



Donohue, McCarthy, Gutierrez, Ceppos and Nugent of CBRE negotiate 17,103 s/f sublease in White Plains

February 05, 2010 - Front Section

American International Lifestyles (AIL), a health and wellness company, has signed an eight-year, 17,103 s/f sublease at 11 Martine Ave. Originally leased to Citigroup, AIL has relocated its headquarters to the new space from its previous Orangeburg location. Parent company of APOGEE Life Style, LLC and owner of AIL's premier rugby event, the USA Sevens Rugby Tournament, AIL owns and operates a portfolio of brands that promote healthy living and employs over 200.

Timothy Donohue and Kevin McCarthy, senior associates of CB Richard Ellis' Stamford office, represented AIL. Also of CBRE's Stamford office, Al Gutierrez, VP, and Ian Ceppos, associate, along with N.Y.'s John Nugent, vice chairman, acted on behalf of Citigroup. The building owner, Mack-Cali, represented itself.

"AIL features a portfolio of sports, entertainment, wellness and fitness companies, engaging enthusiasts both in the U.S. and throughout the world," said AIL's president Irv Cohen. "American International Media was founded in 2005 upon a profound passion for the sport of rugby. Later, APOGEE Life Style was formed based upon a commitment to lifelong wellness through an integrative approach inspired by Pilates, yoga and healthy eating."

"AIL opted to move to the White Plains area because it allows for better recruitment opportunity and management of its local affiliated companies, including its Westchester and Manhattan Apogee Wellness Centers and Studios," said McCarthy. "In addition, many of the firm's executives either live in, or within close proximity to, the White Plains area and prefer the convenience of an office closer to home."

"This tremendous sublease opportunity allowed American International Lifestyles to relocate into a Class A building and gain an above-market standard build-out to promote its brand and grow their emerging company," said Donohue of CBRE. "Citigroup inherited the space from SmithBarney following the credit crisis, and was able to successfully sublease it by offering a deal that aggressively bettered all direct availabilities."

Additionally, AIL's commitment to the community is unwavering. "In addition to opening our flagship APOGEE Pilates & Wellness Center here last March, we reopened our second Bedford Hills Center with a benefit for White Plains-based charity Gilda's Club Westchester last fall," Cohen said.

11 Martine Avenue is a class A, 180,000 s/f high-rise office tower.

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