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Executive of the Month

HAS SOLD OVER 500 ACRES AND CLOSED \$30M IN LAND SALES THROUGHOUT HIS 18-YEAR CAREER
David Zere of Zere R.E. Services: Provides land use expertise and knowledge to his clients on Long Island

David Zere



the ground up..." said David. "She always taught us that there is no substitute for integrity and experience, my brother Michael, sister Michelle and I, all carry that message in our company."

At 21 years old, David acted as deputy manager for Brookhaven town supervisor John LaMura's race, where he won with an overwhelming 67% of the vote. Prior to and subsequent to that race David has been active in many political campaigns, helping raise hundreds of thousand of dollars for various candidates at all levels of government.

In 1992, David continued onto the Long Island Builders Institute (LIBI) where he served as operations director. He spent several years working on various hot issues including affordable housing, wastewater treatment issues and many others. While at LIBI, he was a delegate to the Central Pine Barrens Commission, representing over 500 builders and associate members, while supporting preservation for most of the Long Island Pine Barrens.

"David is a tremendous talent and should have succeeded me as executive director of LIBI. He was a force behind our organization and was extremely instrumental in our success, working with the NYSBA and NAHB," said Buzz Schwenk of Omnibuzz Relations and former executive director of LIBI.

The highlight of David's LIBI days involved a legal battle when he pursued an extremist environmental group that tried to place an Initiative and Referendum issue on the ballot that intended to prohibit development from Medford to Montauk. With the builder's support, he challenged the initiative and found it to be riddled with faulty witness statements, unregistered signatories and lacking pertinent electoral information. The issue was removed from the ballot. This was a major victory for the Long Island development community. "Sometimes irresponsible legislation has a way of sneaking up on us and before you know it, it becomes law and landowners are out basic guaranteed rights to their own property," said David, "...We have to be vigilant to make sure that the economy isn't at risk and property owners get just com-



Shown (center) are: David and Michael Zere with several clients discussing a development project.



Shown (from left) are: David Zere, Marie Zere and former governor Cuomo.

penation at fair market values when protecting the environment."

In 1995, David joined the Beechwood Organization as a project manager, working on several successful projects from NYC to Melville. The highlight of his tenure was the successful Country Pointe at Melville, a 193-unit single family and town home development and Beechwood's first project in Suffolk County. The site was developed at breakneck speed and homes were delivered in approximately one year from ground breaking.

Upon his departure he continued to sell Beechwood several successful projects including 76 lots in Manorville, 39 lots in Lake Grove and 29 lots in Coram. Other successful deals include a 40-lot subdivision in Middle Island to Silveri Construction, a 76-lot subdivision in Yaphank and a 45-lot subdivision in Manorville to Pinewood Development, among other commercial land sale transactions. "David helped us to hit the ground running in 1999 by finding and negotiating our first subdivision on Long Island. David sold us other large sites since then and Zere continues to offer us development opportunities to this day," said Uri Hason, president of Pinewood Development.

In addition to his partnership at Zere, David currently works as project manager for Nelson & Pope Engineers & Surveyors, LLP, a major player in the tri-state engineering and surveying community. David coordinates the critical

path for many subdivisions and site plans from conceptual phase through final approval. He interacts on a daily basis with numerous town governments and county agencies. "David's land use background and experience in the public policy process provides a synergistic approach to project management," said Paul Racz, partner at Nelson & Pope, LLC.

In addition to being active for about 20 years in many trade organizations like the Long Island Institute, Long Island Association, Hauppauge Industrial Association, Action Long Island, Long Island Mid-Suffolk Business Action, and Commercial Industrial Brokers Society, David has been a member of several charitable groups such as Kiwanis Club, Boy Scouts of America, Children's Medical Lifeline, and the Wounded Warrior Project.

Throughout David's multi-dimensional real estate career, he has made many television political and business appearances on News 12, Good Day NY and the Time Warner Network. On a more personal note, David is a consummate chef who has appeared on the Food Network and was profiled in Long Island Newsday. "When David cooks everyone in business shows up, gets excited and anticipates something really extraordinarily delicious," said sister Michelle Marie. In addition, David is an avid reader of world history and international affairs, plays classical piano, and is currently studying Japanese. He resides in Port Jefferson with his wife Jennifer and four children Ashley Megan, Morgan Elizabeth, Peyton Harris and Camryn Leigh.

RONKONKOMA, NY David Zere is the vice president of operations at Zere Real Estate Services. He has been a licensed commercial real estate broker for eighteen years. During his multi-dimensional real estate career, more than five hundred acres of land has been sold and he has closed more than \$30 million in commercial, industrial and residential land. David has also managed nearly \$100 million in new construction projects across Long Island.

David has sold and leased a multitude of office and industrial properties on Long Island. "Our commercial exclusive at the Calverton Enterprise Park is directly attributed to David's expertise within the Pine Barrens region of Suffolk County. His knowledge of land use regulation is unsurpassed. With all of the real estate professionals I know in the business no one knows about the impact and laws that fully effect a development project like he does." Marie Zere, president of Zere Real Estate Services.

David takes pride in following in his mother's footsteps. "Marie is my inspiration in business as I watched her build a highly respected successful company from