Group, will present free public performances at One Kendall Square as a part of the Cambridge River Festival.

Revels' continued presence in Cambridge, and in this community in particular, is due to the generosity of the Athenaeum Group.

Sincerely,


Gayle Rich
General Manager

Advisory Committee

Arnold E. Amstutz
Louis B. Barnes
Ralph Burgard
Gideon Chagy
Elizabeth Chapin
Rev. William Sloane Coffin
Susan Cooper
Harvey Cox
John Hosier
E. Kennedy Langstaff
Robert J. Lurtsema
Margaret K. McElderry
Ifeyanyi Menkiti
Franklin Patterson
Jean Ritchie
Michael Straight
Ursula Vaughan Williams

Staff

Gayle Rich, *General Manager*
Raine Miller, *Records Manager*
Alan Casso, *Office Manager*
Scott Moberly, *Business Manager*
Jackie Abramian, *Public Relations*
Cynthia Umans, *Records Assistant*

HAND DELIVERED

March 8, 1989

The City Council
The City of Cambridge
795 Massachusetts Avenue
Cambridge, MA

Dear Ladies and Gentlemen:

Over the last ten to fifteen years the Massachusetts economy has been driven by the high technology boom. Initially, the boom was reflected by the tremendous growth on Route 128. Currently, Cambridge is the focus of growth by the biotechnology and computer industries.


The growth of these industries is based on the fact that much of the driving science originates from MIT, Harvard and other nearby academic and health care institutions. In order to tap the scientific resources from MIT, etc., biotechnology companies like Repligen need to locate their home offices and research laboratories close to MIT.

The Athenaeum Group has been instrumental in providing the right environment for companies like Repligen. We are located at One Kendall Square and have occupied 45,000 square feet of office and laboratory space since April 1986. Over the past two years the Company has grown from about 70 people to the current staff of 110 employees. We plan to double our head count over the next three to five years. This growth has resulted in jobs for a number of Cambridge residents. These jobs bolster the economy of the City of Cambridge and The Athenaeum Group has provided the required space at competitive prices to a number of high technology, biotechnology and computer companies.

If Cambridge and the state of Massachusetts want to be active participants in the growth of industries of the future the Council must play a major part by providing adequate development in the Cambridge area. We would like the Council to support the efforts of The Athenaeum Group. We need developers like The Athenaeum Group to ensure that the industries mentioned, and the jobs they create, stay in Cambridge and do not leave the city, the state or, ultimately, the country.

In closing, we are very thankful to the Cambridge City Council and The Athenaeum Group for providing the right growth opportunities for Repligen.

Sincerely,

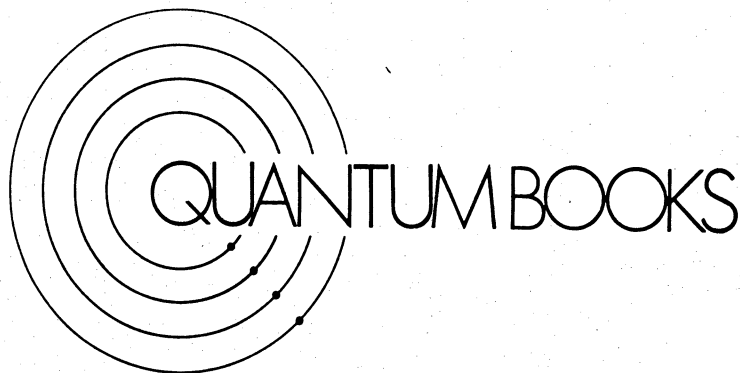


Ramesh L. Ratan
Vice President of Administration
and Chief Financial Officer

RLR:MAS

A TECHNICAL AND PROFESSIONAL BOOKSTORE

One Kendall Square
Cambridge, Mass. 02139
(617) 494-5042



March 7, 1989

Cambridge City Council Members
Cambridge City Hall
795 Massachusetts Avenue
Cambridge, MA 02139

Dear Cambridge City Council Members:

I am writing to voice our support for the Athenaeum Group and the development of One Kendall Square. Quantum Books is a small owner operated business (5 employees) that specializes in the sale of technical and professional books. We service professionals, students, and academics as well as corporate libraries. We take pride in providing an excellent selection of books and in processing special orders very rapidly, since timeliness is critical when there is an urgent demand for information in business and research.

