

As seen in



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Cohen & Perfetto LLP
A One-time Baseball Pro Prospers In A Different Kind Of Major League
Louis A. Perfetto

Louis A. Perfetto was once a prospect for the L.A. Dodgers and Kansas City Royals, but his ultimate career choices turned him into a major league player of a different kind.

Perfetto believed he would make a greater impact practicing law, and after finishing law school he devoted his efforts to the real estate field rather than the baseball field. But the same inherent talent, commitment and diligent work ethic which catapulted him to the top of baseball drove him to new heights in real estate law as well.

Today Perfetto, 39, is managing partner of Cohen & Perfetto LLP, a boutique firm that specializes in all areas of real estate law, including land use and zoning, banking law and government incentives. With a broad base of real estate industry clients, which includes land developers, residential and commercial developers, banks, institutional and individual owners, landlords and tenants, and lenders and borrowers, Cohen & Perfetto represents businesses from middle market to Fortune 500 companies.

The firm has led a widening trend in smaller boutique firms that offer premier levels of service that larger firms boast about, but with the kind of personal, individual relationships that some say are lost at the mega-firms.

“There’s a basic philosophy that drives our firm,” Perfetto says. “Each client represents an important relationship to us, and every one of these relationships demands our complete attention and dedication. We make the connections that build these relationships, and we work hard to add depth and value to every partnership we forge and every transaction that transpires.”

While practicing in real estate transactions, economic development, conveyancing, financing and all types of leasing, Perfetto has arguably become one of the most knowledgeable and dexterous lawyers in self-storage development deals, having closed on more than 1.5 million square feet of self-storage facilities.

He is also an expert on zoning issues, having led the legal team that for the first time acquired and rezoned a piece of Staten Island industrial waterfront property for residential use, and also the \$50 million purchase of 120,000 square feet of office space on West 38th Street in Midtown, which involved complex 1031 exchanges.

Perfetto gets rave reviews from clients who value the personal attention that the Madison Avenue boutique firm offers.

“He has always had an uncanny ability to walk into a room filled with strangers and just start talking to people,” his partner Cohen says. “Within 20 minutes, he has five or six potential business deals”

Cohen & Perfetto LLP has closed more than \$900 million worth of transactions and is constantly growing and changing to fit the needs of its clients. During its first two years alone, the number of staff tripled and a downtown office was added. A New Jersey office and corresponding counsel were added in 2007, and more recently, Stephen A. Linde joined Cohen & Perfetto as a partner.

The firm also made its first foray into non-profit events this past May. Perfetto passed along his love of baseball to a group of little league baseball players from Manhasset, Long Island when the firm hosted “Practice at the Park”. The event was a day of baseball, food and fun held at the Richmond County Bank Ballpark in Staten Island. More than 100 first grade and kindergarten little league boys took over the stadium for the afternoon and participated in a clinic run by the Staten Island Yankees and Yankee’s former players Roy White and Mickey Rivers.

Perfetto credits his work ethic and optimism to his parents, who instilled in him the belief that anything is possible as long as one is willing to put in the effort. In his upbringing he was encouraged to both aim high and work hard to achieve his goals.

Perfetto graduated cum laude from Thomas M. Cooley Law School and received his LLM from New York University. He lives with his wife Kristin and their three young children in Manhasset, Long Island, where he is putting his baseball skills to good use coaching the Little League.

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