



## **Weiss of T. Weiss Realty signs two leases at The Lofts at Melville Corporate Center I**

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Craig Weiss,  
T. Weiss Realty Corp.

Melville, NY T. Weiss Realty Corp. has leased most of its new office space concept, The Lofts at the Melville Corporate Center I, with the recent signing of two leases and is planning to convert additional space in two of its buildings to the new concept.

T. Weiss, a family owned developer, landlord and manager of commercial real estate, said it has signed leases for more than 8,000 s/f in The Lofts, which represents a new look for suburban office space and features such unique enhancements as exposed loft-style ceilings and LED warehouse-styled lighting.

“The new concept was designed to attract prospective tenants seeking young, creative workers who might ordinarily seek employment in New York City,” said T. Weiss president Craig Weiss. The Lofts account for about 10,000 square feet of the 149,000 s/f building also known as 105 Maxess Rd. Approximately 1,556 s/f remain available in the Lofts.

One new lease is with Foley Carrier Services LLC, for 3,203 square feet. Foley, which is based in Hartford, CT and provides document and testing compliance for transportation companies, will take occupancy Aug. 1. Alison LaFroscia of Fairfield Real Estate Services, LLC represented Foley, while Craig Weiss represented the landlord in-house.

The other recent Loft lease, for 5,000 s/f, was with 24|Seven, Inc. a Manhattan-based strategic staffing and recruiting firm specializing in the placement of freelance and full-time creative, marketing and digital talent. The company, which recently took occupancy, was represented by Paul Leone of CBRE. Craig Weiss represented the landlord.

“24|Seven’s employee base is passionate about the company’s branding. They wanted a space to reflect this pride; a place that their employees would love. Peeking into their suite you’ll see the company’s bright colors adorning the walls, their collaborative work style playing out in their open-concept bull pen, and you’ll find employees enjoying their space,” said Ted Weiss, CEO of T. Weiss Realty.

Loft-style office space, which features expansive floor plans with large amounts of open space, often incorporating exposed duct work and sprinkler systems in high ceilings, and shared collaborative spaces, have increased in popularity. These spaces are designed to facilitate creative interaction—the primary value driver of a new breed of office users, namely tech, advertising, media, and information tenants. This new wave of creative loft office space achieves two goals – first, due to its visually striking nature, it is designed to attract the talented workforce that creative and high technology companies compete over, and secondly, it enhances the creative productivity upon which these companies depend.

T. Weiss now is creating loft design space at its 532 Broad Hollow Rd. property and already has good activity. The developer also will be adding an additional 10,500 of loft space over the summer at 105 Maxess Rd.

The Lofts leases represent just a portion of the recent leasing activity at T. Weiss' Melville office properties. All told, T. Weiss signed leases totaling more than 27,000 square feet. They also included:

- Zeta Interactive, an international marketing company, leased 6,325 s/f at 330 South Service Rd., Melville. Craig Weiss represented landlord in-house and Michael Mathias of Savills Studley represented the tenant.
- Koval & Casagrande CPAs, leased 3,548 s/f at 324 S. Service Rd. in a relocation from a smaller space in the building. Craig Weiss represented the landlord in a direct transaction with the tenant.
- Medpod, Inc., which has created a proprietary healthcare platform that combines cutting edge infrastructure and software with professional medical and laboratory devices to extend the physician's reach, expanded at 324 South Service Rd., nearly tripling its existing footprint with a lease for 2,042 additional s/f. The company, which already occupied 1,392 square feet, will occupy the additional space starting July 1. Craig Weiss represented the landlord in a direct transaction with the tenant.
- TeleDomani, Inc., an IT and telecommunications services consulting firm currently in Bethpage, leased 6,741 s/f at 532 Broadhollow Rd. Christine Dickson of Better Homes and Gardens Real Estate A.S. represented the tenant while T. Weiss was represented in-house by Craig Weiss.
- Schiff Enterprises, LLC leased 405 s/f 532 Broadhollow Road. The lender to small businesses took occupancy on June 1. Craig Weiss represented the landlord in a direct transaction with the tenant.

“Our strong leasing activity reflects the quality and location of our product,” said Ted Weiss. “We look forward to seeing these new firms continue to grow within our Melville-based portfolio.”