

# What's **NEXT:** REAL ESTATE



# Navigating the New Terrain of Commercial Real Estate



**Howard Stein, the Partner-in-Charge, of the Real Estate Practice Group at Certilman Balin still keeps his hopeful vision for the future of commercial real estate.**

Take a look at Long Island's landscape and you would be hard-pressed to find a commercial property that one of the attorneys at Certilman Balin hasn't touched, whether through representation of builders and developers, assessment of property values and grievance of taxes, commercial lending, and counsel on land use and zoning issues. With the firm's history deeply rooted in real estate, the lawyers are now navigating the new terrain in this new normal during the pandemic of COVID-19.

Unlike epidemics, pandemics, and economic downturns over the last century, COVID-19 has been unique in its global reach. With shelter-in-place and work from home orders and lock downs, the way the world works and where the world works changed drastically in entire countries, regions, and cities. This unprecedented turn of events has affected so many industries, including commercial real estate.

Howard Stein, Partner-in-Charge of the Real Estate Group, has spent his pre-pandemic days with much hope for his clients. He represented multi-national companies in the acquisition of land; local developers on the acquisition of assisted living facilities; and most notably represented master developers on revitalizing downtowns on Long Island. He represented a joint venture in the negotiation of a Master Development Agreement for the acquisition and development of seven mixed-use sites in New Rochelle and multiple projects in the Village of Hempstead.

He also left his footprint in Patchogue, recently celebrated as one of the top 10 places to live on Long Island, namely with the addition of New Village on Main Street and the Ronkonkoma Hub that consists of over 1400 dwelling units.

He still has a hopeful vision for the future.

"I still believe the transit-oriented developments will move forward and thrive," Stein said. "Live, work and play should still be hot markets for developers, and I think our municipal governments will be more accommodating to seeing that these projects which create jobs and tax ratables will not be subject to the minority NIMBYs." He added, "More than ever, we need jobs and tax revenue to keep our economy moving along."

**"I still believe the transit-oriented developments will move forward and thrive."  
-Howard Stein**

The pandemic is a war against an invisible enemy, and as in any post-war period there is a boom in new industries as needs surface. This crisis saw the need for ventilators and PPE such as masks. Manufacturers need space to warehouse goods and online merchants and delivery businesses need space for distribution operations. Stein said, "Chances are that when we go back to our workplaces, there will probably be more demand for industrial space."

Nobody has a crystal ball, and these are uncertain times. Usually when tenants lease a building, they think about the long game. Nowadays, tenants are focused on short-term issues like how to pay the rent. But Stein has hope for the local office market. "There seems to be some thought that the pandemic might help," he said, "as the market had

limited growth and very little proven movement in several decades." Stein said that social distancing will mean more space requirements. "Tenants that had been in tight quarters will have to rethink their needs."

"Additionally, New York City-based businesses including large professional service firms may consider easing the commuting requirements of some of their professionals who have been successfully navigating the work-from-home world," Stein said. "Rather than working from home, the compromise may be setting up satellite offices. Rather than working in a 50+ floor building in Manhattan, their professionals might be more comfortable in a Long Island office that is 4 to 6 stories with less elevator exposure."

Bernard Hyman, the firm's Managing

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Partner, has focused 45 years of his legal practice on tax certiorari law and condemnation litigation. An established authority on real estate valuation, he represents the largest real estate tax review proceedings in Nassau County. Over the course of his career, he has successfully obtained well over a billion dollars in real estate tax savings and refunds

for his clients. The Covid19 Crisis will impact property values.

Hyman said, "Every owner of commercial real estate should take into consideration the manner in which the pandemic has had an effect on the values of their various properties." He further explained, "As we know, real estate taxes are based on the assessed values which have been placed on real estate by the assessor in each assessing district. These values should be reviewed and Real Estate Tax Certiorari Proceedings should be commenced in the event that recent events have created loss of income or loss of tenants creating a corresponding diminution of value."

Once the proceedings have been filed, we believe that the various assessing jurisdictions will be sensitive to the need of the owners for some real estate tax relief during these unprecedented times".

