



Maintaining Flat Roofs and Your Sanity

The major problem with flat roofs is that they are flat! This means there is often an opportunity for water and debris to collect.

All flat roofs are designed with some slanting of their surface to allow water to flow towards gutters or roof drains. When this is interrupted the result is ponding, or puddles of water that remain on the surface indefinitely. Constant saturation from ponding will lead to a steady deterioration of the roof surface, followed by water penetration. And the worse it gets, the worse it gets, to the point of major and expensive roof damage!

The answer to a weather-tight flat roof with minimum expense is constant inspection and maintenance. At Hunt Construction Services, we inspect the flat roofs of our clients no less than twice a year. Yes, that usually means hauling out a 25-foot or higher ladder for most industrial buildings, but that is a lot better than major roof repair.

What are we looking for in the inspection? First, the roof must be free of ponding and debris. Gutters or roof drains must also be free of debris and free-flowing. Next we are looking for blistering, splitting, alligatoring, and felt movement. Blistering is a result of air being trapped between the roof layers. A hot roof heats up the air in the blister causing a break, thus allowing water to penetrate and ultimately leak into the building. Splitting and alligatoring are cracks in the roof membrane that are caused by a freezing and thawing cycle, heat, stress, or simply a poor installation. Finally, we inspect the flashing, which is the metal detail that joins a flat roof to a masonry wall. Properly executed, flashing allows the component parts of a roof to move while remaining watertight.

Any problems found should be promptly addressed. Gutters or roof drains need to be cleaned, and if necessary, replaced. Blisters should be cut out and replaced. Flashing may need to be repaired or replaced. Splitting and alligatoring will probably be cured with a new application of roofing tar. You may want to consider coating your flat roof with reflective aluminum paint, if that has not already been done. The reflective paint significantly reduces the heat load on the roof, and also lessens the impact of the sun on the deterioration of the roof materials.

Even with the best of maintenance programs, no roof lasts indefinitely. Depending on your roof type, you will need to plan on replacing your roof every 10-20 years. Obviously, more expensive roofs are expected to last longer. Just as you replace the filters in your heating system on a regular basis, so must you invest in annual roof maintenance. The key is to nip the problem early and inexpensively. This is the best way to maintain both your roof and your sanity.

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CoStar Top 20 Power Broker

In the News...

Hunt Represents Progressive Insurance in Two Real Estate Transactions

Hunt Corporate Services, Inc. (Plainview) represented Progressive Insurance in the lease negotiations for 12,000 square feet of office space in Bohemia, NY, and the lease renewal of 6,000 square feet for office space in Fishkill, NY. John Hoblin of Hunt represented Progressive in both of the recently completed transactions.

Mr. Hoblin has negotiated transactions for Progressive Insurance for many years, including locations in at least ten different states. Locally, in the last several years, he has negotiated leases and renewals in Lake Success, Medford and Bohemia for Progressive. "Progressive has a continuing need to either renew or relocate claims and legal offices," said Mr. Hoblin. "Decisions are made at the corporate level in consultation with local managers. Hunt provides the market knowledge and negotiation with local landlords."



PROGRESSIVE

Hunt Appointed Exclusive Leasing Agent for 9,500 Square Feet in Plainview, NY

Hunt Corporate Services, Inc. (Plainview) has been named exclusive leasing agent for 9,500 square feet of industrial space 160 Terminal Drive, Plainview, NY, by the landlord, 160 Terminal Dr LLC.

The unit is part of a 20,000 square foot industrial building at 160 Terminal Drive, and is located immediately off the Long Island Expressway (Exit 46) and Sunnyside Boulevard in Plainview. The building features both ground-level loading doors and a loading dock, sprinklers, sewers, gas heating and alarms. The available unit has an administrative office of 1,980 square feet and a 500 square foot production office.

"If the three most important things about real estate are location, location and location, then this property meets all of those criteria" said David G. Hunt, President of Hunt.



