



## **Canon U.S.A. for keeps western-hemisphere headquarters on Long Island**

June 22, 2010 - Long Island

Calling the decision by Canon U.S.A., Inc. to keep its western-hemisphere headquarters on Long Island, "a powerful testimonial to the region's current and future commercial viability," J.B. Schwartzberg, the president of Commercial Industrial Brokers Society of Long Island, (CIBS-LI), congratulated Canon executives for their "trust in Long Island," and town of Huntington supervisor Frank Petrone for embodying the "spirit of cooperation" that kept negotiations on track.

Both Petrone and Seymour Liebman, executive vice president of Canon U.S.A. and a lead decision-maker in its headquarters search, spoke June 10 at CIBS-LI's monthly meeting concerning the future of Rte. 110, the region's prime commercial corridor. The meeting was hosted jointly with the Association for a Better Long Island (ABLI).

Petrone said that Canon, a Fortune 100 company and one of Long Island's larger employers, would serve as the foundation of a revitalized regional business district, featuring "greater connectivity" between buildings, increased services and improved transportation infrastructure. He said the town hoped to encourage corporate use that featured research and development and ancillary uses such as hotels and some residences in the corridor.

"Canon's new headquarters will anchor downtown Long Island," he said. "Melville's future is exciting."

Petrone and the town's chief planner, Anthony Aloisio, suggested revisiting zoning issues that might have lessened the corridor's real estate appeal in the past. The prevalence of low-rise structures, fronted by parking lots, was out of date, Petrone said. Sewage capacity also needs to be more predictable, he said. He described planned roadway improvement by the Department of Transportation totaling \$160 million that would support the expanded business use. Nearly \$20 million in bonding capacity available under the federal American Recovery and Reinvestment Act could help finance corridor development, Petrone indicated.

The Huntington Town Planning Board recently approved plans for Canon's five-story tall office building, designed by HLK Architects, totaling close to 700,000 s/f, including two multi-level parking garages. The 52.17-acre parcel is located at the southwest corner of the Long Island Expressway South Service Road and Walt Whitman Road in Suffolk County. The builder is Turner Construction. Canon U.S.A., Inc., a worldwide leader in digital imaging and advanced office solutions, employs over 1,200 on Long Island. According to Liebman, its 40-year old headquarters in Lake Success had become too small and was outdated.

Canon's decision to site its North American operations in Melville "testifies to the vast potential Long Island has as a home to corporate America, and the good things that happen when government agencies play a proactive role in the process," said Schwartzberg, a senior director with Sutton and Edwards in Lake Success. This site will be one of three worldwide headquarters for Canon with

responsibilities for all North and South America.

CIBS-LI is the leading commercial real estate organization for brokers and other real estate professionals on Long Island, providing networking and professional development opportunities for commercial, industrial and retail brokers in Nassau and Suffolk as well as associate members who wish to affiliate themselves with the community of real estate professionals.

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