



Operating Your Business During Construction

It is certainly more desirable, if possible, to relocate your present operations temporarily while construction takes place. But with careful scheduling and a lot of understanding, construction can take place around your operations.

We recently renovated the administrative offices, lobby, waiting area, lavatories and locker rooms for an indoor tennis facility. By careful planning, scheduling critical items during off-peak or closed hours, and cooperation from staff and patrons, there was never a time that a customer could not come into the facility. How this was accomplished might be a good model for renovations you may be contemplating this year.

First, in cooperation with our client, we chose the absolute quietest part of the year to begin our work. While the administrative offices had to be open to handle calls and paperwork, the courts were closed for one week to allow resurfacing and new lighting. This was the perfect time to get real “dirty” work done, in this case, demolition and removing an antiquated boiler, piece by piece. The staff was temporarily relocated to the lobby/waiting area, the administrative area was isolated with heavy plastic, and the demolition began. Indoor tennis is usually run 16 hours a day, 7 days a week, so finding time when the building was completely vacant was difficult. For your own construction, however, the scheduling process should limit particularly noisy operations, such as cutting metal or chopping concrete, to evenings or weekends when no one is in the building.

In order to renovate the lavatories and locker rooms, we shut them down one at a time. Luckily, there was a third lavatory available that was not to be renovated, so we were almost always able to maintain “his and hers” lavatories. When the administrative area was complete, the staff was moved from their temporary location to the renovated office space. The lobby and waiting area were then renovated in sections, always maintaining a heavy plastic barrier between the actual construction and public areas.

The downside of construction during operations is that it will cost more, and take longer, than the same job that would allow complete and total access to a contractor. And of course, no matter how hard you try to completely isolate the noise and dust from construction, there will still be distraction and discomfort for your employees or customers. But for our indoor tennis client, unobstructed access to the space would have put him out of business for three to four weeks, an alternative that would have been a lot more expensive than our scheduling and construction solution.

There is no “right” answer. You will have to weigh the advantages and disadvantages of completely shutting down the office for construction, or planning carefully to allow construction during office operations. It is usually a comparison of the additional time and cost of piecemeal construction versus the cost of relocating or taking your operation offline during construction.

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CoStar Top 20 Power Broker

In the News...

Investors Capital Renews Lease in Farmingdale, New York

Investors Capital has renewed their lease at 280 Main Street in Farmingdale, NY. Chuck Syage of Hunt, represented the tenant in the lease negotiations. The landlord, The Carman Group, was self represented.

"We evaluated the marketplace and suitable alternatives for Investors Capital. But I am pleased to report that we were able to negotiate an acceptable renewal for their present location, which I had previously negotiated on their behalf. The renewal will save them the cost of relocating," said Mr. Syage.

Investors Capital Corporation (ICC) is the dually-registered independent Broker/Dealer and Investment Advisory firm of Investors Capital Holdings, Ltd. (NYSE MKT: ICH), services.



Hunt Appointed Exclusive Leasing Agent for 14,599 Square Feet in Plainview

Hunt Corporate Services, Inc. has been named exclusive leasing agent for 14,599 square feet of industrial space at 265 Executive Drive, Plainview, NY, by the landlord, Anton Cerrone Associates.

The industrial suite is part of a 32,620 square foot "flex" building at 265 Executive Drive, and is situated on 2.23 acres on the south service road of the Long Island Expressway in Plainview. The building features a modern exterior, separate entrance and utilities for each suite, sewers, gas heating and a fire sprinkler system.

The available suite has approximately 8,837 square feet of office space, two loading docks, and full air conditioning.



The Elija Foundation Expanding and Relocating to Laurel Lane in Levittown, NY

The Elija Foundation has leased 12,000 square feet in the former elementary school at 11 Laurel Lane, Levittown, NY. David G. Hunt, represented Elija in the lease negotiations. The Levittown Union Free School District is the landlord.

"The Elija Foundation runs The Elija School, which provides comprehensive care for children with autism," said David G. Hunt, president of Hunt. "The teacher to student ratio is one to one. The additional space at the Laurel Lane school will accommodate their expansion and will allow them to continue to increase enrollment, as well as provide community space for outreach programs to the families and professionals who count on them every day."



Nassau Attorney's Service Leases Office Space in Garden City, NY

Nassau Attorney's Service, has leased 1,275 square feet of office space at 310 Old Country Road, Garden City, NY. Chuck Syage of Hunt, represented the tenant in the lease negotiations. The landlord, Goodwin Associates was self-represented.

The building is one of three adjacent professional office buildings totaling 51,000 square feet and is within walking distance to the Nassau County courts and Mineola train station. "The professional looking building with abundant parking and proximity to the courts made this an ideal move from their previous location in Mineola," said Mr. Syage.



