

**FORT SCHUYLER  
MANAGEMENT COMPANY  
QUALIFIED SYRACUSE AREA  
DEVELOPER  
REQUEST FOR PROPOSAL**



**COR**

DEVELOPMENT COMPANY, LLC

November 7, 2013

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**COR**

DEVELOPMENT COMPANY, LLC

540 Towne Drive, Fayetteville, NY 13066  
315•663•2100 Fax: 315•663•2109  
www.corcompanies.com

**VIA FEDERAL EXPRESS/RETURN RECEIPT**

November 6, 2013

**LETTER OF INTEREST**

Alicia Dicks, President  
Fort Schuyler Management Corporation  
SUNY IT  
100 Seymour Road  
Utica, NY 13502

Re: Fort Schuyler Management Company ("FSMC") - Qualified Syracuse Area RFP

Dear Ms. Dicks:

We are writing in response to FSMC's Request for Proposals, for a qualified developer to work with FSMC and the SUNY College of Nanoscale Science and Engineering ("SUNY CNSE"), in furtherance of your mission to help facilitate research and development activities in the greater Syracuse area.

We believe that COR Development Company, LLC is uniquely qualified to work with FSMC, given our specialized in-house capabilities and expertise. COR's experience and proven track record, will enable us to work closely with the FSMC Team in order to identify strategic economic development initiatives and complete land acquisition, design, permitting, leasing, financing, construction and the ongoing operation/management, of facilities to be constructed.

In addition, our experience with New York State economic development initiatives and various governmental funding sources that may be utilized in conjunction with FSMC resources, will enable the Strategic Partnership to identify, apply for and successfully obtain any available funding, to reduce investment costs and increase return on investments.

If any additional information is needed, or if there are any questions that we may answer, please contact either me or Joe Gerardi at our offices.

We look forward to meeting with you, if our proposal is selected.

Very truly yours,  
**COR Development Company, LLC**

  
\_\_\_\_\_  
Steven F. Aiello, President

cc: Joseph B. Gerardi, Executive Vice President and Legal Counsel

**DEVELOPER RESOLUTION**

**RFP § 5.A.**



**RESOLUTIONS ADOPTED BY  
THE MEMBERS OF  
COR DEVELOPMENT COMPANY, LLC**

The following resolutions were adopted by all of the Members of **COR DEVELOPMENT COMPANY, LLC** ("Company"):

**RESOLVED**, that the Company is hereby authorized to execute and deliver all documents required by Fort Schuyler Management Corporation ("FSMC") and/or the State University of New York College of Nanoscale Science and Engineering ("SUNY CNSE"); and it is further

**RESOLVED**, that Steven F. Aiello, President and General Manager, and Joseph B. Gerardi, Executive Vice President and Legal Counsel and Member of the Company, be and hereby are authorized to negotiate, execute and deliver on behalf of the Company (individually and collectively "Agents" of the Company), all (i) documents to be signed by the Company in conjunction with the strategic partnership between the parties, and (ii) other documents determined by the parties to be necessary, in conjunction with such strategic partnership. In addition, the person executing the aforesaid documents is authorized to assent to changes, insertions, omissions and/or modifications of the same. The execution of said documents by such person shall be deemed to be complete with full approval of any such changes, insertions, omissions and modifications; and it is further

**RESOLVED**, that the Agents of the Company are authorized and directed to do or cause to be done all such other acts and things and to execute all such other documents, certificates and instruments as in their judgment may be necessary, or advisable in carrying out the intents and purposes of all the resolutions set forth herein and all actions heretofore taken by the Agents of the Company in connection with the subject matter of the resolutions are hereby approved, ratified and confirmed in all respects; and it is further

**RESOLVED**, that the Company execute and deliver such resolutions as may be required from time to time and that such resolutions may be executed in counterparts, if necessary; and it is further

**RESOLVED**, that all of the foregoing resolutions are in furtherance of the lawful purposes of the Company; and it is further


**RESOLVED**, that the resolutions adopted herein shall take effect immediately.

IN WITNESS WHEREOF, the Members of the Company hereby affirm the resolutions set forth herein by his signature below as of this 5th day of November, 2013.

**COR DEVELOPMENT COMPANY, LLC**

  
\_\_\_\_\_  
JEFFREY L. AIELLO, Member

  
\_\_\_\_\_  
JOSEPH B. GERARDI, Member

  
\_\_\_\_\_  
LOUIS P. AIELLO, General Manager  
and Member

  
\_\_\_\_\_  
PAUL G. JOYNT, Member

  
\_\_\_\_\_  
STEVEN P. AIELLO, General Manager  
and Member

**DEVELOPER REQUIREMENTS**

**RFP § 2.A. – 2.E.**

## A. ORGANIZATIONAL HISTORY AND STRUCTURE

COR Development Company, LLC is a real estate development company established in 1998 by Jeffrey L. Aiello, Louis P. Aiello, Steven F. Aiello, Joseph B. Gerardi and Paul G. Joynt, to construct, own and operate real estate development projects. COR's projects consist of a variety of real estate developments, all of which have been developed and/or redeveloped from the ground up by COR.

COR employs in excess of 50 people in the Syracuse area, and COR's corporate headquarters are located in the Towne Center at Fayetteville. COR has developed approximately 4 million square feet throughout upstate New York, including retail/commercial, office, high-tech manufacturing/industrial, medical (including clean rooms) and apartment/residential space, with approximately 2 million square feet located in Onondaga County.

COR's developments are completed by the COR Members primarily utilizing in-house development staff capabilities and expertise, including but not limited to in-house architects, attorneys, leasing, construction management, accounting and financial tracking and record keeping, to complete projects economically, expeditiously and in a first-class manner.

The COR Team that would actively be involved with an FSMC-COR Strategic Partnership is as follows:

- Steven F. Aiello, President, General Manager and Member
- Joseph B. Gerardi, Executive Vice President and Legal Counsel and Member
- Jeffrey L. Aiello, Executive Vice President Construction/Development and Member
- Paul G. Joynt, Executive Vice President Site Development and Member
  
- Sean Grooms, Chief Financial Officer
- James H. Doupe, Controller
- Carlie Hanson, Director of Architecture and Design
- Catherine K. Johnson, Legal Counsel
- Vincent Claps, Director of Leasing
- Richard MacDowell, Chief Estimator
- Paul Pelletier, Chief Operating Officer - COR Property Services Company

A more detailed description of the capabilities, expertise and experience of the COR Team members, as well as consultants that may be utilized when particular areas of expertise are needed, e.g., environmental remediation, wetlands identification and permitting, etc., are included in Section 4 of this RFP.



## B. PROJECTS DEVELOPED

The projects developed and/or owned by COR entities range in size from developments on 1 acre to developments on 200 acres. The projects include retail/commercial, office, high-tech, manufacturing/industrial, medical, and apartment/residential space. COR's many projects include the following:

<u>Project</u>	<u>Value</u> (in millions)	<u>Completed</u>
COR Center, Clay, NY	\$39.0	2004
Towne Center at Fayetteville, Fayetteville, NY	\$56.7	2004
Latham Shopping Center, Colonie, NY	\$18.5	2004
Erwin (Corning) Shopping Center, Erwin, NY	\$26.2	2004
Collamer Crossings Business Park -Saab/Sensis World Headquarters, Dewitt, NY	\$15.5	2005
Towne Center at Webster, Webster, NY	\$75.2	2006
Lowe's/Twin Orchards Center, New Hartford, NY	\$8.5	2007
Maple Heights, Syracuse, NY	\$15.2	2008
Towne Center at Canandaigua, Canandaigua, NY	\$13.0	2008
Towne Center at Batavia, Batavia, NY	\$23.3	2008
Towne Center at Watertown, Watertown, NY	\$30.9	2008
Lowe's Shopping Center, Clay, NY	\$11.8	2009
Syracuse Hematology Oncology - Dewitt, NY	\$4.5	2010
Steripharma Pharmaceutical Renovation - Syracuse, NY	\$2.2	2010
Community Hospital - Onondaga, NY	\$6.0	2010
Pulmonary Health Specialist - Liverpool NY	\$2.8	2010
Hanford Pharmaceutical - Syracuse, NY	\$1.5	2010
Rocken Manufacturing	\$7.5	2010
Collamer Crossings Business Park - Northwestern Mutual Insurance, Dewitt, NY	\$4.5	2010
Chipotle Mexican Grill, Dewitt, NY	\$1.5	2011
NY Spinal & Wellness Center N Syacuser, NY	\$1.6	2012
NY Spinal & Wellness Center Camillus , NY	\$5.6	2013
NY Spinal & Wellness Center N Syrzcuse, NY	\$4.5	2014
Beaver Meadows Apartments, Watertown, NY	\$38.0	2013 / 2014

## **C. PROJECTS UNDER DEVELOPMENT**

COR's current projects include the Syracuse Inner Harbor and Loguen Crossing, both of which are redevelopment projects located in the City of Syracuse, Mercy Hospital in Watertown and the Collamer Crossings Business Park in the Town of Dewitt. These projects are generally described as follows:

### **1. Inner Harbor – City of Syracuse**

COR was selected by the City of Syracuse in January 2012 to redevelop 28 acres around the Syracuse Inner Harbor to create a mixed-use community that focuses public access at the water's edge.

The master plan proposes a multi-phased development, with a diversity of uses, including approximately 500 residential opportunities on the western shore, including condominiums, townhouses and apartments, with street level retail, and a community college/educational use that may anchor the corner of Van Rensselaer and West Kirkpatrick. In addition, a 132-room Starwood Aloft Hotel will be located on the south shore, with retail and retail/office buildings to be located along Solar Street and the East shore, overlooking the Inner Harbor. On the North Shore, the site of the former New York State Canal Maintenance Building and the former New York State Canal Freight House, are expected to be utilized for various mixed uses, such as restaurant, retail, office, educational and community uses.

COR has worked closely on this redevelopment site with the State of New York and City of Syracuse in order to identify public funding sources that are available, to encourage the redevelopment of previously utilized and/or environmentally contaminated urban properties. As a result, COR has been successful in securing Empire State Development funding through Governor Andrew M. Cuomo's Regional Economic Development Councils in the amount of \$3.0 million for environmental remediation/demolition that was necessary to prepare the site for redevelopment and an additional \$1.5 million, that will be utilized to construct infrastructure necessary to expedite redevelopment of the mixed uses planned for the parcel between Van Rensselaer Street and the Inner Harbor waterway. In addition, COR has prepared and submitted Consolidated Funding Applications that are being considered in the current round of economic development proposals, to further the redevelopment of the site. All Empire State Development awards granted have been performed in compliance with minority business enterprise and women-owned business enterprise requirements, which COR is familiar with from past projects as well.

This vision of the State of New York, City of Syracuse and COR working in concert will reshape the future of the Inner Harbor and waterfront for many years to come. COR will make an investment of over \$350 million dollars over seven to ten years, creating up to 4,358 permanent jobs and approximately 8,194 temporary/construction jobs as noted in an "Estimated Economic Impact Analysis of the Inner Harbor Development," study prepared by Dr. Steven Cohen, Dr. William Eimicke and Allison Miller of Columbia University, dated March 2011. A copy of the study is available upon request.

