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Paramount Partners establishes a financial industry practice

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Mass.-based Paramount Partners has established a financial industry practice that has stood out in 2011 closing transactions with bank clients and developers looking for an edge in marketing their projects.

According to Richard Pilla, a principal at Paramount Partners, representative deals include a 3,500 s/f pad site leased to Laconia Savings Bank in Manchester, N.H. on a 2-acre parcel that includes a Burger King, a new 3,200 s/f Sovereign Bank branch on Rte. 1/Dedham adjacent to the new CVS pharmacy, and Eastern Bank which has taken a 2,800 s/f end-cap position of a small retail strip center which includes a Panera Bread, in Brockton.

According to Mark Primeau, CEO of Laconia Savings Bank, "The Paramount team provided strategic planning and branch development services and successfully completed a complex assignment."

Pilla said, "Paramount Partners has always had a strong retail focus. However, by bringing on professionals with banking and M&A experience we now deliver bank advisory services that facilitate branch expansion, dispositions and investment sales. Paramount Partners publishes a widely-read monthly New England Banking e-newsletter and is hosting a Mass Bankers conference November 29 in Marlborough on Accelerating Branch Network Profitability. The program is open to non-bankers."

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