



Colliers International Group honored by NAIOP Westchester

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Shown above are: Al Gutierrez of Colliers, Robert Swierbut of SL Green Realty and Stephanie Coleman of Colliers.

Valhalla, NY Colliers International Group Inc. has been awarded the NAIOP Westchester County Deal of the Year for its role in Wine Enthusiast Companies' 31,000 s/f headquarters relocation.

Wine Enthusiast Cos., a multi-channel marketer of wine-related products and publisher of Wine Enthusiast magazine, hired Colliers to find a new headquarters location better suited for its updated culture and image. A team headed by Manhattan-based Michael Cohen, president | tri-state region; and Stamford-based Al Gutierrez, executive managing director, and Stephanie Coleman, director, headed the assignment.

After considering locations and incentives in several states, Wine Enthusiast Cos. and the Colliers team determined that remaining in Westchester County would support the organization's brand identity and best accommodate its existing employees. The company took leased space at SL Green's 200 Summit Lake Dr.; Robert Swierbut served as in-house representative for the ownership. The office now houses 92 members of the organization's communications, media, finance and executive departments. It also includes a wine tasting room and reception area/showroom for Wine Enthusiast Cos.' online catalog.

"Wine Enthusiast Companies previously housed its headquarters and distribution operations at one location, which dictated a flex environment," Cohen said. "After examining their recruiting strategy, the executive team decided that as a progressive media marketing firm, they would be better positioned to attract and retain talent in a traditional corporate environment."

"The move represented a dramatic cultural shift for Wine Enthusiast Companies, and it has been incredibly well received," Gutierrez said. "The firm has established a modern headquarters to meet its goals. This growing business chose to stay in the region despite significant competition from other states, which is a testament to Westchester County's appeal." He added that NAIOP's recognition of a traditional office requirement is significant following several years in which regional transactional activity has been dominated by corporate downsizings and the repurposing of office product.

"Each year, NAIOP chapters across the country recognize outstanding real estate professionals and projects according to their impact on the community, market adaptability, ingenuity, and local

contribution,” noted Colliers’ Jeffrey Williams, Executive Managing Director | Market Leader. “Being recognized by the organization’s Connecticut and Suburban New York chapter is a great honor – especially considering that the Wine Enthusiast Companies transaction was selected over several larger deals.”

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