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## Finegan of The Boulos Co. leases 12,150 s/f to Impact Fitness Center

November 26, 2021 - Retail



Biddeford, ME Impact Fitness Center has leased 12,150 s/f at the Lincoln Mill in a deal arranged by The Boulos Company's John Finegan. The new space is nearly double the size of IFC's current location and will feature a state-of-the-art gym, spin and yoga studios, a group exercise room, and artificial turf for weightlifting—an IFC hallmark.

The Lincoln is Chinburg Properties' latest mill restoration project and will also include a luxury hotel, apartments, a rooftop swimming pool and bar, and be the new home of Batson River Brewing & Distilling.

Impact Fitness has been part of Biddeford's revitalization since 2011, growing as downtown has grown, and offering personal training, in-house nutrition advisory services, physical therapy, and massage.

"This move is the result of a chance meeting with John Finegan, who became my broker," said Impact Fitness owner, Scott Fleurant. "He was timely, detail-oriented, and advocated for me, but in a way that made things work for both myself and the Chinburg group. Negotiations can be adversarial,

but everyone in this deal was open and honest, timely in their responses, and willing to find ways to make this work for both parties. This is the perfect move in our evolution.”

“We are glad to support local, growing businesses at The Lincoln, and Impact Fitness is a great addition,” said Chinburg’s Matt Assia. “We appreciated the ease of open, candid communication throughout the negotiations. It was great to pick up the phone and know we had a creative partner on the other end—Boulos—who wanted to find a way to help their client, help the landlord, and treat both parties fairly. John Finegan did an excellent job of advising IFC on how to make this deal work.

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540