Greiner-Maltz Leases Office Space in Plainview NY

Greiner-Maltz has leased 3,213 square feet of office space at 185 Express Street in Plainview, NY. David Hunt, of Hunt represented the landlord, Anton Cerrone Associates, in the lease negotiations. The tenant represented themselves.

The 26,540 square foot office building, situated on 1.73 acres is located off the south service road of the Long Island Expressway in Plainview. Each office suite features an outside entrance, separately metered utilities and ample parking spaces. The space will be built to the tenants specifications.

Greiner-Maltz, founded by William Greiner and Richard Maltz in 1953 is engaged in the leasing, selling, appraising and managing of industrial, commercial, and retail property in New York & New Jersey.



Duro Dyne Corporation Leases Warehouse in Fontana, California

Duro Dyne Corporation has leased 24,000 square feet of industrial space on Commerce Way in Fontana, California. John Hoblin of Hunt exclusively represented the tenant in the lease negotiations.

"Duro Dyne relocated their warehouse from Santa Fe Springs, California to the new location and is using the space for warehouse distribution," said John Hoblin of Hunt.

Duro Dyne Corporation, headquartered on Long Island in Bayshore, NY, is the manufacturer of sheet metal accessories and equipment for the heating, ventilating and air conditioning industry. Heating and cooling ducts require specific connectors, fasteners, screws, adhesives and sealers, items that have, for years, been staples of Duro Dyne's product line.



Hunt Exclusively Representing 20,985 Square Feet in Plainview, NY

Hunt Corporate Services, Inc. (Plainview) has been named exclusive leasing agent for 20,985 square feet of industrial "flex" space at 55 West Ames Court in Plainview, NY, by the landlord, Anton Cerrone Associates.

The industrial suite is part of a 90,215 square foot "flex" building at 55 West Ames Court, and is situated on 5.5 acre plot, one block off the Long Island Expressway in Plainview. The building features a modern exterior, a separate entrance, tenant-controlled utilities, sewers, gas heating and a fire sprinkler system.

"The available suite was originally built for DEL Labs, and is mostly fully air-conditioned R&D space that was used as laboratory space," said David G. Hunt, President of Hunt. "It totals 20,985 square feet, and has one loading dock and one drive-in door."



Hunt Construction Completes Consumer's Kitchens Exterior Make-Over in Holbrook, NY

Hunt Construction has completed the exterior upgrade to Consumer's Kitchens & Baths in Holbrook, NY. Last year, Hunt refaced Kitchens & Baths' showroom in East Meadow, NY. Consumers was pleased with the job and chose Hunt to update the exterior in Holbrook.

Hunt was awarded the contract by the landlord, Long Island Industrial, (Syosset). Long Island Industrial is one of Long Island's largest commercial landlords, representing 3.6 million square feet of property, including a mix of 36 office/flex, retail, R&D, industrial, and warehouse sites.

"A properly installed E.I.F.S. job gives an outdated facade instant curb appeal," said Robert Ciurleo of Hunt Construction.





A Hunt Project Summary

Serving Up A Fresh Look At Huntington Indoor Tennis



Hunt Construction Services, Inc. was contracted to completely renovate the reception area, waiting room, locker rooms and lavatories for Huntington Indoor Tennis, located next to the Long Island Rail Road station in Huntington, NY. The previous renovation was done about 20 years ago and the premises were in serious need of a make-over and upgrade.

Hunt Construction helped our client hire an architect to prepare the drawings and as well as the necessary permit filings with the Town. We also worked closely with the project designer to make sure that everything she specified in the new design was implemented. Project scheduling was key in this project, as there was never a time the facility would not be open to the public. The

construction was planned in sections, so that at any given time there was operational space for running an indoor tennis facility. Every effort was made to make sure that patrons were inconvenienced as little as possible,

The first construction task was to remove an obtrusive old boiler and surrounding block walls to make way for expanded offices. Additional demolition consisted of the entire acoustic ceiling system, antiquated lay-in light fixtures, ceramic tile, worn out carpet, select drywall, obsolete electrical devices, cabinetry, shelving and miscellaneous debris.

