

JUNE 9, 2009

June 09, 2009 12:00 AM

Lawyers Alliance sets a penny-pinching example

Gets an inspirational deal on space at 171 Madison Ave.



[Print](#) Amanda Fung

The Lawyers Alliance for New York Inc., which provides business law services to nonprofits, got what it believes is an inspiringly good deal on its new midtown space.

“We are happy to set an example and find cheaper space for ourselves,” said Sean Delany, executive director of the alliance, which signed a 10-year lease for 7,200 square feet at 171 Madison Ave., between East 33rd and East 34th streets. The asking rent for the sixth-floor space was \$36 per square foot, but the alliance is paying \$27 per square foot, according to Mr. Delany. In the first year, the nonprofit is saving \$60,000.

“Like most nonprofits, we find ourselves in challenging times,” said Mr. Delany, noting that much of his nonprofit’s recent work has consisted of advising other nonprofits in their lease negotiations.

“It was a good deal all around,” said Paul Wolf of Denham Wolf Real Estate Services Inc., who, along with colleague Amy Lawrence, represented the tenant. Brian Steinwurtzel and Andy Udis of Newmark Knight Frank represented the landlord.

The alliance, which has 25 employees, will move from 330 Seventh Ave., on the corner of West 29th Street, to its new space on Aug. 1.

Property Details

- **Tenant name:** The Lawyers Alliance for New York Inc.
- **Street address:** 171 Madison Ave.
- **Square feet:** 7,200
- **Asking rent:** \$36 per sq ft.
- **Lease length:** 10 years
- **Market:** Midtown
- **Submarket:** Murray Hill

- **Borough:** Manhattan
- **Brokerage firm:** Newmark Knight Frank
- **Landlord broker:** Brian Steinwurtzel and Andy Udis
- **Tenant broker:** Paul Wolf and Amy Lawrence