Hunt Appointed Exclusive Leasing Agent for 50 Karl Avenue in Smithtown, NY

Hunt Corporate Services, Inc. (Plainview) has been named exclusive leasing agent for 50 Karl Avenue, also known as Station Plaza, in Smithtown, NY, by the landlord, Mark S. Eghrari and Associates, PLLC.

Andy Dorman, Senior Director at Hunt, will be handling the property and said, "The 15,000 square foot, three-story office building was built in 1989 and is located across the street from the Smithtown train station. Suites available range from 821 square feet up to 4,585 square feet (an entire floor). The building has excellent parking and there is also an adjacent municipal parking field. Jericho Turnpike, Northern State Parkway, and the Long Island Expressway (Exit 57) are within easy access."



Champion Vending Leases 11,462 Square Feet in Port Washington, NY

Champion Vending has leased 11,462 square feet at 50 Seaview Boulevard in Port Washington, NY. David G. Hunt of Hunt represented the landlord, Anton Cerrone Associates in the lease negotiations. Nick Cangemi of Newmark Grubb Knight Frank represented the tenant.

Champion Vending Service, headquartered in Brooklyn, is independently owned and operated, and is a provider of refreshment services including vending machines, manual food service and office coffee service, in the Eastern United States. "Champion leased the space as an additional warehouse and distribution point," said David G. Hunt. "Champion Vending is an exclusive vendor to schools, state parks, and major companies, offering 24/7 service and support."





A Hunt Project Summary

Consumers Kitchens and Baths Gets An Exterior Make-over

Hunt Construction Services, Inc., was awarded the contract to update the exterior of Consumers Kitchens & Baths in Holbrook, NY, by their landlord, Long Island Industrial. 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.

Consumers Kitchens & Baths is a division of Consumers Kitchens & Bath Supercenters with showrooms in Commack, Copiague, Holbrook, East Meadow and Franklin Square. Products consist of cabinetry, countertops, hardware, faucets, plumbing fixtures, tubs, showers, whirlpools and appliances.

The exterior in Holbrook was outdated and unappealing, and since it is the corporate headquarters and designer showroom for Consumer Kitchens & Baths, the tenant requested serious modernization from the Landlord. A year earlier, Hunt replaced the facade at their East Meadow location, and a similar look was desired.



The contract included both the demolition of the old exterior and the installation of the new energy efficient, E.I.F.S. (Exterior Insulation Finish System) facade. E.I.F.S. creates the look of a concrete fortress to the novice eye. It's a lightweight synthetic wall-cladding that includes exterior sheetrock, rigid foam insulation and thin synthetic coatings. One of the biggest benefits of this system is that the insulation increases the "R" value making it much more energy efficient.

Hunt Construction completed the work quickly. New electrical circuits were ran for the new exterior lighting. Then, crown molding and window accents were installed giving the new facade an elegant presentation.

Next, concrete planting beds and curbing was installed and evergreen bushes were planted to finish off the look. A much needed handicapped ramp, for the convenience of customers, was built out of concrete with metal handrails for safety and the project was complete.



The job was completed without causing any interruption to Kitchens & Baths' operation or that of any other tenants in the shopping center, and was completed within budget and on time. The new dramatic look is a pleasing welcome to customers.



INDUSTRIAL - RETAIL

Available Properties - March 2014

516-937-1000 - www.huntcorp.com



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. Located on the Long Island Expressway South Service Road. Extensive parking.



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 Long Island Expressway, Exit 52. Thirty car parking can be expanded. Move-in condition.



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 Long Island Expressway, Route 110 and Southern State Parkway.



2635 N. Jerusalem Road, East Meadow FOR SALE User / Investor

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.



55 West Ames Court, Plainview FOR LEASE

20,985 square feet of office, lab and warehouse space available. Separate entrance and utilities. One 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 Long Island Expressway.



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.

Trying to sell or lease property?
We Facilitate Your Business.
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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



OFFICE

Available Properties - March 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 strategically located in the Melville Corporate Corridor just minutes from both the Northern State Parkway and the Long Island Expressway. 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 Long Island Expressway, Exit 46.



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. Extensive parking with quick and easy walk to any suite. 24 hour access. Located 2.8 miles to Northern State Parkway and LIE.



300 Commack Road, Commack FOR SALE

3,065 square foot, two-story professional building available for sale. Excellent parking. Building can be delivered vacant, or partially vacant with tenants. Easily accessible to the Northern State Parkway and LIE.



