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## **Company of the Month: Paramount Partners launches New England expansion program**

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Paramount Partners is a full-service commercial real estate solutions company with offices in Hingham, Mass. and Old Saybrook, Conn. Since its inception, Paramount's mission has been to establish long-term client relationships by delivering excellent service in a skillful, diligent, professional and ethical manner. With clientele ranging from large corporations, retailers, investors, developers, entrepreneurs, financial institutions, academic institutions, and municipalities, Paramount has worked diligently to establish and maintain itself as a highly-respected and recognized commercial real estate company in New England.

The experienced management team of Deborah Meyers and Richard Pilla has been instrumental in taking Paramount to where it is today. The duo, each with their own unique proficiencies and specializations, has been able to establish a broad range of exceptional brokerage and advisory services that have been a critical element in Paramount's growth and success.

Pilla, founding principal, has been in the commercial real estate sector for nearly thirty years. Pilla is a member of the Retail Brokers Network (RBN) executive committee and co-chairman of the RBN's Financial Institutions specialty council. Pilla's knowledge of the industry and marketplace, as well as his expertise in tenant representation, site selection, property assemblage, dispositions, single-tenant bank sales and retail development consulting, has created value and generated opportunities for Paramount's clients.

Among Pilla's most interesting accomplishments was the assemblage of several commercial properties in downtown Worcester that came to comprise the Worcester campus of the Massachusetts College of Pharmacy and Health Sciences. Most recently, Pilla has established himself and Paramount Partners' Financial Institutions Group as the dominant specialists in bank real estate.

Meyers, managing partner, is a creative, insightful, dynamic and committed real estate professional. In 2004, Meyers earned one of the real estate industry's most respected designations, CCIM (Certified Commercial Investment Member), of which there are only 65 active CCIM designees in Mass.

Meyers specializes in the retail and office sectors, representing landlords and tenants alike. She has been involved with several major deals including the redevelopment of Cordage Park in Plymouth, Mass. In 2004 she was retained as the exclusive leasing agent for this fledgling, former factory outlet mall. At the time it comprised of vast expanses of vacant stores and neglected buildings. Working with ownership, Meyers' creativity, enthusiasm and hard work resulted in transforming a long-struggling property into a bustling, upscale office campus. The repositioning strategy undertaken included changing the brand name to Cordage Commerce Center, upgrading the signage, improving the landscaping and other amenities and embarking on a multi-faceted

marketing campaign. Now, 10 years later, the 350,000 s/f office complex is over 95% occupied with a diverse and impressive tenant mix such as Jordan Hospital, UMASS Boston, Quincy College and many others. Other transactions Meyers has recently completed include: the sale of land at Exit 5 in Plymouth to Autofair Realty, LP for a new Honda dealership; a single tenant Walgreen's sale in Brockton; the lease of a 55,000 s/f Hobby Lobby in Warwick, R/I; and the sale, repositioning and 95% lease up of a 118,000 s/f former K-Mart box in Plymouth, Mass.

Other members of Paramount's team of specialists include Walter Steinkrauss, Michael Purchia and Matthew Giokas.

As director of retail development Consulting Services, Steinkrauss has been in the retail development and construction fields since 1981. During his career, Steinkrauss has held positions at Star Market, Zayre Corp., B.J.'s Wholesale Club and Stop and Shop Supermarket Co. Inc. where he served as Director of Real Estate for Stop & Shop's Boston Division.

Having completed over 100 big box projects, Walter is well-experienced in retail development, including supermarkets, junior boxes and gas stations among others. Building upon his unique industry insight and established business relationships, Steinkrauss is invaluable to his clients in obtaining real estate committee and government approvals, land control, entitlements and negotiating leases.

As managing director of Paramount's financial institution group, Michael Purchia provides strategic planning and real estate advisory services to national, regional and community financial institutions. Over the course of his 25-year career he has provided board-level strategic planning, profit improvement, merger and acquisition and real estate advisory programs to more than five hundred financial institutions.

Associate Matthew Giokas is an integral member of Paramount Partners' retail team and financial institutions group. Giokas has worked diligently to help property owners and tenants alike to achieve their respective objectives. In his work with financial institutions, Giokas has been able to apply sound retail real estate principles to retail banking initiatives. With retail clients of Paramount Partners, Giokas has developed market penetration and expansion programs.

#### The Paramount/Londregan Partnership

To better serve existing and new clients, Paramount Partners has made a strategic move to expand its market areas and establish greater presence with the announcement that it has merged with Londregan Commercial Real Estate Group of Old Saybrook, Conn. The alliance of Paramount and Londregan, one of eastern Connecticut's most recognized and respected companies, will provide each firm's clients with even greater local market expertise throughout southern New England as well as bolstering one another's capabilities and relationship networks. The Paramount/Londregan affiliation is the first such relationship in Paramount's multi-member New England strategy.

With the addition of Tim Londregan, one of the region's most successful real estate professionals, and his team, Paramount Partners has expanded its footprint and reach in order to ensuring their clients with the highest level of service and closing rates. As president of Londregan, Tim has both the credentials and experience clients have come to rely on, often and consistently. A long-time member of ICSC and a 23 year veteran of the commercial real estate brokerage business, Londregan has completed transactions with numerous notable regional and national companies including Wendy's International, CVS, Mercedes Benz, Walgreens, Stop & Shop, Dunkin Donuts and many others.

The Future is Bright

Paramount's performance through the years has been distinguished by strong, consistent results and a track record of steady growth. Recent investments in Paramount's platform is proof positive of its commitment to delivering an even higher standard of service. Among the additions to Paramount's platform are its GIS and Marketing/Social Media specialists Natalie Regan-Lampert and Tracey MacDonald.

Consistent with its commitment to excellence, Paramount Partners plans to continue aligning with quality, well-respected individual professionals and boutique firms such as Londregan Commercial Real Estate Group, so that they can truly provide the advantages of local expertise, insight, knowledge and relationships, on a regional level.

With an extremely talented team of professionals and an even more focused commitment to providing excellence in service and work product, Paramount Partners is poised for success and growth.

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