

## Who's Who in Commercial Real Estate, Construction & Development

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**TED WEISS**  
**T. Weiss Realty Corp.**



Ted Weiss is chief executive officer of T. Weiss Realty Corp. in Melville. Weiss founded the company in 1969 and has since concentrated on the conversion of light industrial properties into Class A office space. Since the T. Weiss Realty Corp.'s (TWR) inception, Weiss has focused on providing its tenants with not only high quality office space, but also numerous value-added services that support the success and growth of their businesses. Weiss strives to keep the company on the forefront of office technology. TWR buildings are some of the first in the region to be completely outfitted with the latest in telecommunications wiring and are among the leaders in providing workplace WiFi accessibility.

Weiss has also implemented the philosophy of servicing both the corporations that sign the lease and the employees that use the facility. He has also incorporated numerous "stress free" areas in TWR buildings, such as meditation gardens, fitness facilities and corporate break rooms. Today, TWR has achieved one of the area's highest rates of tenant retention.

With news that New York City is preparing for its biggest office construction since the 1980s, Weiss noted that Long Island will not necessarily follow suit, as Long Island beats to its own drum.

"New York City is a global business and financial center that is self-perpetuating due to its size and stature in the world market," Weiss said. "Long Island does not have the same presence, and does not move in lock-step with New York City."

Long Island's marketplace is substantial, and is driven by local needs, not the global marketplace, Weiss noted. "Over the years, Long Island has benefitted from the city's growth and has accommodated suburban locations for New York City-based companies. But for the

most part, Long Island has been an ancillary market, driven by the local service sector and a multitude of home-grown businesses.”

“In the short term, I do not anticipate any significant new construction starts until the financial returns justify the investment required for new construction,” he said. “However, the commercial real estate market is cyclical, and I am certain we are off the bottom, and should be seeing a much stronger commercial sector within the next 18-36 months.”

Weiss also established TOTUS Office Solutions and Conference and Meeting Centers of Long Island in 2001. Both companies have achieved a significant presence in the Melville and Hauppauge business districts.

Weiss is a member of the Long Island Association, Huntington Chamber of Commerce, National Association of Commercial Real Estate and Commercial Industrial Brokers Society. He has also worked with and contributed to a multitude of charities including Toys of Hope, Make-A-Wish Foundation, UJA, the Huntington Holiday House and JDRC.

Weiss has been honored by The Family Service League, Gurwin Healthcare Foundation, The Nature Conservancy and The March of Dimes.

T. Weiss Realty Corp. is a family-owned and operated, full-service developer and manager of Class-A office buildings with properties totaling more than 600,000 square feet in business districts of Nassau and Suffolk counties. T. Weiss Realty develops, owns and manages all of its properties and provides unsurpassed personalized service, meticulous attention to detail, and swift response to tenant requests.