



411 Washington Avenue, Suite 201  
Kingston, NY 12401

(845) 339-9100  
fax (845) 339-9526

Date: October 30, 2014

To: Ulster County Economic Development Alliance, Inc.  
Attn. Suzanne Holt  
President  
244 Fair Street  
Kingston, NY 12401  
shol@co.ulster.ny.us

Re: Request for Qualifications

Contact: Thomas A. Collins, CCIM  
President  
Commercial Associates Realty, Inc.  
411 Washington Avenue  
Suite 201  
Kingston, New York 12401  
(845) 339-9100  
(845) 339-9526 fax  
tomc@commercialassoc.com

## **Company Profile**

Commercial Associates Realty, Inc. is a commercial real estate brokerage and consulting firm dedicated exclusively to helping clients to buy, sell, lease, develop or exchange commercial, industrial and investment properties. The two founders of Commercial Associates, Edward T. Hill and Thomas A. Collins have achieved the CCIM designation and have a combined commercial real estate experience of over 60 years.

Commercial Associates, its principals and agents, have participated in major transactions throughout Ulster County and the Hudson Valley, including the disposition and redevelopment of many of the former IBM office and research properties as well as major retail locations, including the former La-Z-Boy, CVS and RiteAid pharmacies, Super Kmart, (Kohl's) site, Montgomery Ward, (Benderson, Hudson Valley Plaza), the Hudson Valley Mall and others. Commercial Associates has an extensive history of re-development of historic "mill buildings" in the Kingston market, such as the 68,000 square foot former broom and the 100,000 square foot furniture factories on Greenkill Avenue, the 30,000 square foot Canfield Building on Broadway, the 60,000 square foot former Fuller Shirt Factory on Pine Grove Avenue to medical use and the 58,000 square foot Lace Factory on Foxhall Avenue, currently in the process of being converted to artist housing.

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## **Thomas A. Collins, CCIM**

Thomas A. Collins is a founder and president of Commercial Associates Realty, Inc., brokers and consultants providing real estate services throughout the Hudson Valley and beyond. Mr. Collins has a CCIM designation, (a certified member of the Commercial Investment Real Estate Institute), and past president of the New York State CCIM Chapter. Mr. Collins' real estate background of over 25 years includes appraisal, brokerage, consulting, site selection, development, re-development and mortgage finance.

Since founding Commercial Associates Realty in 1998, Mr. Collins has facilitated over 100 million dollars in transactions, consisting of investment, office, industrial and retail properties. He is an approved representative for the General Services Administration, and has represented the Federal Government in partnership with Jones Lang LaSalle in lease procurements for the Internal Revenue Service, Social Security Administration, Transportation Security Administration, Federal Protective Services and others.

An area of particular expertise is adaptive reuse and conversions of properties to new highest and best use values, such as, older mill style industrial buildings to housing and office, and obsolete industrial properties to retail.

Mr. Collins has regional and national contacts in the industry and is a preferred local contactor for major international real estate firms such as, Jones Land LaSalle.

An active member of the Ulster County community, Mr. Collins is immediate past Chairman of The Kingston Hospital and currently serves as Vice Chairman of the Health Alliance of the Hudson Valley board of directors. He is a fifteen year member of the Ulster County Loan Fund board, and is past chairman of the Ulster County Development Corp, Kingston Uptown Business Association, Rural Ulster Preservation Company, a not for profit housing and community development agency and the Woodstock Public Library District and past board member of Family of Woodstock, Inc. and the Chamber of Commerce of Ulster County. He is a Mayoral appointment to the Kingston Waterfront Redevelopment Committee and the Kingston Comprehensive Plan and Zoning Revision Sub-Committee.

## SELECTED CLIENT LIST

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<b>ACS</b>	-	Leased 6,000 s.f.
<b>AT&amp;T</b>	-	Disposition of excess property portfolio, including 30,000 s.f. industrial building and vacant land parcels
<b>Allstate Ins.</b>	-	5,000 s.f. office lease
<b>American Home Mortgage</b>	-	22,000 s.f. office lease
<b>Bank of NY</b>	-	Disposition of excess property portfolio
<b>Citizen's Bank</b>	-	Disposition of excess REO assets
<b>Curtis/Wright Engineering</b>	-	Acquisition of 6,000 s.f. office facility
<b>EG&amp;G-Rotron</b>	-	Disposition of excess property assets including 120,000 s.f. Industrial building and 80 acres
<b>Emerald Technologies Solutions, Inc.</b>	-	Sale of 212,000 s.f. office building
<b>Epson Research &amp; Development Inc.</b>	-	15,000 s.f. office lease
<b>GHI-HMO</b>	-	Lease of 30,000 s.f. office space
<b>Markertec, Inc.</b>	-	Procurement of 110,000 s.f. industrial building
<b>Kingston Hospital</b>	-	Disposition of excess assets, 20,000 s.f. medical office building
<b>Met Life</b>	-	Disposition of excess assets, 80,000 s.f. office warehouse building
<b>Mid-Hudson Valley FCU</b>	-	Site selection services for branch locations in Highland, Rhinebeck, Woodstock and Newburgh
<b>National Micronetics</b>	-	Disposition of excess asset, 70,000 s.f. office/manufacturing
<b>New York Life Ins.</b>	-	Disposition of excess REO assets, 310,000 s.f. office building
<b>Northeast Retail Developers</b>	-	Site acquisition for developments of AutoZone and CVS locations in the Hudson Valley
<b>Prentice Hall Publishing</b>	-	Acquisition of 10,000 s.f. office
<b>Progressive Insurance</b>	-	Acquisition of 5,000 s.f. office
<b>Riverbank Asset Management</b>	-	Disposition of REO excess asset 210,000 s.f. office building

- River Radiology** - Acquisition of 60,000 s.f. 19th century "mill" building for conversion to medical.
- Savanna Partners** - Acquisition of 750,000 s.f. office portfolio
- Sterling-Greenkill Business Park** - Disposition of asset, 68,000 s.f.
- Time Warner** - Acquisition of 5,000 s.f. retail facility
- Trustco Bank** - Acquisition of 3,000 s.f. bank branch
- Ulster Savings Bank** - Acquisition of several bank branch locations in the Hudson Valley
- Vertis Logistics** - Disposition of excess 30,000 s.f. asset
- WolfTec Inc.** - Acquisition of 140,000 s.f. industrial facility

## SELECTED RECENT PROJECTS

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### Project #1:

Client: WolfTec, Inc.

