

KONAR PROPERTIES

CONNECTION

FALL 2015

WHAT'S NEW AT ERIE STATION BUSINESS PARK

Vuzix Headquarters Relocation

Optics. Electronics. Innovation. [Vuzix](#), a wearable-technology trailblazer that got its start in Brighton, combines all the ingredients of a classic Rochester success story. As Google improves its Glass product to meet consumer demand for wearable technologies, Vuzix focuses on pioneering business applications. From medicine to manufacturing to field service, its Smart Glasses are already in use at 40% of Fortune 100 companies in 8 vertical markets. Its consumer line of iWear Video Headphones won multiple awards at the 2015 Consumer Electronics Show and is about to revolutionize gaming. After years of technology development for wearable displays, Vuzix is now poised to help many users replace their smartphones with fashionable Smart Glasses that are indistinguishable from Oakley-styled eyewear.

As buzz around Vuzix and its products has grown, so has the company. In just the last few months, personnel increased by more than 15%. After

15 years in the same 8,300-square-foot location, Vuzix had outgrown both the space and its functional capabilities.

The potential of Erie Station Business Park's flex space suited the needs of Vuzix perfectly. The nature of the company's products dictated very specific requirements for each area of any future facility. The company's heating, air-conditioning, humidity, and filtering needs are complex, and control over each of these elements needed to be incredibly precise. The 29,152-square-foot space that Vuzix would soon call home began as a wide-open space where the company could have complete control over configuration and features. With the location selected, Konar Properties and Vuzix worked together for several months to identify as many specifications as possible before construction started. Weekly meetings kept the entire team up-to-date on modifications throughout the build.

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Konar Properties is a family owned real estate development company located in Rochester, New York. We develop, own, and manage commercial properties and multifamily communities in Rochester and Western New York.



GROWING WITH US

SPOTLIGHT: American Filtration Technologies, Inc.

American Filtration Technologies' most recent expansion is the latest in a series of shared successes. Konar Properties and AFT have been working together to create mutually beneficial business solutions for two decades.

When American Filtration Technologies, Inc. first started in 1996, co-founder Dick Felber worked with Bill Konar to find the ideal space for his manufacturing business. The 16,000 square feet of office and warehouse space he rented on Commerce Drive suited the young company's needs perfectly.

By 2004, after two expansions, AFT was ready to own instead of renting. Dick Felber turned to Konar Properties for ownership options with an eye toward future growth. In the interest of building equity, Felber's company purchased a four-acre-parcel in Erie Station Business Park and built a new 30,000-square-foot facility. He also acquired an option to purchase adjacent land.

The extra space became necessary when AFT acquired American Machining Technologies, LLC, a local provider of custom-machined components for its

hydraulic filter product line. The new operations required housing a full-service machining facility, complete with multiple CNC mills and lathes. On December 15, 2014, AFT broke ground on a 22,000-square-foot expansion to its existing facility. The new addition provides AFT with an extra 14,000 square feet of warehouse space while making room in the original building for its new CNC pleating machines & curing ovens, as well as 8,000 square feet for AMT's machining equipment.

Now in its completed 52,000-square-foot facility at Erie Station Business Park, AFT has both the space and the infrastructure to keep growing. The beautiful campus is an excellent location for shipping and receiving, thanks to its proximity to the New York State Thruway, to Fedex Ground (another owner in the Park), and to a variety of hotels and other services on West Henrietta Road. According to Dick Felber, who has called Rochester home for 61 years, staying local has never been up for debate. He has always been determined to make Western New York his personal home and the home of his business. Asked why he chose Erie Station Business Park, Felber simply says, "it couldn't get better than this."