The carpenters installed new partition walls and re-laminated existing ones based on the approved drawings. Blocking was installed for bathroom fixtures and accessories. A casement window was replaced with a more energy-efficient one and a completely new, more modern, acoustic ceiling was installed. Wood doors with nickel finish locksets, hinges and self closers gave a nice touch to the decor. The entire renovation area floor was covered with porcelain tiles in varying sizes and accents. The selected color would not show the material tracked from the tennis courts.

The plumbing scope consisted of new toilets, urinals, sinks, showers, drinking fountain, mop sink and relocated washer and dryer. In the process all of the piping was brought up to code. The electrician's scope included installing new energy efficient lay-in lights, GFI's, relocating switches, outlets and voice data locations based on the needs of our client.

All new custom work stations, cabinetry, reception desk, coat rack, appliances, kitchenette and granite countertops were installed. Lastly, a paint scheme with all of the specified color choices and accents guaranteed that the renovation at Huntington Indoor Tennis came up "aces". The project was delivered on time and on budget!



"Hunt made every possible effort to listen to our concerns, work around us and through it all, completed the job well-done with minimal disruption to our business," said Mr. Richard Rottkamp, Vice President of Huntington Indoor Tennis. "Our lobby and offices were handsomely transformed, tennis was played uninterrupted and business went on as usual. Hunt Construction has redefined the word *accommodating*."



OFFICE

Featured Properties - April 2014

516-937-1000 - www.huntcorp.com



50 Karl Avenue, Smithtown FOR LEASE

4,585 square feet available for lease. Suites available ranging from 821 to 4,585 on the first and third floor. Owner will build to suit. Generous parking. 24/7 access to the building. Zoned for medical or any professional use. On-site management.



1121 Walt Whitman Road, Melville FOR SALE / LEASE

39,250 square foot free standing, four-story, office building located in the Melville Corporate Corridor just minutes from both the Northern State Parkway and the LIE. Decked and covered parking. Occupy up to 20,000 square feet and grow into the remainder as desired.



1 School Street, Glen Cove FOR SALE/LEASE

5,360 square foot office condominium, divisible to 2,000 square feet. Almost unlimited parking at door. Suitable for medical, legal and other professional use. Located less than one mile from hospital and LIRR station.



54 Sunnyside Boulevard, Plainview FOR LEASE

One office suite of 1,400 square feet available on the first floor with strong visibility and signage. 1,800 square feet available on the second floor. Located immediately off the LIE, Exit 46. Great parking. 24 hour access.



147 East Second Street, Mineola FOR LEASE

4,398 square feet of second floor office space. Divisible to 1,947, 1,531 and 920 square feet. Reserved parking. Cleaning service three times a week. Short distance to LIRR and Jericho Turnpike, Old Country Road and Glen Cove Road.



1565 Franklin Avenue, Garden City FOR LEASE

1,500 square feet to 10,000 square feet of office space available. Individual suites will be finished to suit. Located near Old Country Road, two blocks from the LIRR Mineola Station. Building is in the process of complete renovation. Great parking!



99 Seaview Boulevard, Port Washington FOR LEASE

20,235 square feet available on the third floor, divisible to 3,500 square feet. Suites will be finished to suit. PRICED UNDER \$20 PER SQUARE FOOT. 24 hour access. Located 2.8 miles to Northern State Parkway and LIE.



45 North Service Road, Dix Hills FOR SALE

Community Church building is 3,400 square feet situated on 1.8 acres in an affluent area of Dix Hills on the service road of LIE, Exit 52. Thirty car parking can be expanded. Move-in condition.



131 East Ames Court, Plainview FOR LEASE

14,484 square foot office building, on a one acre plot. Tenant suites will be designed and built to suit. Divisible to 3,000 square feet. Excellent location less than one-half mile to LIE and Northern State Parkway.



Looking for real estate?
We Facilitate Your Business.
Why do it alone, when you can have your own real estate department?
Call us or visit www.huntcorp.com for information on our buyer or tenant representation services.

Of course, all information is from sources deemed reliable and is subject to prior rental or sale, errors, omissions, change of price, and withdrawal without notice.