We chose our location very carefully, with an eye towards filling an unmet need in this research oriented community. Judging from the favorable comments from our customers as well as the more tangible evidence that our business is growing nicely, many in the community are very glad that we are here.

Part of the reason we chose the One Kendall Square complex, in particular, was the Athenaeum Group's vision for the renovation of the Woven Hose Factory, with its commitment to creating a community within a community. My children are enrolled in the Bright Horizons Day Care facility in the complex, for example.

Further development of the One Kendall Square complex is important for the continued growth of our business since it will attract additional customers to us and enable us to improve our collection and services. The Athenaeum Group has been reasonable and shown integrity in all of our dealings with them. We feel confident that any legitimate concerns of the neighborhood will be met by the Athenaeum Group in good faith.

Sincerely,

A handwritten signature in black ink, appearing to read "W. Szabo", written over a horizontal line.

William Szabo,
President

Price Waterhouse



March 8, 1989

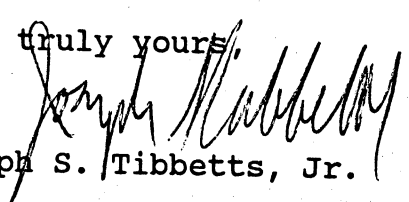
Cambridge City Council
795 Massachusetts Avenue
Cambridge, Massachusetts 02139

Dear Sirs/Madams:

This letter is in support of the development by The Athenaeum Group at One Kendall Square, Cambridge. As a tenant of the development since September 1986, I have found the development to be of very high standards, both in design and construction.

The commercial tenants of the facility are the kind of high quality companies which add value to the Cambridge economy and job market. As an example, a number of the tenants have given significant support to the Kendall Community Group, a nonprofit organization which promotes long-term collaboration between local institutions, encourages business philanthropy, and fosters broad-based participation in the life of the community. From ski trips to a traveling photography show to career awareness education, the Kendall Community Group offers programs to the youth in the Cambridge community.

Very truly yours,


Joseph S. Tibbetts, Jr.

cc: David Clem - The Athenaeum Group

O.K.S. CONVENIENCE, INC.

ONE KENDALL SQUARE, BLDG. 600
CAMBRIDGE, MA 02139
(617) 494-6560

March 8, 1989

The Cambridge City Council
City Hall
Cambridge, MA

To the Members of the City Council:

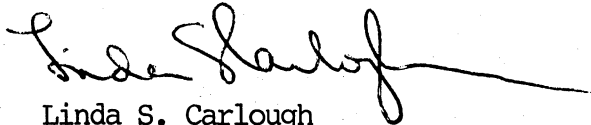
I am writing in support of the on-going revitalization and development of the One Kendall Square property by The Athenaeum Group.

As a small-business owner, my decision to open a retail store at One Kendall Square was in part based upon the very fact that it is an area of revitalization, of opportunity, of newness and change for the better. The property, as a whole, offers much. It provides new employment opportunities, especially for local residents. It has become a new resource of retail goods and services for the local residents, as well as for those working in the complex. For the City of Cambridge, it represents a new source of tax revenues, which ultimately benefit the residents of Cambridge. It also means an improved neighborhood, even higher neighborhood property values. It seems to mean that the replacement of heretofore dilapidated, abandoned buildings with new, revitalized, active growth is a positive step.

This property had previously been for commercial/industrial use. It had been abandoned as such. And that is why it surprises me when I hear of some area residents objecting to its reuse as such--for commercial development. Could they truly have believed the property would always sit unused, undeveloped?

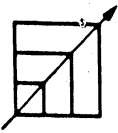
One Kendall Square represents a lot of good things for a lot of people--the area residents, the City of Cambridge, merchants, and businesses. It's positive change of the best kind--turning an unused, abandoned, dangerous piece of property into something alive, growing, and full of opportunity for all. I support it 100%.