In his role as Managing Partner of the firm,

**"Every owner of commercial real estate should take into consideration the manner in which the pandemic has had an effect on the values of their various properties"  
-Bernard Hyman**

Hyman always keeps the big picture in mind. "Most importantly, we want our clients and friends and our community to know that we are still here for them. We keep hearing that we are all in this together, and truly we are. We just need to figure out where the new together will be."



**THE REAL ESTATE GROUP AT CERTILMAN BALIN IN THE LOBBY OF THEIR OFFICES AT 90 MERRICK AVENUE IN EAST MEADOW**



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# H2M Architects & Engineers

The COVID-19 pandemic is requiring every industry to rethink how they conduct business. It presents many challenges for the architecture, engineering, and construction industry. At H2M, we are continuously adjusting how we approach and think about our designs to meet the needs of our clients during this pandemic. Working through this crisis as an essential business, we have identified daily changes in the industry. We are focused on staying ahead of the curve while observing government guidelines.

The restaurant industry has endured one of the most profound impacts. What can be done to ensure customers return and how do we better prepare our clients for similar events in the future? H2M is working to be a strong partner by identifying new ways of approaching design. In order to operate, clients will need to readjust their business models.

With the announcement that outdoor dining will be permitted in Phase Two of New York's reopening, fresh air dining areas will become of utmost importance. From partially shutting down streets to turning parking lots into dining areas, as owners begin to reopen, some are hoping to make up for the lost capacity indoors with an expansion of their outdoor dining. As businesses are starting to consider occupying sidewalks and parking lots to

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practical approach. creative results.

create outdoor eating, there are some valuable short-term low-cost ideas to create a safe and vibrant space. Think about incorporating barriers that can ensure social distancing and prevent vehicles from entering the dining area. Picnic tables may be the best selection to ensure six-foot distancing, but folding chairs and tables with umbrellas can be easier to move and create an enjoyable space. Consider temporary decking to cover the ground and demarcate the space while making sure to provide ADA accessibility. It's also important to ensure outdoor dining areas do not obstruct fire hydrants or other safety features. Lastly, stay in contact with your municipality to confirm you are following the correct process and have proper permissions.

Restaurants will most likely need to implement a 'reservation only' business model to better space patrons. Texting guests when tables are ready will mitigate large gatherings in waiting areas. Designating traffic flow with segregated entrance and exit paths will reduce exposure upon entering/exiting buildings. The open kitchen concept will need to change for the time being and may include plexiglass dividers, which



you may also find in seating areas, and at checkout areas.

As restrooms move towards automated plumbing; hands-free fixtures may become the norm. You can expect there will likely be hand washing stations as you enter restaurants through automatic doors. Modern ordering and payment technologies will be standard, such as mobile apps, limiting the use of shared touch screens, cash, and credit cards. It will be important for businesses to look at solutions such as anti-microbial POS screens to address these issues. Restaurants will look towards improving ventilation controlling air quality which would include high-efficiency (HEPA) filters and UV treatment in ductwork.

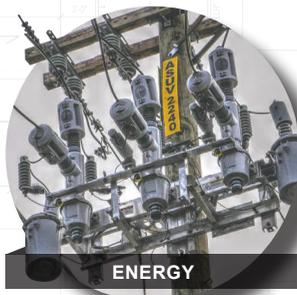
Takeout business as we have recently seen will likely continue to thrive. Traditional restaurants may opt for designing new take out rooms separate from the main dining room. One of our clients in the Italian Restaurant busi-

ness is having more success now than when the outbreak began. Due to new standards in mobile ordering and parking lot delivery, the owner has been able to re-focus staff responsibilities and keep more people employed. Curbside pickup has added a whole new dimension to the business.

It remains to be seen how the restaurant industry will recover. The keys to success will be about increasing customer confidence, creating clean dining areas, and focusing on creating experiences that transcend the challenges that this pandemic presents. New challenges will bring ideas and innovations that may change the way restaurants do business in the future. We must not be resistant to change; this is how we as a whole will come out of this pandemic stronger and wiser than before.

