

KONAR PROPERTIES

CONNECTION

FALL 2022

WHAT'S NEXT AT ERIE STATION BUSINESS PARK

After leasing its current packaging and distribution center at Erie Station Business Park since 2006, CooperVision will purchase both its current facility and an adjacent lot for expansion.

Providing businesses with flexible lease and purchase options is essential to meeting their long-term needs. Companies change over time. Konar Properties works to anticipate those changes and help plan for the company's continued success. CooperVision serves as a prime example. After a 2004 acquisition of Ocular Sciences Inc., CooperVision made the strategic decision to consolidate their distribution networks. After an extensive search, they chose to locate their global packaging and distribution center in West Henrietta at Erie Station Business Park. Konar Properties built the custom 241,600-square-foot building, which was completed in 2006 and leased to CooperVision.

Over time, extensive upgrades in technology and systems have been made at the location to ensure CooperVision continued to meet the needs of its customers. According to company president Jerry Warner, "[o]ur West Henrietta site is one of the most technologically advanced distribution centers of its kind. Every day, our team — aided by

innovations such as autonomous mobile robots and heads-up wearable displays — packages, stores, and ships millions of contact lenses to eye care professionals and consumers in multiple countries."

By 2021, with the development of new products and continued growth, CooperVision needed to expand capacity at the facility and began talking with Konar Properties about how that could be accomplished. Michele Bosa, vice president for distribution at CooperVision, was impressed with the accessibility and commitment of the Konar team. Ultimately, CooperVision decided full ownership fit best with their strategic plan and purchased both an adjacent lot and their existing space. Konar Properties is now building a 163,000-square-foot expansion to CooperVision's facility, which will be completed by summer 2023.

In addition to including new technologies for packaging, storage, order picking, and warehouse management, CooperVision plans to seek LEED (Leadership in Energy and Environmental Design) certification for the facility, which will be powered by 100% renewable energy.

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In talking about his relationship with Konar Properties, Bosa describes us in three words: “competent, professional, and trustworthy.”

Whether you need warehouse/industrial space, professional offices, or flex space that can accommodate a variety of functional needs, we offer a broad range of commercial opportunities in West Henrietta and across Greater Rochester. We can accommodate the approach that works best for

your business — through lease or purchase — all in a facility that suits your specific requirements.

Erie Station Business Park still has sites available for sale or build-to-suit in parcels from four to 22 acres. You can purchase land in the Park and develop it yourself, or purchase both your land and building from Konar Properties in a turnkey package where we assume all responsibility for approvals and construction. If you prefer to lease

space for your business, Konar Properties can build a new facility to suit your specific requirements and lease it to you on terms that match your needs, including a purchase option.

If you are looking for a convenient, flexible, and welcoming place for your business, contact Michael Trojjan, director of commercial properties at (585) 334-4110 or MTrojjan@KonarProperties.com.

GROWING WITH US

WEST HENRIETTA: Corks & Spritz Liquor / Lattimore Physical Therapy & Sports Rehabilitation

Ask any owner about their business and they will probably have an interesting story to tell. Yam Mishra is the owner of Corks & Spritz Liquor, which recently opened at Erie Station West Henrietta. Years ago, Mishra owned a small grocery store in South Dakota. After moving to Rochester to be with his family, he began working for the U.S. Postal Service. While he loved his work, he missed the excitement and challenge of running his own business; so, he began to look for possible opportunities.

Erie Station West Henrietta provided just what he needed: a high-traffic location near both a residential community and business park that was underserved by basic retail categories... including liquor stores. Mishra worked

closely with Konar Properties on the design and build out of his 1,460-square-foot space. He describes the team at Konar as “wonderful, friendly, good people” who helped him bring his dream to reality. His store sells many of the brands you’d expect, but Mishra is also working on bringing in a variety of popular Asian brands that many consumers may not know about.

