



RED DOME REALTY

in

The Boston Globe

A one-stop shop

JP Plunkett and Jim Cassetta bonded over their efforts to help the developmentally disabled: Plunkett oversees a Little League team in Milton that gives kids with special needs the opportunity to play ball, while Cassetta is chief executive of Work Inc., a Dorchester nonprofit that helps place disabled adults in local jobs.

Both also work in the estate sector: Plunkett is a principal at Red Dome Realty, a commercial brokerage in Dorchester, and Cassetta runs Facilities Management and Maintenance, a property services firm that works with government clients.

Plunkett reached out to Cassetta to ask if he would talk to the parents of his players about work opportunities. The two got to talking. Cassetta, it turns out, was looking to expand FM&M by entering the private sector, and Plunkett was looking for a way to offer building services such as cleaning and snowplowing to his private-sector clients.

As a result, the two launched a new joint venture, Red Dome FM&M, to accomplish both goals.

"It's really serendipitous that Jim and I bumped into each other," Plunkett says.

"It's definitely going to help my existing clients, but it's also going to get more clients now that we can give them a one-stop shop."

Plunkett's new business partner is expected to join his players' parents on the sidelines at Shields Park in Milton on June 3. — JON CHESTO

wonderful visibility."

JP Plunkett, principal of Red Dome Realty in Dorchester, suggested a medical office complex would be the best use, possibly with a hotel and restaurant, as well. He said several doctors' practices in the area are looking for new homes after losing their offices on hospital campuses.

"There are a lot of doctor practices that are free agents, from the outskirts of the southern section of Boston and throughout the southern suburbs," Plunkett said. "I think you could corral a bunch of them in a synergistic way on one campus."

Plunkett can remember when the drive-in was the big attraction. At 9 years old, he saw the Ringo Starr comedy "Caveman" there and became a lifelong Beatles fan.

"It just makes all the sense in the world that it should be something more and better than shuttle service to Logan," Plunkett said. "Something should happen there. It would be better than a bus stop."

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THURSDAY, MAY 13, 2021 THE BOSTON GLOBE

TALKING POINTS

REAL ESTATE

NAI GLOBAL RETURNS TO BOSTON

NAI Global, the New York-based network of commercial real estate firms, has returned to Boston, this time through a newly launched pilot program aimed at signing up individual brokers to its network in cities where it does not have an affiliated firm. The first in Boston to join NAI in this effort is JP Plunkett, founder of Red Dome Realty, a four-person real estate firm based in Dorchester. Plunkett said his firm will keep its name, while reflecting the NAI affiliation in its branding, and he will help the umbrella company search for other members in Greater Boston. Affiliated firms and individuals continue their independence but share marketing and other resources. NAI was last in Boston in an affiliation with Hunneman, but NAI and Hunneman parted ways in 2018 because Hunneman wanted to have its own branding. (NAI still has affiliated firms in Worcester, Providence, and Manchester, N.H.) Plunkett said he was familiar with NAI Global in part because of his time at the then NAI Hunneman; Plunkett left in 2015 to launch Red Dome after four years at Hunneman and nearly 16 years at Cushman & Wakefield. — JON CHESTO

Owner of former Reebok campus gets OK for local tax break

JON CHESTO

CHESTO MEANS BUSINESS

When Reebok made tracks for the Seaport, the Adidas subsidiary left behind some big shoes to fill in Boston.

Two years later, property owner Spencer Street Capital bought the parcel for \$76 million about two years ago, with plans for renovations, according to documents filed with the state. Michael Han of Spencer Street said he is seeing strong interest. He said the complex — four separate wings joined together by a common corridor — is being marketed to possible single users as well as multiple tenant tenants.

When the place was built two decades ago, it was constructed with one tenant in mind. Then an independent business, Reebok had out-

The incentive is aimed at helping Spencer Street negotiate the 4-acre property off Spauld Street near the highway, now designated "The Block" (historically called a first-floor food hall). The state paid without the application through without debate or discussion, a pro forma move that's not unusual when the city just becomes on the table in a local use already approved by the town.

