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THE LARGEST COMMERCIAL/INVESTMENT REAL ESTATE NEWSPAPER IN THE STATE

## Spotlight / State of the State

### Daniel Dornfeld of Forchelli Law



*Daniel Dornfeld is partner at Forchelli, Curto, Deegan, Schwartz, Mineo & Terrana LLP.*

#### *What is driving the growth of your business in 2016?*

The lack of inventory and the high costs for industrial space in the boroughs and even Nassau County has pushed companies to expand further into Suffolk County. We have seen an increase in manufacturing and other industrial uses in Suffolk. This has also been helped by research at Stony Brook University acting as an incubator for new companies and the addition of sewers in some areas.

All of this has caused an increase in transactions in Suffolk County for industrial space in the form of additional acquisitions and leasing. Often this expansion coincides with collaboration with the appropriate municipality through their industrial development agencies. We expect this trend will help spur new construction to create additional inventory and new housing options for the well-trained workforce that will be necessary to work at these companies.

### Ami Ziff of Time Equities Inc.



*Ami Ziff is the director of national retail for Time Equities Inc.*

#### *What is driving the growth of your business in 2016?*

There have been countless articles criticizing brick and mortar retail, especially in relation to enclosed malls. This negative tone has put pressure on the mall REITs to prune their portfolios of smaller, less productive assets amidst a dearth of buyers growing in the space. The dislocation has presented an opportunity for firms with an optimistic view on brick and mortar retail and the expertise to run these assets.

In addition to expanding our national portfolio of strip centers, which is comprised of 105 retail assets spanning 24 states, Time Equities is in contract to acquire our fifth enclosed mall and is actively pursuing opportunities to grow our mall/outlet platform. Time Equities believes not all segments of retail are portable and as such, brick and mortar will always remain relevant. We continue to find value in retail centers, and what makes them appealing to shoppers.

### Johnson of Hollister Construction Services



*Christopher Johnson is the CEO and founder of Hollister Construction Services, LLC.*

#### *What new products are trending in your industry?*

A year ago, Hollister Construction Services invested in Matterport's Pro Camera, technology created by Matterport, an immersive media technology company. This powerful tool produces 3D models of our construction projects by scanning and capturing them before, during and at completion. The models provide a realistic navigable platform to assist during the construction phase, allowing the project team to instantly assess a project's status and keep track of key project milestones. The models also provide a new level of marketing capabilities to the client by enabling them to use this tool and feature their properties in the most realistic, immersive way. What started as an in-house tool has now become a paid service we provide to our clients. We are able to capture hundreds of thousands of s/f for their own marketing and documentation needs. Hollister has produced 3D models for many clients in the corporate, educational, healthcare, industrial, residential and retail verticals.

### Andrew Lieb of Lieb at Law, P.C.



#### *What is driving the growth of your business in 2016?*

Governor Cuomo's Fair Housing Enforcement Program has created a renewed focus on real estate discrimination. On February 14, 2016, the governor announced his program and warned, "it's going to be disruptive to a lot of big players in the housing industry who like it the way they now have it and who aren't going to want to deal with these issues, but that is what it is. It's about aggressive government and it's about working for a more just society." Accordingly, our industry has sought compliance protocols and trainings while also frequently needing counsel for litigation.

*Andrew Lieb, Esq., MPH, is the managing attorney at Lieb at Law, P.C.*