Close to Corks & Spritz Liquor is a long-time tenant whose thriving business has led them to expand their space for a second time. Lattimore Physical Therapy & Sports Rehabilitation first opened at Erie Station West Henrietta in 2010. The location gave them access to an underserved market in an attractive space. Within four years, the rapid growth of their business led them to move from their original location to a larger space. Fast forward to today and based on continued growth, Lattimore found themselves in the position of needing to expand yet

again. This time, they were able to add 1,800 square feet of adjacent space to create what they call one of the “crown jewels” of their 27-office network.

Clinical director and co-owner, Dave Monsees, has worked with numerous developers over time and considers Konar Properties to be a “stand out” partner. “They’ve been flexible in reconfiguring our lease with each expansion, creative in how they get things done, and always responsive to our needs.”

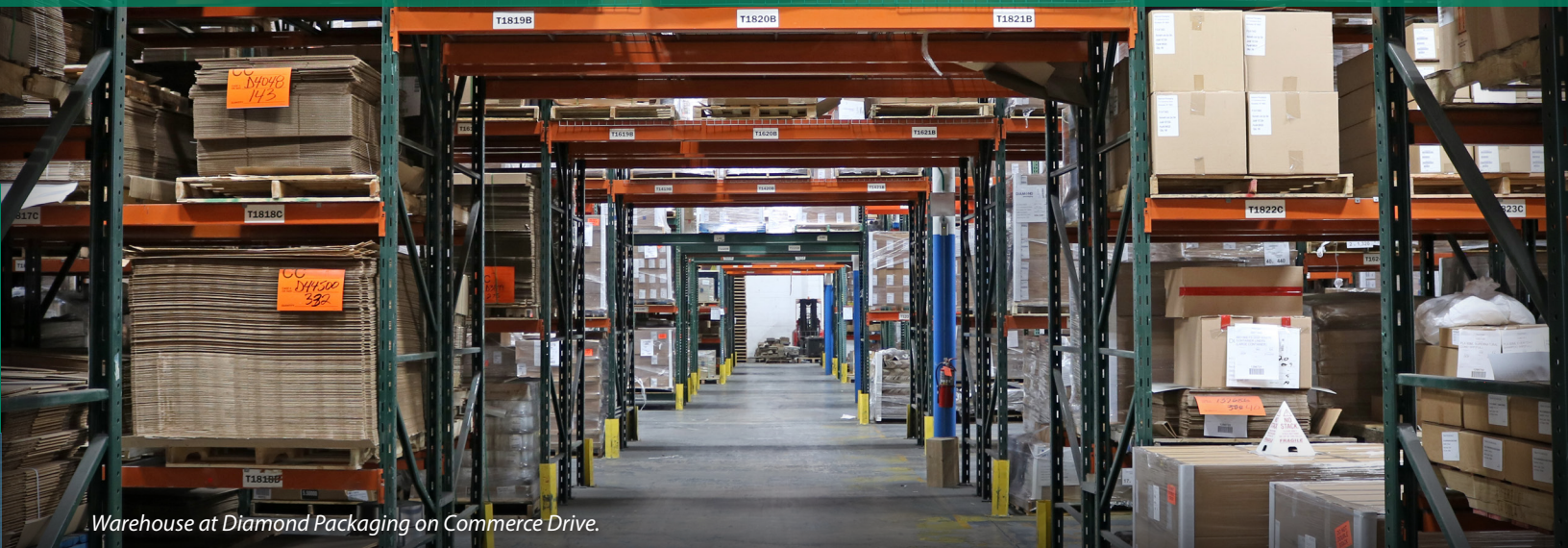
Located just south of the New York State Thruway, Erie Station West Henrietta is adjacent to a 185-acre business park and 60-acre residential community. Available spaces range from 2,200 to 20,600 square feet, offering fully customizable interiors and convenient parking in a relaxed and inviting setting. For more information, contact Michael Trojjan at (585) 334-4110 or MTrojjan@KonarProperties.com.



Building B at Erie Station West Henrietta, featuring Lattimore Physical Therapy & Sports Rehabilitation.