Sincerely,



Linda S. Carlough
President

mtf



METASYSTEMS DESIGN GROUP, INC.

One Kendall Square
Suite 2200
Cambridge, MA 02139
(617) 621-1777

7 March 1989

Mayor Alfred Velucci
Cambridge City Hall
795 Massachusetts Avenue
Cambridge, MA 02139

Dear Mayor Velucci,

I am writing to express my concern regarding and opposition to any efforts to oppose the planned development of One Kendall Square.

As one of the tenant firms at One Kendall Square, we are seriously concerned by the notion that our ability to effectively operate our business would be affected. Some of the things we value about One Kendall Square - the fact that older buildings were preserved and rehabilitated, the security to the environment, the garage, the fact that the restaurants nearby are able to be open in the evening to meet with clients, as well as the proximity to area educational institutions - all informed our decision to locate our Massachusetts office here, rather than in Boston. As a firm which does not pollute the environment or create products which are in any way hazardous, and, which hopes to create jobs for residents as we expand, we certainly would encourage you to support the development plans of the Athenaeum Group.

Thank you for your attention to and consideration of this matter.

Sincerely,


Joan L. Sweeney, Ph.D.
Director, Enterprise Development
Metasystems Design Group, Inc.

cc: MDG files
Athenaeum Group

HOME OF THE META NETWORK

MASSACHUSETTS

VIRGINIA

CALIFORNIA

JAPAN

MegaKnowledge, Inc.

Kendall Square
Building 600, 2nd Floor
Cambridge, MA 02139
Tel. (617) 494-9234
FAX 494-9227
Telex 229079

March 8, 1989

Cambridge City Council
Cambridge
Massachusetts

Gentlemen:

Please consider this letter as support for the Athenaeum Group's endeavor to complete the OKS Garage located on Binney Street in Cambridge.

Sincerely,

MegaKnowledge, Inc.



I. F. Miller

IFM:dam

MathSoft

$\Sigma + \sqrt{-} = \times \int \div \delta$

MathSoft, Inc. One Kendall Square
Cambridge
Massachusetts
02139
Telephone 617.577.1017
FAX 617.577.8829

March 8, 1989

Cambridge City Council
795 Massachusetts Avenue
Cambridge, MA 02139

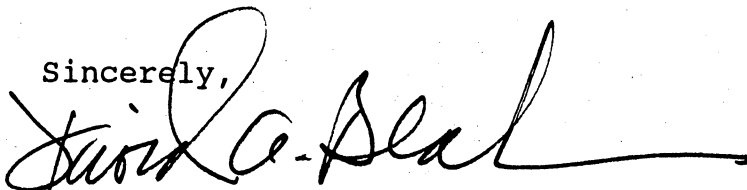
Dear Sirs:

I understand that there are those who are proposing to limit the growth of the One Kendall Square development. If such action were to be undertaken it would adversely affect MathSoft's decision to remain at One Kendall Square and possible force us to consider moving outside of Cambridge.

We currently employ 43 professional engineers, scientists, marketing and sales personnel. Nine of our employees live in Cambridge and have chosen MathSoft as their place of employment partly due to the location. Many use public transportation or walk/bike to work. At our start in August of 1985, we were 2 employees. We anticipate future growth and job creation at a similar rate over the next few years. We chose One Kendall Square as the headquarters for our business since we anticipated that our rapid expansion could be accommodated at the complex. The facilities planned at One Kendall Square including restaurants, hotels, shops and adequate parking were major factors in our decision to locate here.

We urge you to permit the growth at One Kendall Square as planned in order to allow MathSoft to continue its operations here in the future.