Hunt Corporate Services, Inc. - 17 Dupont Street, Plainview, NY 11803



INDUSTRIAL or RETAIL Featured Properties - April 2014

516-937-1000 - www.huntcorp.com



55 West Ames Court, Plainview FOR LEASE

20,985 square feet of office, lab and warehouse space available. Separate entrance and utilities. 1 loading dock and one drive-in door, fully sprinklered, sewers and gas heating.



160 Terminal Drive, Plainview FOR LEASE

9,500 square feet available. Space features 2,480 square feet of office space, loading dock with overhead doors, sprinklers, sewers and gas heat. One block off the LIE.



150 Marine Street, Farmingdale FOR SALE

5,892 square foot industrial "flex" space available. Located off Route 110. Approximately 2/3 office and 1/3 warehouse. Fully air-conditioned. One overhead garage door. 30 - 40 car parking.



575 Hempstead Turnpike, Elmont 3 BUILDINGS FOR SALE

Three building portfolio available consisting of two retail buildings and one industrial building. Can be sold separately or all inclusive. 3,156 - 7,393 square feet available. Located across the street from Home Depot and Pep Boys, one mile east of Belmont Raceway.



175 Central Avenue, Farmingdale FOR LEASE

12,500 square feet available. Consisting of 5,854 square feet of office space and 1,352 square feet of finished R&D space. Located five minutes from the LIE, Route 110 and Southern State Parkway.



2635 N. Jerusalem Road, East Meadow FOR SALE

6,000 square foot, 5 unit industrial building with retail frontage. Three 1,200 square foot units and two 1,500 square foot units. Occupy all or part.



245 Newtown Road, Plainview FOR LEASE

15,028 square feet available. The space features 22' height, 3,200 square feet of office space, gas heating, 1 loading dock and 1 drive-in door.



137 Commercial Street, Plainview FOR LEASE

8,627 square feet available. Office finished to suit. Separate entrance and utilities. 17' height, 1 loading dock, sprinklered, sewers and gas heating. Abundant parking.



265 Executive Drive, Plainview FOR LEASE

14,599 square feet of industrial flex space available. Will divide to 7,000 square feet. Space features 8,837 square feet of office space, 14' height, 2 loading docks, gas heating and sprinklers. Extensive parking. Located immediately off LIE, service road.



Trying to sell or lease your property?
We Facilitate Your Business.
Why do it alone, when you can have your own real estate department?
Call us or visit www.huntcorp.com for information on our buyer or tenant representation services.

Comparable Sales

Recent Sales

City	Address	Property Type	Size SF	Office SF	Acres Total	Sold Price/SF
Bay Shore	59 Spence Street	Industrial	104,591	9,480	5.3	\$52.59
Plainview	155 Terminal Drive	Industrial	13,000		2	\$142.31
Plainview	101 Sunnyside Boulevard	Office	14,000		1.87	\$231.34
Hauppauge	145 Oser Avenue	Industrial	70,000	20,760	5.4	\$75.00
Bohemia	100 Orville Drive	Industrial	255,000	10,000	11.5	\$50.98
Commack	58 Vanderbilt Motor Parkway	Office Investment	30,000		3.50	\$126.67
Floral Park	102-114 Jericho Turnpike	Office Investment	28,500		.75	\$149.12
Bohemia	1546 Ocean Avenue	Industrial	57,600	2,880	2.82	\$45.14
Westbury	534 Main Street	Industrial	5,472		.23	\$116.96
Hicksville	800 South Broadway	Industrial	21,877	3,588	1	\$78.62
Hicksville	890 South Oyster Bay Road	Industrial	31,080	3,000	1.72	\$74.00
Hauppauge	10 Commerce Drive	Industrial	33,540	7,893	2.48	\$102.66
Hauppauge	75 Corporate Drive	Industrial	20,000	3,000	2	\$100.00
Mineola	82 Union Street	Office	17,000		.25	\$117.65
Bay Shore	63 Cleveland Avenue	Industrial	9,240	924	.53	\$83.87
Farmingdale	590 Smith Street	Industrial	28,740		1.44	\$102.00

Announcements

A **S** **A** **A**

Full time administrator

- Excellent computer skills
- Strong communication skills
- Proficient with Microsoft Word and Excel
- Organizational skills
- Neat and professional appearance

Duties include; receive, direct and relay telephone calls, greeting guests, filing/scanning, data entry, office supplies ordering, assist with projects and support office staff.

