

## Names, Faces, People & Places

### Cameron of LI Regional Planning Council speaks at LIBDC meeting



Shown (from left) are: William Mannix, executive director, Town of Islip Economic Development; John Cameron, Jr., managing partner, Cameron Engineering & Associates; Angie Carpenter, supervisor, Town of Islip; John Cochrane, Jr. councilman, Town of Islip; John Walser, deputy executive director, Town of Islip Economic Development; and Mitch Pally, CEO, Long Island Builders Institute and co-chair and LIBDC

**EAST ISLIP, NY** Identifying taxes and a lack of affordable housing as the biggest challenges facing Long Island, John Cameron Jr., P.E., chairman of the Long Island Regional Planning Council, told the Feb. 4<sup>th</sup> meeting of the Long Island Business Development Council (LIBDC) that if officials fail to smartly address and prioritize the issues, the region's future viability and sustainability are at risk.

The meeting was sponsored by the Town of Islip Industrial Development Agency.

"Long island, we can all agree, is a pretty good place to live work play, to raise a family. All that said, it's a tough place for a lot of people to afford to live here. For all that makes Long island

great, it has its challenges," Cameron, who also is the founder and managing partner of Woodbury-based Cameron Engineering & Associates LLP, told more than 100 guests attending the gathering at The Irish Coffee Pub. LIBDC is a group of government and private-sector economic development professionals.

Cameron said that the planning council, which is devoted to the well being and economic development of Long Island, 10 years ago issued a 25-year sustainability plan that identified high taxes and the lack of rental housing as "the two major impeditors to Long Island's future viability and sustainability."

*For full story visit nyrej.com*

### Hofstra Univ. teams with Leap EDU, to offer training

**HEMPSTEAD, NY** Hofstra University has entered into a partnership with one of the region's leading independent real estate schools, Leap EDU, to offer a wide range of real estate professional training courses at its campus.

The flagship offering will be the NYS Real Estate Salesperson course, which is the first step required to earn licensing as a real estate agent in the state. The comprehensive 75-hour course covers a topics including fair housing regulations and discrimination, environmental issues, land-use regulations, sales and leasing contracts, and the law of agency, detailing an agent's responsibilities in representing a buyer or seller in a transaction. Students are required to pass a comprehensive course exam prior to taking a state exam to earn their salesperson license.

"Leap EDU has established itself as the gold standard for professional real estate training in the state," said Michael Chisena, senior director of administration & finance of Hofstra University Continuing Education.

Adam Barda, founding partner of Leap EDU, said the new relationship represents "a partnership of leaders" in education. "We're committed to doing this right, and we look forward to teaming with Hofstra University to create the premier real estate school in the country," he said. "In working closely with leading real estate brokerages throughout the region, we asked them for their wish list in how their agents should be trained."

### Rosen-Nikoloff appointed SVP, gen. counsel at LIHP

**HAUPPAUGE, NY** The Long Island Housing Partnership, Inc. (LIHP) has appointed Jill Rosen-Nikoloff, Esq. as senior VP and general counsel. Rosen-Nikoloff comes to LIHP with knowledge in the areas of law, affordable housing development, and non-profit management. Prior, Rosen-Nikoloff had a 15-year career in the private sector as a partner in two of Long Island's major law firms, where she engaged in a broad based corporate/commercial practice engaging in mergers, acquisitions, lending, and real estate transactions and was the COO of a L.I. community development corporation.

*For full story visit nyrej.com*



Jill Rosen-Nikoloff

### JANUARY 22<sup>ND</sup> EVENT MODERATED BY CURRY OF FARRELL FRITZ Comm'l. Industrial Brokers Society host State of the Industry panel



Shown (from left) are: CIBS president David Leviton; Matthew Whalen, president and CEO of Cord-Meyer Development Co.; Eric Dorf, vice president of Dorf Associates; Peter Florey, principal of D&F Development Group; and Chuck Tabone, executive vice president of Newmark Knight Frank.



CIBS State of the Industry Panel, Shown (from left) are: Peter Curry (standing), Matthew Whalen, Eric Dorf, Peter Florey and Chuck Tabone.

**MELVILLE, NY** Leading Long Island real estate professionals said that the region's industrial property market remains strong as new mega warehouses near development, while housing developers said that Long Island has been unable to construct enough units to satisfy demand for rentals.

