



INTEGRA REALTY RESOURCES

IRR | SYRACUSE

COMMERCIAL REAL ESTATE
VALUATION & CONSULTING



30+

years serving New York
markets

IRR® — INTEGRA REALTY RESOURCES —

provides world-class commercial real estate valuation and counseling services to both local and national top financial institutions, developers, corporations, law firms, and government agencies. As one of the largest independent property valuation and counseling firms in the United States, we provide our diverse array of clients the highly informed opinions and trusted expert advice needed to understand the value, use and feasibility of their real estate. ***IRR. Local expertise. Nationally.***

400+

appraisals completed
annually

RECENT APPRAISAL ASSIGNMENTS OF NOTABLE AND VARIED ASSETS

Office



- **Leo O'Brien Federal Building, 1 Clinton Ave., Albany, NY, 148,692 SF**
- James M. Hanley Federal Building, 100 S Clinton St., Syracuse, NY, 205,276 SF
- Corporate Medical Offices, 500 Corporate Pkwy., Amherst, NY, 73,780 SF
- The Bewley Building, 4 and 26 Market St., Lockport, NY, 93,154 SF
- Linden Oaks Campus, 10,20, and 30 Hagen Dr., Penfield, NY, 180,873 SF
- Township 5, Township 5 at NYS Route 5, Camillus, NY 214,733 SF

Industrial



- **Huron Campus, 1701 North St., Endicott, NY, 3,540,127 SF, 29 Buildings**
- Syracuse Industrial Powerpark, 1 General Motors Dr., Dewitt, NY, 722,128 SF
- Maine's Headquarters, 101 Broome Corp Pkwy., Conklin, NY 411,547 SF /189,877 Cold Storage
- Currier Plastics, 101 Columbus St., Auburn, NY, 128,672 SF
- West Seneca Facility, 5000 N. American Dr., West Seneca, NY, 192,200 SF
- Former Magna Plant, 6600 New Venture Gear Dr., E. Syracuse, NY, 1,703,516 SF

Multifamily



- **River House Apartments, 221 Harborside Dr., Schenectady, NY, 294,752 SF/217 Units**
- The Lofts at Saratoga Blvd, 18 Lofts Way, Malta, NY, 352,759 SF/214 Units
- Rugby Square Apartments, Fordham Rd., Syracuse, NY, 182,942 SF/217 Units
- Solara Apartments, 291 N. Thompson St., Rotterdam, NY, 208,226 SF/152 Units
- Belvedere Senior Apartments, Harris Hill Rd., Lancaster, NY, 192,550 SF/146 Units
- The Marshall, 127 S. Crouse Ave., Syracuse, NY, 173,400 SF/287 Beds

Hospitality



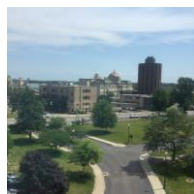
- **Hilton Garden Inn, 62 New Scotland Ave., Albany, NY, 99,200 SF/129 Rooms**
- Tailwater Lodge, 52 Pulaski St., Altmar, NY, 96,240 SF/88 Rooms
- Best Western Plus, 601-603 Dingens St., Cheektowaga, NY, 39,000 SF/109 Rooms
- Holiday Inn Express, 7502 Main St., Victor, NY, 63,101 SF/104 Rooms
- SpringHill Suites, 6586 Weighlock Dr., Dewitt, NY, 68,628 SF/119 Rooms
- Rocking Horse Ranch, 600 SR 44/55, Highland, NY, Resort w/113 Rooms on 387 Acres

Retail



- **Shoppes at Greenbush, 600 N. Greenbush Rd., East Greenbush, NY, 194,889 SF**
- Rensselaer County Plaza, 279 Troy Rd., East Greenbush, NY, 301,894 SF
- Northtown Plaza, 3097 Sheridan Dr., Amherst, NY, 120,853 SF
- Proposed Caliber Collision, 1615 Macedon Pkwy., Macedon, NY, 13,950 SF
- Cortlandville Crossings, 854 NYS Route 13, Cortlandville, NY, 260,319 SF
- Stuyvesant Plaza, 1475 Western Ave., Guilderland, NY, 206,057 SF