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The state Economic Assistance Coordinating Council approved a property tax break valued at \$2.9 million over five years, starting in July.

month-of-Boston area can be a tough market, Plunkett said, partly due to the trend for employees to prefer other settings, to attract more talent. (Lobbyist A. Reebok's move to the Seaport.) Two other office buildings on Reebok's site have big empty sections to be filled right now, Plunkett said. Major leasing and large tenants will involve smaller white-collar employees in the suburbs to give the Block a look.

Plunkett said Spencer Street and a roughly 20-acre parcel next door to the Block, the craft brewer, which should help buy the land and some time — and some marketing red tape — before the building is ready to be leased. The former Reebok's DNA remains embedded in the site. Check out the soccer field, the indoor basketball court, the outdoor track that encircle much of the base.

It was in a beautiful building, as JP Plunkett of Red Dome Realty in Dorchester describes it. But the

There's no question Spencer Street has a different corporate culture in its hands. But transparency may only go so far in a world where so many employees prefer to be in the city, in the middle of the action. As more companies separate into Boston and Cambridge, Spencer Street hopes to prove it can back the trend.

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Food market... Rezoning... take place, with ample opportunity for public input, to allow new uses there, such as for retail or housing.

JP Plunkett, principal of the Red Dome commercial real estate brokerage, said the food wholesalers would probably be enticed to move only "if they get a big bag of money" for Widett. If that happens, he said, it's unlikely the next occupants would be industrial.

"More office, more retail, more hotel [space]," Plunkett said. "It's a trend that's not going to reverse, but it's not necessarily always a good thing. This city needs a strong industrial real estate base to be an international-class city."

TUESDAY, JANUARY 28, 2020 THE BOSTON GLOBE

TALKING POINTS

DEVELOPMENT

MATTAPAN CHURCH PUTS 25 ACRES OF LAND IN ROSLINDALE UP FOR SALE

It's a rare find within the city of Boston these days: 25 contiguous acres of undeveloped land. That's what the Mattapan-based Jubilee Christian Church has put on the market, off American Legion Highway in Roslindale. The church originally acquired the land with the intent of building a house of worship there, but has decided instead to focus on its Mattapan and Stoughton sites and use the money from the sale of the Roslindale property to further the church's mission. Potential uses could include residential, retail, academic, and medical space. Red Dome Realty and Boston Commercial Properties are marketing the property. — JON CHESTO

Amazon opened a distribution center in the old Necco candy factory in Revere in Massachusetts. But it has been a tough slog to build one in Boston.

JP Plunkett, an industrial real estate broker at Red Dome Realty, said he has tried to pitch two different properties to Amazon in the city over the past two-plus years, but both proposals didn't get far amid neighborhood opposition and political concerns.

"I know they really want to have a footprint in Boston proper," Plunkett said.

"If [they] keep getting shunned ... it would be a lost opportunity to get tax revenue and put lots of good people to work who don't have a fancy degree from Harvard or MIT."

One effort to convert a warehouse for Amazon just north of Andrew Square fell apart last year after the Boston Planning & Development Agency said it would conflict with its vision for dense housing and offices in that part of South Boston. A proposal in Brighton, near the New Balance campus, ended swiftly in December after elected officials for that neighborhood weighed in. The developer of Widett Circle, a 25-plus acre industrial area just south of downtown, was pursuing a deal to build an Amazon big

John Barros, who is Amazon's Revere site manager, said he was in the city to meet with city officials. He said he was in the city to meet with city officials. He said he was in the city to meet with city officials.

At this point, Plunkett says, he expects Amazon will bid its time, and wait for any new proposals until there's a new mayor.

When asked how she would view such a project, Acting Mayor Kim Janey issued a statement saying that any Amazon expansion in the city must come with a commitment to narrow the racial wealth gap, including fair treatment and wages for drivers and warehouse workers.

In interviews with the Globe, the other mayoral candidates expressed similar opinions — a sign that an Amazon warehouse could be a tough sell in the early days of any new administration.

Anissa Essaibi George said Amazon would need to demonstrate adequate plans to reduce workplace injuries, pay fair wages, and provide robust health care benefits. Andrea Campbell, meanwhile, said she would want the company to show it would not exacerbate existing inequities in the city.

Michelle Wu said she's concerned about safety at Amazon warehouses, and would prefer that the city's dwindling supply