The professionals spoke at a Commercial Industrial Brokers Society (CIBS) annual state of the industry program on January 22<sup>nd</sup>. The program moderated by Farrell Fritz partner Peter Curry, included Chuck Tabone, executive vice president in the local office of Newmark Knight Frank; Eric Dorf, vice president of Dorf Associates, of Farmingdale; Peter Florey, principal of Levittown-based D & F Development Group; and Matthew Whalen, president and CEO of Forest Hills-based Cord-Meyer Development Co. The event, which attracted 150 attendees, was held at 58 S. Service Rd.

"The industrial market has been

and remains very strong with sale and lease prices soaring every year of the last 10 years. Supply is very constrained," said Tabone, a veteran industrial broker. He said the industrial vacancy rates in the region, of 3.50-3.2%, is among the lowest in the nation, but asking rents per s/f are among the highest at \$12.64.

Noting that new developers, from New Jersey, are developing new large industrial projects in locally and in Hicksville, he said, "We don't have the product that the new generation of e-commerce is looking for. We typically don't have 36-ft. clear, ESFR sprinklers, large truck courts, wide column spans. That's what s being designed and built." He predicted these new properties eventually will get rented and noted that a lease already is out for a Hicksville site.

On the other hand, he noted that a 120,000 s/f former Clare Rose beer warehouse in Melville with 20-ft. ceilings recently was the subject of a

bidding war among potential buyers and, after it was sold, a bidding war among potential lessees involved in e-commerce. "It's last mile typical. Last mile doesn't require that height. It needs great loading and great access."

Dorf, said his niche—smaller industrial units—3,000 to 15,000 s/f—leased mostly to contractors, distributors and machine shops, has been strong with few vacancies. He said he experiences turnover of about 10 percent annually but most space, is leased before going vacant. He said his firm would acquire existing properties rather than build new. It sold a site it had planned to build on in Brookhaven because the development process is onerous.

Florey, said finding sites for affordable housing—his firm's specialty—is becoming increasingly difficult. "There are fewer and fewer parcels out there," he said. "What we're finding ourselves doing is assembling properties. That poses its own challenges. You're herding cats when trying to bring all these disparate players together, all of whom have their own version of when you're going to close." He noted that the approval process for affordable homes is challenging. "There are very few municipalities on Long Island that have multifamily zoning in their codes or even on their books," Florey said, noting that the term "affordable housing" still conjures up images of housing projects. "Affordable housing should be something that is designed beautifully." He said the public needs to understand more and what affordability means and how it can improve communities.

Meanwhile, Whalen, who formerly ran Avalon Bay's rental operations on Long Island said Nassau and Suffolk is short a couple of hundred thousand residential rental units. "You're never going to catch up if you build 4,000 or 5,000 a year. Studies have shown the region needs 150,000 units. He said Cord Meyer is building 33 townhomes in Bayside, Queens, where it operates the sprawling Bay Terrace Shopping Center, its main asset. "We have invested heavily in retail... which needs to transform into something new."

### Jaeger honored with NYSAR Community Service Award

**PORT JEFFERSON, NY** The New York State Association of Realtors honored Lisa Jaeger as one of two honorees of its 2019 Community Service Award in recognition for her dedication

and involvement in cancer awareness and assisting the feral cat and wildlife population on Long Island. She received the award during the association's Mid-Winter Business Meetings in Albany.

A member of the Long Island Board of Realtors, Jaeger is a cancer survivor who cares for her mother, who also has cancer. She encourages both men and women regularly to actively check on their health and has been a pillar of support for those with cancer.

Additionally, Jaeger is a volunteer and advocate for Volunteers for Animal Welfare, an organization that assists with trapping and transporting feral cats to local vets to be rehabilitated. Jaeger is also a volunteer with the Evelyn Alexander Wildlife Rescue Center in East Quogue, working with injured wildlife and is part of their deer rescue team.

Along with an inscribed award, a grant of \$1,500 will also be made in Jaeger's name to a charity of her choice.

### Kennedy of FDT named to LIBN's 40 Under 40

**WOODBURY, NY** According to Forchelli Deegan Terrana LLP, (FDT) Land Use & Zoning associate Brian Kennedy was selected as a recipient of LIBN's 40 Under 40 Award, which celebrates Long Island's future leaders. A reception was held on Tuesday, February 6<sup>th</sup> at Crest Hollow Country Club.

Kennedy earned his J.D. from Pace University School of Law and his B.S. from the State University of New York College at Geneseo.



Brian Kennedy