



KENNETH SALZMAN, SIOR

Executive Managing Director & Principal

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PROFILE

Kenneth Salzman is an Executive Managing Director and Principal in the New York office of Lee & Associates. He is an experienced tenant representation and corporate real estate advisory services real estate professional, and is equally experienced as a landlord's advisor and turn-around specialist. Mr. Salzman is co-leader of Lee Corporate Solutions Tenant Advisory group, the firm's Life Science and Lab Specialty group and coordinator of the firm's Global Alliance partnership with Gerald Eve.

CAREER SUMMARY

Mr. Salzman helps clients meet their national or global real estate requirements with strategies that support their business plans and solutions that are tactical and creative. His approach evaluates space usage and employs weighted average decision analysis modelling to develop analysis so clients have the means to compare the costs of existing real estate holdings against alternative strategies and develop a business case to support their decisions and develop a business case to support their decisions.

In addition to his 26 years' experience representing tenants, Mr. Salzman has been instrumental in helping Owners and investors understand the needs of tenants, opening up emerging real estate markets. He developed and executed the leasing plan for The Vorea Group's projects at 23-20 Jackson Avenue and 12-01 44th Avenue in LIC, and CW Realty's conversion of 61 N. 11th Street in North Williamsburg.

EXPERIENCE

- 2012 to present: Lee & Associates, Executive Managing Director & Principal
- 1996 to 2012: Newmark & Company Real Estate, Managing Director

EDUCATION

- Babson College, BS
- New York University, MSRE
- Licensed to practice real estate in the state of New York

COMMUNITY INVOLVEMENT

- Treasurer and Executive Board Member, Union Square Partnership
- Board Member, Long Island City Partnership
- Member, Real Estate Board of New York (REBNY)
- Member, Society of Industrial & Office Realtors (SIOR)