Construction has started on the Inner Harbor project, with site preparation for the commercial/residential components along the western shore and is expected to continue in the Spring of 2014, as additional users are identified and lease-up occurs. Several Inner Harbor photographs and plans that show progress of the development to date are attached to this Section C.1 and include the following:

- Inner Harbor – Site Aerial
- Master Plan;
- Aerial photographs showing the beginning of infrastructure work;
- Aloft Hotel perspectives;
- Solar Street mixed-use retail/office building perspective;
- Retail/Apartment building perspective.



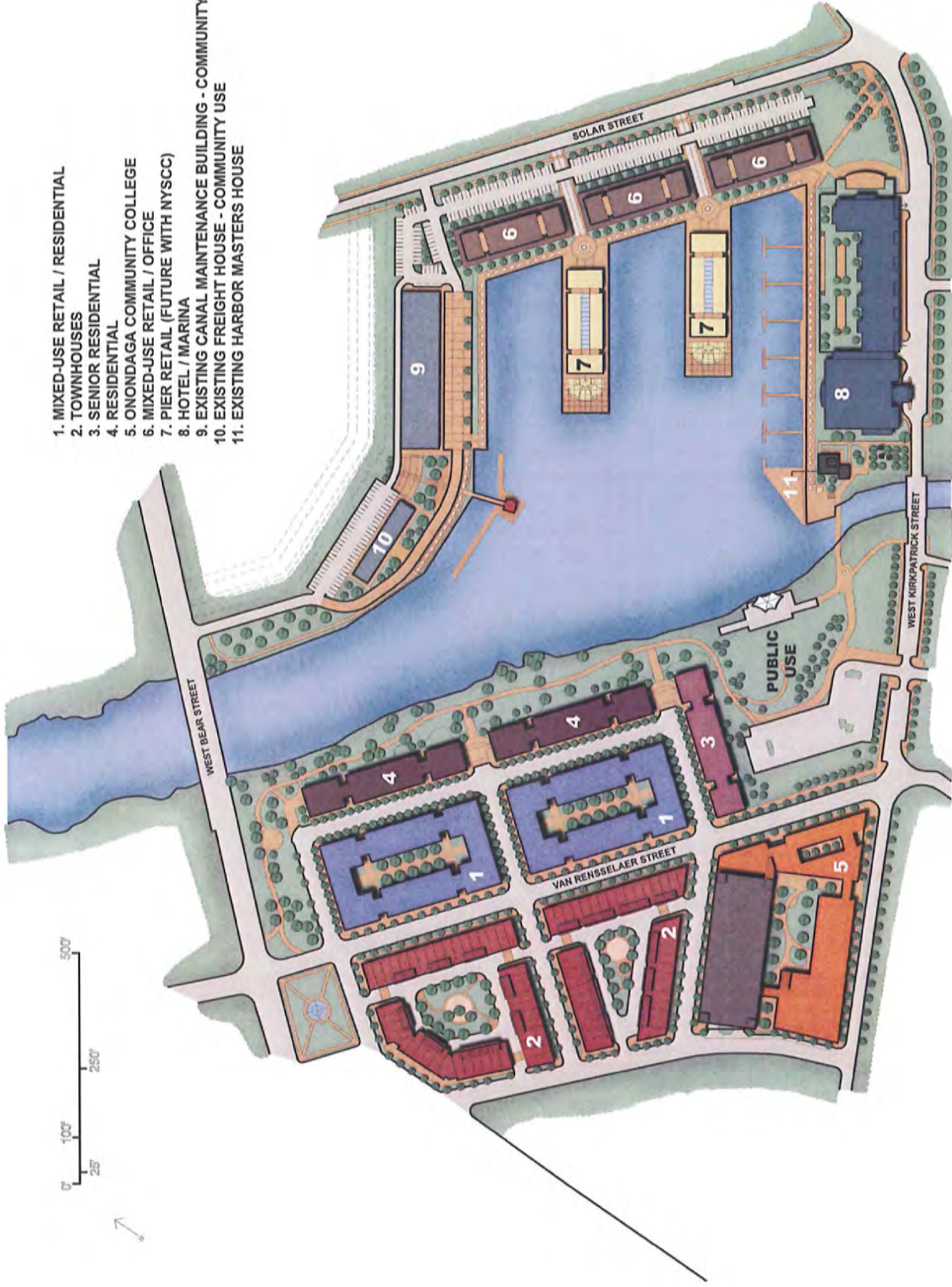


INNER HARBOR – SITE AERIAL





- 1. MIXED-USE RETAIL / RESIDENTIAL
- 2. TOWNHOUSES
- 3. SENIOR RESIDENTIAL
- 4. RESIDENTIAL
- 5. ONONDAGA COMMUNITY COLLEGE
- 6. MIXED-USE RETAIL / OFFICE
- 7. PIER RETAIL (FUTURE WITH NYSCC)
- 8. HOTEL / MARINA
- 9. EXISTING CANAL MAINTENANCE BUILDING - COMMUNITY ROWING
- 10. EXISTING FREIGHT HOUSE - COMMUNITY USE
- 11. EXISTING HARBOR MASTERS HOUSE



# SYRACUSE INNER HARBOR

## MASTER PLAN







INNER HARBOR INFRASTRUCTURE WORK



INNER HARBOR INFRASTRUCTURE WORK



BEAR ST.

8 ACRE  
REDEVELOPMENT  
PARCEL

VAN  
RENSSELAER  
ST.

WEST  
KIRKPATRICK ST.

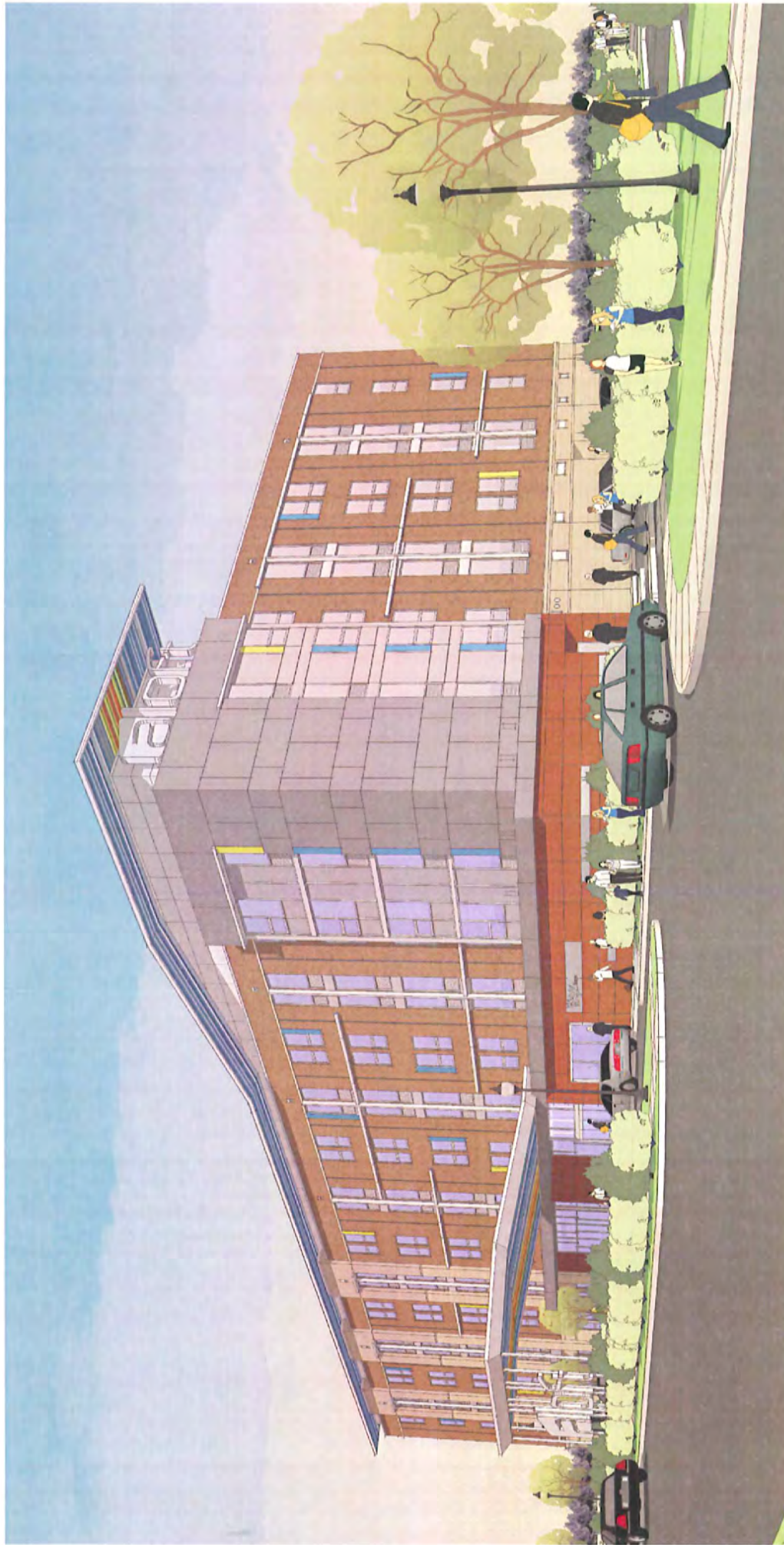
NEW ROAD

NEW ROAD

NEW ROAD

NEW ROAD





Sheet Number: A-2  
 Sheet Name: RESPECTIVE  
 Scale: NTS  
 Date: 05/31/2013


  
 A VISION OF W HOTELS  
 SYRACUSE INNER HARBOR  
 SYRACUSE, NEW YORK

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 DEVELOPMENT COMPANY, LLC

101 N. Clinton St., Suite 300  
 Syracuse, New York 13202  
 T. 315.432.0301  
 F. 315.432.0776  
 www.dalpos.com


  
 ARCHITECTS & INTERIORS





EAST ELEVATION



SOUTH ELEVATION

200 N. Clinton St., Suite 200  
 Syracuse, New York 13202  
 T. 315-421-0001  
 F. 315-421-0076  
 www.dalpos.com



645 Tower Drive  
 Fayetteville, New York 13666  
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 F. 609-600-0000  
 www.corcompanies.com



645 Tower Drive  
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 T. 315-643-2200  
 F. 609-600-0000  
 www.corcompanies.com

**aloft**  
 A VISION OF W HOTELS  
 SYRACUSE INNER HARBOR  
 SYRACUSE, NEW YORK

Sheet Number: A-5  
 Sheet Name: EXTERIOR ELEVATIONS  
 Scale: 1/8" = 1'-0"  
 Date: 09/31/2013





WEST ELEVATION



NORTH ELEVATION

**DALPOS**  
ARCHITECTS & INTERIORS

301 N. CROSS ST., SUITE 200  
SYRACUSE, NEW YORK 13202  
T. 315.422.0351  
F. 315.422.0278  
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**aloft**  
A VISION OF W HOTELS

SYRACUSE INNER HARBOR  
SYRACUSE, NEW YORK

Sheet Number:  
Sheet Name:  
Scale:  
Date:

A-6  
EXTERIOR ELEVATIONS  
1/8" = 1'-0"  
09/21/2013





**INNER HARBOR DEVELOPMENT, SYRACUSE NEW YORK**  
CONCEPT SKETCH • SOLAR STREET MIXED USE RETAIL / OFFICE







**INNER HARBOR DEVELOPMENT, SYRACUSE NEW YORK**  
CONCEPT SKETCH • SOLAR STREET MIXED USE RETAIL / OFFICE







**DALPOS**  
ARCHITECTS & INTERIORS

100 W. CHERRY ST. SUITE 200  
BALTIMORE, NEW YORK 11201  
T. 315 422 0202  
F. 315 422 0776  
www.dalpos.com



340 TENANT CENTER  
BALTIMORE, NEW YORK 11205  
T. 315 683 2200  
F. 315 683 2200  
www.cordevelopment.com

# INNER HARBOR RETAIL/APARTMENT BUILDING



## **2. Loguen Crossing – City of Syracuse**

Loguen Crossings is a public-private partnership between COR and Upstate Properties Development, Inc. that provides for the redevelopment of the former Kennedy Square housing project property, bounded by East Water Street to the North, East Fayette Street to the South, University Avenue to the East and Forman Avenue to the West.