Specialty Assignments



- **Canisius College, 2001 Main St., Buffalo, NY, 1,504,657 SF GBA on 47 Acres**
- The Landmark Theatre, 108 W. Jefferson St., Syracuse, NY, 70,628 SF
- GLOW YMCA, East Main St., Batavia, NY, 78,180 SF
- Trade-A-Yacht Marina, Weber Rd & CR 37, W. Monroe, NY, 200+ slips/ 11 Acres
- French Woods Sports & Arts Center, 431 Chapel Hill Rd., Hancock, NY, 91,924 SF/ 176 Acres
- Palace Theatre, 2 East Ave., Lockport, NY, 15,686 SF/ 700 Seats

OUR VALUE PROPOSITION

Our firm has a combined commercial appraisal experience of over 100 years. Through developing our team relationships, our specialty appraisal practices have evolved to create high quality, industry-leading standards. Over the many years working as a team, our staff has evolved into specialty appraisal practices. One staff member appraises apartments, another large shopping centers, another office buildings, another industrial buildings; we even have a staff members that appraise bowling alleys, golf courses, and churches.



William J. Kimball, MAI, Senior Managing Director

Mr. Kimball is the Senior Managing Director of the Syracuse, NY office and has over 25 years of real estate valuation and consulting experience, being actively engaged since the early 1980's. Background includes five years in the real estate banking industry and 20 years serving the general public. Valuations have been performed on various properties including, but not limited to, neighborhood and community shopping centers, apartment complexes, single and multi-tenanted industrial buildings, low to high rise office buildings, mixed used facilities, and vacant land for different uses. Mr. Kimball has had four published articles in The Appraisal Journal.



P. Richard Coughlin, MAI, Senior Director

Mr. Coughlin, Senior Director of Integra- Syracuse, has over 24 years of real estate valuation and consulting experience. Prior to appraising work, Mr. Coughlin was involved in commercial property management, commercial brokerage and corporate real estate with a regional drug store chain. Specialties include real estate valuations involving unique institutional real property, market rent studies for a wide variety of public entities, and assessment challenges among others.



Andrew D. Carey, MAI, Senior Director

Mr. Carey has been actively engaged in real estate valuation and consulting since 2008. Valuations have been performed on various properties including, but not limited to, apartment complexes, single and multi tenanted industrial buildings, single and multi tenant retail properties, low rise office buildings, mixed use facilities, and vacant land for different uses. Clients served include law firms, lenders, and private and public agencies. Valuations have been performed for estates and financing



William Keast, Senior Director

Mr. Keast has been actively engaged in real estate valuation and consulting since 2008. Valuations have been performed on various properties including, but not limited to, apartment complexes, single and multi tenanted industrial buildings, single and multi tenant retail properties, low rise office buildings, mixed use facilities, and hotels among others. Valuations have been done on proposed, partially completed, renovated, and existing structures.



Melanie K. Zapp, Director

Mrs. Zapp has been actively engaged in real estate valuation and consulting since 2004. Valuations have been performed on various properties including, but not limited to, apartment complexes, single and multi tenanted industrial buildings, single and multi tenant retail properties, low rise office buildings, mixed used facilities, and vacant land for various uses



Richard T. Dannan, Associate Director

Mr. Dannan has been actively engaged in real estate valuation and consulting since 2001. Background includes property management for a large financial institution and a regional office and shopping center development and management company. Valuations have been performed on various property types including but not limited to shopping centers, multi family residential, hotel / motel, vacant land tracts (large and small), and mixed use properties. Additional experience in eminent domain, valuation of conservations easements, Across the Fence valuation techniques, and completion of appraisal assignments to Yellow Book standards.

