

i Executive of the Month

HE KNOWS WHAT'S IMPORTANT IN HELPING PEOPLE SOLVE THEIR REAL ESTATE CHALLENGES Cohen, principal broker of Ashlind Properties: One of Long Island's hardest working brokers

Richie Cohen



HAUPPAUGE, NY Ask Richie Cohen how he has repeatedly achieved success and he will tell you the answer is the same now as it was 24 years ago – hard work and dedication. From the moment he leaves his house on Nassau's south shore every morning to work out at the gym, Cohen is making phone calls. His customers know they can reach him everyday from 6:30 a.m. until 8 p.m. on his cellular phone. Most people think Bluetooth was in-

alike.

Expertise, determination and a drive to do the best he can for his customers has helped Cohen close deals that were not always naturals at first. Manhattan Shade And Glass had tried unsuccessfully to purchase two buildings located in Ronkonkoma and Hauppauge. Realizing that the prices were too elevated to satisfy the customer's budgetary requirements (for a specialty building), Cohen and Manhattan's president, Douglas Schulman, opted to seek occupancy with a quality landlord who would build out their space to suit. The company ultimately entered into a long-term lease with Rechler Equity Partners, a major Long Island landlord.

In another instance, LNK International was looking for warehouse and production space through Cohen that would expand their satellite operations by an additional 50,000 s/f. As a vitamin distributor, LNK needed climate-controlled space with high ceilings and there were no such facilities in Hauppauge at the time. Instead, Cohen found the perfect 100,000



Elm Global Logistics, 2002 Orville Dr. North, Ronkonkoma.

to representing customers and clients. "He is extremely diligent and uses an entrepreneurial flair in his dealings," said Curry. "He has great follow up as well and will even go to the trouble of personally delivering contracts to insure that they get closed."

This kind of skill, creativity and an emphasis on delivering what the

entrance to MacArthur Airport. When asked why he has such confidence in Cohen, Conboy said, "Richie takes a tenacious approach to bringing buyer and seller together in the middle of a deal, where

built-to-suits and resales to satisfy her desire to become a property owner. At every turn, the options came in above Lieberman's budget projections. Finally, after 16 years of sticking with her and be-

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Cohen was also Reckson Associates' 2001 and 2002 Industrial Broker of the Year. Later, in 2005, Cohen was also responsible for the largest industrial transaction, selling Rechler's 300,000 s/f facility in Farmingdale on Price Pwy. to P.C. Richard & Sons for \$31.5 million.

Long term relationships for Cohen can span 16 years or more – in 1990, he helped advise Andrea Lieberman of Andrea Baskets on her first acquisition of 6,500 s/f even though he was not the procuring broker. In the years to follow, Cohen showed her a multitude of purchase opportunities, including

believing in her business, Cohen found the perfect solution – a 58,000 s/f lease with the option to purchase later on. Lieberman loves the deal because for now, she only needs to occupy 30,000 s/f but has the ability to expand into the rest of the building later as her business grows. "I never thought I would be able to buy my own facility, but after years of searching, Richie was able to put together this deal for my company," said Lieberman.

Acting as principal broker for Ashlind Properties, one of the most prolific leasing and selling brokerage firms in Suffolk County industrial real estate for the last 15 years, is a far cry from his beginnings as a multifamily property manager in the Bronx and Manhattan. One thing is certain though – Cohen carries his knowledge and appreciation of tenant relationships forward into today and is likely to remain at the top of his game in the future because he knows what's important in helping people solve their real estate challenges.



LNK International, 2004 Orville Dr., Ronkonkoma.

vented with him in mind.

From the time he opened Ashlind Properties on Old Willets Path 16 years ago, Cohen has focused his energy and drive on creating and closing deals in the Suffolk County industrial real estate market. His area of particular focus and expertise has remained all the while the Hauppauge Industrial Park and the Veterans Highway Corridor (not to say he doesn't venture into other areas in Suffolk). This focus combined with his solid work ethic has allowed Richie to garner information that has benefited landlords, sellers, tenants and purchasers

s/f building on 2004 Orville Dr. in Ronkonkoma and allowed LNK to move two operations together to save on a variety of duplicate expenses. In addition, Cohen was able to release LNK from its 50,000 s/f existing lease obligation on Wireless Blvd. by renting the space to U.S. Nonwovens under a new long-term lease with the building owner, U.S. Luggage.

Cohen's business acumen is appreciated even by some of the attorneys he has crossed paths with over the years. Peter Curry, of Farrell Fritz, P.C., was impressed with Cohen's hard-nosed approach

customer needs has naturally led to many repeat deals with loyal friends. In fact, in the past 13 months, 64% of the 1.6 million s/f Cohen closed were with users who had already done one or more prior transactions through Ashlind. One longtime customer and ally, Bill Conboy of Elm Global Logistics, made three separate deals using Ashlind during 2005 and the first quarter of 2006. The most notable was a 128,000 s/f lease with Rechler Equity Partners at 2002 Orville Dr. North, Ronkonkoma – their flagship industrial property that fronts Veterans Memorial Hwy. at the