

November 19<sup>th</sup>, 2008

## **LIDC Awards Breakfast**

### **DEAL OF THE YEAR AWARD**

This year we took a page from the books of CIBS and ABLI we created a new award- Deal of the Year- and to add to the excitement we decided to make this a surprise award. It took some maneuvering to make sure our award winner would be here today but we were successful. And successful is the name of the game. First I will tell you who our winner is and then describe for you the deals for which he won the award. I am very pleased to announce that our Deal of the Year Award goes to- John O'Hara, real estate broker of Corporate Realty Services. John- come up here while I describe why we're presenting this award to you.

- First, this year alone John participated in 7 capital projects on LI involving 504 and related programs.
- Second, two of those deals required some ingenuity and perseverance and so qualified him for this Deal of the Year Award.
  - One deal was McKeon Door- a specialty door company for retail, hotels and casinos. Their building in Brooklyn was being condemned so they needed a new home and a NYC realtor actually brought the deal to John. The company needed trucking access to the harbors since they ship all over the world and they were considering moving to the west coast. John introduced them to a site in close proximity to the site of the proposed intermodal transportation center in Bellport.. They ended up in the empire zone in Bellport and received financing from our SBA 504 program along with an IDA pilot. It is unusual enough to bring a heavy manufacturer to Long Island, but in this case John combined low cost financing, transportation access and manufacturing in an area being revitalized, also creating lots of well paying jobs for the community.
  - A second deal this year for John was Global Tissue, tissue manufacturer- actually a start up company renting in two locations in Suffolk. Thanks to John's creativity, the company overcame issues resultant from a similarly named company's demise and is building a 165,000 square foot building in Brookhaven- and once the sewers reach them they'll be doubling their space- and even accessed for this minority owned manufacturer favorable financing through the combination of IDA, JDA and SBA 504 through LIDC.

For your creativity and perseverance in bringing business to Long Island we present Deal of the Year Award to John O'Hara.