



Influencers in Industrial 2024

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The industrial asset class has had its challenges as well as its share of sound and growing fundamentals even during the last two years. Still, working in this space is not always easy as it requires a mix of skill, industry knowledge, contacts and confidence in future growth. We have selected the men, women, teams and companies best suited to navigate this environment. We hope you enjoy their stories on the following pages.

BEB LENDING

Founded four years ago, BEB Lending is the finance platform of BEB Capital, a Northeast-focused real estate development and investment firm with a portfolio of industrial, office and multifamily properties. The team is led by chief investment officer Keyvan Ghaytanchi, who oversees a team of finance and loan origination professionals with a combined 100 years of experience in real estate lending, development and investing. In 2022, BEB Lending surpassed \$100 million in capital deployed in less than two years of operation, and in 2023, the team deployed an additional \$100 million while also launching BEB Credit Opportunity Fund L.P., a \$150 million credit fund that is actively deploying capital in 2024 and 2025. BEB Lending provides creative financing solutions for CRE assets in primary and secondary markets nationwide, with typical loan sizes ranging from \$5 million to \$50 million. Recently, BEB Lending provided more than \$36 million in financing across six deals for the acquisition of a mix of industrial and multifamily properties along the East Coast and Texas, including deals in Long Island City and Staten Island, NY, Lake Worth and Dayton, FL, Savannah, GA, and Houston, TX. The team has expanded its operations to a national scale, completing transactions in Michigan, Tampa, Massachusetts, Ohio, Texas, North Carolina, South Carolina, New York, New Jersey, Connecticut and Pennsylvania.

BEB CAPITAL

Founded in 1970, BEB Capital historically has focused on the Long Island market with hands-on real estate management and investment services involving industrial assets. Led by CEO Lee Brodsky, the firm maintains a portfolio of industrial, office and multifamily properties, and it has interests in a diverse set of businesses, some of which it owns and operates and others in which it serves as a limited partner. The firm's institutional-grade operation and entrepreneurial spirit have allowed it to complete several million square feet of value-add industrial acquisitions, multifamily conversions and redevelopments. In 2021, BEB Capital partnered with Rockpoint Group in a programmatic joint-venture to target up to \$1 billion of industrial assets in the Northeast US, primarily Long Island. In 2020, the firm launched BEB Lending, a finance platform that provides creative financing solutions for CRE assets in primary and secondary markets with loans up to \$50 million. BEB Lending surpassed \$100 million in capital deployed in less than two years. In July 2023, the firm closed its first credit fund, the BEB Credit Opportunity Fund, as an extension of BEB Lending. BEB Capital is committed to supporting causes that affect employees and their local communities, including research and support for Alzheimer's disease, ALS and food insecurity.

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