INDUSTRIAL SPACE: Diamond Packaging Transitions from Tenant to Owner

UPDATE FROM COMMERCE DRIVE



Warehouse at Diamond Packaging on Commerce Drive.

Since it started in 1911, Diamond Packaging has continually evolved in its offerings and operations. In 1978, when the company moved from the City of Rochester to a building it purchased at 111 Commerce Drive in Henrietta, it was a much smaller company in a much different industry.

Over time, the importance of packaging design to product marketing grew, which played an important role in Diamond Packaging's growth. When the company needed more space in 2004, they leased the 80,000 square foot building at 155 Commerce Drive from Konar Properties, which also managed the build-out. That space has been primarily used for manufacturing, office space, and warehousing for raw materials and finished goods. Over time, Konar Properties has helped with updates and remodeling of that facility.

Diamond Packaging president and COO, Dave Rydell, has always considered Konar Properties more of a partner than just a landlord. "They've been vital to our ability to grow, and are genuinely interested in how our business works and how it's doing." It was no surprise then to Rydell when Konar Properties president, Howard Konar, suggested that his tenants of 18 years purchase both their building and another building next door.



Manufacturing at Diamond Packaging.

Diamond Packaging decided to move forward with the purchase to facilitate their continued growth. With the completion of those purchases and the expansion of their capacity, Diamond Packaging also worked with the Livonia, Avon & Lakeville Railroad Corporation to reopen the rail spur that passes behind their buildings. Resumption of that rail service has brought new cost efficiencies in shipping. With these exciting changes in place, Diamond Packaging is well poised for its next century of success.

If your business is looking for a new home that can flexibly serve your needs for years to come, contact Michael Trojian, director of commercial properties at (585) 334-4110 or MTrojian@KonarProperties.com. Whether you want to purchase land and develop it yourself, purchase both land and a building in a turnkey package, or lease space, we're happy to accommodate the approach that works best for you.

WHAT'S NEXT AT VIDA AND THE NEIGHBORHOOD OF PLAY

While mixed-use developments in urban areas are becoming more common across the country, the thing that makes Rochester's Neighborhood of Play uncommon is the emphasis on play. The Strong National Museum of Play sets the tone for the Neighborhood, and its neighbors are following that lead.

Konar Properties' VIDA is the exclusive residential and retail property of the Neighborhood of Play. Retail tenants are intentionally aligned with the spirit of the Neighborhood and will enhance enjoyment for both residents and visitors.

The fun begins when Fattey Beer Company opens in an 1,880-square-foot space this fall. They're a bottle shop, tap room, and a craft community experience that takes a truly unique approach to everything they do. They're dog-friendly, people-friendly, have a mug club that every beer lover should check out, and serve an incredible chicken sandwich.

When owner Nik Fattey decided to expand beyond his six Buffalo locations, he naturally looked to Rochester. "It's close to Buffalo and it's a great beer city," says Fattey. When his partners in the Rochester location, Zach Kadar and Jeff Baumann, found the location in the Neighborhood of Play, Fattey says, "it was an easy decision...I like beautiful places and beautiful views, and VIDA provides both." He's worked with quite a few developers and describes Konar Properties as "incredible." "They're pros and they speak our language. At our first meeting, I couldn't believe how much they already knew about us and our business."

In addition to Fattey Beer Company, the gaming-themed restaurant and bar Nerdvana will be opening in a 5,766-square-foot space. Considered the ultimate upscale nerd culture experience, this will be Nerdvana's second location. And while Rochester is a long way from their home base of Frisco, Texas, the Neighborhood of Play and VIDA provided the kind of perfect cultural match that inspired them to expand.

There's still retail space available at VIDA, ranging from 1,800 to 7,200 square feet. For more information, contact Michael Trojjan, director of commercial properties at (585) 334-4110 or MTrojjan@KonarProperties.com.



75 Thruway Park Drive
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The welcoming atmosphere at an existing Fattey Beer location.



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