The COR/Upstate partnership intends to develop a 4-5 story density mixed-use urban neighborhood with retail, restaurant, office and residential uses, including approximately 230,000 SF of general office space, 140,000 SF retail/restaurant space, (280) 1-3 Bedroom Apartments and townhouses targeted for Upstate House Staff including Residents, Interns and Doctors and a 100-bed student apartment building for SUNY Environmental School of Forestry or other student populations. Off-street parking for over 1,800 cars is to be provided in two 4-story garages and within the proposed residential buildings.

COR has worked closely on this redevelopment site with the State of New York and City of Syracuse in order to identify public funding sources that are available, to encourage the redevelopment of previously utilized and/or environmentally contaminated urban properties. As a result, COR was successful in securing Empire State Development funding through Governor Andrew M. Cuomo's Regional Economic Development Councils in the amount of \$3.6 million for the environmental remediation/demolition necessary to prepare the site for redevelopment, and an additional \$1.0 million that will be utilized to construct infrastructure necessary to expedite redevelopment of the site. In addition, COR has prepared and submitted Consolidated Funding Applications that are being considered in the current round of economic development proposals, to further the redevelopment of the site. All Empire State Development awards granted have been performed in compliance with minority business enterprise and women-owned business enterprise requirements, which COR is familiar with from past projects as well.

The vision of the State of New York, City of Syracuse and COR working in concert will redevelop the former Kennedy Square property into Loguen Crossing, to rehabilitate previously abandoned, blighted and dilapidated property located in the heart of downtown Syracuse. This will represent an investment of approximately \$300 million over seven to ten years, creating up to 3,055 permanent jobs and 6,679 construction jobs, as noted in an "Estimated Economic Analysis of Kennedy Square Development Project," study prepared by Dr. Steven Cohen, Dr. William Eimicke and Allison Miller of Columbia University, dated May 2011. A copy of the study is available upon request.

Construction began on this property in 2012, with the removal of asbestos-containing materials, environmental remediation and demolition of 15 buildings, including two 8-storey towers, two 4-storey buildings, and eleven 2-storey buildings. Several Loguen Crossing photographs and plans that show progress of the development to date are attached to this Section C.2. and include the following:

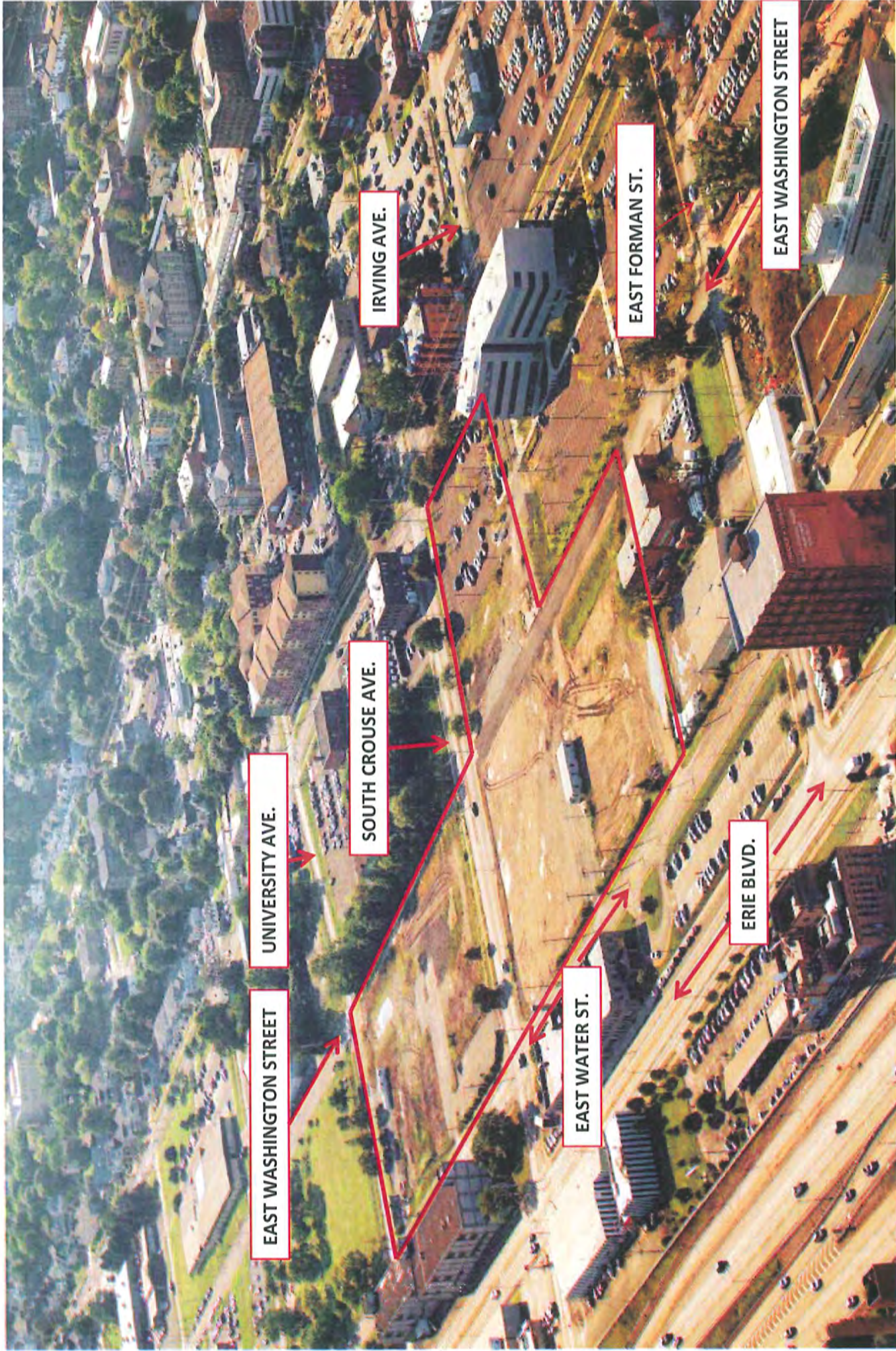
- Kennedy Square property prior to demolition;
- Aerial photograph – Loguen Crossing - ready for redevelopment;
- Master Plan;
- Mixed-commercial use elevations.





**KENNEDY SQUARE – PRIOR TO DEMOLITION**





LOGUEN CROSSING SYRACUSE, NEW YORK



**LEGEND**

- OFFICE (OVER RETAIL)
- RESIDENTIAL
- RETAIL
- PARKING
- RESIDENTIAL / HOTEL
- EXISTING BUILDINGS

SCALE



**COR**  
DEVELOPMENT COMPANY, LLC

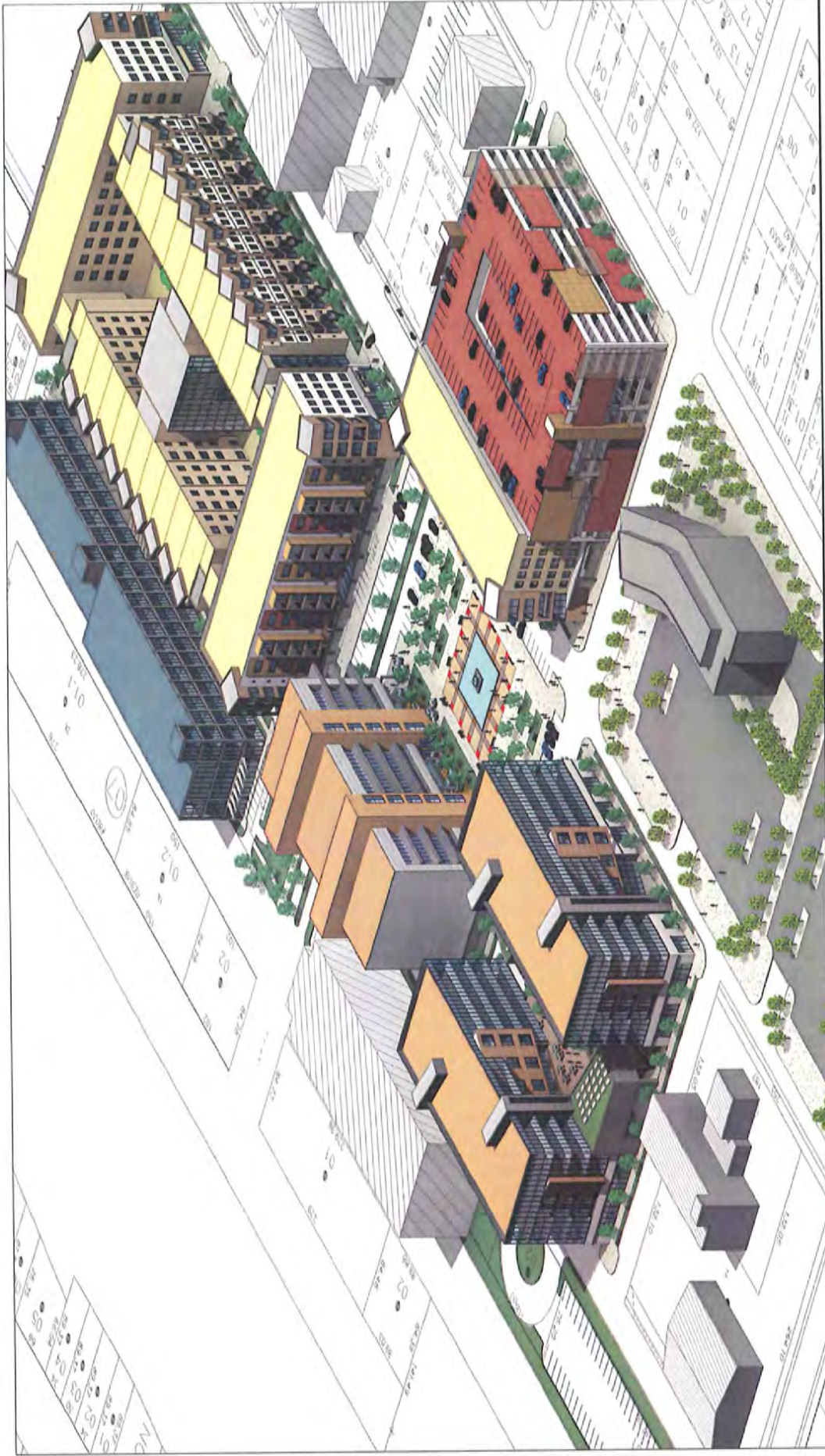
**LOGUEN CROSSING**  
SYRACUSE, NY

**Master Plan**



**QPK**  
DESIGN  
ARCHITECTURE  
ENGINEERING  
SITE & PLANNING





**QPK**  
DESIGN  
ARCHITECTURE  
ENGINEERING  
SITE & PLANNING

**Mixed-Use**

**Building Elevation**

**LOGUEN CROSSING**

SYRACUSE, NY





### **3. Mercy Hospital Redevelopment – Watertown, New York**

The Mercy Hospital redevelopment project was acquired by COR in 2013 and is planned to consist of two 4-storey mixed-use buildings that will wrap the block along Arsenal Street and the corner of Sherman and Stone Streets. These buildings will include 42,000 SF of street level commercial, i.e. office/retail/medical space and approximately 106 market rate apartments, on the upper three levels. In addition, two 3-story buildings with a total of approximately 80 affordable housing units are to be located at the corner of Stone and Massey Streets. Surface parking internal to the block and on adjacent lots will support both commercial and residential uses.

