

KONAR PROPERTIES

CONNECTION

FALL 2019

WHAT'S NEXT AT ERIE STATION BUSINESS PARK

The two newest additions to Erie Station Business Park are under way. Together, they will add 100,000 square feet of new flex space to the Park.

Flex space helps growing companies stay competitive in a constantly evolving marketplace. From light manufacturing and warehouse needs to executive offices and clean rooms, space can be configured to serve any purpose, and can be built out from shell space in as little as 90 days.

The first of four flex buildings opened in 2014, and a second was added shortly thereafter to meet the demand. Current tenants include Vuzix, Progressive Insurance, and Rolan Technologies, with custom build-outs that include everything from clean rooms and high-tech manufacturing space to call centers and executive offices — all under one roof.

Konar Properties built its third flex building, at 60,000 square feet, in 2019. That building is already home to Pharmacy Alternatives, and will soon be home to the North American headquarters of Orolia USA. About 30 percent of the new space will be dedicated to manufacturing processes. The remaining space will house Orolia's sales, marketing, finance, and engineering departments.



Rendering of common area in Orolia's new flex space.

The build-out will accommodate one hundred employees. Orolia's focus on aesthetics, functional design, and amenities like a fitness center and meditation room were at the center of this project, and will set them up for success when it comes to attracting top talent as they grow. Chief operating officer Rohit Braggs notes that "the design process was extensive, and Konar Properties' consultative approach was a key factor in our decision to move here."

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Signature characteristics of Konar Properties flex spaces include dedicated entrances for each tenant and a perimeter road that separates car access from truck traffic. Also, in place of the saw-tooth design typical of most flex buildings, these feature mobile dock enclosures that can

be attached to exteriors as needed, so the same building can have multiple dock entries or none at all. Eliminating angled dock areas along the back of the building offers tenants better efficiency in laying out their space.

With building three nearly full, Konar Properties

recently broke ground on its fourth building, designed for 40,000 square feet and divisible into areas as small as 8,000 square feet.

For information on flex space at Erie Station Business Park, call Michael Trojjan or Howard Konar at 585-334-4110.

WHEN FLEXIBILITY IS KEY: Main Line Energy Consultants, LLC PLANNING FOR CONTINUED GROWTH

When your company's trajectory includes rapid workforce growth, it's crucial to partner with a developer willing to offer flexible leasing options.

Main Line Energy Consultants, an engineering design and consulting firm, began operating nearly ten years ago in Landsdale, Pennsylvania. Minneapolis is home to its second location, and in an effort to expand its presence in the Northeast, the company recently added a third location in West Henrietta.

Main Line recruited Scott Hagadorn, a Pittsford native, to head up the new location — a process that began with site selection. With six employees in West Henrietta and plans to add thirty-five more, the company needed space that would allow for expansion down the road without the extra expense of unused square footage in the short-term.

The Class A office space at Williams Mill Office Center in West Henrietta had the potential to be a perfect fit for Main Line. Being situated just minutes



Light-filled, glass-walled conference room in Main Line's new office space.

from I-90/the New York State Thruway and I-390 would be a time-saver for employees who travel to clients across the Northeast. Also appealing, according to Scott, were “the residential, landscaped setting, plentiful parking, and ability to build out a space to suit our needs.”

A 4,150-square-foot space in the northern-most building would be ideal when they reach full capacity. But in the interim, nearly 40 percent of the space — and the associated rent — would be unnecessary.



10,450 square feet are available in the south building at Williams Mill Office Center.

To accommodate Main Line's hiring plans, Konar Properties structured a lease that would allow for immediate occupancy of 2,500 square feet, and gradual expansion into the remaining 1,650 square feet over the five-year term. An adjacent, temporary space and a highly interactive design process were also incorporated into the deal, and they took occupancy in October 2019.

Still available in the building is a 10,450-square-foot, bi-level space featuring an atrium, unique conference rooms, offices, a kitchenette, and more. For details, contact Michael Trojjan at 585-334-4110.



