

Real Estate Journal

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RUIZ AND FALCO OF CBRE REPRESENT THE OWNER Zere of Zere Real Estate Services completes 9,039 s/f office space lease



Michelle Marie Zere



The Airport Corporate Center, Johnson Ave., Bohemia.

BOHEMIA, NY Michelle Marie Zere, the VP of business development for Zere Real Estate Services Inc., a full service commercial real estate firm catering to both Nassau and Suffolk Counties, has just completed a significant commercial office leasing deal.

The PFM Group headquartered out of Pennsylvania has relocated their regional office from Marconi Ave. in Ronkonkoma to The Airport

Corporate Center located on Johnson Ave. in the MacArthur Airport Veterans Highway Business Corridor in Suffolk County, strategically situated between the LIE and Sunrise Hwy.

The PFM Group took 9,039 s/f of "triple A" commercial office space on the main floor of the building. The former tenant was Lucent Technologies who subsequently was going through a transition with major regional layoffs. The

new deal had to be delicately and discreetly structured to coincide with the PFM Group's fast approaching time frame.

Raymond Ruiz and Richard Falco of CBRE represented the owner of The Airport Business Center. "They were instrumental in pulling this transaction off; without them my customer would have to consider other alternatives that were not as secure and appealing," said Zere.

The property owner, Paul Fortunato of Fortunato Development, Inc. said, "It was a tough deal to pull off due to the unexpected delays that Lucent Technologies had presented, but we handled it professionally as always and everything worked out well for everyone involved. They (PFM) are very happy to be here as our newest tenant family members at the Airport Corporate Center and we look forward to having them here for many years to come."

The customer's main concerns were accessibility, high security and timing to occupy the space. All three parties worked together to pull this deal off to have The PFM Group occupy their new corporate headquarters with out any delays or inconvenience to their employees, customer base and general operations.