

Brokers' Corner



Featured Broker: Ted Stratigos

For more than 27 years Cushman and Wakefield's Ted Stratigos has been finding office space for his clients on Long Island and throughout the metropolitan area. One of the first brokers to work out of Cushman and Wakefield's Melville office, Ted has enjoyed Melville's booming growth in office space. Over the course of the last few years, Ted brought Verint to T. Weiss Realty's Melville Corporate Center II at 330 South Service Rd. Over that time Verint has increased its space from 25,000 square feet to close to 46,000 square feet.

T. Weiss Realty Welcomes the Following Tenants:

2150 Joshua's Path, Hauppauge

Clearview Building Services renewed their lease for 1,400 square feet.

Environmental Systems Products renewed their lease for 200 square feet.

Eschbacher VHB signed a lease for 12,530 square feet.

GMH Insurance renewed their lease for 434 square feet.

Homeport Heating renewed their lease for 370 square feet.

Regal Benefits Insurance Agency will be occupying 186 square feet beginning in January 2008.

1160 E. Jericho Tpke., Huntington

CLB Partners renewed their lease for 400 square feet.

Insource Financial has expanded and taken an additional 1,680 square feet.

Land Baron renewed and expanded their lease which now totals 3,059 square feet.

Silverstein & Kahn renewed their lease for 750 square feet.

Reliable Contracting Corp. renewed their lease for their space of 304 square feet.

Heart Smart, Inc. has leased 970 square feet.

532 Broadhollow Rd., Melville

Allstate Insurance Company renewed their lease for 6,283 square feet. Ray Ruiz of CB Richard Ellis was the broker.

Walendowski & Klein renewed their lease for 1,350 square feet.

Sferrazza & Keenan renewed their lease for what is now 2,080 square feet.

Leon Petroleum renewed their lease for 2,500 square feet.

200 Boundary Ave., Massapequa

NYS Assemblyman Joseph Saladino renewed his lease for space of 784 square feet.

105 Maxess Rd., Melville

Sterling National Mortgage signed a lease for 3,966 square feet. Jeff Cebula of Sutton & Edwards brokered the deal.

Intellidyn signed a lease for 5,335 square feet. Jones Lang LaSalle America's Inc. was the broker.

Safeguard Operations renewed its 1,750 square-foot lease. ■

Tenant Spotlight



a ChoicePoint® Company

Since re-locating its New York office in April 2005, Hartford-based Insurity has been occupying 5,488 square feet at Melville Corporate Center II at 330 S. Service Road. "Melville is known as a hot business location, convenient for business travel and employee commuting, and the decision to move here has worked out great," according to Judy Sung, vice president of technology.

Insurity provides market leading enterprise software and services to property-casualty insurers in commercial, personal and specialty lines markets. "We automate and improve the performance

of the critical processes in the insurance value chain, improving customer service reducing expenses, and positioning insurers for growth," said Sung.

The Melville office is Insurity's center of excellence for application/solution engineering. According to Sung, "We provide development support for customers including needs assessment, project planning, application-input, customized reporting, interface development and disaster recovery."

"Insurity is undergoing tremendous growth, and being located in Melville makes it easier to attract the application development talent we need to meet the demands of our expanding customer base," Sung said.



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T. Weiss report

T. Weiss Realty Corp. Development & Management



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Melville Corporate Center III Hosts Gala Opening!

A host of friends, clients, agents, potential tenants and the media lingered at the gala June opening of the Melville Corporate Center III enjoying the music, delicious food, hand-rolled cigars and, of course, the opportunity for all in attendance to see and experience the new resort-style office building.

"Newsday said we were 're-inventing the LI office building' and that was certainly our intention," said Ted Weiss.

With the ambiance of a first-class hotel, the **Melville Corporate Center III**, located at 324 South Service Road, features courtyards with Japanese rock gardens, waterfalls, koi-filled streams and specially commissioned artwork to create a stress-reducing environment. Weiss believes that the building's amenities and features will help his tenants recruit and keep young professionals and other well-educated workers.

