



## **Amendola and Graiser launch A&G Realty Partners**

August 13, 2012 - Long Island

Former founding partners of DJM Realty Andrew Graiser and Emilio Amendola have launched A&G Realty Partners, a commercial real estate consulting, advisory and investment group which brings experience, capital, and decades of established and trusted relationships.

A&G will offer a comprehensive set of services that address both common and complex industry issues. According to A&G co-president Andy Graiser, "This is exactly the right time for what we're offering. Given the industry's seemingly insurmountable challenges, this market is dictating the importance of capital, and that's a key differentiator we bring to the table."

A&G combines both capital and expert strategic guidance through the entire real estate cycle. Graiser and Amendola are recognized game changers known for creative solutions they apply across a broad spectrum of industry problems, particularly in assessment, valuation, disposition, and lease renegotiation. The new platform will enable them to put these capabilities into action, as the business will span several specialty practices, including retail, real estate investments, office, industrial and auction services.

A&G Realty Partners will offer patient capital in all facets of its business, allowing for an unconventional approach and innovative solutions to bring about successful outcomes. Notes Emilio Amendola, co-president of A&G, "While the new firm will continue along the path Andy and I have pursued over the past 20 years, our ability to invest will have a distinct role in value creation, giving our clients alternatives and financial structures not otherwise available."

A&G will invest in real estate assets - including retail, restaurant, warehouse, office and industrial. They will also purchase or co-invest in mortgages, with a focus on adding value to the overall portfolio. The firm will be able to create immediate liquidity to ensure optimal asset performance, nonetheless holding the majority of their assets as long-term investments. A&G will invest in joint ventures with local developers, and will help overleveraged owners and developers by providing timely capital solutions.

Amendola and Graiser have been working together for two decades, mitigating over \$4.5 billion of lease liability, renegotiating more than 10,000 leases, selling more than \$1 billion of owned real estate and valuing more than 20,000 locations. Amendola and Graiser have effected more successful out-of-court restructurings than anyone else in the real estate industry, and have managed the successful disposition or renegotiation of over 200 million square feet nationwide. They managed the largest retail dispositions in the country, including Circuit City, Borders, Linens and Things, Comp USA, Blockbuster, Sbarro, Winn Dixie, Heilig Meyers, as well as many other national and regional retailers.

"Emilio can't wait to start practicing again," said Graiser of his partner. "He's by far the most sought-after real estate professional in the industry and I'm sure retailers, investors and landlords are looking forward for him to get back into the field." Graiser, a restructuring and finance expert, is himself an industry maverick. "We're very excited about our new company with its additional product offerings, and feel we bring not only our reputation, but the resources to back up our deal making capabilities. In other words, we're able to put our money where our mouth is," said Graiser.

Amendola and Graiser have been working together for 20 years, during which time they have, both individually and as a team, established a national, industry-wide reputation for integrity, persistence, and creativity, while achieving unparalleled results.

Amendola has managed the largest retail disposition and restructuring projects in North America. He is trusted implicitly and respected by many of the country's largest retailers and the landlord community as the field's most effective dealmaker. He has assisted the full spectrum of retailers from troubled to healthy: he successfully created strategy and executed on out-of-court transactions that allowed more than 35 companies to avoid chapter 11, and he has helped more than 100 healthy retailers dispose of or restructure real estate and assisted them in acquisitions or non-core divestitures.

The 'G' in A&G, Graiser is an expert in marketing and disposing fee-owned and leasehold properties with an uncanny knack for deploying capital. With more than 25 years' experience in commercial real estate, he is the recognized industry expert in understanding market conditions and industry trends, recognizing troubled retail and industrial sectors and developing innovative solutions for them, and identifying opportunities for growth, disposition and acquisitions.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540