

**li Long Island Commercial Network**

**President**  
**Alan Hendrickson**  
Coldwell Banker Commercial NRT  
Syosset, N.Y.



One East Main St., Huntington, NY 11743  
631-673-8852  
info@gailgladstone.com  
www.licommercialnetwork.org



**Vice President**  
**Harvey Kolin**  
Corporate Commercial Realty, LLC  
Babylon, N.Y.

**SPEAKERS INCLUDE: GRUTTEMEYER, KOLIN, SHERIFF, FETSCHER AND THOMPSON; SMITH, MODERATOR**

# The Long Island Commercial Network hosts comm'l. real estate orientation for new members

**HUNTINGTON, NY** The Long Island Commercial Network (LICN) hosted a commercial real estate orientation for new members and for those looking for a basic refresher course.

Ed Smith of Coldwell Banker Commercial NRT moderated the educational event which had over 40

in attendance. The participants were eager to learn, and included a number of new LICN members. This was fast paced and included much interaction with the guest speakers.

Larry Gruttemeyer of Foresite Realty Advisors-LI, LLC, kicked off the session with "Breaking into Commercial Real Estate." He cited

the differences with residential real estate and how important creative marketing is to the commercial field. Harvey Kolin of Corporate Commercial Realty, LLC, followed with "Industrial Properties," which included space and cube calculations, as well as truck access.

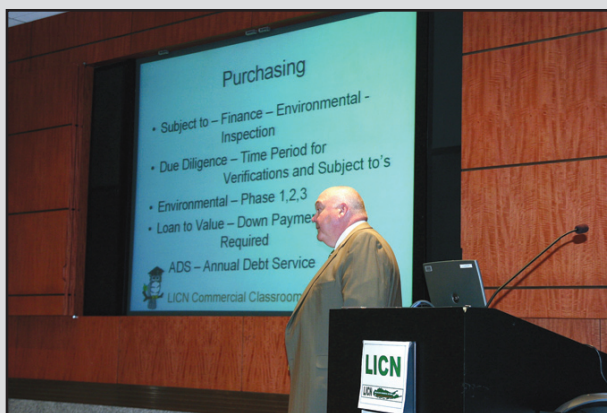
Matt Sheriff, CPA, of Legal 1031

Exchange Services, Inc. gave valuable insight into the world of 1031 exchanges. Rules, regulations, and investment types were covered. Paul Fetscher, CCIM, of Great American Brokerage Inc., gave an animated and informative talk on "Retail Properties." Retail locations, economics, and many examples were covered.

Lois Thompson of Coldwell Banker Commercial NRT, gave a presentation entitled "Work Smart." She discussed time management, customer interaction, and a number of cost saving tips. The participants found the commercial orientation to be invaluable in their pursuit into commercial real estate brokerage.



**Larry Gruttemeyer of Foresite Realty Advisors-LI, LLC**



**Ed Smith of Coldwell Banker Commercial NRT**



**Harvey Kolin of Corporate Commercial Realty, LLC**

## Liebowitz of Ardon Realty leases 2,000 s/f store in Bayshore

**BAYSHORE, NY** For many years at 32 West Main St., a health food store occupied the space. That is about



**Sheldon Liebowitz**

to change as Sheldon Liebowitz of Ardon Realty located at 54 Boat-house Ln. recently arranged for the lease of the 2,000 s/f store.

Liebowitz represented both the



landlord and the lessees. The new tenants will be opening a wine tasting shop. They signed a 5 year lease and are anxious to get their new business under way. They anticipate the arrival of their liquor license shortly and are looking forward to welcoming their new customers.

Ardon specializes in prudent business solutions to manage and support the commercial realty requirements of their customers and clients. They offer expert broker representation, financial solutions, and funding through their network of commercial realty affiliates and business professionals.

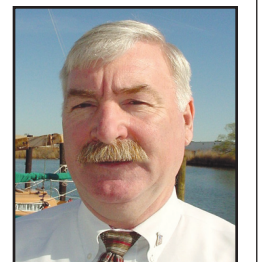
## Meet the LICN Members

Matthew Scheriff, CPA, CES, and a principal of Legal 1031 Exchange Services is a certified public accountant and a certified exchange specialist, a designation granted by the Federation of Exchange Accommodators. Scheriff is a member of both the N.Y. and Conn. CPA Societies and the Federation of Exchange Accommodators. Scheriff has worked in real estate for over a decade, involved in both corporate and investment real estate.



**Matthew Scheriff • Legal 1031 Exchange Services**  
805 Third Avenue, 10th floor • New York, NY, 10022  
(877) 628-1031 • fax (877) 703-1031  
matt@legal1031.com • www.legal1031.com

Principal broker at Foresite Realty Advisors-LI, Larry Gruttemeyer brings to Long Island an affiliate office of Foresite Realty Advisors, Inc. specializing in commercial-investment and industrial real estate which includes real estate consulting, brokerage representing clients in acquisition or disposition, site location planning, analysis and project leasing. Gruttemeyer serves as the chairman of the education committee for LICN.



**Larry Gruttemeyer • Foresite Realty Advisors-LI, LLC**  
168 West Lake Drive • Lindenhurst, NY, 11757  
(516) 662-1323 cell  
larry@lgruttemeyer.com • www.foresiterealtyadvisors.com

## Calendar of Events

**september 22**

Networking Breakfast

Location: On Parade Diner, Woodbury

**october 27**

Networking Breakfast

Location: On Parade Diner, Woodbury