Sincerely,



David A. Blohm
President & CEO

DAB/dsf

KAPLAN AND LIMA

ATTORNEYS AT LAW
ONE KENDALL SQUARE
BUILDING 200, SUITE 2200
CAMBRIDGE, MA 02139

ALAN NEAL KAPLAN
LOUIS L. LIMA

(617) 577-8375

March 8, 1989

Cambridge City Council
City Hall
Cambridge, MA. 02139

RE: Antenaem Group and the One Kendall Square Development

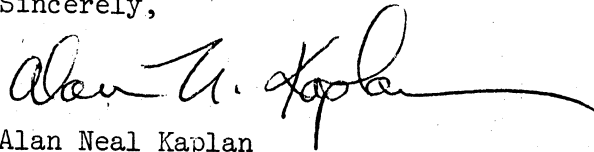
Dear Members of the Cambridge City Council:

Please note that I have been a practicing attorney in the City of Cambridge for eight years, the last four of which have been at the Development known as One Kendall Square.

Please note that I have watched the Antenaem Group take a group of run down factory buildings and invest countless numbers of dollars and man hours in converting this area into a beautiful and productive, in terms of tax dollars and bringing people into the City of Cambridge which in turn spend money within the Cambridge Community, area of the City.

To attempt to limit the development through rezoning or restrictions at this stage of the development seems unfair and unconscionable, not to mention a disservice to the community. In these times of cutbacks in services and community development by the Cities of the Commonwealth it would be unjust to attempt to limit or restrict a private developer who has invested so much time and money in making an idle and unsightly parcel of land and buildings into a sightly and productive private development without any state or federal monies. The Antenaem Group should be encouraged not curtailed.

Sincerely,


Alan Neal Kaplan

ank/bh



GLOBAL VILLAGES, INCORPORATED

March 8, 1989

The Cambridge City Council
City Hall
Cambridge, Massachusetts

Re: One Kendall Square Development

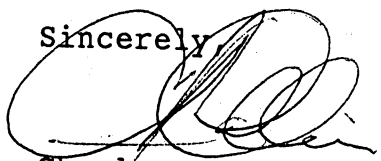
Dear Members of the City Council:

As tenants in the One Kendall Square complex, we believe that the Athenaeum Group's commitment to create a community within a community should not be overlooked. The Athenaeum Group listens to the community's concerns and deals with them in good faith.

The Athenaeum Group has taken an abandoned and delapidated complex, previously zoned for industrial and commercial use, and revitalized it. The redevelopment of One Kendall Square provides a higher property value for neighboring property and tax revenue for the city with the ultimate benefits being realized by the residents of Cambridge.

The retail products and services provided by the tenants of One Kendall Square complex are provided for both neighborhood residents and tenant's employees in the complex.

Sincerely,



Charles P. Collins
President

/hmm

Engineering Information Technology (EIT), Inc.

One Kendall Square
Building 600, 2nd Floor
Cambridge, MA 02139
Tel. (617) 494-9224
Fax. (617) 494-9227
Telex 229079

March 8, 1989

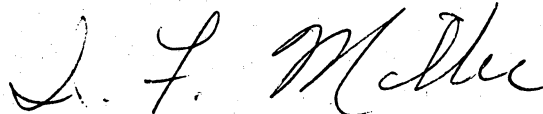
Cambridge City Council
Cambridge
Massachusetts

Gentlemen:

Please consider this letter as support for the Athenaeum Group's endeavor to complete the OKS Garage located on Binney Street in Cambridge.

Sincerely,

Engineering Information Technology, Inc.



I. F. Miller

IFM:darn



The Charles Stark Draper Laboratory, Inc.

555 Technology Square, Cambridge, Massachusetts 02139

Telephone (617) 258-1000

March 8, 1989

TO: Members of the Cambridge City Council

We understand that a special meeting will be held on Wednesday, March 8, 1989, to consider recommendations by a neighborhood group to oppose the future development plans for One Kendall Square. These would include an effort to stop the completion of the OKS garage, to prevent nighttime activity in the general neighborhood and to change the existing zoning. We think that to allow these efforts to succeed would be a mistake.