GROWING WITH US

SPOTLIGHT: Northern Star Occupational Health



Northern Star moved into Building C of Erie Station West Henrietta in 2015.

While running out of space because your business has grown is a good problem to have, finding a new location that doesn't hinder continued growth can be daunting.

After taking occupancy of a 1,400-square-foot space in Erie Station West Henrietta in 2015, Northern Star Occupational Health's practice flourished. By 2018, their growing client base and larger team created the need for expansion.

A vacant space in the adjacent building with high, vaulted ceilings and tall, expansive windows caught the practice directors' eyes long before the need for relocation became clear. Moving a few doors down would certainly have been the most convenient option, but Terri Vangalio and Monique King cast a wide net when they began their search to make sure their new space would serve them well for years to come.

Convenient and abundant parking was high on the list of non-negotiables — as a provider of occupational health services and employee wellness screenings, it's not uncommon for their clients to arrive in trucks, buses, and other large vehicles. An easy-to-access location and proximity to clients was also a top priority.

After a number of showings at properties around town, and conversations with Konar Properties about terms for a new lease and the logistics involved in a custom build-out, Terri and Monique decided that the 2,500-square-foot space in Erie Station West Henrietta would be the best fit for them, their clients, and Northern Star's future.

"From our first conversation, we knew Konar Properties would be the best partner for making our vision a reality," Terri shared. They especially appreciated being involved in the design process, from increasing the number of exam rooms and adding a break room to making paint, surface, and flooring selections. They moved into their new digs in September 2019 after a summer build-out. "The space is elegant and so unique," said Terri. "We couldn't be happier! And our clients consistently gush when they see the new space."

Now that they're settled in, they know they made the right decision. In addition to the new space being beautiful, the functionality and flow have allowed them to take their customer service to the next level — a recipe for continued growth and success.

HENRIETTA, NY

BUILDING C

OCCUPANCY

2015

SQUARE FEET

1,400

BUILDING B

OCCUPANCY

2019

SQUARE FEET

2,500



Top to bottom: "After" shot of Northern Star Occupational Health's new space in Building B; the "before" shot; exterior view from the courtyard.

RETAIL TENANT HIGHLIGHTS

For businesses offering retail services, location is everything. Konar Properties is excited to be able to offer business owners access to properties in highly desirable urban and suburban locations.

TRU YOGA

Co-owners Imani and Eric Olear moved into the former Mise en Place space in the South Wedge in October. After purchasing the ten-year-old business over the summer, one of the first items on their to-do list was moving to a larger, more accessible space. "Bringing yoga to people of all abilities is a core part of our mission, so an easy-to-access space was essential," said Imani. "Konar Properties has been so good to us and we couldn't ask for a better location."

AXOM

Rick and Robin Muto have lived in the South Wedge for 43 years, and like the owners of TRU Yoga, when a move was on the horizon for AXOM Gallery and AXOM Home, they were looking for a specific community feel in a neighborhood that was home. AXOM focuses on art and design, particularly interior design, that's contemporary with a modern twist. AXOM moved into their new space in October. It's located on the street level of South and Hickory Place and serves as a gallery and design studio.

ISLANDFIT

At IslandFit, co-founders Eke and Claudette Aiono challenge members to rethink their workouts and help them exceed their fitness goals and expectations. Their new training studio on Commerce Drive in Henrietta houses a spacious fitness floor with state-of-the-art equipment, spa-like locker rooms and showers, and offers ample parking. Members have access to cycling, high intensity interval training (HIIT), personal and group training sessions, and hydro massage sessions in a recovery room.

To explore retail options for your business at Erie Station West Henrietta, South and Hickory Place, and our newest addition at **VIDA in the Neighborhood of Play**, contact Michael Trojan at 585-334-4110.



75 Thruway Park Drive
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Stationary bicycles at-the-ready in IslandFit's Henrietta studio.



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