



TO THE POINT

The Newsletter of Gallina Development Corporation

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FALL 2009



Growing and Investing in Rochester



With a presence in Rochester dating back to 2002, Medaille College recently relocated its Rochester Campus to Gallina Development's Cambridge Place located at 1880 South Winton Road in the Town of Brighton.

"Medaille's relocation within the Town of Brighton is a reinvestment in the campus and an investment that will contribute to economic growth in the Rochester region," says Medaille College President Richard T. Jurasek, Ph.D. "We've developed new degrees with the needs of adult students in mind, and this larger facility will support those expanded programs and larger student base."

The new campus includes nine classrooms, each with a capacity of 24 students, and each with its own technology package. A 700 square foot library offers computer workstations, and a multi-purpose room will provide space for meetings and workshops of up to 60 people.

Medaille College's Rochester Campus offers accelerated business programs for adults, leading to associate, bachelor's or master's degrees. Flexible evening programs allow students to continue to work full-time and to complete a degree in two years. The faculty who teach in the Accelerated Learning Program bring a diverse set of real-world experience and practical knowledge into the classroom.

Over 350 students have graduated from Medaille's Rochester Campus, with careers in accounting, business development, financial services, marketing, management, and as entrepreneurs.

Come experience the "new" Medaille College. For more information about Medaille College and its Rochester programs, visit www.medaille.edu/rochester or call (585) 272-0030.

Gallina Development's South Pointe Landing



Gallina Development is pleased to present its newest development, South Pointe Landing, located in the Town of Greece. 10 South Pointe Landing is the first building under construction and consists of a two story medical office building totaling 33,000 sq. ft. It is situated on a 5.15 acre parcel, in a park like setting and located at the corner of Long Pond Road and Gates-Greece Town Line Road.

The two story masonry and steel frame building will feature an attractive brick and stone façade, capped with a standing seam metal roof to accentuate the center foyer area. The building frame is currently up and construction is proceeding with exterior sheathing and brick work. Parking areas should be paved and landscaping completed within the very near future. All exterior work is scheduled for completion by year-end.

The University of Rochester will be the building's first tenant with University Sports Medicine scheduled to occupy a suite of approximately 7,500 sq. ft. Negotiations with other tenants are currently underway for first floor suites while additional suites ranging in size from 1,300 sq. ft. to 14,000 sq. ft. remain available for lease. University Sports Medicine, along with other prospective tenants are expected to open their doors for business by March, 2010.

Tenant Appreciation Days



Todd East

Throughout the summer, Gallina Development once again provided complimentary picnic luncheons, complete with entertainment, to all Gallina tenants. Tenant Appreciation Days, held annually since the year 2000, are a way to thank companies – large and small – for choosing to do business with

Gallina Development. Picnics were held at various developments throughout the area and just under 1000 people attended the picnics.

Nathaniel Expansion Completed



Nathaniel General Contractors recently announced the successful completion of the expansion of their offices, located at Gallina Development's Mt. Read and Lexington Office Park.

This was Nathaniel's second expansion since the company moved into the building in 2003, stated Frank Andolino, President of Nathaniel General Contractors, who also noted that the company has grown considerably over the past few years and now employs 15 people on-site. "The expansion was necessary to better meet the needs of our clients and to create more functional work spaces." Andolino went on to state that Gallina did the vast majority of the expansion work, including the addition of private offices, work stations, storage areas and bathrooms. "A new conference room was also constructed, one that we are especially pleased with given its larger size and sound-proofing – a real plus given our location on the corner of Mt. Read Boulevard and Lexington Avenue."

Bart Noto, Nathaniel's executive VP and COO added that they thought they would have to relocate given their current requirements, but then realized that Gallina could meet all their needs and then some - "moving really wasn't a good option for us since we like the location and have always enjoyed a great relationship with Gallina." According to Frank Andolino, the final decision to move or not wasn't hard to make in the end. "We had a choice between the hassle that comes with relocating and essentially getting what we needed by staying put." He went on to state "that while being a loyal tenant isn't always about space and amenities, Gallina made the expansion easy for us, from the planning stages to the final punch list."

Nathaniel General Contractors, Inc. focuses on new residential and commercial construction, renovations, historic rehabilitation, and fire and water restoration. For more information, visit www.nathanielgc.com or call (585) 865-3020.