Contact Michael Bonacasa, AIA at [mbonacasa@h2m.com](mailto:mbonacasa@h2m.com) for more information.

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H2M is an award-winning multi-discipline professional consulting firm with over 480 employees providing design services for the Education, Emergency Services, Energy, Forensic, Municipal, Public Agencies, Real Estate, and Water/Wastewater Markets in the Northeast Region.



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# Advantage Title



Advantage Title has been voted the top title company by the New York Law Journal and by the Long Island Business News reader rankings multiple times in recent years.

While the pandemic has impacted our industry in significant ways, most of our residential closings have shifted to being handled by mail,

often referred to as escrow closings. We have pivoted seamlessly to this new paradigm because our commitment to remote access for our employees was in place long before COVID began. However, the pandemic certainly created challenges to get all of our employees to work remotely at the same time. Any in-person closings are being conducted with the proper social distancing and strict adherence to the CDC guidelines.

Other impacts we have seen include the surge of new purchases on the East End of Long Island because many NYC residents have decided to move out of the city. Advantage's national department has been growing significantly the past few years and we have noticed a recent upturn, very likely as a result of NY being the epicenter of this health crisis. Additionally, developing property outside of NY is typically far easier, and the real estate is more plentiful and less expensive. This is definitely a trend we believe will continue.

As Advantage adapts to the "new norm," our IT department has been the backbone of our success throughout this new experience. We haven't lost a step due to their ability to ensure that we could function at the highest level from day one. Ad-

ditionally, most of our commercial deals have been handled as escrow closings for years, so the adjustment to not being at a closing table for residential closings has not been difficult for us. Our level of service hasn't dropped off at all, and we have been able to work creatively together with our clients to get their deals closed. This certainly isn't our first rodeo; being in business since 1987 and going through the Great Recession of 2008, we certainly know how to adjust and adapt.

As a company, we find a way to make sure that deals get done. Our clients rely on us to get their transactions successfully closed and this pandemic has only illuminated our strengths. Despite county clerk offices being limited and not being able to hold traditional closings, we have found ways to safely and efficiently execute. These unprecedented circumstances have reinforced the culture and focus that has always been in existence at Advantage—service service.

We recognize that it remains to be seen when people will feel safe going to offices for traditional closings. In the interim, Advantage will continue to do business in new and innovative ways. In some cases, we've done closings in and out of cars and in

parking lots – we're resourceful and we make it work.

Our industry is relationship based, but as with most businesses during the crisis, it has been very difficult to reach new prospects. However, we have received several new referrals thanks to our loyal clientele, and these are critical to our continued growth.

Throughout the years, Advantage's secret to success is personal service. From our committed and dedicated staff to the accessibility of our expert title counsel, all have contributed to our success over the past 32 years. We have also built strong relationships with our clients in the legal and development community, and have worked hand in hand with many of Long Island's most significant transactions.

"I am most proud of my staff for stepping up during these challenging times to ensure we have had no service interruptions. It hasn't always been easy and change is tough, but we have come together to continue to provide the level of service our clients demand and deserve, now more than ever," said Joseph M. Wilen, Advantage Title President & CEO.



When it comes to title,  
we know the lay of the land.



With over 30 years experience in residential and commercial title nationwide, five in-house title counsel, and the entire Advantage team's commitment to excellence, we continue to give our clients every advantage.

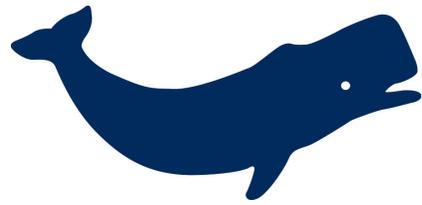
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# Daniel Gale Sotheby's International Realty Providing Innovative Ways to Adapt to a "New Norm"

Technology has revolutionized the real estate industry, and Daniel Gale Sotheby's International Realty has continued to stay on the cutting edge as new technologies and applications develop. This is particularly demonstrated during these abnormal times as Daniel Gale has found ways to re-assess and re-examine the organization's business model due to the COVID-19 pandemic.