(Inquiries contact Christa Cherney at ccherney@huntcorp.com)

C **C** **A** **S**
A

We are always interested in talking with commercial real estate brokers who possess a solid track record of completed transactions. We have an open and cooperative office and are looking for team players. All inquiries held in the strictest confidence.

(Inquiries contact David Hunt at dhunt@huntcorp.com)



Hunt exhibited at the Long Island Commercial Real Estate Expo held on March 18, 2014 at Hilton in Melville, NY.

We made new connections and said hello to many old friends. Thanks for stopping by!



nyrej

THE LARGEST COMMERCIAL/INVESTMENT NEWSPAPER COVERING THE STATE

q/a

COMMERCIAL REAL ESTATE Question of the Month



David G. Hunt, MCR, CCIM, SIOR
Hunt Corporate Services, Inc.

Forget the Price!

Q: *We are just starting to look for new office space. Why does our broker insist on showing us space that is out of our budget?*

A: Unless your broker is offering you space wildly out of budget, he is absolutely correct to be ignoring the asking price in showing you new office alternatives. Here are the five reasons that this is the right strategy and why you should “forget the price” on your initial forays.

1. Every listing has a story.

Each property has a history, and an owner with a set of priorities, needs and emotions. Without discovery and negotiations, it is very difficult to know at the outset the exact point at which a deal can be consummated. In some cases the broker may have some intimate knowledge of the situation, perhaps from a previous negotiation. However, since most commercial brokerage agencies on Long Island have access to literally

thousands of commercial properties, it is simply impossible for your broker to have bottom-line knowledge on each one.

2. The property may not be correctly priced.

Both brokers and owners have their reasons for setting the asking price where they do. Sometimes this decision makes

We highly recommend to our clients that they concentrate on the utility of the alternatives under consideration, without regard to price, in the initial process.

sense in the marketplace, and sometimes it is wildly optimistic. Either way, the price eventually will be driven down to a market level. I have told owners for years, “I can lie to you, you can lie to yourself, but the market never lies.”

3. The cost of the space is not necessarily the cost of acquisition. What looks like a bargain may not be, after all the hidden charges or costs of occupancy have been added up. As an example, a higher-priced location may have salvageable telcom cabling or built-in furniture, both of which could save you thousands of dollars.

4. You must not compare “apples and oranges” (particularly with office space.) Comparing two face rents makes no sense at all if, as an example, you have not incorporated in the comparison, the loss factor in the building, the escalation clauses, utility charges, and overtime electric.

5. There are reasons you might want to consider paying a higher price. Better parking, local restaurants, backup power capability, and available business services are all examples of reasons that you might want to consider paying a higher rent to provide a better work environment for your employees, or to make your business more productive.

We highly recommend to our clients, in the initial process, that they concentrate on the utility of the alternatives under consideration, without regard to price. Once we understand which alternatives best suit the needs of our client, the process of discovery and negotiation can begin. Of course, ultimately, the cost will play a very significant role in the final decision making process. But in the beginning, you should “forget the price!”

David G. Hunt, MCR, CCIM, SIOR is president of Hunt Corporate Services, Inc. and Hunt Construction Services, Inc., Plainview, N.Y.



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INSIDE:

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April 2014



Commercial Parking Lots Have Suffered!

*With the heavy snow we've experienced this winter,
parking lots have been left with
pot holes, cracks and lots of damage.*

**Unattended repairs can cause liability issues!
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Give us a call. 516-937-1000**

It never hurts to get another bid!



Call Rob Ciurleo, Senior Managing Partner, 516 937-1000 for a free consultation and quotation. www.huntcsi.com