



## **Executive of the Month: Proscia, CEO of ACC Real Estate Services: Provides his clients with first class service**

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John Proscia, ACC Real Estate Services

Garden City, NY John Proscia, CEO of ACC Real Estate Services, Inc. recently sat down with the New York Real Estate Journal for a question & answer session.

Q: You have an Accounting degree. How did you get into the real estate business?

A: I started my career focusing on accounting for the real estate sector. As I advanced over the years, I found myself managing over four million s/f of commercial real estate. Although I have come a long way from those early days, it was a truly natural progression. In 1990, I started my own company, Interactive Property Management. After several years, I merged with a local firm, which then became national by joining with Colliers International. In 2016, we formed ACC Real Estate Services, Inc. with Michael Ambrosino.

Q: Tell us about ACC Real Estate Services, Inc. and why you created the company.

A: ACC Real Estate Services, Inc. is a Long Island-based full-service property management firm that includes construction, construction management, property management, and brokerage. The construction arm has been in business for over 15 years and our brokerage division has over 40 years of experience. Combined with my 30 years in property management, ACC Real Estate Services, Inc is providing a wealth of knowledge and expertise and a full range of services to all of its clients.

Proscia outside of a building he manages in Garden City, one of 30 properties under management with ACC Real Estate Services, Inc.

Q: What makes ACC Real Estate Services, Inc. unique?

A: In order to grow in this competitive climate, you must be able to provide a full range of services. The days of a third party collecting rent and paying the bills are over. Our company is unique in that we offer services for all of our clients' real estate needs. In addition to property management, construction, and brokerage, we have assembled a board of advisors, which includes banking, accounting, legal, engineering, appraisal, valuation, title insurance, restoration and recovery, and a security company. With a former president of a bank, a former partner of a Big 4 accounting firm, and other top executives in their related fields, we have the ability to provide our clients with first class services across each of their respective industries.

Q: What are some trends you are seeing for 2017?

A: In the past, Long Island businesses have turned to firms based in NYC for their real estate needs, but that is rapidly shifting. Now there is a much greater demand for full service real estate companies on a local level. We are positioned to meet those needs and compete with the "big

boys.”

Q: How has the industry changed since you first started out?

A: As with most fields, technology has changed the way we all do business. With greater advances in technology, we are capable of handling every aspect of our day to day interactions much more efficiently. Of course, more technology has also lead to greater government regulations, and more reporting requirements.

Q: How do you feel the new administration will impact your field?

A: We are all waiting to see what the impact of the new administration will be on the real estate market in general, such as potential changes to the capital gains tax. Regardless we are prepared.

Shown (from left) are: Michael Ambrosino, Kalnetta Whittenburg, Angela Rella, John Proscia, Marisa Queirolo, Kristen Ambrosino and Lorraine Biundo.

Q: You have been in this business a long time now. How do you stay relevant?

A: Over the past year, we have concentrated our efforts in structuring the new company and providing a range of services for both new and existing clients. In addition to retaining several properties that have changed ownership, we are very proud of some recent acquisitions, including:

- Sunnyside Blvd., Plainview, 28,000 s/f office building.
- Franklin Ave., Garden City, 126,000 s/f medical office and retail building.
- Franklin Ave., Garden City, 15,000 s/f office building
- New York Ave., Huntington, retail and residential building.

Q: Can you go into more detail about some of these properties you have recently acquired and the services you are providing?

A: We review all leases to ensure we have the correct terms and conditions, focusing on tenant billing obligations and tenant maintenance requirements. We review all service contracts for content, scope of work, and insurance compliance requirements. Additionally, we collect tenant and vendor insurance certificates to ensure the management company and owner are named as additionally insured. Of course, we take the time to visit each tenant and introduce ourselves. This gives the tenant time to explain their separate issues. We also supply each tenant with our contact information, including 24/7 emergency assistance.

Q: Has sustainability become an important concern for you and your properties?

A: In some cases, but not as often as you would imagine. We are constantly looking for innovative ways to help our clients become more environmentally conscious.

Q: Do you belong to any professional organizations or groups?

A: I am a member of the Long Island Real Estate Group and a board member of The Real Estate Institute.

Q: Where do you see ACC Real Estate Services, Inc. in 2017?

A: One word...growing.