

## Island Associates — Working with clients in all phases

Roger A. Delisle, Jr. is a licensed commercial real estate broker and managing director of Island Associates, a full service commercial brokerage firm in Smithtown. With a solid background in the real estate industry, Delisle began working for Island Associates Real Estate Inc. in 1991 and bought the company in 1996.

His first transaction at Island Associates was completing the sale of a 36,000-sq.-ft. shopping center in West Babylon, where the company repositioned an old roller rink with a Genovese Drug Store as its anchor. Since then, Delisle and his team has worked with a number of major local and national retailers, including King Kullen, CVS, Lowe's, Taco Bell, Checkers, Gold's Gym, Dunkin Donuts, Family Dollar, and most recently Quick Chek.

Island Associates provides step-by-step options, whether its clients' needs are retail leasing, purchasing of retail or investment properties or increasing their market presence.

Experiencing the highs and lows of real estate over the years, Delisle realized he needed more stability. So, the company hired certified property managers and formed a division that focuses on property management in 1998. Today, Island Associates manages more than 1.3 million square feet of retail space.

"We do everything from paying the

mortgage, to collecting rents, negotiating lease extensions, build-outs, roof repairs, and repairing pot holes," he said. "We are cognizant of the landlords' concerns for cost and tenants' concerns for long term profitable tenancy."

Working as brokers and property managers, Island Associates is involved in all aspects of the industry.

Island Associates also has a unique perspective on Long Island's marketplace.

"While some speak of Long Island as a single market, the truth is that it should be viewed as multiple market segments," he said. "Nassau Country and Suffolk County are two very distinct markets. From a commercial retail perspective each has its own benefits. In this business it takes knowledge, education, personal attention and relationships, Delisle said.

"We have 20-year relationships and have stuck by our clients through the good and bad times. After doing this for 25 years, we now receive recommendations from our clients' children."

Island Associates is currently working on a large piece of property with a major developer on the East End and recently went into contract on the old Rice Chevrolet 6-acre site in Huntington.

"I like the challenges of this industry, Delisle said. "I like creating value and transmuting and repositioning property for new tenants."

## Newmark Grubb Knight Frank — Local experts with a global platform

The Long Island office of Newmark Grubb Knight Frank was formed in 2000 as an outgrowth of an established real estate firm to service the region's industrial and office markets.

"We opened the Long Island office with the idea to provide better and more services for our clients and we thought we could do that with becoming part of what was then forming as a national company," said Managing Principal Charles V. Tabone, SIOR, who is a 37-year veteran of the commercial/industrial industry on Long Island.

Located in Melville, Newmark Grubb Knight Frank (NGKF) stands as one of the area's premier full service real estate advisory firm specializing in every area of real estate services, including tenant representation, owner representation and investment sales for office, industrial and retail properties.

"We continue to represent some of the major corporations on Long Island, as well as the significant property owners," Tabone said. "We also represent local companies that aren't on any Forbes list because they are great local companies — that is really what Long Island is all about — the local companies."

The maturation of this fledgling company on Long Island has been among the most rewarding accomplishments of this office.

"While Newmark was an established name in Manhattan, Westchester and Connecticut, it was not on Long Island and going from a relatively unknown in 2000 to becoming one of the major players in the commercial real estate field on Long Island in 2013, I think is our most significant achievement," he said.

Marking this success, Rechler Equity Broker named NGKF's Long Island office as 2013 Top Brokerage Firm of the Year.

This honor comes by having a strong team of professionals, Tabone noted.

"You can't win a tug of war if you don't have the right people," he said,

NGKF's Long Island office seeks future growth opportunities.

"We always look to add people who will complement what we are doing," Tabone said.

Formed in 1929, NGKF's strong foundation makes it one of the most trusted names in the industry.

"The mother company is growing tremendously," Tabone said. "We have gone from what was a Manhattan-based company to a firm that has 11,000 people, 340 offices and manages over 650 million square feet worldwide. Our office is a small part of that but we are going to continue to be part of that and continue to enhance the service lines that we offer our clients."

### 305 West Jericho Turnpike Huntington, NY



<b>Available:</b>	Proposed 45,000 SF 4 acres		
<b>DEMOS:</b>	<b>1-Mile Radius</b>	<b>3-Mile Radius</b>	<b>5-Mile Radius</b>
<b>Population:</b>	14,748	79,657	170,254
<b>Avg HH Income:</b>	\$78,236	\$106,200	\$123,382
<b>Ground Lease:</b>	\$675,000 NNN		
<b>Taxes:</b>	\$145,008.09		
<b>Details:</b>			
Busy corner with a light			
Access from Jericho Tpke and W. Hills Rd			
Across from Walt Whitman High School			
Traffic count 35,000 cars daily			
Nearby tenants include King Kullen, Dunkin Donuts, McDonald's, Wendy's, KFC, Burger King			

No representation is made or shall be made to the accuracy of the information herein and is submitted to errors, omissions, changes, and withdrawals-all without notice

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Island Associates Real Estate Inc.



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With a full range of services including leasing advisory, global corporate services, investment sales and capital markets, consulting, program and project management, property and facilities management, and valuation and advisory services, we provide comprehensive real estate solutions to corporations, property owners, investors and developers around the globe.

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