OUR CLIENTS

Banks/Credit Unions

- Adirondack Bank
- AmeriCU Credit Union
- Bancorp South Bank
- Bank of America
- Bank of Greene County
- Bank of Hope
- Bank of Jackson Hole
- Bank of the West
- BB&T Bank
- Berkshire Bank
- Broadview Federal Credit Union
- Cadence Bank
- Canandaigua National Bank
- Chemung Canal Trust Company
- CitiBank
- Citizen's Bank
- City National Bank
- Community National Bank
- Dime Bank
- Empower Federal Credit Union
- Five Star Bank
- JP Morgan Chase Bank
- Key Bank
- Live Oak Bank
- Lyon's National Bank
- M&T Bank
- NBT Bank
- New York Community Bancorp
- Northern Credit Union
- Northwest Savings Bank
- Pacific Western Bank
- Path Finder Bank
- People's United Bank
- PNC Bank
- Redstone Federal Credit Union
- Rocky Mountain Bank and Trust
- S&T Bank
- Salisbury Bank
- Santander Bank
- Saratoga National Bank & Trust
- Simmons Bank
- Stearns Bank
- Solvay Bank
- Studio Bank
- TD Bank
- Tompkins Community Bank
- Visions Federal Credit Union
- Watertown Savings Bank
- Webster Bank
- Wells Fargo
- Westfield Bank

Law Firms/Accounting

- Alderman & Alderman
- Amdusky, Pelky, Fennell and Wallen, PC
- Barclay Damon LLP
- Bernstein Shur Law Firm
- Blitman & King
- Certilman, Balin, Adler & Hyman, LLP
- DeFio Law Firm, PLLC
- Gebhardt & Smith LLP
- Germain & Germain, LLP
- Goldman Attorneys, PLLC
- Gould Cooksey Fennell
- Law Office of Todd J Krouner
- Luskin, Stern & Eisler
- McNees Wallace & Nurick LLC
- MCV Law
- Nixon Peabody LLP
- Polsinelli PC
- Tully Rinckey PLLC

Government & Organizations

- Adirondack Land Trust
- Auburn Community Hospital
- Cayuga Community College
- Cazenovia College
- Chemung County IDA
- City of Syracuse
- Department of Agriculture
- Department Of Environmental Conservation
- Dormitory Authority of the State of New York
- Federal Aviation Administration
- GSA (Government Services Administration)
- Lake George Land Conservancy
- Liverpool Central School District
- NYS Canal Corporation
- NYS Office General Services
- NYS Office of Parks, Recreation, and Historic Preservation
- NYS Thruway Authority
- NYS Power Authority
- Onondaga County Water Authority
- Oswego County IDA
- Symetra Life Insurance Co.
- Syracuse Regional Airport Authority
- Syracuse University
- SUNY Morrisville
- Thousand Island Land Trust
- USPS (United States Postal Service)
- US Small Business Administration
- Village of Manlius

Mortgage Banks/Services

- AEGON -USA Realty
- American Savings Life Insurance Company
- Altus Group
- Bellwether Enterprise Capital
- BNY Mellon
- Boston Community Capital
- CastleGreen Finance
- Century Health & Housing Capital
- C -III Asset Management
- Chemung Canal Trust Company
- Ciminelli Real Estate Group
- Civic Fund Manager 3 LLC
- Collateral Evaluation Services (CES)
- Elliot Appraisal Management Services
- Farm Credit East
- Griffin Capital Funding
- Housemax Funding, LLC
- ICE Lender Holdings
- Kaplan Realty Group
- Lincoln Avenue Capital
- Madison Mutual
- McLarens Global Claims Services
- NYCM Insurance
- PCV Murcor
- SP Funds Management
- StanCorp Mortgage Investors
- Strategic Financial Services
- Symetra Life Insurance Company

Developers/Owners

- Assembly of Christian Churches
- Benderson Development
- Carbone Auto Group
- Central Land, LLC
- Church of Jesus Christ of Latter-Day Saints
- Compson Development
- COR Development
- DCH Investments
- ESW Realty
- Fuccillo Automotive Group
- Gateway Business Center, LLC
- Gilbane Development Group
- Greystone Servicing Company, LLC
- Index Investment Group
- Learning Enterprises, Inc.
- Lenders Funding LLC
- LC Real Estate Properties
- Loft & Manor Real Estate
- Mar-Con Companies
- New Life Church CNY
- New York State Business Development Group
- Stark Development, LLC
- Uncommon Schools
- US Real Estate Services
- Washington Street Partners
- WS Development
- 84 Lumber Company

