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## Zere Real Estate leases 4,048 s/f to BH&A Arch.



**Michelle Marie Zere**

**HAUPPAUGE, NY** Michelle Marie Zere, executive vice president of Zere Real Estate Services has relocated Beatty Harvey & Associates, LLP - BH&A Architects to a new corporate, Suffolk County, Long Island

office at 325 Wireless Blvd. They are retaining their Manhattan and Baltimore offices, and are expanding their Long Island presence with another 4,048 s/f design firm. BH&A has over 45 employees and have decided to move to the Hauppauge Industrial Park from their Riverhead satellite office because of the location, access to major transportation arteries, retain their employee base, and be closer to home. Both principals Salvatore Coco and Todd Harvey of the firm BH&A, LLP are native Long Islanders.

While putting this deal together, Michelle Marie Zere had this to share, "Competition to service this customer was fierce and became an Olympic event between ruthless commercial brokers and the variety of class A office buildings presented. Over thirty-four office

properties were offered in the springtime of '08. Major property management companies presented beautiful proposals that I thought were like Christmas presents with a big red bow in July for my customer, but in the end, after much deliberation they went with a property that was completely unexpected, the one I threw in the mix last minute, that needed most work with a smaller local landlord actually became the site they became dead set on. So go figure... people want what they want and sometimes what motivates some customers that have a vision of themselves in a space is what wins in the end, no matter what a competitor offers as an incentive to sway a client."

Jim Bilsky and Albert Fiorini of Aireco Real Estate, Hauppauge represented the landlord and were instrumental in lease negotiations.

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