



Property of the Month: The Matrix Group completes \$5 million renovation of its 13-building, 400,000 s/f Matrix Corporate Park

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In just one year The Matrix Group's CEO Glen Nelson and Enrico Scarda and their team completed a \$5 million renovation on the former Long Island Crossroads Office Buildings. These infrastructure and external improvements resulted in a 15% increase in tenant occupancy with professional services and medical companies. New leases average over ten years.

Located at the northside of Exit 57 and the southern side of the Long Island Expressway, the new Matrix Corporate Park consists of 13 buildings and a total 400,000 s/f.

The signature four-story, blue glass façade 130,000 s/f building is accented with a 25' waterfall fountain facing Veterans Memorial Hwy.

"For twenty years the fountain was inaccessible, and now it is the premier spot to enjoy a break or stage photographs," said Aaron Smiles, managing director of commercial leasing for The Matrix Group.

"The single-story buildings featuring executive suites were cleared of 20 years' overgrowth and now have their own break atriums with new patio blocks, seating, and landscaping."

Additional Corporate Park property improvements include:

- * New lobby finishes with leather furniture in all common areas.
- * Modern technology infrastructure including flat screen TVs and a lobby sound system.
- * Accent tray ceiling neon lighting.
- * 100% larger fitness center with new equipment and locker room showers.

Elegant glass doors now enable entry from the newly detailed lobby to the fountain beside the Café 93. The café staff provides freshly cooked daily menu choices on weekdays from 7 a.m. to 4 p.m.

Tenants also enjoy covered parking in Hauppauge during Long Island winters. They also may use a 1,500 s/f raised podium conference room for events with a WiFi enabled audiovisual systems.

"Matrix Corporate Park is an extremely pleasant place to work because of all of its natural lighting. Getting outside to make phone calls is a key part of my work day," said the head principal of R & W Engineering, P.C. The 15-year-old company was the first client to sign a lease. "Commuting from Bay Shore is far more accessible for us with immediate access to the LIE at Exit 57. We love the space and the immediate attention we get from on-site building owner management."

Matrix also invested \$2 million in modern heating ventilation air conditioning units with computerized control. "Clients don't realize what goes on behind the switch," said Glen Nelson, CEO of The Matrix Group. "It is very easy to turn the HVAC up and down but to get consistent energy efficient delivery of clean air systems has a huge impact on peoples' comfort levels. We also now receive fewer and fewer calls for maintenance and repairs because of our investment in air quality control system."

The Matrix Group handled all aspects of its new corporate park property from its acquisition, renovations, and custom build-outs for their class A commercial tenants.

Executive Matrix personnel include experienced full on-site building maintenance led byâ€ˆ â€ˆJohn Meyer. Gerard McCreight, Esq. provides chief corporate legal counsel and Aaron Smiles, licensed real estate broker and managing director, handles all commercial leasing.

"We are very fortunate that the local commercial real estate broker community embraced our aggressive leasing program which offers generous tenant build-outs and broker incentive bonuses on every transaction," said Smiles.

"Everyone who enters on 1393 Veterans Memorial Hwy. goes right past my suite every day," said Ken Mollins, former in-house corporate counsel for Snapple who now advises in a general law practice. "Everything Matrix promised they delivered -and twice as much. Today there are many buildings with 50% or more vacancy on Long Island and this concerned us about building stability and delivery of services, so choosing Matrix Corporate Park with almost full occupancy is a no-brainer. I can also use the conference room for press appearances," said Mollins, who also provides legal insights often on network television.

"Creating work life balance is a key mantra for Matrix clients," said Enrico Scarda. "Tenant build-outs include space planning and decorator services at no extra charge. We are flexible in layouts that can offer hoteling and benching work environments that allow flexible space for a mobile work force. We are doing so many build-outs - you would think you were in Manhattan," said Scarda.

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