Daniel Gale is adapting to the "new normal" by listing, showing, and closing properties virtually through Zoom. The company is sending out virtual catalogs as well as incorporating 3D floor plans and virtual walkthroughs into their new plan. Agents have also marketed properties through Home Spotter, an online marketing platform that tracks keywords and consumers' online habits. Daniel Gale has shown consumers and brokerage communities that they can still show and sell properties by thinking outside the box and acclimating during uncharted waters.

On May 3, Daniel Gale showcased 105 properties with the help of agents marketing through the Daniel Gale Facebook page as well as displaying properties for sale on their own social media platforms. The social media campaign which heavily focused on keywords targeted 35,000 consumers for the first weekend. Ten percent of properties went into con-



Daniel  
Gale

Sotheby's  
INTERNATIONAL REALTY

tract the next weekend on May 10. Since then, the traffic on the Daniel Gale website has skyrocketed which ultimately shows that they have exceeded customers' expectations and people are not afraid to buy a property virtually.

Essentially, it's all about working together by being flexible, accountable, and cognizant of customers' needs to make it as convenient as possible to close deals. The agents at Daniel Gale have learned a lot through best practices. All agents across our offices from Astoria to Orient have grasped the "new normal" with innovative training. Many of the offices have weekly virtual meetings to exhibit their market to each other and stay ahead of the game.

With a full Relocation/Referrals Division, Commercial and Rental Divisions, and Ambassador Abstract Title company, the Sotheby's International Realty® affiliate for Long Island and Queens since 1976, has

gained national and international recognition, including top honors for sales, marketing, and technology worldwide. Furthermore, Daniel Gale can now add another triumph to the list – implementing innovative ways to showcase properties during a global pandemic.

The organization, based on Long Island with more than 825 associates serving New York City's metropolitan area in 24 offices in Queens, Nassau, and Suffolk counties, the North Fork of Long Island and Westhampton Beach has continued to provide clients a 360-degree approach to integrative and pioneering marketing that reaches today's home buyers and sellers through products and apps they love, providing almost instantaneous market data.

Daniel Gale's experienced and knowledgeable real estate agents can do what no technology can do on its own, that is, provide the connection that can seal the transaction with the right buyer, at the right price –

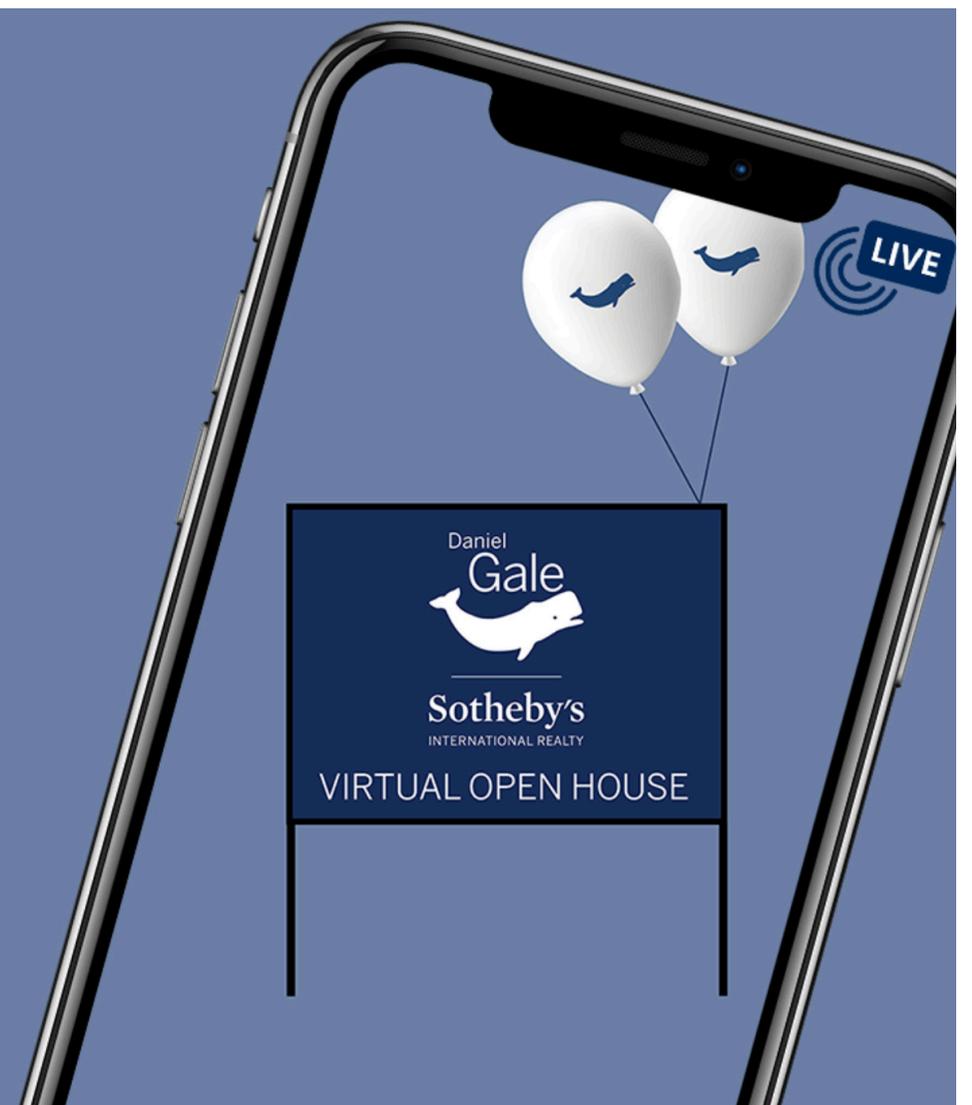
even in a virtual sense.