This project represents an investment of up to \$70 million in construction costs over five to seven years, creating over 416 permanent jobs and 676 construction jobs as noted in an “Estimated Economic Impact Analysis of a Mixed Use Development Project in Watertown, New York,” study prepared by Dr. Steven Cohen, Dr. William Eimicke and Allison Miller of Columbia University, dated May 2013. A copy of the study is available upon request.

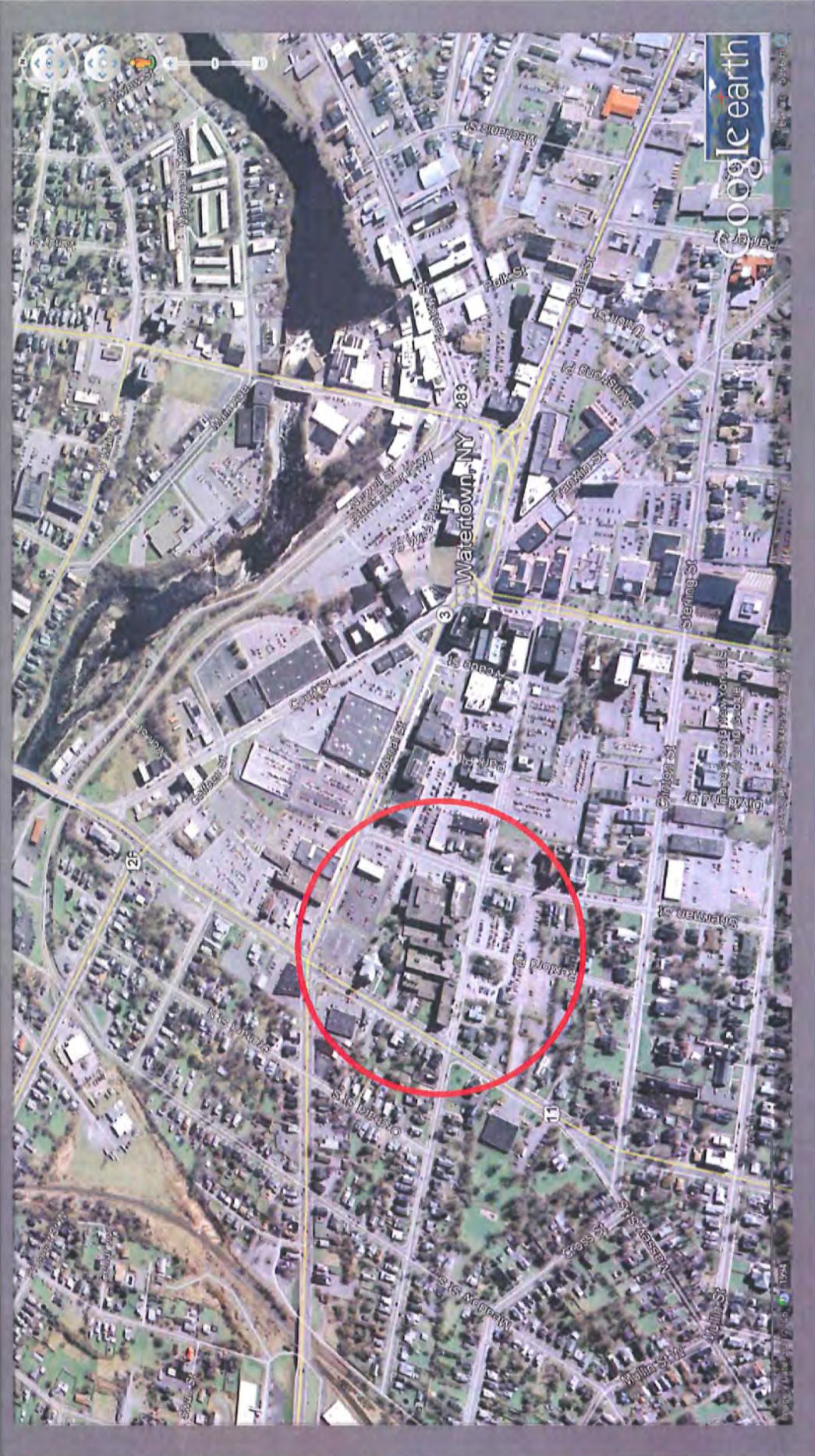
Construction has recently begun with the fencing of the existing facilities for safety and security, and will continue with the removal of personal property, asbestos abatement and environmental remediation. Thereafter, the 4 multi-story buildings located on the property consist of approximately 377,000 square feet, will be demolished beginning in 2014. Since the buildings were constructed at various times between 1938 and 1983, it is anticipated that significant environmental remediation estimated to cost \$2 million, will be necessary before the buildings can be demolished, at an additional cost of approximately \$2 million.

COR has worked closely on this redevelopment site with the State of New York, the City of Watertown and the Development Authority of the North Country (“DANC”), in order to identify funding sources that are available to encourage redevelopment of previously utilized and/or environmentally contaminated urban properties. As a result, COR has been successful in securing Empire State Development funding through Governor Andrew M. Cuomo’s Regional Economic Development Councils in the amount of \$2.0 million for the environmental remediation/demolition necessary to prepare the site for redevelopment and an additional \$2.0 million that has been provided in the form of a low-interest loan from DANC, in order to complete necessary personal property disposal, asbestos removal, environmental remediation and demolition. In addition, the Developer has prepared and submitted Consolidated Funding Applications that are being considered in the current round of economic development proposals, to further the redevelopment of the site. All Empire State Development awards granted have been performed in compliance with minority business enterprise and women-owned business enterprise requirements, which COR is familiar with from past projects as well.

Several Mercy Hospital photographs and plans that show progress of the development to date are attached to this Section C.3. and include the following:

- Aerial view showing property location;
- Aerial view showing property
- A photograph of existing buildings;
- Master Plan;
- Mixed Use building perspectives.





## AERIAL – PROPERTY LOCATION





0 50 100 200 Feet

Mercy

MGNH, INC. 



PROPERTY





**EXISTING BUILDINGS**





**BUILDING A**

- 4 STORY MIXED USE
- COMMERCIAL / RESIDENTIAL
- 12,000 SF STREET LEVEL RETAIL / OFFICE
- 30 MARKET RATE APARTMENTS

**BUILDING B**

- 4 STORY MIXED USE
- COMMERCIAL / RESIDENTIAL
- 30,000 SF STREET LEVEL RETAIL / OFFICE
- 66 MARKET RATE APARTMENTS

**BUILDING C**

- 3 STORY RESIDENTIAL
- 36 SENIOR AFFORDABLE APARTMENTS

**BUILDING D**

- 3 STORY RESIDENTIAL
- 36 SENIOR AFFORDABLE APARTMENTS

**TOTAL**  
**42,000 SF COMMERCIAL**  
**168 RESIDENTIAL UNITS**

**PARKING:**  
 168 RESIDENTIAL SPACES REQUIRED (INCLUDES GUEST)  
 210 COMMERCIAL (AT 5 / 1,000)  
 396 SPACES TOTAL REQUIRED  
 284 PROVIDED ON SITE  
 216 POSSIBLE ADJACENT LOTS, 112 REQUIRED, 106 SURPLUS



**COR**  
 DEVELOPMENT COMPANY, LLC

**MASTER PLAN**





## MIXED-USE BUILDING ELEVATIONS

#### **4. Collamer Crossings Business Park, Dewitt, New York**

Collamer Crossings Business Park is a 200± acre wooded Business Park upon which COR conducted extensive planning and zoning reviews, in order to master plan the Park for future development of up to 800,000 square feet. The master plan provided for the installation of extensive infrastructure, including the construction of two Town of Dewitt roads of approximately 4,000 linear feet, municipal sanitary sewer and water, as well as signalization and highway improvements on New York State Route 298/Collamer Road. New York State Route 298/Collamer Road signalization and highway improvements were coordinated with the entrance to the Business Park existing driveways and the on/off ramps to Interstate Route 481.

The Collamer Crossings Business Park was designated a Build Now New York Shovel-Ready site in 2004. In addition, the Town of Dewitt roads and the New York State Department of Transportation improvements were funded in part with a \$1.5 million New York State Industrial Access Program grant, with construction and permanent financing completed utilizing with the New York State Department of Transportation Industrial Access Program grant, the Onondaga County Industrial Development Agency and the previously-existing New York State Empire Zone program.

The Saab/Sensis World Headquarters Building which was completed in 2005 and the Northwestern Mutual Life Insurance Company building which was completed in 2010, are shown on the Collamer Crossings Business Park brochure that is attached to this Section C.4., in the following pages. COR received Town of Dewitt Awards of Excellence for both of these developments in 2005 and 2011, respectively.



# COR DEVELOPMENT COMPANY

## COLLAMER CROSSINGS BUSINESS PARK



COR Development Company, LLC

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Fayetteville, NY 13066  
TEL: (315) 663-2100  
FAX: (315) 663-2109

[corcompanies.com](http://corcompanies.com)





# Collamer Crossings Business Park

With its unmatched amenities and accessibility, coupled with the services of an award-winning development team, Collamer Crossings Business Park is fast becoming known as one of Central New York's finest sites for first-class office space.



Global Corporate Headquarters of Sensis Corporation, a world-leading supplier of mission-critical sensor and information processing products

What did the Sensis Corporation learn? After an exhaustive, three-year search for a location for its new headquarters, the technology company discovered a location that has it all: the beauty of the great outdoors in an easily reached, masterfully planned business community.

## Parklike Amenities

While "business park" can be a contradiction in terms, this is not the case at Collamer Crossings, where panoramic nature views beckon from every window. The COR Companies spared no details when developing this meticulous, 200-acre wooded parcel complete with several ponds and walking/running trails. Let us show you how a day at the office can turn into a walk in the park.

## Accessibility

Conveniently located off Interstate 481 near Exit 34A of the New York State Thruway, Collamer Crossings provides easy access to Central New York - and beyond. Our central location may look and feel like the country, but the bustling city is a short drive away. Downtown Syracuse and the Hancock International Airport are both less than 10 minutes down the road—a definite bonus for time-starved business travelers. And numerous nearby suburbs and towns provide residential settings that your employees, customers, and associates will love to call home.

## Build to Suit

The COR Companies welcome your project, large or small. As the developers of the infrastructure, we know this site intimately, and can offer expert guidance every step of the way. For your comfort and enjoyment, we offer:

- High-efficiency heating and air conditioning systems
- Expansive, open designs with high ceilings, courtyard atriums, and sparkling walls of glass
- Flexible workspaces that will grow with your changing requirements
- Free parking and well-planned roads and signage
- Shovel ready hotel site on the premises
- High-speed Internet access
- Fully serviced infrastructure with all utilities and sewers





# Put Your Business on the Map



In December of 2010, Northwestern Mutual life Insurance moved its upstate New York management offices to Collamer Crossings. This gracious, 26,000 square foot property now anchors the entrance to the business park, with its sleek, forward-thinking design and expanses of gleaming glass.