One Kendall Square and the Athenaeum Group, which is responsible for it, are playing a significant role in the sensitive revitalization of the Kendall Square area. One Kendall Square is an important facility to this organization in that it provides space that we have been able to use while transitioning through expansion or reorganization needs. The restaurants and other amenities which it has created in this area are important to our recruiting and retention of personnel.

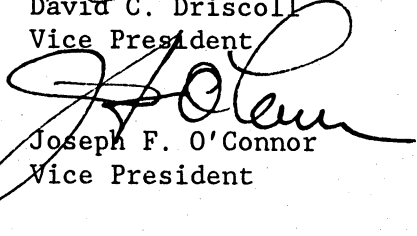
The developers as individuals have long been active in Cambridge business, civic and social service activities. We know them well and we think their record of involvement to be a distinguished one. As one example, they have very generously pledged substantial support to the Kendall Community Group, which this Laboratory helped found and whose purpose is to improve living conditions especially for youth within the Area IV neighborhood.

We would hope the Council would encourage the long term contributions of this development to the general welfare of the City and not overly react to the activities of a new group whose purposes and interests are parochial.

We thank you for your consideration.

Sincerely,


David C. Driscoll
Vice President


Joseph F. O'Connor
Vice President

JFO'C:elt

DESIGN SOLUTIONS, INC.

One Kendall Square, Bldg. 100
Cambridge, MA 02139

(617) 577-1499

08 March 1989

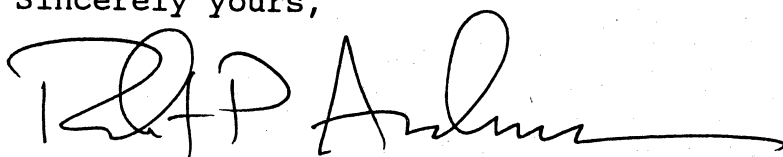
Mr. David Clem
The Athenaeum Group
215 First Street
Cambridge, MA 02142

Dear Mr. Clem:

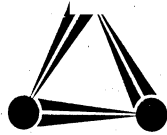
We wish to go on record that we support the further development of the One Kendall Square complex. As a small, emerging high technology company we appreciate the type of growth environment provided via the rental space at One Kendall Square, along with its proximity to similarly oriented companies and to MIT.

As we continue to grow in the future, we desire to remain in this complex and look forward to the expanded services to be available per the Athenaeum Group's continued phased development and restoration of this site.

Sincerely yours,

A handwritten signature in cursive script, appearing to read "RPA Anderson". The signature is written in dark ink and is positioned below the "Sincerely yours," text.

Robert P. Anderson
Executive Vice President



CNS RESEARCH

Cambridge NeuroScience Research, Inc.

March 8, 1989

Cambridge City Council
Cambridge City Hall
795 Massachusetts Avenue
Cambridge, MA 02139

Dear Cambridge City Council Members:

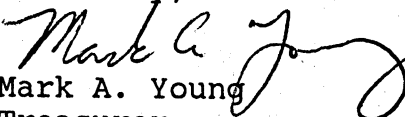
I am writing to voice support for the Athenaeum Group and the development at One Kendall Square. Cambridge NeuroScience Research, Inc. (CNS) seeks to apply advances in neuroscience to develop therapies to treat a variety of severe neurological disorders including schizophrenia, stroke, epilepsy, trauma and alzheimer's disease. We selected this location due to its proximity to the Biology Department of the Massachusetts Institute of Technology, the Whitehead Institute and the laboratories and hospitals of Harvard University and Harvard Medical School.

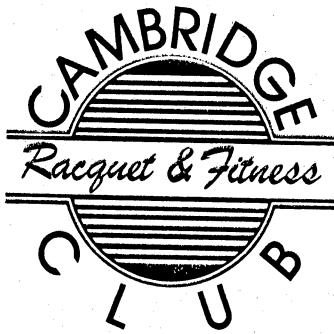
Part of the reason we chose the One Kendall Square complex, in particular, was the Athenaeum Group's plan of creating the type of facility that would allow our young company to grow and prosper. The planned commercial expansion will provide us with important after hours services to our scientists who typically work long hours.

