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Lerner and Cognetta of Choyce Peterson complete 2,375 s/f lease

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Brookfield, CT Choyce Peterson, Inc. has completed lease negotiations for Ivy Rehab Physical Therapy in opening a new branch at 3 Federal Rd. Amy Lerner, executive vice president and Adam Cognetta, vice president of Choyce Peterson represented Ivy Rehab.

As Lerner had previously led the negotiations of Ivy Rehab's relocation from Dobbs Ferry to a location in Hartsdale, N.Y. with access for disabled patients, Joel Cipowski, Ivy Rehab's director of real estate and facilities management, knew to contact Lerner when his company decided to expand their practice into the Danbury area. In keeping with Ivy Rehab's new business focus to be in retail sites with visibility and client access, Cipowski again needed Lerner's assistance in opening a local physical therapy facility within proximity to the existing clientele of Kerrie Glassman, the new operations manager and physical therapist.

Lerner and Cognetta led Cipowski on an initial search of the Danbury/Brookfield area, focusing on retail areas on or near Newtown Rd. and Federal Rd., with parking and client access. It was determined that the 2,375 s/f space at 3 Federal Rd. would accommodate their 4 to 8 physical therapists. Lerner and Cognetta then worked with the landlord to pursue municipality approval for this type of use in a retail building.

Once approved, Lerner and Cognetta negotiated for the landlord to build the space to suit, while providing an aggressive and fair market rental rate. To increase visibility, they built a picture window in the front, and established a sign from the street.

Cipowski said "Amy and Adam were a pleasure to work with on this project. They understood from the beginning what we needed in terms of space to successfully establish our business in the Danbury area, and creatively negotiated with the landlord to get everything completed quickly and seamlessly. We are excited to open our doors and look forward to working with the superior brokers at Choyce Peterson in the future."

Bill Ditullio, the owner of the building, represented himself during this transaction.

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