Gallina Development Partners with Regional Computer Recycling and Recovery

Fluorescent and HID (high intensity discharge) lamps, while a good lighting choice for both financial and environmental reasons, contain mercury. When these lamps are broken, incinerated, or buried in a landfill, mercury is released into the air, water and soil posing a threat to human health and the environment. As a result, mercury lamps must now be managed properly and as a hazardous waste in accordance with the NYS Hazardous waste regulations. Tenants must now have a procedure for the disposal of mercury lamps. Tossing them in the trash is no longer an option and improper disposal is against the law. By partnering with Regional Computer Recycling and Recovery (RCR&R), Gallina Development can offer tenants a cost-effective way of collecting and disposing of their mercury lamps through a recycling box program. Call Anna Marie Finnegan at 654-6650 for more information. On a related note, if you have electrical and electronic equipment in need of disposal, RCR&R can offer a number of recycling options – call them directly at 888-563-1340 or visit their website at www.eWASTE.com

Cambridge Place Office Development Continues

With the near completion of the 1880 South Winton Road office building (only 1,776 sq. ft. remains available for lease), Gallina



Development is pleased to announce the construction of 1882 South Winton Road – a 20,000 sq. ft. single story office building approved for medical office and general office occupancy. The building shell is almost



complete, with sidewalks, curbing, asphalt and landscaping to be completed by the end of October. The

building will accommodate tenants from 2,000 sq. ft. to 20,000 sq. ft., with occupancy slated for early 2010. Contact Kurt Sertl at (585) 654-6650 or kurt@gallinadev.com for additional information.

Crime Prevention at Work



*Tom Voelkl, Chief of Police
for the Town of Brighton*

Most people have a pretty good sense of safety and crime prevention while they are at home or traveling. However, crime can occur anywhere at any time – including the workplace. Just last year, more than one thousand crimes were reported to the Brighton Police Department by victims

- Keep your purse, wallet, keys and other valuables with you at all times or locked in a drawer or closet.
- Strangers should not be allowed to wander around the building or office without escorts.

who were at work, according to Tom Voelkl, Chief of Police for the Town of Brighton. In an effort to reduce crime at the workplace, Chief Voelkl suggests that the following crime prevention strategies be adhered to:

- Check the identity of any strangers who are in your office. If anyone makes you uncomfortable, inform security or management immediately.
- Use computer lock-down devices or laptop cable locks at desks. Lock the computer to a solid, stationary object.
- Keep records that list the make, model and serial number of each computer, and the person to whom it is assigned. Thefts from the office should be reported immediately by calling 911.
- Keep exterior and interior office doors closed and locked when vacant.
- Create a buddy system for walking to parking lots or public transportation after hours. Don't stay late if you'll be alone in the office.
- Report any broken or flickering lights, dimly lit corridors, broken windows, and doors that don't lock properly.
- If you observe any suspicious persons, vehicles, or activity in or around your workplace – call 911 immediately.

AVAILABLE FOR LEASE**CAMBRIDGE PLACE****1880 SOUTH WINTON ROAD**
1,776 SQ. FT. OFFICE**1882 SOUTH WINTON ROAD**

19,570 SQ. FT. OFFICE/MEDICAL

SOUTH POINTE LANDING**10 SOUTH POINTE LANDING**
19,762 SQ. FT. OFFICE/MEDICAL**WINTON PLACE BUSINESS CENTRE****3495 WINTON PLACE**
OFFICE SUITES AVAILABLE
350 SQ. FT. - 3,000 SQ. FT.**71 GOODWAY DRIVE**

7,800 SQ. FT. OFFICE

75 GOODWAY DRIVE

5,612 SQ. FT. OFFICE/WAREHOUSE

38 SAGINAW DRIVE

8,800 SQ. FT. OFFICE/WAREHOUSE

SUMMIT POINT BUSINESS CENTRE**SUMMIT POINT DRIVE**OFFICE SUITES AVAILABLE
4,890 SQ. FT. - 14,820 SQ. FT.
OFFICE/WAREHOUSE SUITES AVAILABLE
4,890 SQ. FT. - 10,000 SQ. FT.**ELMGROVE CROSSINGS RETAIL PLAZA****900 - 910 ELMGROVE ROAD**

1,900 SQ. FT. - 12,000 SQ. FT. OFFICE/RETAIL

MT. READ/LEXINGTON OFFICE PARK**1425 MT. READ BLVD.**OFFICE SUITES AVAILABLE
600 SQ. FT. - 4,646 SQ. FT.**WESTMAR PARK BUSINESS ESTATES****MARWAY CIRCLE/MARWAY DRIVE**OFFICE/WAREHOUSE SUITES AVAILABLE
3,000 SQ. FT. - 7,000 SQ. FT.**VANTAGE POINT BUSINESS CENTRE****VANTAGE POINT DRIVE**OFFICE/WAREHOUSE SUITES AVAILABLE
2,700 SQ. FT. - 8,192 SQ. FT.**FOR ADDITIONAL INFORMATION VISIT OUR WEBSITE AT**www.gallinadev.com

or contact Kurt J. Sertl @

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