Join Sensis and Northwestern Mutual—and come grow with us. Adjacent to Northwestern Mutual is a six-acre site complete with paved parking for 275 cars. The professionally landscaped, shovel ready site is approved for 52,800 square feet of office space, with frontage on Collamer Road near the park's entrance.



Several other large acreage sites are available for professional office or high tech company projects. Ask about our competitive architectural, design, and construction services. We pay special attention to the needs of business owners, and will work with you to provide a solution to your biggest challenges, including help with securing attractive financing.

When fully built, the park will accommodate nearly one million square feet of development. Come stake out your own special part of Collamer Crossings Business Park today.

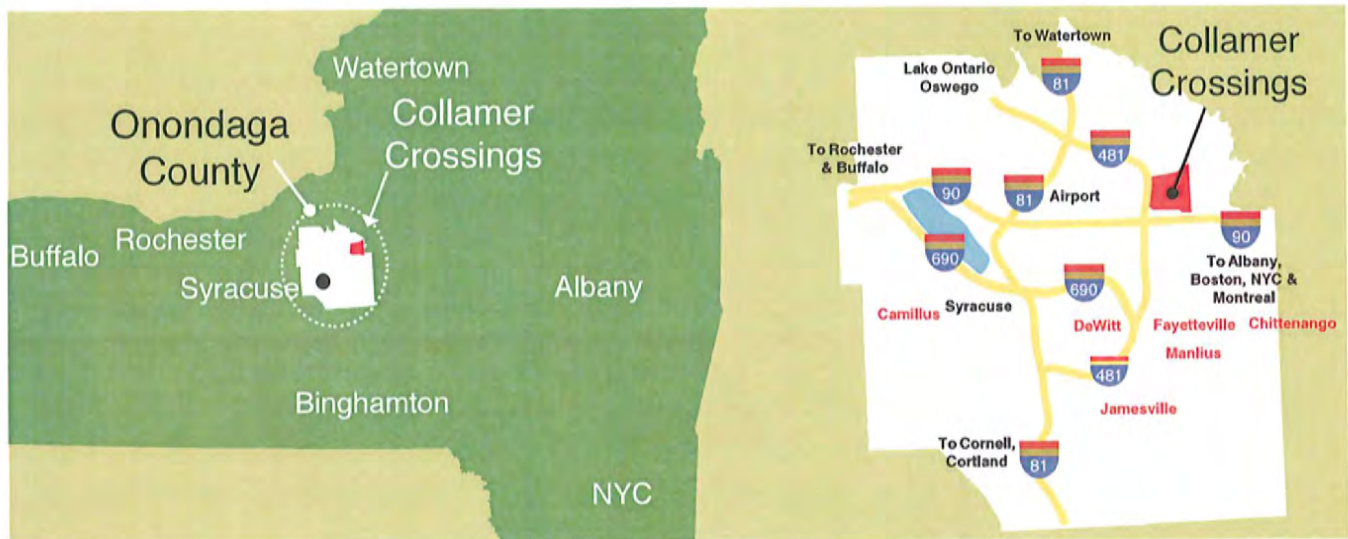




# Accessibility

The strategic location of the Collamer Crossings Business Park within Central New York offers access to Syracuse Hancock International Airport and downtown Syracuse within ten minutes, as well as convenient access to every town and village in Onondaga County.

The Business Park is only seconds from Exit 34A NYS Thruway Interstate 90, which conveniently connects companies to Rochester, Buffalo, Albany, New York City, and cities in Massachusetts. Shopping, restaurants, hotels, and recreational parks are all within close proximity.

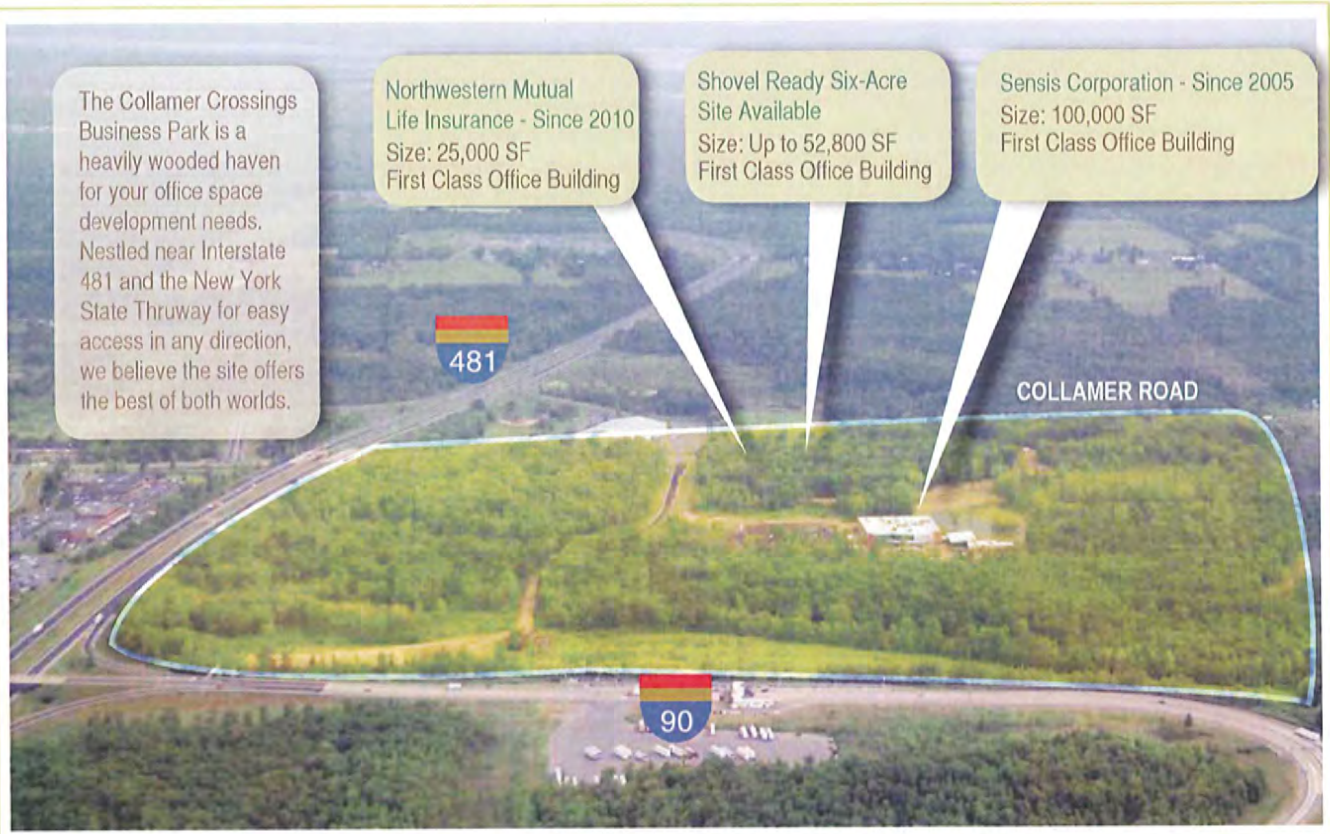


The Collamer Crossings Business Park is a heavily wooded haven for your office space development needs. Nestled near Interstate 481 and the New York State Thruway for easy access in any direction, we believe the site offers the best of both worlds.

Northwestern Mutual Life Insurance - Since 2010  
Size: 25,000 SF  
First Class Office Building

Shovel Ready Six-Acre Site Available  
Size: Up to 52,800 SF  
First Class Office Building

Sensis Corporation - Since 2005  
Size: 100,000 SF  
First Class Office Building





# Lot Layout

Several large acreage sites are available for your next office space development project. The COR Companies can design and build a new customized "home" for your business, ranging in size from 20,000 to 300,000 square feet.

We'll help meet all your facilities needs—beautifully.



- |   |                                       |
|---|---------------------------------------|
| ① Sensis Corporation World Headquarters                 | ⑥ Build to Suit                       |
| ② Northwestern Mutual Life Insurance Management Offices | ⑦ Build to Suit                       |
| ③ Build to Suit, 52,800 SF, Shovel Ready                | ⑧ Collamer Road - NYS Route 298       |
| ④ Build to Suit - Proposed Hotel Site                   | ⑨ NYS Thruway Interstate 90, Exit 34A |
| ⑤ Build to Suit   | ⑩ Interstate 481 North & South        |



**Build Now - NY**

# SHOVEL READY CERTIFICATION

Having met the criteria established by  
the Build Now NY Program,

## COLLAMER BUSINESS PARK

is hereby qualified by Empire State Development and  
the Governor's Office of Regulatory Reform as a Certified Shovel Ready Site

*Charles A. Gargano*  
\_\_\_\_\_  
Chairman, Empire State Development

*D. J. Hogan*  
\_\_\_\_\_  
Director, GORR



**Empire State Development**



The Town of DeWitt Planning Board  
presents

The Norris Schick

## AWARD of EXCELLENCE

For the year 2005

to

# COR Development & SENSIS Corp

The Town of DeWitt Planning Board presents this Award of Excellence  
for the named project which exemplifies the quality of design and  
execution that have made DeWitt the town of choice.

Presented this 12th day of January 2006



A handwritten signature in black ink, appearing to read "R. F. Schick".

Commissioner of Development and Operations

A handwritten signature in yellow ink, appearing to read "Norris Schick".

Planning Board Chairman



The Town of DeWitt Planning Board  
presents  
The Parratt-Schick

## AWARD of EXCELLENCE

For the year 2011

to

# COR Development Company & Northwestern Mutual Life Insurance Company

The Town of DeWitt Planning Board presents this Award of Excellence  
for the named project which exemplifies the quality of design and  
execution that have made DeWitt a town of choice.

Presented this 12th day of January 2012



A blue ink signature of Michael J. Laska, written in a cursive style.

Director of Planning and Zoning

A blue ink signature of Michael J. Laska, written in a cursive style.

Planning Board Chairman



#### **D. COR CONSTRUCTION MANAGEMENT COMPANY**

COR also provides general contracting and/or construction management services through COR Construction Management Company, LLC. COR Construction Management Company, LLC is a commonly owned construction management company, formed in 1999 to construct COR projects and provide construction management services to third parties to accommodate their expansion, redevelopment, and renovation needs, offering ground-up construction services, and any variation thereof to accommodate any owner's needs.

COR's construction management expertise and unblemished track record, are a testament to its 10 to 12 full-time project managers and estimators who utilize (i) sophisticated project management tools, such as InSite SiteWork ([www.insitesoftware.com](http://www.insitesoftware.com)) to accurately and efficiently coordinate all aspects of site and utility construction, to create ideal building coordination and sequencing of tasks, and (ii) USGlobalNet, or USGN's ([www.usgn.net](http://www.usgn.net)) web-based project management software, to effectively manage all projects on budget and on schedule.

A COR Construction Management Company brochure is attached to this Proposal as Exhibit A.

