

**BIZfact**

**\$88,820**

Median annual wage of Long Island's 1,740 personal financial advisers

Source: State Labor Department

**SAMSUNG: SORRY FOR WORKERS' DEATHS**

SEOUL, South Korea — Samsung Electronics apologized Friday for illnesses and deaths of some of its workers, saying it failed to create a safe working environment at its computer chip and display factories.

The announcement by the South Korean technology giant came weeks after the company and a group representing ailing Samsung workers agreed to accept compensation terms suggested by a mediator and end a highly publicized standoff that went on for more than a decade. The company's apology was part of the settlement.

Kinam Kim, president of Samsung's device solutions division, said the company failed to "sufficiently manage health threats" at its semiconductor and liquid crystal display manufacturing lines. Dozens of employees who worked there have experienced grave illnesses such as leukemia and brain tumors. "We offer our sincere apology to our workers who have suffered with illnesses and their families," Kim said during a news conference in Seoul.

But Samsung has yet to fully acknowledge its workplace environment as the direct cause of the illnesses.

The standoff began in 2007 when taxi driver Hwang Sang-gi refused to accept a settlement after his 23-year-old daughter died of leukemia after working at a Samsung factory. Hwang's efforts galvanized protests of conditions in the chip and display industries, which use huge amounts of chemicals. — AP

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Jersey Mike's fast-casual dining chain is expanding rapidly on the Island, with three more franchises planned by the second quarter of 2019.

**Sub shop feasting on LI success**

Jersey Mike's plans to stack its sub sandwiches in more spots on Long Island.

Three franchises of the chain are planned for the area — Lindenhurst in mid-December, and Stony Brook and Garden City Park in the second quarter of 2019, real estate and franchise officials said.

The Manasquan, New Jersey-based chain's first Long Island location opened in Commack in 2016, and there are now 12 franchises in the area.

In September, Brian Somers, senior vice president for franchise and market development at Jersey Mike's Franchise Systems Inc., told Newsday that 10 more locations were "in development" on Long Island.

The area has been a good place for the chain's growth because of its demographics, said Henry Gallo, an area director and franchisee who co-owns Jersey Mike's shops in Freeport, Bayport and Bellmore.

"There aren't many areas in the U.S. that have the type of (population)

**RETAIL ROUNDUP**  
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density that Long Island has," he said.

Here are the details on what the chain has slated for Long Island:

- The Jersey Mike's franchise planned for Lindenhurst will occupy about 1,500 square feet at 155 W. Sunrise Highway, in a building that also holds a Popeyes chicken restaurant and Dunkin' Donuts.

The sub shop's franchisees are family members — Laura and Jeff Maier and Neal White — who already own two Jersey Mike's, in Farmingdale and Massapequa Park.

A Jersey Mike's is planned for 1,362 square feet of leased

space in Stony Brook, in a retail center being developed in the 1100 block of Route 25A.

The franchisee group owns three Jersey Mike's locations in Hauppauge, Port Jefferson Station and Deer Park.

- The sub shop planned for Garden City Park will occupy about 1,300 square feet of leased space in The Point at Garden City Park, a shopping center at 2301-2349 Jericho Turnpike, said Greg Batista, a broker at Jericho-based Ripco Real Estate Co. Batista is Jersey Mike's exclusive broker on Long Island.

The franchisee, Jim Denburg, owns two other Jersey Mike's, in Uniondale and Carle Place.

None of the franchisees for the planned locations could immediately be reached for comment.

Founded in 1956, Jersey Mike's is a privately owned fast-casual chain with more than 1,500 sub shops open or under development nationwide.

It is one of the faster-growing sandwich chains, with 18 percent increases last year in both store counts and sales growth, the latter to about \$975 million, said David Henkes, senior principal at Technomic Inc., a Chicago-based restaurant industry research firm.

"I think part of it is how they're positioned," he said.

Fast-casual eateries are characterized as having higher-quality ingredients and somewhat upscale décor compared with fast-food places, and that is on trend with what consumers desire, he said.

Customers are willing to pay more for those amenities, too.

See RETAIL on A26



Jersey Mike's believes LI customers will pay for amenities. An average check is \$9.80 nationwide, compared with \$8.10 at competitor Subway.

# Sub chain dining out on LI success

RETAIL from A25

Jersey Mike's average check is \$9.80 nationwide, compared with \$8.10 at Subway, the largest fast-food sandwich chain in store numbers.

## Bob's to close LI store

A Bob's Stores location in Patchogue is closing but the discount clothing chain's other two local stores that were slated to close under bankruptcy last year are still open.

No one is saying why, at least not publicly.