I would hope the Council would encourage the long term contributions of this development to the general welfare of the City and act hastily in the interest of certain special interest groups.

Thank you for your consideration.

Sincerely,


Mark A. Young
Treasurer



To: The Cambridge City Council

We, the undersigned Cambridge Racquet and Fitness Club employees, would like to express our strong support for the work being done at One Kendall Square by the members of the Athenaeum Group. We feel that, through their development of this area, the Athenaeum Group members have done a great deal to enhance the quality of life throughout Cambridge. They have worked hard to bring new business into the area, while at the same time maintaining their respect for the residents of Cambridge and their lifestyles. We feel that the plans by the Athenaeum Group to further develop the One Kendall Square area should be implemented, and we support them in these efforts.

Signed,

Jane M. Wright
(operations manager)

Kristina Jones

Karl Hansen

Joanna Amey

Christopher G. Thur

Nicholas B. White

Mindy Blust

Michael Danilich

Robyn Vogel

Denise McCartin

Lisa M. Vitale

Michael McFarland

Maseo Vigil

Ryan Rodwell

Luis Knoll

Matt McKinley

Catherine Barnes



Executive Offices:
Wethersfield, Connecticut

March 8, 1989

TO Whom It May Concern:

This letter is to voice in the strongest way possible my support of the Atheneum Group and the development of the One Kendall Square area.

In every way I have found their men to be honest and fair in their dealings with The Cambridge-Newport Company, as well as my self personally. They are men of their word whom we have had business dealings with, sealed with no more than a hand shake.

It is my personal belief that the development of One Kendall Square has already brought a great deal of prestige and prosperity to the town of Cambridge, not to mention a tremendous face lift to the Kendall Square area residents. It is my understanding that the Atheneum Group even developed the sides of One Kendall Square nearest area residents before attempting to develop other area's that would have made more practical business sense first.

The Atheneum Group has already proven that they want to work with the community, not against it, although others would have you believe different. The Kendall Square area has become a vibrant melting pot that will continue to grow and blossom in years to come.

I believe the One Kendall Square development could not be in more fair, honest or reputable hands.

Sincerely,

A handwritten signature in cursive script that reads 'Brian J. Higgins'.

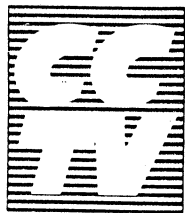
Brian J. Higgins
Assistant Vice President

BJH:mg

The Cambridge-Newport Company
One Kendall Square, Building 200
Cambridge, Massachusetts 02139-1535
Telephone 617-225-2775
1-800-456-CNC4 • (FAX) 617-225-0537

Member NASD • SIPC

Your Premier Financial Services Firm



**Cambridge
Community
Television**

1 KENDALL SQUARE, BUILDING 400 • CAMBRIDGE, MASSACHUSETTS 02139 • 617-225-2500

March 7, 1989

Mr. Robert Jones
The Athenæum Group
215 First St.
Cambridge, MA 02142

Dear Mr. Jones:

Next month marks the first anniversary of Cambridge Community Television being located at One Kendall Square. Although, we officially opened in October, CCTV has been offering services to the community since April, 1988.

Currently, CCTV has almost 500 individual and 50 organizational members (see attached list of organizations). In 1989, we estimate that CCTV will offer 250 classes in all aspects of video production, provide over \$400,000 worth of television production services to our members, and show over 3,000 hours of programming on the community access channels.

Thus far, CCTV has exceeded our original expectations in all areas of operations. One of the most important components of an access center is its base of operations. The Athenæum Group has built CCTV the best access facility in New England, and amongst the finest for a community this size in the country. In addition, The Athenæum Group has offered a below market rental, which has allowed us the financial flexibility during the crucial start-up phase.

