

City taps two private firms to lease Army Terminal

Greiner-Maltz and Cassidy Turley tapped to find tenants for 350,000 square feet of space at the sprawling 3.1 million-square-foot complex in Brooklyn's Sunset Park.

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The city has retained two commercial brokerage firms to market and lease out the remaining available space at one of the city's largest industrial spaces, the Brooklyn Army Terminal, the city's Economic Development Corp. announced Friday. At the same time, the city agency said it is seeking a developer to reactivate a 33-acre waterfront site in the Rossville section of Staten Island for maritime industrial use.

In Brooklyn, Greiner-Maltz and Cassidy Turley will be charged with leasing out roughly 350,000 square feet of space at the 3.1 million-square-foot Sunset Park complex. The Army Terminal is currently 90% occupied, with 70 businesses and 2,400 employees in place. In the past, the city handled leasing there on its own and worked with tenants brokers to fill the space.

"In recent years, we have seen the Brooklyn Army Terminal become a premiere destination for companies in the city's critical industrial sector looking for affordable workspace," said the EDC President Seth Pinsky, in a statement. "Now, with this new partnership, we have an opportunity to capitalize on this success further by bringing even more tenants to BAT, generating additional high-paying jobs and economic activity."

The remaining space at the Brooklyn Army Terminal is estimated to support about 300 new jobs. In the past two months, five new businesses have signed leases for a total of 85,000 square feet there. Three of them, H2K Collections, DJ Expressions and Artistic Frame, were represented by Sharone Levy of Greiner-Maltz.

"This is a perfect assignment for Greiner-Maltz to be part of since we are already so active and knowledgeable of the Brooklyn industrial and commercial market," said John Maltz, president of Greiner-Maltz, in a statement. The brokerage opened its first office in Long Island City, Queens, in 1953.

Manhattan-based Cassidy Turley plans to identify creative alternative uses, such as schools and nonprofits, for space at the Brooklyn Army Terminal, which the city bought in 1981 from the federal government, and which used it to supply troops in Europe during World War II. Since buying the property, the city has invested roughly \$165 million renovating and converting it into a modern industrial facility.

"The fact that the Brooklyn Army Terminal has already leased 90% of its finished space shows that it is really a premier location for both large and small companies seeking to lease commercial or light industrial space," said David Lebenstein, principal at Cassidy Turley, in a statement.

The Brooklyn Army Terminal is [part of the city's overall Sunset Park Vision Plan to create a modern industrial waterfront in the neighborhood](#). Last month, Salmar Properties began transforming a huge, long-vacant warehouse known as Federal Building No. 2 into a state-of-the-art industrial facility. Salmar paid \$10 million to buy the property and will invest about \$35 million in it. The developer also agreed to devote 85% of the facility's space to light manufacturing and the rest to retail.

That effort is part of a package of 22 initiatives by the city to revitalize small manufacturing across the five boroughs. Those efforts include preserving 9 million square feet of underutilized industrial space across the city and creating and retaining up to 30,000 direct and indirect industrial jobs.

Meanwhile, the EDC issued a request for expression of interest for a city-owned site located on the 35-foot-deep Arthur Kill Channel separating Staten Island from New Jersey. The site is the largest city-owned site available for maritime development and one of the few left that is appropriate for shipping of bulk and break bulk goods. Currently, the site is mostly vacant and can be purchased from the city or leased out long-term, according to the city.

"Today, we begin the process of transforming an underutilized waterfront property into a center of maritime industrial activity," said Mr. Pinsky, in a statement. "To this end, we look forward to seeing the responses to this RFEI and ultimately to paving the way for increased economic activity and good jobs for the residents of Staten Island."

Responses to the request, which are due Jan. 18, must include plans for the demolition of a pier, development of necessary maritime infrastructure and any plans for improved traffic changes. They may also include a proposal for the non-waterfront portion of the site as long as it complements and supports the proposed maritime industrial development and adheres to existing zoning.

[This move is part of the city's Waterfront Vision and Enhancement Strategy](#), and [the Working West Shore 2030 report](#). The report is a vision to create jobs, increase waterfront access, improve mobility and strengthen neighborhoods in Staten Island. The Waterfront Vision and Enhancement Strategy, launched in March by Mayor Michael Bloomberg, is a sustainable blueprint for the city's 500 miles of shoreline.