Of particular importance to Daniel Gale Sotheby's International Realty is keeping the nearly 100-year-old real estate organization pertinent and vital. While the organization's traditions of service, integrity, and professionalism will forever be at the heart of the organization, it's critical to Daniel Gale's success to demonstrate to today's market that even though the company is almost 100 years young, the agents are reflective of today's homebuyer. Daniel Gale's real estate agents continue to work very hard with sellers to price the properties appropriately, stage them to attract today's buyers, and market them with professional photos and videos on digital and social media platforms.

The methods that Daniel Gale has found to showcase properties in a new and safe way shows the strength of the company as well as its cutting edge, innovative and adaptive ways – and consumers are embracing this.

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# The Residences at Glen Harbor

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THE RESIDENCES AT  
GLEN HARBOR

The Residences at Glen Harbor feels like a luxurious hotel with its charming, quaint and nautical feel. Scheduled to open within the first quarter of 2021, the new lavish condominiums will give a pleasant experience to residents with its waterfront and stunning views of sunsets over Hempstead Bay.

At The Residences at Glen Harbor, owners can experience Long Island's Gold Coast, nestled along picturesque shores. All 48 condos have floor to ceiling windows with waterfront views and are met with rich modern style, space and comfort. Each unit has an open floor plan that ranges from 1,900 to 3,600 square feet with grand terraces and balconies overlooking the water.

Each unit is furnished with exquisite and plush finishings, including Italian custom kitchen cabinetry, Quartz or Porcelain countertops, hardwood floors throughout as well as Sub-Zero and Wolf appliances. The Porcelain Bathrooms are pristine with Toto toilets, free standing tubs, glass shower enclosures, and offer back lit mirrors in the Master bathroom. There are 3 elevators located in this beautiful four-story building and all units as well as common areas in the condominium have secured WiFi.

The amenities on the 4-acre waterfront property are countless and are perfectly crafted for entertaining as well as relaxation. The 1,700 square foot outdoor Harbor Pool House, which includes a full kitchen, bar, outdoor BBQ's, TVs, and lounge space will provide endless entertainment for you and your guests. The pool, just along the waterfront, will provide that vacation resort-style feel every day, and an intimate oasis to unwind. Residents can also enjoy a leisurely walk or run on a brand new 1,200-foot boardwalk and waterfront promenade which wraps around the property. In the evening, residents can mingle around the outdoor fire pit while catching a breath-



taking Long Island sunset. During the cold winter months, residents can socialize in the indoor club room with large screen TV's, lounge seating, and a coffee bar. Residents who are into fitness can enjoy two state-of-the-art fitness centers. Animal lovers and dog owners can socialize at the private dog-run each morning while breathing in the coastal air. The new condominium complex is not age restricted, making it enjoyable for all ages.