WHAT'S NEW

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To keep talent in Upstate New York, Vuzix created an employee-centric environment with clean, modern interior design that mimics the perks you'd expect in a Silicon Valley workspace. Additions included an exercise room and a mezzanine where employees can kick back and get creative. The new West Henrietta location provides quick access to

the airport for frequent guests, as well as proximity to the other Western New York companies with which the company collaborates. New cleanrooms adhere to the strict quality-control guidelines required to house advanced optics equipment. Abundant docks facilitate shipping and receiving, and those that go unused will let natural light flow into the manufacturing and engineering spaces. Office space was planned for the perimeter, with the manufacturing and assembly areas in the center and back to help facilitate future expansion. The accelerated buildout process – just under 90 days – was completed in October. With this building full,

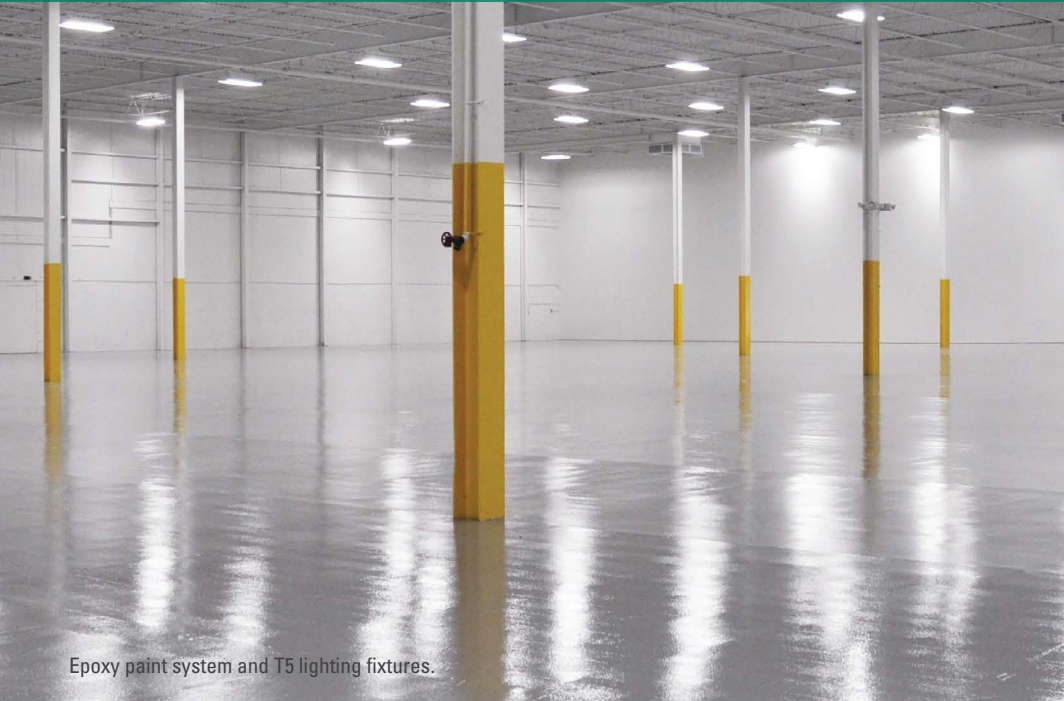


ground has been broken on the next 38,000-square-foot flex building at Erie Station Business Park. Future development will include an additional 100,000 square feet of space on secluded, wooded lots with a new, dedicated access road.

If your company is looking for room to grow, explore the potential to grow with Konar Properties.

CASE STUDY: Building a Compliant Pharmaceutical Warehouse

WAREHOUSE BUILDOUT FOR UNITHER



Epoxy paint system and T5 lighting fixtures.

When Unither, a world leader in pharmaceutical manufacturing, acquired Rochester's UCB Manufacturing operations in 2013, the investment didn't stop there. In addition to adding updated technologies to allow for expanded production, Unither sought to improve efficiency by bringing warehouse operations closer to their office and production headquarters on Jefferson Road.

The Challenge

In general, facilities used for storing pharmaceutical products must comply with an array of Good Manufacturing Principles and FDA requirements. Unither's success is built not only on the superior-quality drugs it produces, but also on the company's use of innovative packaging technologies to ensure sterility, proper dosing, and shelf life. Storage of these products requires Unither to maintain exceedingly precise environmental conditions at all times. Thus, Unither's warehouse facility had to be designed to even more stringent specifications, and it needed to be achieved on an ASAP timeline.

