

Breslin Realty

Services All Facets of Real Estate

by Joe Dyton

Breslin Realty is a multifaceted firm that specializes in construction, land planning and development, real estate appraising, brokerage, tenant relations and negotiations, third-party property management and financing. Founded in 1953, Breslin has expanded its New York-based portfolio to CT, LA, MS, NE, NH, NJ and PA. Since its inception, Breslin has grown from a one-man brokerage business to a 50-person real estate firm.

Breslin's portfolio includes more than 29 retail centers and management of eight million sq.ft. of commercial real estate in five states. Some of the properties Breslin controls include Smith Haven Plaza in Lake Grove, NY; Clearmeadow Plaza in East Meadow, NY; CVS Plaza in Port Jefferson, NY; Franklin Plaza in Franklin Square, NY; Levittown Mews in Levittown, NY; Park Island Square in Grand Island, NE; Whitman Plaza in Philadelphia, PA and Woodbury Plaza in Plainview, NY. Some of the company's retail clients include A.C. Moore, Ames, AT&T, AutoZone, Babies "R" Us, Best Buy, Kmart, Borders, CVS, Dunkin' Donuts, GNC, KFC, Kohl's, Krispy Kreme, McDonald's, Office Max, Staples, Toys "R" Us, Wal*Mart, Stop & Shop, JCPenney and a host of others.

Currently, the company is in the development process of nine properties in Long Island, NY, including a pair of Wal*Mart locations, an expansion at the Hub in Hempstead and an expansion of the Kmart shopping center in Middle Island. The company's also serving as a developer and leasing agent for an additional one million sq.ft. of space in the planning stages throughout Long Island. Other development projects include a 350,000 sq.ft. shopping center in NH; a 550,000 sq.ft. center in Stonington, CT; 850,000 sq.ft. in Brookhaven, NY; 300,000 sq.ft. in New Milford, CT; 275,000 sq.ft. in Farmingdale, NY; 175,000 sq.ft. in Selden, NY; 110,000 sq.ft. in Bethel, CT and 100,000 sq.ft. in Dix Hills, NY.

The company specializes in tenant and owner representation to lease or sell: retail, general or specialized office use, industrial, warehouse, site selection for residential or commercial development, existing retail or development, investment opportunities, hospitality locations and recreational situations. Breslin also has a handle on market rents and real estate taxes, landlord's ownership policies and practices, existing sites and future availabilities, traffic patterns and existing and planned market area competition. Breslin will also assist its clients to negotiate leases, canvass for new opportunities, screen submissions from other

sources, coordinate site work and construction and create formal presentations. Often times, property owners will call for Breslin's services to help complete all phases of development, management, sales and leasing. The company also can help owners along with property valuation, market analysis, presentation package, permits and approval process, presenting to community planning boards and engineering and environmental due diligence.

One of the company's strongest services is financing real estate investments. Breslin is adept at matching sources of capital with individual loan needs. The company is constantly involved in capital markets and can provide the latest technology concerning market trends, available capital and financing alternatives. Assisted by property management software, Breslin is able to provide real time reports and information relative to any aspect of the asset's financial condition. Property management services include qualifying and contracting with local vendors who will provide property maintenance and repair services. This technology helps Breslin provide monthly reports that allow its clients access to their accounting data from anywhere in the world over a secure Internet connection.

Wilbur Breslin is the team leader, as he serves as the company's president and CEO, positions that he has held for more than 40 years. During his tenure, he has put together a team of executives that are managing the core divisions in the business. The team includes Kenneth Breslin, Esq., who serves as vice president of leasing, brokerage, sales and development; Beth Alderman, vice president of administration; Robert Delavale, director of leasing, Paul Berger, who works in the company's legal department and John Culmone, director of acquisitions.

The Breslin team has used its sense of market and future trends to purchase vacant land, improve sites and establish properties, along with creating close ties with the people and institutions that mold these markets. Breslin specializes in thinking outside of the box and believes that developers should consider neighborhoods that would typically be out of their sites. While Breslin doesn't have a set-in-stone acquisition criteria, it does tend to do development within its tri-state area. The company also doesn't have any minimum size requirements.

Breslin Realty attributes its success to its knowledge of the value of real estate. The company has utilized its know-how to make its mark in all avenues of the industry. Its

expertise in all things real estate has helped the company jump over more than a few financing, redevelopment and new land planning obstacles. A couple examples include Wilbur Breslin's promise of free groceries for life to a reluctant seller so he could develop a shopping center on land in Franklin Square. For years, the seller received a check for groceries from the supermarket on his property. Another example was Breslin's unimproved 2,000-acre tract in Yaphank, NY occasionally stirring vocal emotion with its anticipated development within the Long Island Pine Barrens. Breslin opted to work with local officials on its development. His efforts to support environmental preservation were recognized by state politicians, who followed up with legislation compatible with development and was one of the co-founders of the core preservation law, known as the Pine Barrens Law.

Although redevelopment can be a challenge, Breslin is committed to turning functionally obsolete properties into profitable ones that add to the surrounding community. Acquiring the property is usually the problem. The Hub at Hempstead, a former A&S Department Store, anchored by Stop & Shop Supermarket, Home Depot and Old Navy, is a complex project that serves as a national model for successful redevelopment. The Hub project brought together government officials from the federal government to local village officials by employing property condemnation as a real "development" option, assisting in relocation of residents, and supporting all phases of construction, creative financing, leasing and redevelopment to create a 230,000 sq.ft. shopping center. The property increased its tax revenue from \$1.3 million to \$11.1 million by generating new revenue streams, which have helped insulate the Village of Hempstead from the economic downturn that other Long Island communities have felt since September 11.

Despite all of its success, Breslin still isn't satisfied. The company plans to continue to expand its commercial leasing services. The company will also continue to manage properties and provide financial and lending consulting services. Also, acquisitions and development will continue as the company is actively pursuing opportunities to expand its portfolio.

For more information, contact Wilbur Breslin, Kenneth Breslin, John Cumone or Robert Delavale, Breslin Realty Development Corp., 500 Old Country Road, Garden City, NY 11530; 516-741-7400, Fax 516-741-7128.

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