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 Long Island Expressway 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

Comparable Sales

Recent Sales

City	Address	Property Type	Size SF	Office SF	Acres Total	Sold Price/SF	Sold Date
Hauppauge	145 Oser Avenue	Industrial	70,000	20,760	5.4	\$75.00	1/22/2014
Bohemia	100 Orville Drive	Industrial	255,000	10,000	11.5	\$50.98	1/8/2014
Floral Park	102-114 Jericho Turnpike	Office Investment	28,500		.75	\$149.12	1/7/2014
Bohemia	1546 Ocean Avenue	Industrial	57,600	2,880	2.82	\$45.14	1/2/2014
Westbury	534 Main Street	Industrial	5,472		.23	\$116.96	1/1/2014
Hauppauge	10 Commerce Drive	Industrial	33,540	7,893	2.48	\$102.66	12/27/2013
Hauppauge	75 Corporate Drive	Industrial	20,000	3,000	2	\$100.00	12/20/2013
Mineola	82 Union Street	Office	17,000		.25	\$117.65	12/19/2013
Bay Shore	63 Cleveland Avenue	Industrial	9,240	924	.53	\$83.87	12/19/2013
Hicksville	300 Duffy Avenue	Industrial	127,245	10,000	10.34	\$103.74	12/12/2013
Bohemia	205 McCormick Drive	Industrial	6,688	1,672	.46	\$104.67	12/9/2013
Hauppauge	60 Hoffman Avenue	Industrial	62,770	8,000	3.29	\$50.98	12/6/2013
Port Washington	19 Harbor Park Drive	Industrial	62,617	12,584	4.19	\$99.81	12/6/2013
Garden City Park	1400 Plaza Avenue	Office Flex	15,000		.46	\$60.00	12/4/2013
Hicksville	250 Duffy Avenue	Industrial	105,000	5,000	5.924	\$76.19	12/1/2013

Financing File

Conventional Financing

Loan to value between 65% - 75% depending on the deal. Rates are in the 4% - 5% range, fixed for 10 or 15 years. Some lenders offer no pre-payment penalty for the life of the loan.

Small Business Administration (SBA) 504 Program

The SBA 504 loan program offers long term (10 or 20 years) fixed rate subordinate mortgage financing to qualified companies for the purchase and renovation of existing buildings or new buildings and equipment. Loans are up to 40% of the project cost, maximum of \$5,000,000 for all types of businesses. Loan amount can be up to \$5,500,000 if a certain amount of energy reduction is projected to be achieved or if company is a light manufacturer.

Empire State Development Corp.

Empire State Development Corporation is New York States economic development agency. Under their Job Development Authority (JDA) loan program, they can finance up to 40% of the total project amount for capital assets (subordinated to a first mortgage lender). This includes new or existing buildings and equipment.



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.

What Is He Doing?

Q: *If I hire an exclusive broker to represent me in the purchase of a building, what is he doing to make sure that I find the right building?*

A: I cannot speak for all companies that represent buyers, but I can tell you what our firm does in representing buyers or tenants. And when I say, “represent”, that is exactly what I mean, in the same way that an attorney represents your fiduciary interests. We use all our resources and market knowledge to bring you the best solution to your real estate problem. This includes working with the entire brokerage community to find you the right building.

The first step is ascertaining what we need. This involves discovery of our part, and takes some time on yours. We would like to know a lot about your present situation - your products or services, your employees, physical needs, financial health (crucial for real estate financing or leasing), past growth

curve, anticipated growth and timetable. What is happening with your present real estate? Is there a lease expiration that must be accommodated?

Next, we will work together to create “a picture” of the perfect building for your operation and needs. This usually involves a space program, which is

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simply a break-down of the type and size of space that we need in the new facility. Depending on our client’s needs, this can be relatively simple, or can be complex enough to require space planners and material handling engineers. We will talk about location - for commuting, shipping, employees, available services and image, as well

as how the location might affect price. Some criteria are more important than others, for example, we can almost always increase the number of loading doors or the size of an electrical service in an industrial building, but we cannot change the location of a building.

Now, we develop a spreadsheet of suitable candidates in the marketplace. We emphasize to our clients that the real estate market is dynamic, not static. Every day, new buildings come onto the market, and every day buildings are leased or sold. (On Long Island, at any given time, we have approximately 2,500 listings in our databases.) It is our job to stay current with available properties and funnel them down to no more than a dozen or so that make the most sense for our client. We will be talking with the owner or the owner’s broker for each one of the candidates, and prefer to preview the properties on behalf of the client.

Only then, are we ready to look at property with you! And even so, we tell our clients that the first trip is really for us, not them. As we walk through buildings, you are asking questions and showing concern. In the process, we are learning to think like you. And at the same time, you are receiving an education in the marketplace.

So, what are we doing? Our job is 80% education. We are simply bringing you up to speed with your real estate alternatives and the marketplace so that you can make the best decision.

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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MARCH 2014



Commercial Parking Lots Have Suffered!

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

Unattended repairs can cause liability issues!

**We can help. Give us a call.
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It never hurts to get another bid!



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