The store in Patchogue is in leased space at 499 Sunrise Highway in the Gateway Plaza shopping center.

Signs in the window and outside the store say, "Store closing. This location only."

An employee at the store Wednesday said the workers didn't know when the store would be closing.

You might remember that Meriden, Connecticut-based Eastern Outfitters LLC, the former parent company of the Bob's Stores and Eastern Mountain Sports chains, filed for Chapter 11 bankruptcy protection last year.

At that time, February 2017, there were 86 Eastern Outfitters and Bob's Stores with 2,600 employees in the Northeast.

In April 2017, the Delaware Bankruptcy Court approved Sports Direct International plc, a British retail group, acquiring some of Eastern Outfitters' assets, including 49 Bob's Stores and Eastern Mountain, for \$101 million.

The court also approved East-

ern Outfitters' expedited plan to close 48 stores, including four Long Island locations — three Bob's Stores, in East Northport, Selden and West Islip, and one Eastern Mountain Sports in Carle Place.

Some of the stores slated for closure were kept open.

At this point, the Bob's Stores in East Northport and the Eastern Mountain Sports in Carle Place are closed, but the two Bob's Stores in Selden and West Islip are still open.

The Bob's Stores location in Patchogue was not on the list of 48 planned closings in the bankruptcy documents.

The store occupies 51,537 square feet of space in Gateway Plaza, according to the website of Pergament Properties, the Woodbury-based real estate firm marketing the property.

Patchogue Realty Associates, the landlord for the shopping center, has the same address as Pergament. Neither returned calls inquiring about the Patchogue store's closing or plans for the Selden and East Islip locations.

Sports Direct did not respond to email inquiries about the closing.

**RETAIL ROUNDUP** is a column about major retail news on Long Island — store openings, closings, expansions, acquisitions, etc. — that is published online and in the Monday paper. To read more of these columns, click here. If you have news to share, please send an email to [Newsday reporter Tory N. Parrish at tory.parrish@newsday.com](mailto:Newsday reporter Tory N. Parrish at tory.parrish@newsday.com).



Whether a small business prefers to buy or rent, it might have leverage with landlords or local governments for breaks on rent or taxes. Uniting with other small businesses is an option, experts say.

## How small businesses can cut Amazon-like real estate deals

The Associated Press

A company doesn't need to be as big as Amazon to get a good deal on real estate.

Whether a small business wants to buy or rent, it may have leverage with landlords or local governments to get breaks on rent or taxes. It's especially doable if a company can be a drawing card that helps boost local commerce or has significant job creation plans. The key is often to look for real estate in an area that needs an economic boost.

Even the smallest and newest businesses might be able to negotiate, says Seth Kaplowitz, who teaches real estate courses at San Diego State University. For example, a young doctor or dentist willing to start a practice in an area that needs more medical or dental services might be able to get financial help in buying and/or setting up an office.

Small businesses can also band together and negotiate as a bloc, Kaplowitz says.

"They can say, 'this is what we're bringing to the downtown. What can you do to help us?'" he says.

Amazon, which plans headquarters in Long Island City, Queens, and Arlington, Virginia, each employing 25,000 people, won a promise from New York officials for at least \$2.8 billion in tax credits and grants and expects \$573 million in breaks from Virginia. Amazon, which is moving into a former industrial boat basin in Queens, pledged money to fund job training programs for public housing residents, provide space for a new school and pay into a city fund that will be used for projects that benefit the community, Mayor Bill de Blasio says.

When businesses that cater to consumers are looking to rent, they can get favorable leasing terms and help with renovations and repairs if they have an attractive or unique brand that's likely to draw shoppers or other businesses to a neighborhood or small shopping center. A retailer or service provider who offers "something nobody else has in the neighborhood" will appeal to a landlord, Kaplowitz says.

Owners are also likely to get a better deal in a neighborhood that's been de-

pressed but is showing signs of turning around.

But even companies that cater to other businesses can get a deal. If they are willing to rent in a building that's sat empty for some time, landlords are likely to make more concessions.

Owners need to first figure out if they want to buy or rent. If they're interested in buying, they should consider if the business is likely to outgrow a property within a few years, and if it does, will it be feasible to add on to the space?

Owning a building means being responsible for its upkeep. Does the owner have the time or available staffers to deal with maintenance and emergencies? And financial resources for unexpected expenses like damage from severe weather?

Does the business have predictable or stable cash flow? If it does, buying may be best, Kaplowitz says.

"If you're going to be around for a while, you want to own," he says. "If you're willing to wait out the up and down cycles, ownership is the way to travel."



While not on an original list of planned bankruptcy closures, the Bob's Stores location in Patchogue will be shuttered.