Property: 140,000 square foot portion of a 220,000 square foot industrial facility.

Closing Date: 12/20/2012

Closing Price: \$2,600,000

Broker: Thomas A. Collins, CCIM

Summary: Represented WolfTec in complex transaction involving two manufacturing purchasers of the former Colony Liquor warehouse. Property was divided between the two buyers, extensive municipal, IDA and New York State economic development incentives and infrastructure improvements were arranged.

**Project #2:**

Client: Citizens Bank

Property: 38,000 square foot retail building, Ulster Avenue, Town of Ulster, New York.

Closing Date: 3/29/2012

Closing Price: \$1,200,000.00

Broker Team: Thomas A. Collins, CCIM, Mark Stryker

Summary: REO bank owned asset, former La-Z-Boy store, sold to developer/operator for retail and investment use, currently being renovated for beverage and franchise casual themed national brand restaurant.

Project Contact: Jay Mudwalla  
Hampton Inn

**Project #3:**

Client: Notorange, Inc.

Property: 26,000 square foot industrial building, Ulster Avenue, Lake Katrine, New York.

Purchaser: Bread Alone

Closing Date: 10/25/2012

Closing Price: \$1,124,000.00

Broker Team: Thomas A. Collins, CCIM, Mark Stryker

Summary: Vacant industrial building purchased by local commercial bakery, converting to state of the art baking facility and coffee shop restaurant. Complex transaction which utilized local, state and federal economic development resources. Working with neighboring properties, the Town of Ulster, CSX railroad to extend sewer service to the property to make the project feasible.

Contact: Dan Leader  
Bread Alone  
Route 28  
Boiceville, NY  
845-657-3328 ext. 20



**Project #4:**

Client: Kingston Industrial & Business Complex and Rural Ulster Preservation Company, Inc.

Property: Former Lace Factory, 165 Cornell Street, Kingston, NY

Status: Planning and Zoning approvals in place, funding round in progress.

Lead Broker: Thomas A. Collins, CCIM

Summary: Conversion of a 58,000 square foot vacant early 20th century "mill building" to 58 units of affordable artist housing. Complex tax credit redevelopment using historic, state and federal tax credits.

Contact: Kevin O'Conner  
President and CEO  
Rural Ulster Preservation Company  
289 Fair Street  
Kingston, NY 12401

## Project # 5

Client: Omid Associates, LLC & Utility Platers, Inc.

Property: Assemblage of two parcels, 0.71 acres and 1.02 acres, corner of Washington Avenue and Schwenk Drive, Kingston, New York.

Closing Date: 08-03-2009

Closing Price: \$1,125,000.00

Lead Broker: Thomas A. Collins, CCIM

Summary: Represented the owners in the assemblage and disposition of two contiguous parcels for re-development. Parcels were improved with obsolete structures and heavily impacted with environmental contamination. Project was entered into the New York State Brownfields remediation program and was remediated pursuant a consent order issued by the DEC under the program. Site was subsequently redeveloped as a CVS retail store. Broker facilitated all aspects of the transaction including environmental, planning, zoning and engineering of the project.

Client Contact:

Robert Boening  
Terrace Lane  
Hurley, NY 12443  
(845) 338-0274  
[rjb7339@aol.com](mailto:rjb7339@aol.com)

Developer Contact:

Richard Korris  
InSite Retail  
433 South Main Street  
West Hartford, CT 06110  
(860) 205-3161  
[richardkorris@gmail.com](mailto:richardkorris@gmail.com)

**Project #6:**

Client: Getty Petroleum Real Estate

Property: Assemblage of three parcels in the Village of Catskill for redevelopment, Route 9W & Amos Post Rd, Catskill, New York; 2.25 acre former Eckerd Drug Store, Amos Post/KOSCO sites.

Closing Date: 01/17/2010

Closing Price: \$1,200,000.00

Lead Broker: Thomas A. Collins, CCIM

Summary: Broker represented the seller in a complex assemblage and sale of three properties, one a former gas station, with environmental, zoning, planning and state licensing issues to be resolved. Property to be redeveloped into a retail discount center.

Client Contact:  
Richard Catalan  
Group Real Estate Manager  
Getty Properties Corp.  
25 Greenwood Ave.  
Coventry, RI 02816  
(401) 828-0675  
[rcatalan@gettyrealty.com](mailto:rcatalan@gettyrealty.com)

**Project #7:**

Client: Ulster Rocks, Inc.

Property: 4 South Putt Corners Rd, New Paltz, New York. Former Frito-Lay distribution facility, 2.4 acres with improvements.

Summary: Sale to hotel development group. Complex approval process requiring several contract renegotiations over a nearly three year period.

Closing Date: 4/21/2011

Contract Price: \$1,100,000.00

Client Contact:

Attorney for Client  
Wayne Graff, Esq.  
78 Main Street  
Kingston, NY 12401  
338-4993  
[Wayne@wilkieandgraff.com](mailto:Wayne@wilkieandgraff.com)