We understand that the One Kendall Square complex is entering a new phase of its development. As a media organization in the community the Board of Directors feels that it is not appropriate to speak in favor or against matters of community development. However, the impact of development at One Kendall Square directly affects the future of CCTV. In order for CCTV to succeed in offering a full range of high quality services, we are dependent on our ability to market our services to the business community. Funds raised from these efforts subsidize our efforts in the community. For example, in 1989, 10% of our budget will be covered by rentals of facilities. Rentals occur during day-time hours, when the community tends not to use equipment. The One Kendall Square complex accounts for one-third of our rentals.



Cambridge
Community
Television

1 KENDALL SQUARE, BUILDING 400 • CAMBRIDGE, MASSACHUSETTS 02139 • 617-225-2500

We would like to thank The Athenauem Group for your remarkable patience and support of CCTV during our infancy. Without it, we would not be where we are today.

Sincerely,

Irwin Hipsman
Executive Director



3/7/89

To: Cambridge City Council

Dear Councilers;

I am currently constructing the Cambridge Brewing Company in the One Kendall Square complex. It is imperative to the successful operation of my restaurant that I be allowed to remain open well into the evening. My approved licensing documentation states a closing time of 1PM.

I am a Cambridge resident and sympathetic to the concerns of this and other neighborhood groups. My establishment will cater largely to a professional crowd, has no intent to play loud music, and will be responsibly and conscientiously managed. In addition, there seems to be a great deal of interest in this project from elsewhere in the Cambridge community. I feel the Cambridge Brewing Company will contribute to the diverse dining experiences currently available to Cambridge residents.

I have to date invested two years of time and a great deal of money into this project at this location. When complete, we will add between 15 and 20 jobs to the community. There is no way this business can be viable with an early evening closing time. I strongly urge you to reject this motion as it would not only spell bankruptcy for me, but would also deprive Cambridge of its first brewery in 200 years and an additional public gathering place; a crucial component of all communities.

Sincerely,

Philip Bannatyne
69 Chilton St.
Cambridge

Boston Technology

March 8, 1989

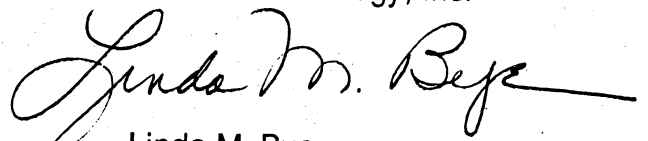
Cambridge City Council
Cambridge, MA 02139

To Whom It May Concern:

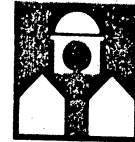
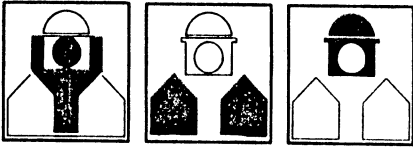
I am writing in support of the Athenaeum Group and its on-going plans in the development of the One Kendall Square Area. We at Boston Technology, Inc., are proud to be part of The One Kendall Square Complex.

Boston Technology recently made the commitment for a five year lease, for an additional 15,000 square feet and will have over 22,000 square feet by year end. We are also expecting to double our number of employees from 50 to 100 by December 31, 1989. Our employees are proud to be a part of the Cambridge community and Boston Technology wants to be a good corporate neighbor to the residential community of Cambridge.

Very truly yours,
Boston Technology, Inc.



Linda M. Bye
Office Manager



**Cambridge
Multicultural
Arts Center**

41 Second Street
Cambridge, MA
02141
(617) 577-1400

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Peter Ames

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Marlene Stephens
Peg Waller
John Wofford

Executive Director
Otto Peter Erbar
Program Director
Clarinda Spinelli

The Honorable Alfred E. Vellucci
Mayor
City of Cambridge
795 Massachusetts Avenue
Cambridge, MA 02139

March 8, 1989

The Honorable Alfred E. Vellucci
Mayor
City of Cambridge

Dear Mayor Vellucci;

On behalf of the Cambridge Multicultural Arts Center, I'd like you to know that we have found The Athenaeum Group to be a community-minded developer in its support of Cambridge Multicultural Arts Center.

The Group's concern for CMAC has included its keystone contribution to our capital fund and as a sponsor of lunch-hour concerts in Kendall Square.