Beyond the beautiful atrium lobby and grounds, planned amenities include free Wi-Fi, virtual golf, a fitness center and a coffee bar/café with indoor and outdoor seating. However, the key attraction is 133,050 square feet of leasing space that will be designed to meet the specific needs and preferences of tenants. With its prime South Service Road location, the



building's signage, available for the primary tenant, will be visible to more than one million vehicles a week.

"I hope everyone will stop by and experience what we have created with the Melville Corporate Center III," said Ted Weiss. "It may seem like a departure from what we are accustomed to on Long Island, but I think the timing is right so it seems only natural."

Naturally beautiful, that is. ■

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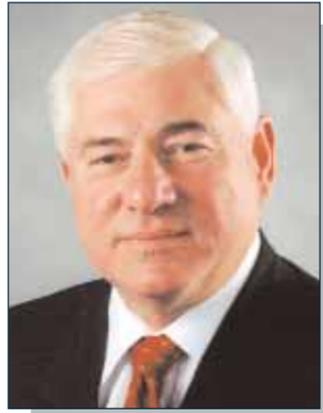
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Letter from the CEO



Giving Long Island the Business

With the completion of Melville Corporate Center III (MCC III), I am finally able to take a look at what we all have completed and one thought keeps coming to me... We have given Long Island the business!

In many ways, MCC III is a new beginning for Long Island. For beyond these walls we have created something that is much more than an office center. We have aided in the efforts to draw young professionals back to Long Island while keeping those who are already here from leaving, and we have created a work environment to rival and compete with those in the big cities and growing economic markets.

We are all aware of Long Island's "brain drain," the local phenomenon that

threatens to become a true problem for local and national companies. We all have a responsibility to do our part to keep Long Island's business community viable and the way to do that is by attracting and keeping young professionals.

With their access to the latest technologies and knowledge of what is available to them, today's young professionals demand ideal work environments including Wi-Fi, networking opportunities and easy access to dining, fitness and other amenities, all within an easy commute. So, as we designed the Melville Corporate Center III, that was uppermost in our minds. And when I said at the opening, "It's not your father's office building," I was speaking directly to this and giving credit to the architects, designers, engineers and artists that were instrumental in getting us to this vital point.

Yet, I would be remiss if I did not give credit to all of our tenants – for you who have decided to take root right here are truly the ones who are "giving Long Island the business!" And I thank you all for that.

Ted Weiss
CEO, T. Weiss Realty

T. Weiss Properties Across the Island

Melville Corporate Center I
105 Maxess Road
Melville, NY 11747

Melville Corporate Center II
330 South Service Road
Melville, NY 11747

Melville Corporate Center III (Now Open!)
324 South Service Road
Melville, NY 11747

532 Broadhollow Corporate Center
532 Broadhollow Road
Melville, NY 11747

2150 Joshua's Path
Hauppauge, NY 11788

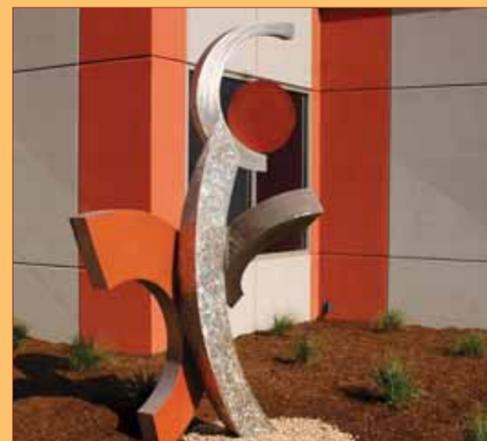
Dix Hills Executive Office Center
1160 East Jericho Turnpike
Huntington, NY 11743

200 Boundary Avenue
Massapequa, NY 11758

Art That Does Its Part

While his pieces can be found around the world, gracing the homes of celebrities like Eddie Murphy, Woody Allen and New York Jet Lavernious Coles, T. Weiss Realty CEO Ted Weiss only had to make a local phone call to commission international artist Dean Johnson to help set the tone and mood at TWR's newest Class A Office building, Melville Corporate Center III at 324 South Service Road.

