

From the Pittsburgh Business Times:

<https://www.bizjournals.com/pittsburgh/news/2020/07/24/merged-wealth-management-firm-takes-new-office.html>

Wealth Enhancement Group doesn't sit on chance to take top floor of 11 Stanwix

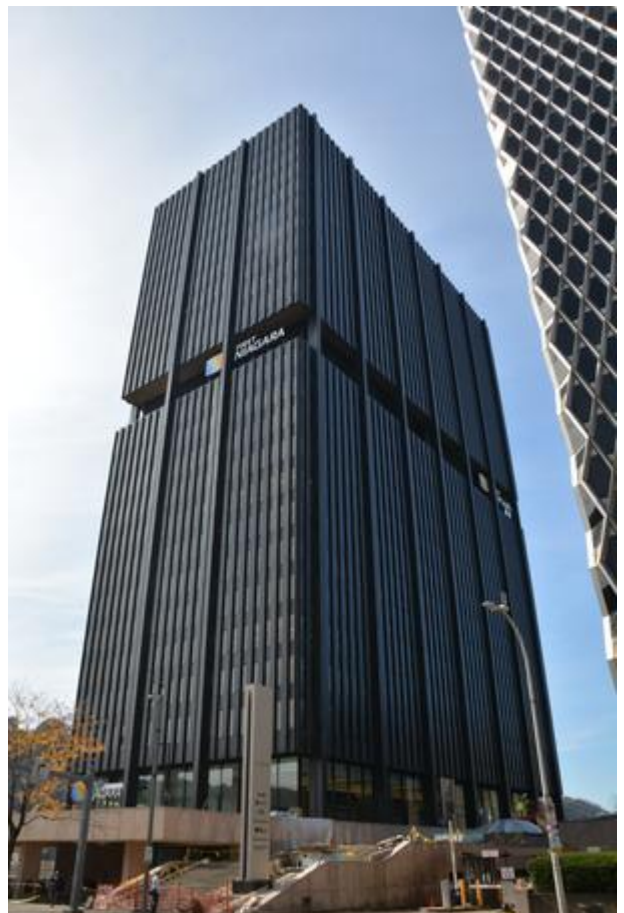
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Office moves maybe rare right now in the ongoing economic slog of the Covid-19 pandemic.

But so is top floor office space in downtown Pittsburgh.

And the newly merged Wealth Enhancement Group wasn't going to let the opportunity to take a 7,000-square-foot space in the top floor of 11 Stanwix downtown pass without taking it in a move from their previous office at One Oxford Centre, where its predecessor firm had been since 2006.

"It's our objective to become a real presence here in the city of Pittsburgh," said Paul Brahim, managing director of Wealth Enhancement Group, a Minneapolis-



ETHAN LOTT

Such a move may seem theoretical at the moment since Wealth Enhancement Group's local staff continue to work remotely from home after completing a deal for the space with the owner of 11 Stanwix, Chicago-based M&J Wilkow Ltd., in June.

While the company's employees adjust to working for what is a national company and catering to clients through all the technological tools office workers everywhere have become accustomed to, Brahim characterized the move to come as a vote of confidence in office life, and of having a staff able to work together in one place.

It's something he said the firm's clients want as well.

"We're committed to this notion of office space, one way or another," he said. "I think the country will find a way to deal with Covid. We want our people to be able to come together to collaborate."

Brahim added the building was appealing for its location, the green space surrounding it, its amenities as well as its view overlooking Point State Park.

Jason Stewart, a managing director in the Pittsburgh office of JLL, who represents 11 Stanwix, noted the space came available when the office of Health America vacated the building's top two floors, partially replaced by an office of Wells Fargo and the local architecture firm, IKM, which took the 22nd floor.

He added it takes a lot of persistence to get office deals done amid a pandemic that's creating lots of reluctance in the market.

He knew the space was a good fit for the firm.

"It just really seemed to fit the profile of a wealth advisory group," he said. "We knew they were in space that no longer met their needs at One Oxford."

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