Upon entering the property, residents are greeted by beautiful landscaping, a 24-hour valet parking, doorman/concierge and can drive directly into a private, secure underground parking garage. Residents who own electric vehicles can charge up at the condominium's car charging stations.

The Residences at Glen Harbor offer all the fine touches of a luxury NYC building with the sophistication and ease of Long Island living. The North Shore, America's "Gold Coast" is known for its rich history, great beaches and beautiful scenery. Right beyond Glenwood Landing, the North Shore is alive with restaurants, shopping, parks, marinas and cultural landmarks. Stroll through the quaint village of Roslyn, or visit Americana Manhasset, one the North Shore's most exclusive shopping destinations. Spend a Sunday morning on one of the many beautiful hiking trails in Sea Cliff or Glen Cove. Just minutes away from home, golfers can tee off at one of 50 world-class golf courses includ-

ing North Shore Country Club and Engineers Country Club – less than a mile away. All year around, enjoy events at public spaces and innovative private performing arts venues; offering a sea of endless options right in your backyard.

Throughout these abnormal times, construction is resuming while following CDC guidelines and social distancing. Interested parties are able to schedule visits to models and site tours by appointment or take the virtual tour on our website <https://www.glenharbor.com/>.

With project development led by Racanelli Construction, one of New York's premier construction management, general contractor and design/build resources, Racanelli strives for insightful master planning, design innovation and high-quality construction, and the opportunity to serve the community by providing quality of life value, luxury and accessibility. "The team has worked diligently for ten years to bring this project to life," says Martin Racanelli. "The Residences at Glen Harbor combines Long Island's waterfront heritage and luxury living to create a unique and accessible offering for the North Shore. Despite the challenges around the pandemic, interest has not waned; we are getting inquiries from locals looking to downsize and NYC residents looking to make a move to the suburbs. As a company, we are thrilled to bring our expertise in construction and development to a community of people we've long known

and loved."

With roots dating back five decades, Racanelli Construction Company is a family business with a long legacy of commercial/industrial real estate building and development. The company serves its diverse clientele as a construction manager, general contractor or complete design/build resource. The company's services are applied in the construction of corporate/industrial, healthcare, retail, hospitality/restaurant, educational, residential, religious, storage and pre-engineered buildings. Its highly qualified team of professionals and application of sound business processes with state-of-the-art technologies combine to facilitate high quality, on-time and on-budget projects. Racanelli Construction Company's long history and impeccable reputation as a high-quality builder/developer has earned the company a broad bonding capacity as well as AAA Insurance coverage. Racanelli maintains excellent working relationships with local municipalities, business and civic associations, and elected officials. These relationships accrue considerable benefits to Racanelli's clients when seeking financing/bonding, zoning approvals and support from the local community. Racanelli Construction Company executives are active members of the local community, serving on nonprofit organizations' boards and participating in various philanthropic activities. For more information, visit [www.racanelliconstruction.com](http://www.racanelliconstruction.com).

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Sponsor: Glen Harbor Holdings, LLC, 786 Walt Whitman Road, Melville, New York 11747

Condominium: The Residences at Glen Harbor Condominium, Shore Road, Glenwood Landing, New York 11547. Equal Housing Opportunity. The complete offering terms are in an Offering Plan available from the Sponsor.  
File No. CD15-0234. Glen Harbor Holdings, LLC 786 Walt Whitman Road, Melville, NY 11747. All floor plans and renderings are artist's conceptions and are not intended to be an actual depiction of walls, windows, walks, driveways,  
landscaping, patios or decks. All dimensions, plans and elevations are approximate and subject to normal construction variances and tolerances. All square footage calculations are based on exterior wall-to-wall dimensions.