After spotting his work, Weiss and Chief Operating Officer Marci Skeahan met with Johnson at his East Northport studio. There they presented him with the challenging task of designing artwork to complement a "pleasant and comfortable environment that should feel more like a 5-star hotel than an office building," according to Johnson. He came through with original works including two outdoor sculptures and five indoor pieces, including a sparkling water wall and wall sculptures. Currently on Johnson's drawing board are two more works that will grace the 324 building's entrance along the South Service Road. ■



Going Green

Kermit the Frog may have lamented that "It's Not Easy Bein' Green," but, in reality, there are simple practices we can all undertake at work to do our part in helping to preserve our natural resources. The Sierra Club, with a mission to "Explore, enjoy and protect the planet," has created a list of "10 Ways to Go Green at Work." *Some of their suggestions include:*

Maximize computer efficiency. Because computers in the business sector unnecessarily waste \$1 billion worth of electricity a year, make it a habit to turn off your computer and power strip when you leave for the day and set your computer to go to "sleep" during short breaks in the day. Remember, screen savers don't save energy!

Print smarter. Print on both sides of the page and use the back side of old documents for faxes, scrap paper or drafts.

Go paperless whenever possible. Before you print something, think about whether you can read and store it online instead.

Watch what and how you eat. Make it a habit to bring your own mug and dishware for those meals you eat at the office.

For more information on these and other suggestions, go to www.sierraclub.org/greenoffice/tips.pdf

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Welcome to Craig Weiss Lead Leasing and Acquisitions Agent

Ted Weiss is proud that his son, Craig, a cum laude graduate of the University of Richmond with a B.S. in Business Administration/Finance has joined the firm as lead leasing and acquisitions agent. A Manhattan resident, Craig was most recently a trader at Scout Capital Management. He is actively involved with The Nature Conservancy's Young Professionals

Group, serves on its council as well as its events committee and looks forward to sharing the challenges of the dynamic business that he watched his father build from the ground up. An enthusiastic athlete, Craig competes in triathlons, plays in both an indoor and outdoor soccer league and enjoys scuba diving. ■



Welcome Back Kristin Lemmermann Marketing and Sales Representative



Who says you can't go home again? T. Weiss is pleased to welcome back Kristin Lemmermann, a former marketing and public relations associate for the organization who most recently served as commercial leasing and acquisitions assistant at Edgewood Properties in

Piscataway, N.J. A graduate of Quinnipiac University, Kristin coordinates and supervises the marketing efforts for T. Weiss Realty, TOTUS Business Centers and Conference and Meeting Centers of Long Island. An accomplished seamstress, she enjoys designing clothing and accessories in her spare time. ■

Steve's Garden Café



Tenants and guests of T. Weiss Realty now have a great new convenient way to tantalize their taste buds whenever hunger strikes during the day! Since August 1, Steve's

Garden Café has been serving up a wide variety of culinary delights at 105 Maxess Road, 532 Broadhollow Road and 330 South Service Road including a salad bar, homemade soups and pizza and house specialties like chicken francese, stuffed peppers, spinach pie and moussaka. Of course there are daily specials, too.

Steven and Patricia Katz of the Law Offices of Steven Katz say they eat lunch at the Garden Cafe everyday and were very pleased when Steve offered to accommodate their kosher dietary needs by making sure there is a daily fish or pasta option. "And there is always so much food in a serving, there's always some to take home," they remarked.

Karen Weber, Safeguard Self Storage office manager, enjoys how "delicious," convenient and reasonably-priced the food is. She said she was thrilled when Steve was able to cater a conference meeting for 15 with breakfast, lunch and an afternoon snack on only a one-day's notice.

Whatever your needs, follow your nose and check out what's cooking at Steve's Garden Café! ■



Steve Troumouhis invites you to try his home-cooked meals.