The Solution

In keeping with Unither's preservation of local production, existing structures were considered despite the technical demands of the facility. A 196,000-square-foot building completed in 1971 by Konar Properties provided the ideal location. It's a space that has served many of Rochester's premier companies, starting with Xerox Corporation, followed by Moore Business Forms, Diamond Packaging, and CooperVision. With the property identified, Konar Properties was tasked with perfecting the space for pharmaceutical storage.

The Konar team collaborated with Unither engineers to clarify precise renovation objectives. Using only compliant products and materials, the entire 56,000-square-foot area leased to Unither was cleaned and painted from the rafters down. A specialized epoxy paint system was applied to the floor, and thirty new T5 lighting fixtures were installed. We met requirements for temperature and humidity control by installing six 25-ton rooftop air conditioning units. All components are monitored around the clock from a remote location, with immediate response ensured in the case of any variations in temperature or humidity levels.

HENRIETTA, NY

YEAR BUILT

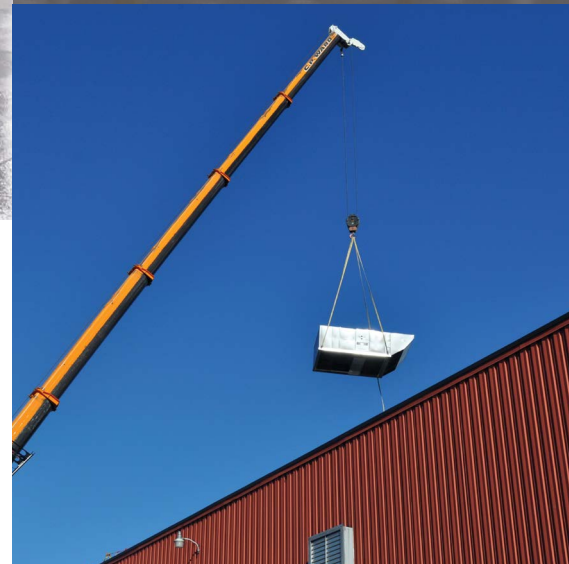
1971

RENOVATED

2015

SIZE

56,000 sq. ft.



One of six 25-ton air conditioning units used for temperature and humidity control.

The Result

The entire project was completed in seventy-six working days. Unither's Rochester operations are now centralized, with state-of-the-art warehousing easily accessible to all other personnel and operations – all part of Unither's objective to preserve production and more than 250 jobs in Rochester.

The transformed facility secures Unither's Rochester investment by giving the company room for local growth while ensuring integrity and preservation of its ever-evolving products.

ERIE STATION VILLAGE PHASE III COMPLETED

The expanse of land at 290 Hendrix Road in West Henrietta has always been a great place to make a home.

The 67-acre farm settled on this site in 1917 was handed down through the Tirabassi family for four generations. In 1994, Konar Properties purchased the land from John Tirabassi and began building Erie Station Village, a unique community of rental apartments and townhomes. Late last year, the third and final phase of Erie Station Village was completed.

Phase III marks a significant milestone for Konar Properties. The first residents of Erie Station Village moved into Phase I's 156 units in 2004. Completion of Phase II in 2007 brought new building styles and new amenities, including a pool, fitness center, and private clubhouse. Phase III broke ground in 2013. This final phase included 108 new residences featuring the most popular floor plans from the previous phases, plus new one-story Villa townhomes.

At Erie Station Village, the structures aren't the whole story. The real magic is what happens in and around them. The property was built based on concepts of traditional neighborhood design, which include front porches, sidewalks, street trees and street lights, and welcoming public spaces to create a well-connected community. By offering concierge services, creating a VIP discount program with local vendors, and hosting community events, Erie Station Village keeps connecting residents with the resources around them.



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