

li top commercial newsmakers

Rob Bier



Rob Bier
Director of energy services
T.M. Bier and Associates

1) Please discuss your charitable/organizational involvements.

I am an active member of ASHRAE (an HVAC industry organization), the Association of Energy Engineers (AEE), the Associated Builders & Owners (ABO) and The Green Building Council.

2) What is the most notable transaction or project in which you have been recently involved?

Successful building automation system implementation at a large local school district as part of a performance contract. The system will help the school drastically reduce their expenditure on natural gas and oil.

3) Please discuss your professional background.

I began my career in back-office operations at Merrill Lynch, followed by several years as a management consultant at Price Waterhouse. Joined T.M. Bier and Associates in 2000, and established the energy services division in 2001.

4) What is one criterion that sets your company/firm apart from your competitors?

We have an unusually high ratio of engineers on staff. All of our project managers are engineers and in the long run, that provides a more intelligently designed product, as well as more seamless installation and service.

5) Do you see your industry in a more or less favorable position six months from now?

The new Energy Act signed by the President in 2005, coupled with historically high energy prices, will help to strengthen the energy management industry over the next few years.

David Zere



David Zere
Vice President of Operations
Zere Real Estate Services, Inc.

1) Please discuss your charitable/organizational involvements.

Past and present involvements include: LI Builders Institute, Long Island Association, Hauppauge Industrial Association, NYS Builders Association, National Association of Home Builders, LI Mid-Suffolk Business Action, Commercial Industrial Brokers Society, Kiwanis, Boy Scouts, Children's Medical Lifeline, Toastmasters International, and Brookhaven Monarch's.

2) What is the most notable transaction or project in which you have been recently involved?

Sold more than 500 acres of land and closed more than \$30 million in commercial, industrial & residential land. Managed nearly \$100 million in residential construction projects. Obtained or in process of getting approvals for about 40 residential and commercial projects.

3) Please discuss your professional background.

NYS Licensed Broker for 18 years, former project manager for one of largest residential builders in NY State, Project Manager for Nelson & Pope Engineers & Surveyors managing commercial and residential projects from conceptual phase through final approval.

4) What is one criterion that sets your company/firm apart from your competitors?

Integrity and experience. Embrace ethics as central platform in business transactions. I have been in the trenches selling, managing and getting approvals for hundreds of projects and understand customer/client needs.

5) Do you see your industry in a more or less favorable position six months from now?

I feel that commercial and industrial values have increased in a more responsible manner than residential market over the last 10 years, it may decline in similar fashion, whereas the residential market will be more volatile.

Leonard Primack



Leonard Primack
President
Leonard Primack Associates, Ltd.

1) Please discuss your charitable/organizational involvements.

Charitable involvement is extremely important to us. As an Army veteran, I periodically contribute to the Disabled American Veterans and The Veterans of Foreign Wars. In addition, we also contribute to a number of charities including the March of Dimes, American Heart Association, American Cancer Society, etc.

2) What is the most notable transaction or project in which you have been recently involved?

A \$12.3 million first mortgage (85% appraised value) non-recourse, self-liquidating fixed 15-year mortgage for office building. Mortgage placed with a credit company. And a \$3.6 million first mortgage for 90,000 s/f non-recourse, self-liquidating fixed 15-year mortgage based on 25-year payout. Mortgage placed with insurance company.

3) Please discuss your professional background.

Leonard Primack Associates, Ltd. has been in business since 1977. We mainly arrange for commercial/industrial financing. My background has been in the financial field (BA, MBA). I was T. Rowe Price's assistant. I was a security analyst and portfolio manager for Lazard Freres.

4) Do you see your industry in a more or less favorable position six months from now?

Our industry flows with the economy. In the next six months I believe the real estate market will continue at current levels. However, there are clouds on the horizon – cost of energy, deficit trade balance and federal spending which may cause a slowdown in the latter part of 2005.

Thomas Krieger



Thomas Krieger
Managing director
CB Richard Ellis - Long Island operations

1) Please discuss your charitable/organizational involvements.

Since I just came into the area this past July, due to my appointment as managing director of CBRE's Long Island operations, I've not yet had the opportunity to become involved with the local charitable organizations. This is one area which I will focus on greatly during the new year. On the business side, I'm an active member of CIBS, The Long Island Business Development Council and The Advisory Board of the Center for Business Ethics at Molloy College. CBRE as a company supports among others, The March of Dimes, Nassau/Suffolk Services for Autism and the Long Island Philharmonic.

2) What is the most notable transaction or project in which you have been recently involved?

Our inaugural market forecast event held this past November was by far the most notable and challenging undertaking I was involved with in 2005. More than 150 clients and local business leaders attended our session at the Garden City Hotel. The buzz and goodwill generated from this event was terrific.

3) Please discuss your professional background.

I've been in the commercial real estate business for more than a decade. Prior to taking over the helm as manager of CBRE's Long Island operations, I managed the firm's market-leading central N.J. office for five years. In addition to our Woodbury headquarters, I also oversee the Long Island City office, which serves the outer boroughs of NYC.

4) What is one criterion that sets your company/firm apart from your competitors?

It's easy to say, but providing the best possible client service is what sets us apart from our competitors and the key to our office's tremendous success over the years. We believe that a commercial real estate firm cannot exist without its clients therefore they are an integral part of our corporate mission statement.

5) Do you see your industry in a more or less favorable position six months from now?

I feel the industry will be in a more favorable position over the next six months to a year. The market is still strong and will continue to improve as the general economy continues to improve and grow. Higher rental rates will become commonplace as newly constructed class A space comes on the market.

Do you know a colleague who should be considered for a future edition of Long Island Commercial Newsmakers?
If so please contact Kristine Wolf, Long Island Real Estate Journal publisher at (800) 654-4993 x245 or email kwolf@rejournal.com.