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Hannigan and Cognetta of Choyce Peterson lease 6,169 s/f to Blair & Potts at RFR Realty's Two Stamford Plaza

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Stamford, CT Choyce Peterson, Inc. completed lease negotiations for Blair & Potts for its 6,169 s/f office space at Two Stamford Plaza. Choyce Peterson vice president Adam Cognetta and principal John Hannigan represented Blair & Potts.

Rob Buckingham, Jr. and Bob DeVellis, partners at Blair & Potts, decided to engage Cognetta and Hannigan's services after an introductory phone call and follow-up meeting with them, well ahead of the firm's lease expiration. The Choyce Peterson team led DeVellis and Buckingham on a wide search of available space in the city. After touring multiple buildings and Choyce Peterson negotiating proposals for several buildings, it became clear that the ideal solution was to remain in the Stamford Plaza complex but consider relocating from Building Four to Building Two into a newly built office suite. The employees at Blair & Potts had come to appreciate what the Stamford Plaza offers, including outdoor space, along with a new cafeteria, dry cleaners, renovated fitness center, shuttle to the Stamford train station and covered parking. Most importantly, however, is Stamford Plaza's location in the city's central business district, off Exit 8 of I-95, with access for both Blair & Potts' clients and employees.

Cognetta and Hannigan negotiated with Margaret Carlson, portfolio manager for RFR Realty, LLC (RFR), the landlord at Stamford Plaza, to arrive at a solution which combined two pre-built suites with several modifications to accommodate Blair & Potts' specifications. Blair & Potts is relocating from Four Stamford Plaza to Two Stamford Plaza.

"We really enjoyed partnering with Rob and Bob on this project," Cognetta said. "We encouraged them to tour all viable options in Stamford, as well as explore available suites in their current complex so they could make a fully informed decision on the best option. We ultimately negotiated a solution that ticked all the boxes, allowing them to retain the quality location their employees and clients appreciated, while providing compelling economic lease terms in a brand-new space."

"We are very happy with the work that Adam and John did to make this long-term decision a clear one - especially in this environment," said Blair & Potts. "They helped us survey the entire market so we could compare and ultimately focus on the most important factors in a new suite. Their professional and comprehensive process was instrumental in providing us with the best result for our needs."

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