It is this kind of mutually beneficial partnership between business and the arts that can benefit the entire Cambridge community.

Sincerely,

Alan S. Zimlicki
President



Young Audiences
of Massachusetts

One Kendall Square, Cambridge, Massachusetts 02139 (617) 577-0570

BOARD OF DIRECTORS

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JOSEPH SOLOMON
MELISSA VON STADE
PATRICIA WOODWARD
MAXINE ZARCHAN

March 8, 1989

Cambridge City Council

Dear Sirs:

As tenants of One Kendall Square, Young Audiences wishes to register our support for The Athenaeum Group. We are a 28 year old non-profit organization (originally founded by Cambridge residents) which presents arts education programs in schools. We moved into One Kendall Square last June through the generosity of The Athenaeum Group which offered us space at greatly subsidized rates.

Young Audiences today presents more than 1500 programs in music, dance and theater across the state. Our commitment to the city of Cambridge remains with 10 of our 24 board members residing here. In each of the past 25 years we have placed programs in the Cambridge schools, each time underwriting them with funds we had raised. Most recently, the Battery Dance Company presented programs in 10 elementary schools. Scheduled in May are 20 Mime Magic programs spread throughout all the elementary schools. Young Audiences also works directly with the Cambridge Public Schools Music Department and will be presenting the New England String Quartet in each elementary school next fall. These music programs will be paid for with money currently being raised by Young Audiences through grants.

In collaboration with Revels, Inc., Young Audiences plans an exciting outdoor festival of free events at One Kendall Square as part of the Cambridge River Festival on June 2. We appreciate this opportunity and are grateful to The Athenaeum Group for being supportive of the arts and aware of the asset they are to the quality of life in a community.

Sincerely,

Tamsen E. George
Executive Director

COUNCIL

REBECCA BELSON
HARRY CHALMIERS
DR. LEE CHRISMAN
MELBA COOLIDGE
MARGE GHILARDUCCI
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Office Manager
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Artistic Director



Telecommunications, Inc.

"We bring people together."

3.7.89.

The Hon. Members
Cambridge City Council
City Hall
Cambridge, Ma 02139

Dear members,

As a tenant at One Kendall Square for the past two years, I fully support the construction and use of the One Kendall Square parking garage.

The garage is not only critical to my future business but any legislation that further delay the use of the garage would greatly impact the continued growth of the entire Kendall Square area.

Sincerely,

Allen J. Fitzgibbon
Vice President

One Kendall Square

Building 300

Cambridge, MA 02139

(617) 577-8855

Postal and Business Services

MAIL BOXES ETC. USA®

March 7, 1989

To: Chambridge City Council

From: Bill McGrory
Owner Mail Boxes Etc.
One Kendall Sq. Bldg 600
Cambridge, MA 02139

RECEIVED BY
CLERK OF CITY CLERK
1989 MAR 14 PM 2:57
CAMBRIDGE MA.

City Council Members:

I am writing this letter to show support and praise for the Athenaeum Group and the renovation project at One Kendall Sq. I have owned and operated Mail Boxes Etc. since June of 1987 and have seen the project grow from an early stage to what it is today. The services I offer are an asset to the community and I know of many residents in the area who are glad I am here. It is apparent that in all phases of construction and leasing, TAG has an attitude of concern for not only the tennants of OKS but for the residents surrounding the complex.

As as retail tennant I know that TAG is concerned about the types of retail stores that open at OKS. The overall plan is to have a good mixture of stores which can only benefit the tennants and residents.

It is my hope that the city council can see what is happening at OKS is positive and that many people like myself have invested much time and money to develop a business here. Opposing the future development of One Kendall Sq. will hurt many and benefit only a few.

Sincerely,


Bill McGrory

12.

S-183

Comm. from David Clem, on behalf of the Athenaeum Group, transmitting background material concerning their One Kendall Sq. development.

In City Council,

March 20, 1989

3-20-89

Referred to the
Special Council
Meeting held on
March 8, 1989