#### **E. COR PROPERTY SERVICES COMPANY**

COR Property Services Company, LLC, is a commonly owned COR company, provides management and operating services across COR's extensive portfolio of real estate developments, and also provides management and operating services to third-party real estate owners. COR Property Services was established in 2004, as a result of COR's desire to have the ability to maintain its entire portfolio of properties in first-class condition and repair.

A COR Property Services Company brochure is attached to this Proposal as Exhibit B.



**DEVELOPER QUALIFICATIONS AND EXPERIENCE**

**RFP § 2.F.**



The COR Team has extensive experience in the development/redevelopment of commercial real estate, including construction, management and operation. Areas of expertise include site selection, municipal permitting and governmental entitlements, site development, building construction and construction management, leasing, lease administration, construction and permanent financing, marketing and long-term project management and operation. Each one of the principals performs a separate role and, together with the COR Team, they cover the full spectrum of what is needed to operate a successful real estate development company. COR also regularly performs work as a general contractor or construction manager/ property manager, in order to provide construction and/or real estate development, management and operation services, to existing clients and third-party owners of real estate projects.

#### **A. THE COR TEAM:**

##### **Steven F. Aiello - President / General Manager / Member**

For over 30 years, Steven has been active in all aspects of commercial real estate development, tenant and government relations and contract negotiations. He is responsible for developing new relationships with national and international clients for urban and suburban developments. These developments include retail, office, multifamily housing and mixed use development projects, with municipal and hotel/motel components.

Steven is a graduate of Onondaga Community College, earning an Associates of Humanities degree in 1981 and Niagara University, earning a Bachelor of Arts degree in 1981.

##### **Joseph B. Gerardi - Executive Vice President and Legal Counsel / Member**

Joseph is responsible for all contract and lease negotiations, earning all federal, state and local planning/development permits and approvals necessary for all COR projects. Joseph has over 25 years in the real estate development industry.

Joseph is a graduate of Mohawk Valley Community College earning an Associates of Applied Science and Business Administration degree in 1980, the State University of New York at Buffalo, earning a Bachelor of Science and Business Administration degree in 1982 and the Syracuse University College of Law, earning a Juris Doctor in 1986.

##### **Jeffrey L. Aiello - Executive Vice President of Construction and Development/ Member**

Jeffrey has over 25 years of experience in the real estate development and construction industries. He offers full-service construction management and general contracting services for all development projects, whether constructed for COR's portfolio or one of COR's many clients.

Jeffrey graduated from Onondaga Community College earning an Associates of Science and Business Administration degree in 1984 and Syracuse University earning a Bachelor of Science in Business Administration degree in 1986. Jeff also received a New York State Department of Environmental Conservation Erosion and Sediment Control Certification in 2013.

**Paul G. Joynt -Executive Vice President of Site Development / Member**

Paul graduated from Cicero High School in 1973 and regularly participates in Occupational Safety and Health Certifications and training and New York State Department of Environmental Conservation Stormwater Certifications, which he received in 2013. Paul is also the founding partner and owner of the Lan-Co Companies, a local site, infrastructure and paving contractor, established in 1976.

**Sean Grooms – Chief Financial Officer**

Sean has served as COR Development's Chief Financial Officer for the last 9 years. Sean is responsible for arranging and closing construction loans, permanent loans, letters of credit and lines of credit for COR's real estate portfolio. Other duties include determining project feasibility, tenant financial reviews, and monitoring project loans. While at COR, Sean has arranged and closed over \$400 million in loans and in his career, has financed nearly \$1 billion dollars worth of loans for real estate projects.

Prior to joining COR, Sean worked for 11 years at KeyBank. Sean was a Vice President in KeyBank's Commercial Real Estate Lending Group. Sean was responsible for originating, underwriting, closing and monitoring real estate loans. He financed retail, office, apartment, condominium, self-storage facilities, mobile home parks, residential subdivisions, and low-income housing project, totaling over \$500 million dollars.

Sean is a graduate of Sienna College and earned a Bachelor of Science in Finance degree in 1993 and an M.B.A. from Lemoyne College in 2001.

**Catherine K. Johnson - Legal Counsel.**

Catherine has been Legal Counsel with COR Development for the past 9 years. She was previously a partner with Hiscock & Barclay, focusing her practice primarily in the area of land use, municipal law and environmental law for 16 years. During her tenure at Hiscock & Barclay she represented governmental entities, including city, town and village boards, on issues regarding zoning, planning, environment, municipal improvements, improvement districts and general governmental matters. She also represented developers in all aspects of the right to build process. While at COR, Catherine has focused primarily on the right to build and permitting for many retail, restaurant, office and residential projects throughout New York State.

Catherine is a graduate of the State University of New York at Buffalo Law School earning a Juris Doctor in 1987 and received her Bachelor of Science undergraduate degree from Cornell University in 1983.



### **Vincent Claps – Director of Leasing**

Responsibilities include new tenant development, Letter of Intent negotiation and lease negotiation. In addition, Vince develops and directs marketing campaigns for new tenant generation. He also manages the existing tenant portfolio, assists tenants with lease renewals, signage and lease questions.

Vince graduated from American University in Washington, D.C. with a Bachelor of Science in Business Administration and Finance degree in 2001.

### **Carlie Hanson - Director of Architecture and Design**

Carlie is a registered Architect in the State of New York and a LEED BD+C accredited professional. Before joining COR in 2010, she was an associate partner with QPK Design. During her 22 years with QPK, she was the Project Manager and Designer for a majority of COR's projects since 2002.

In addition, Carlie worked on various public projects including schools K-12, child care centers, performing arts centers and libraries. While at QPK, she was the Project Manager and designer for an urban revitalization project in Hamilton NY that was honored with an *American Institute of Architects Outstanding Design Award for Adaptive Reuse*. Also while with QPK, she was the Project Planner for the adaptive reuse of a c.1960's Woolworth Department Store into a new 70,000 SF Tompkins County Public Library - honored with an *American Institute of Architects Outstanding Award for Institutional Design*. Carlie is responsible for coordination with Design Consultants on all phases of the project from initial concept planning, municipal approvals and design development through the completion of construction.

Carlie is a graduate of Syracuse University earning a Masters in Architecture in 1987.

### **James H. Doupé – Controller**

James has been with COR for 14 years, and is responsible for the company's accounting and financial records, including accounting methods and procedures, internal and external financial reporting, analysis, budgeting, and tax return preparation. Previously, with DiMarco, Abiusi & Pascarella, CPAs – public accounting experience; specialized in accounting for construction and real estate entities, including audits and reviews, consultation, and financial statement and tax return preparation.

James graduated from Muhlenberg College, with a Bachelor of Arts in Economics and Accounting in 1971. He is also a New York State Certified Public Accountant.

### **Paul Pelletier - Chief Operating Officer, COR Property Services Company, LLC**

Paul manages the COR Property Services Company and personnel, in order to maintain the COR portfolio of almost 4 million square feet of commercial real estate and client properties, in first-class condition and repair. Prior to joining COR Property Services, Paul has over 25 years in retail, being the Managing Partner for a local automobile rental, lease and sales company. He also has 10 years of experience in the construction field.

### **Richard MacDowell - Chief Estimator**

Richard reviews and quantifies all new tenant work exhibits, review and approval of tenant drawings, review and approval of landlord coordination drawings. Richard prepares budgets for all COR Company projects for final review by COR Principals. He also coordinates the transition from estimating to construction.

In addition, Richard assists third-party clients in preliminary design, review drawings, preparing written proposals, and establishing preliminary budgets and/or hard costs for final review by COR Principals and coordinates the transition from estimating to construction. Richard was previously Vice President of a local construction company for 26 years overseeing an eight-person estimating department, and was responsible for all Design/Build projects. Rich also received a New York State Department of Environmental Conservation Erosion and Sediment Control Certification in 2013

Richard attended the State University of New York at Cortland from 1969-1973.



**B. THE COR CONSULTANT TEAM:**

In addition to the COR Team members noted COR also regularly works with consultants, who lend their expertise to the development team. COR, in conjunction with its Consultant Team, proceeds diligently in each and every instance, in order to identify development issues as early as possible in the development process. This has enabled COR to work through issues in a cost-effective and expeditious manner, with each consultant/expert being ready, willing and able to provide their expertise to any development issue that may be encountered. COR's success is attributable in part to its unique coordinated review and project development process, that it has developed and implemented over many years, in coordination with its Consultant Team. COR's Consultant Team includes the following:

<u>CONSULTANTS</u>	<u>AREA OF EXPERTISE</u>
<b><u>Architectural Design</u></b>	
DALPOS ARCHITECTS & INTEGRATORS John A. Barlotti, AIA, Partner Joseph R. Piraino, AIA, Associate	Architectural services and project coordination.
QPK DESIGN Eugenia C. Brieva, AIA, LEED AP BD+C Jack Kelly, R.A., LEED AP	Architectural services and project coordination.
<b><u>Civil Engineering and Site Design</u></b>	
BERGMANN ASSOCIATES Peter Giovenco, P.E. Andrew Hart, RLA, ASLA	Project planning, survey coordination, civil and site engineering.
C&S ENGINEER Companies Robert M. Palladine Jr.	Project planning, survey coordination, civil and site engineering.
STOPEN ENGINEERING James Stewart, Ph.D., P.E.	Geotechnical engineering.
SRF ASSOCIATES Amy Dake, P.E., PTOE Steven Ferranti, P.E., Principal	Traffic planning and engineering.
TERRESTRIAL ENVIRONMENTAL SERVICES Joseph McMullen Bernie Carr	Identification of endangered or threatened species and wetlands, including NYS DEC and Army Corps of Engineers permits and approvals.
POWERS & TEREY, LLC Paul D. Powers	Archeology.

**CONSULTANT**

**AREA OF EXPERTISE**

**Environmental Review and Remediation**

PLUMLEY ENGINEERING

Joel D. Plumley, P.E.

Dale R. Vollmer, P.E.

Environmental review and remediation.

CHURCHILL ENVIRONMENTAL SERVICES

Ronald J. Churchill

Asbestos surveys, abatement and environmental remediation.

**Economic Development and Environmental Remediation/Brownfields, Finance, and Affordable Housing**

HISCOCK AND BARCLAY, LLP

M. Cornelia Cahill, Esq.

Kevin McAuliffe, Esq.

Thomas Walsh, Esq.

Tax-exempt and taxable public financing, involving NYS agencies and authorities, industrial development agencies, etc., economic development consultation, environmental law including, but not limited to, the brownfields cleanup program, historic tax credits, etc.

WHITEMAN OSTERMAN & HANNA

Terresa Bakner, Esq.

Daniel Ruzow, Esq.

New York State Environmental Quality Review Act; planning and zoning matters; NYS DEC and Army Corps of Engineers wetland permitting, etc.



**DEVELOPER INFORMATION REQUESTED**

**RFP § 5.B.**

## **A. Size and Office Location**

COR and its affiliated companies employ in excess of 50 people in approximately 10,000 square feet of space located in the Towne Center at Fayetteville, and 15,000 square feet located at 1830 Lemoyne Avenue in the City of Syracuse. COR's Lemoyne Avenue location is utilized by COR Property Services, in conjunction with its management and operation of property maintenance services.

