



Developing Long Island: Islandia small-bay industrial redevelopment

April 30, 2024 - Spotlights



Islandia, NY 190 Blydenburgh Rd., a 36,000 s/f, light industrial-flex building on 1.4 acres was acquired by Will Kogel's Brent Mako Real Estate group in Feb 2023 for \$4.5 million.

Partnering with Josh Seiden's LMJ management and construction, the group invested \$1.7 million into redeveloping 190 Blydenburgh and combining the site with the adjacent property (200 Blydenburgh); a 48,000 s/f small bay light industrial building which Brent Mako acquired in 2007 and LMJ constructed for its original owner in 2004.

190 Blydenburgh's initial design, intended for an end user with 20,000 s/f of warehouse, 10,000 s/f of office (over two-stories), with 5,000 s/f of partially below grade storage, was overbuilt and under-parked which limited its future uses and flexibility. Throughout the years the property was leased to multiple tenants in bulky often unconventionally shaped units with shared utilities while its exterior conditions fell into neglect.

The business plan involved working to retain existing tenants and legalize their uses while installing the necessary infrastructure to demise the building into smaller units with individually metered utilities, should the need occur.

The appearance of the property was altered and modernized by installing new storefronts and windows, architectural canopies, historical concrete medallion stamps, updating the color scheme, installing site lighting, and landscaping (including 12 trees) and a landscaped courtyard. An additional 1,200 AMP electric service was brought in and the gas services were upgraded and divided for multiple units. The two-story office portion and corresponding common areas were gut renovated with modern finishes.

Through regrading and repaving the two properties as effectively one site, Brent Mako and LMJ created the parking required by office-flex uses while vastly improving truck egress to meet today's industrial user's needs.

190 Blydenburgh will have the potential to provide light industrial units of 1,400 - 5,500 s/f along with 1,000 s/f - 5,600 s/f secure storage spaces, and flex-office units from 1,300 s/f - 5,600 s/f, all with individually metered utilities.

"We knew the quirks of 190 but when coupled with 200, we felt we could unlock its potential, create value, and bring to market a truly diversified and differentiated product. 190-200 Blydenburgh is now a cohesive 4.6 acre 84,380 s/f flex/light industrial campus that could help satisfy our portfolio's internal pipeline of demand from existing tenants and improve our coverage of the Rte. 454/ I-495 corridor by offering a combination of office/ flex space coupled with secure storage and traditional small-bay light industrial units with the potential for IOS," said Kogel.

Brent Mako is a value-add focused commercial real estate developer, owner, and operator whose core strategy and expertise is in the industrial multi-tenanted and retail asset class. Brent Mako targets assets with proximity to arterial highways in high density infill locations and implements strategic value enhancements that de-risk the asset and provide logistical advantages for light industrial uses. The firm is vertically integrated with a 50+ year history of successful asset management, shepherding investments through the value creation process and developing best-in-class product within the niche 1,200 - 15,000 s/f market.

Project Team

Architects Thomas P Walsh, Main Street Nursery

Concrete Formation Concrete & General Construction Inc

Developers Brent Mako Real Estate Group and LMJ Management and Construction

Electrical Contractor United Electric, AMG Electric

Environmental Consulting EnviroTrac Ltd.

General Contractors Brent Mako Real Estate Group and LMJ Management and Construction

Mechanical Contractor Associated Energy Services

Paving PaveMaster Inc.

Plumbing Thomas Martin Plumbing

Structural Steel HT Steel

Steel Fabrication & Installation Sims Steel Corp.

Financing M. Robert Goldman

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