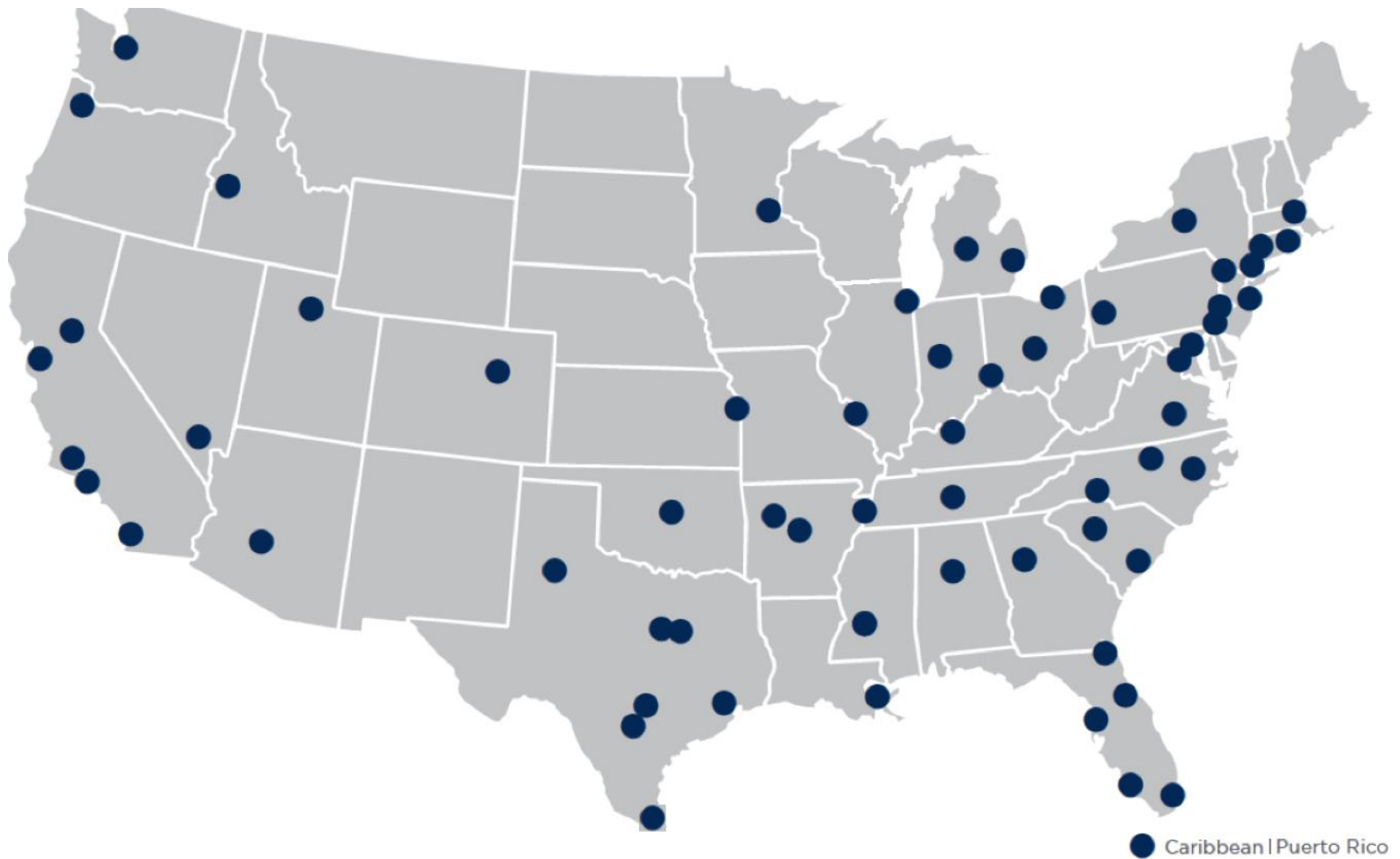
LOCAL EXPERTISE. NATIONALLY.

50+

local offices

60+

markets covered U.S. and Caribbean



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