The active Members of COR Development Company, LLC, are as follows:

Steven F. Aiello, President/General Manager

Joseph B. Gerardi, Executive Vice President and Legal Counsel/Member

Jeffrey L. Aiello, Executive Vice President Construction/Development/Member

Paul G. Joynt, Executive Vice President Site Development/Member

## **B. History and Background**

COR Development Company, LLC is a real estate development company formed in 1998 by Jeffrey L. Aiello, Louis P. Aiello, Steven F. Aiello, Joseph B. Gerardi, and Paul G. Joynt, to construct, own and operate real estate development projects. COR's projects consist of a variety of real estate developments, all of which have been developed and/or redeveloped from the ground up by COR.

COR's real estate projects are located primarily throughout upstate New York and include retail/commercial, office, high-tech manufacturing/industrial space, and medical space (including clean rooms) and apartment/residential space.

COR's current projects include the Inner Harbor, a \$350 million mixed-use redevelopment in Syracuse; Loguen Crossing, a \$300 million mixed-use redevelopment located in the heart of downtown Syracuse; Mercy Hospital Redevelopment, a \$70 million mixed-use redevelopment in downtown Watertown, NY and the Collamer Crossings Business Park, which was first opened in 2005 and continues to be leased and marketed for office and high tech manufacturing/industrial space. These developments are more particularly described in Section 3.C. of this Proposal.



**C. Organization Chart and Staffing:**

- Steven F. Aiello, President, General Manager and Member
- Joseph B. Gerardi, Executive Vice President and Legal Counsel and Member
- Jeffrey L. Aiello, Executive Vice President Construction/Development and Member
- Paul G. Joynt, Executive Vice President Site Development and Member
  
- Sean Grooms, Chief Financial Officer
- James H. Doupe, Controller
- Carlie Hanson, Director of Architecture and Design
- Catherine K. Johnson, Legal Counsel
- Vincent Claps, Director of Leasing
- Richard MacDowell, Chief Estimator
- Paul Pelletier, Chief Operating Officer - COR Property Services Company

A more detailed description of the qualifications and experience of the aforementioned COR Team members has been provided in Section 4.A. of this Proposal and an organizational chart is attached to this Proposal as Exhibit C.

**D. Developer is owned by the following individuals:**

Steven F. Aiello, President/General Manager  
Joseph B. Gerardi, Executive Vice President and Legal Counsel/Member  
Jeffrey L. Aiello, Executive Vice President Construction/Development/Member  
Louis P. Aiello, Executive Vice President/Member  
Paul G. Joynt, Executive Vice President Site Development/Member

**E. Developer is not involved in any outstanding legal actions, liens, or lawsuits. However, affiliates of Developer are involved in the following lawsuits:**

- a. McDonald's Corporation v. COR Route 31 Company, LLC and COR Clay Company, LLC – Lease contract dispute;
- b. Ferrara Electric v. COR Holt Road Company, LLC – Mechanics Lien claim filed by a tenant-hired contractor;
- c. Routine tenant rent collection action/eviction/ actions – have not been noted here, but can be provided upon request.

- F. Payment and performance bonds** within a range of \$12-15 million can be provided.
- G. Developer resources** –As a result of COR’s established development team’s ability to consistently complete projects on budget and on time. In addition, the COR Team’s ability to effectively manage, operate and lease properties, with the result being project occupancy rates that are consistently in excess of 95% has resulted in an extremely reliable and stabilized financial base.
- H. Financial and other resources** COR has demonstrated the ability to secure real estate financing in both good and bad economic conditions over the last decade. COR has secured over \$200 million in commercial real estate mortgages from sources such as banks, life insurance companies, and pension funds, with loan sizes ranging from \$2 to over \$50 million, with maturity terms of between 5 and 20 years. The credit worthiness of the COR entities has also facilitated continued interest from current and prospective lenders, to provide capital for new real estate developments.
- I. Current Projects and Financial Commitments are as follows:**
- a. Syracuse Inner Harbor - \$350 million project – 28 acre site under contract with the City of Syracuse for a period of 10 years, with project component parts to be separately financed as lease commitments are obtained, with no obligation to close on any of the various project parcels without lease commitments;
  - b. Loguen Crossing - \$300 million project – with project components to be separately financed as lease commitments are obtained, in conjunction with joint venture partner Upstate Properties Development, Inc.;
  - c. Mercy Hospital - \$70 million project - \$4 million in commitments are in place from the Development Authority of the North Country and Empire State Development, to demolish existing improvements to ready the site for development. New project components will be separately financed as leasing commitments are obtained; and
  - d. Collamer Crossings Business Park – is owned by COR and is a multi-year development project, with individual project components to be separately financed, as lease commitments are obtained.
- J. General Liability Insurance** - \$1 million dollars, with a \$25 million dollar umbrella policy;
- K. Financial reference** – a letter from M&T Bank is attached hereto as Exhibit D;
- L. Fee methodology** is proposed to be negotiated on a mutually acceptable basis, and generally as follows:
- a. Finder’s Fee – It is anticipated that an appropriate Finder’s Fee would be negotiated to the mutual satisfaction of the parties and/or taken into consideration with regard to each party’s partnership interest in developments as they are structured.
  - b. Management Fee – would be market-based and generally run 3.5% to 4.5% of gross rents, depending upon the extent and level of services to be provided, in conjunction with the management and operation of any facilities to be developed.



- c. Any other fees – no other fees are anticipated at this time.
- d. Financing – all fees would be market rate-based and negotiated to the mutual satisfaction of the parties, based on the various funding sources involved and the complexity of the deal.
- e. Leasing – fees would be based on dedicated leasing personnel, or market rate based, if leasing is conducted with independent leasing representatives, plus any required administration and overhead.
- f. Marketing – fee based on the cost of any dedicated marketing personnel, if applicable, independently hired market rate-based representatives, plus any required administration and overhead.
- g. Space fit-up – to be performed at COR's cost, plus a construction management fee that would be mutually agreed upon, based on market rates, the services to be provided and building/buildout complexity;
- h. Tenant layouts and specifications – fees would be based on the cost of any dedicated construction/design personnel or market rate based, if completed by independently hired representatives, plus any required administration and overhead.

**M. RFP Appendices C, D and E** are attached to this Proposal as Exhibit E.

**EXHIBIT A**



Construction and beyond.



**COR**  
CONSTRUCTION  
MANAGEMENT  
COMPANY, LLC



Authorized Butler Builder®

Complete building management services.




# Moving forward with rock-solid construction solutions.

Having managed the construction of more than five million square feet of space over the past 10 years, we know our way around major job sites. But that's not good enough for COR Construction, which is why we offer comprehensive services far beyond what you expect from a construction company.

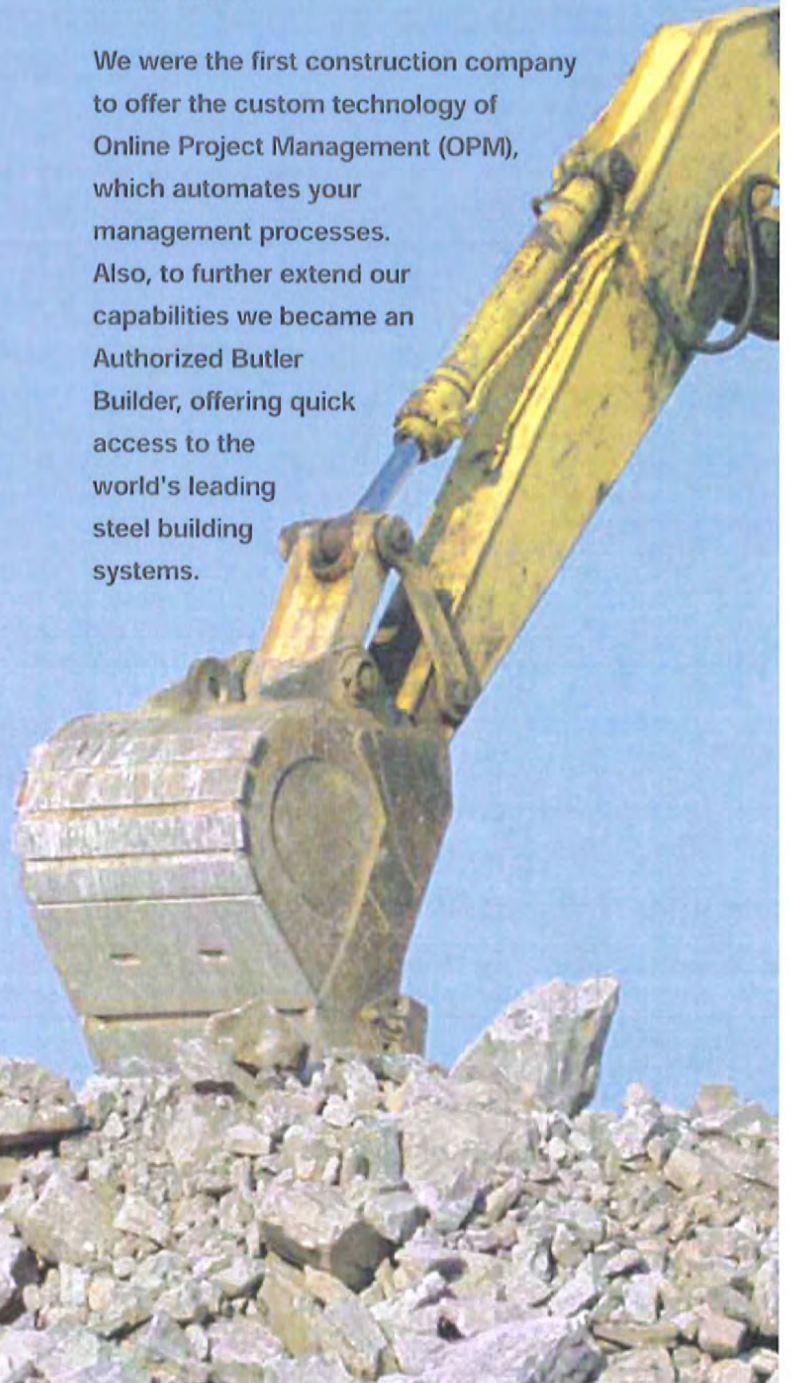
Staying on schedule, maintaining safety, being responsive to your needs — those are the basics that have built our reputation for excellence. But you can count on COR for so much more —

preliminary site selection, demographic analysis, civil engineering, zoning board and utility assistance, architectural design, financing, build-to-suit, tenant recruitment, property management and LEED certified construction.

We were the first construction company to offer the custom technology of Online Project Management (OPM), which automates your management processes. Also, to further extend our capabilities we became an Authorized Butler Builder, offering quick access to the world's leading steel building systems.



*Our Online Project Management (OPM) system keeps you in touch with every aspect of your project.*





You'll find our work throughout the Northeast — in retail, food service, healthcare, office space, commercial, industrial and municipal locations. In any of these environments, whether you're modernizing, expanding or starting fresh from the ground up, the 100+ employees of COR Companies have the experience to simplify the process and handle every detail so you can stay focused on running your own business.

## Improving neighborhoods, improving lives.

At COR Construction, we're serious about being a good corporate citizen for the communities we serve. That's why we recently participated in the Maple Heights neighborhood revitalization in Syracuse, NY. COR managed the construction of 14 new, energy-efficient buildings, totalling 50 units of quality housing. The development replaced several vacant structures with attractive, safe, modern housing, designed to be affordable for today's working families.









# Look what's in store for retailers.

As a retailer, your storefront is your face for all the world to see. Unless it's attractive and inviting, potential customers may never get past the parking lot.

At COR Construction, we've made a name for ourselves by serving some of the biggest names in retailing. Clothing, home improvement, pets, banking, sporting goods, specialty retail — you name it, we've built a store for it. Many of our retail jobs are repeat assignments from clients who've previously appreciated the COR advantages.

From L.L. Bean to Old Navy to Petco, we've built for the best in the business. Whether we're building a stand-alone shop, an auto dealership, a strip-mall, or a multi-faceted retail center, COR Construction will make sure to always put your best foot forward.







## Better offices for better business.

In the business world, your clients will often form their first impression of your company based on the look and feel of your office environment. The space says a great deal about who you are, and it's one of the key criteria by which the world defines you. Clearly, this is no place to cut corners.

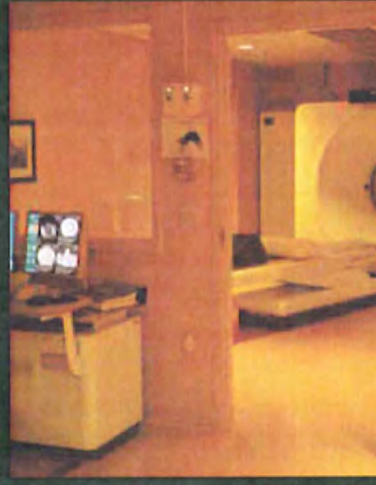
COR Construction brings proven expertise and vision to every office project, whether it's public or private sector; renovation, remodel or completely new construction. We've created some of the most elegant Class "A" office space you'll find, as well as highly economical offices on all levels. Our prestigious client list has included Sensis, Paychex, Hunt Realty, Key Bank and others.

Welcoming reception areas and lobbies, impressive conference facilities and well-planned workspaces play off one another, resulting in the cohesive business environment your company needs. From individual offices to expansive business parks, COR Construction always delivers style, functionality and value.











# Medical facilities everyone can feel good about.

In addition to being spacious and inviting, modern medical facilities need to cater to a wide variety of specific treatment and diagnostic needs. From doctor's visits to lab work to rehabilitation efforts, patients of all types expect first-rate facilities.

COR has extensive experience with the construction of unique healthcare features such as swimming pools, X-ray facilities, workout areas and observation rooms. On every project, the comfort of both the patient and the health professional are essential, and COR keeps both in mind, every time.

Top healthcare organizations have turned to COR for construction, including NY Spine and Wellness Center, Syracuse Orthopedic Specialists, Mary Lou Corcoran Physical Therapy, Hematology/Oncology Associates of Central New York, Pulmonary Health Specialists, and Cyberknife, to name a few. We pride ourselves on creating the type of atmosphere you and your patients can thrive in.







## Customers are eating it up at these locations.

Here's some food for thought: Restaurants and grocery stores constructed by COR are really attracting attention. When today's families decide where to eat, atmosphere is a key factor. That's why Red Robin, Panera Bread and others turn to COR for inviting dining rooms and bars, as well as efficient kitchens and server areas.

Appearance is also critical for grocery stores. COR stores are strategically laid out, and many are segmented to accommodate popular sub-stores within, such as a pharmacy, bakery, deli, florist and restaurant.

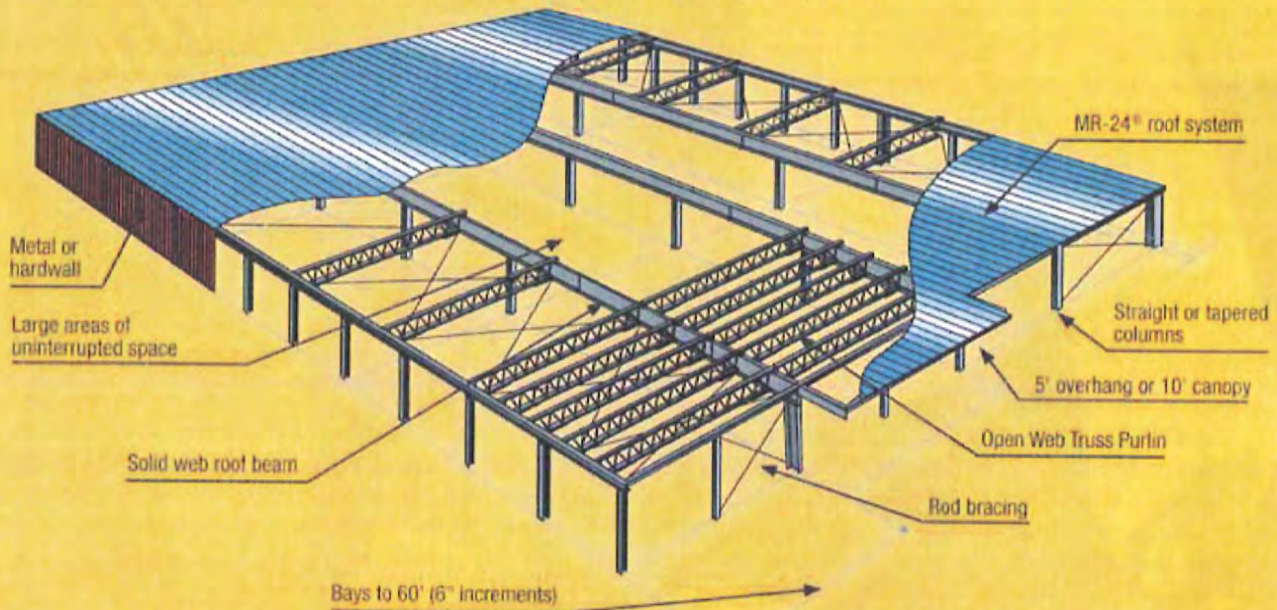


# COR and Butler®: A strong combination.

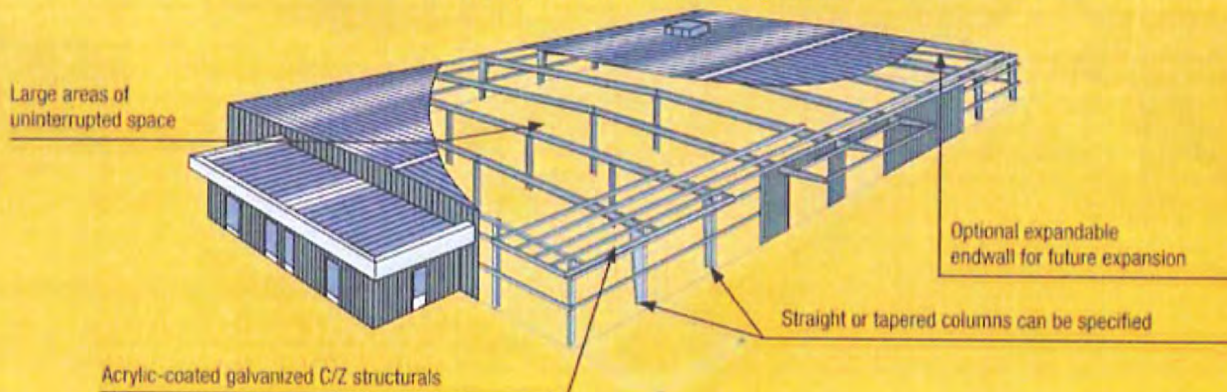
In addition to our custom construction capabilities, COR also offers the speed, efficiency and durability of Butler steel building systems. As an Authorized Butler Builder, we have all the resources of this global building leader at our disposal.

If sustainability, durable design, fast execution — or all three — are important to you, COR is ready to make it happen. Look to us for single-source service, with all the flexibility and functionality of Butler's precision-engineered, factory-built systems.

## Landmark™ 2000 Structural System



## Widespan™ Structural System







**COR**  
CONSTRUCTION  
MANAGEMENT  
COMPANY, LLC

## **What can we build for you?**

COR Construction has the knowledge and expertise to find the solutions you need — and to keep your building moving forward. Contact us today to discuss your next project.

COR Construction Management Company, LLC  
540 Towne Drive, Fayetteville, NY 13066  
phone: 315.663.2100 fax: 315.663.0046  
[www.corcompanies.com](http://www.corcompanies.com)



Authorized Butler Builder



**EXHIBIT B**

# COR PROPERTY SERVICES



**FULL SERVICE PROPERTY MANAGEMENT**  
Committed to exceeding your expectations  
Optimizing solutions to meet your needs  
Resources to meet your requirements



**COR**  
PROPERTY  
SERVICES



At COR Property Services we understand that each client, market and property is unique, so we always bring a fresh tailored approach to managing your property.



## Committed to exceeding your expectations

Commercial property management brings unexpected challenges on a daily basis. You need professionals that can act quickly to resolve those problems for you. COR has the team that knows how to tackle all the unexpected. You can count on COR for exemplary service in everything from parking lot repairs to coordinating compliance with local legislative ordinances.



## Optimizing solutions to meet your needs

COR Property Services is a full-service, third-party property management company, experienced in handling every aspect of your property, from issues that impact your net operating income, to the smallest day-to-day details.



## Resources to meet your requirements

- 🌀 24 Hour On Call Services
- 🌀 In-house Maintenance Department
- 🌀 Internal Accounting Department
- 🌀 Office Building Management
- 🌀 Retail Building Management



COR Property Services has the experience to deal with many issues that may be encountered.

At COR Property Services, we make it our business to understand your needs and offer you an approach to meet them.





## BUILDING EXTERIOR

### Services

#### Parking Lot Maintenance

- Sweeping
- Asphalt Resurfacing
- Striping
- Curb Repairs
- Snow Removal
- Seal Coating
- Crack Fill

#### Landscaping Maintenance

- Lawn Mowing
- Pruning
- Planting
- Spring Clean Up
- Fall Clean Up
- Edging

#### Power Washing

#### Window Washing

#### Sidewalk Repairs

#### Light Pole Maintenance

#### Exterior Painting



Landscaping & Ground Maintenance



Sweeping



Striping



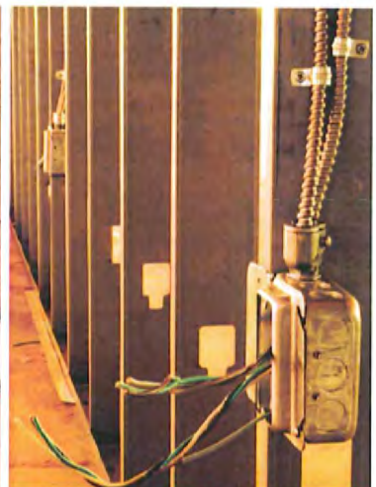


Crack Fill

Lighting



Building Interiors



Security

Electrical

## BUILDING INTERIORS

### Services

Electrical

Plumbing

Heating and Air Conditioning

Roofing

Security

Cameras

Patrols

Card Access

Janitorial Services

Waste Removal

Recycling Removal

Flooring

Mechanical Repairs

Interior Painting

You will find that COR Property Services smoothly fits in with your existing operations, providing as much or as little involvement as you require. Look to us for a wide range of services and proven experience, including: third party accounting, budgeting, cost-control, tenant relations, property landscaping and security.

Put COR Property Services to work on your behalf, and start benefitting from our comprehensive range of property management services today.





## FACILITIES MANAGEMENT

### Tenant Relations

On call 24/7

In-house staffing for facilities

Preventive maintenance programs

### Third Party Accounting

Budgeting

Collecting Rent

Payables

Escalations

Invoicing

### Construction Service(s)

### Construction Management

### Building Services Provided & Managed



We are here to meet your expectations



Third Party Accounting

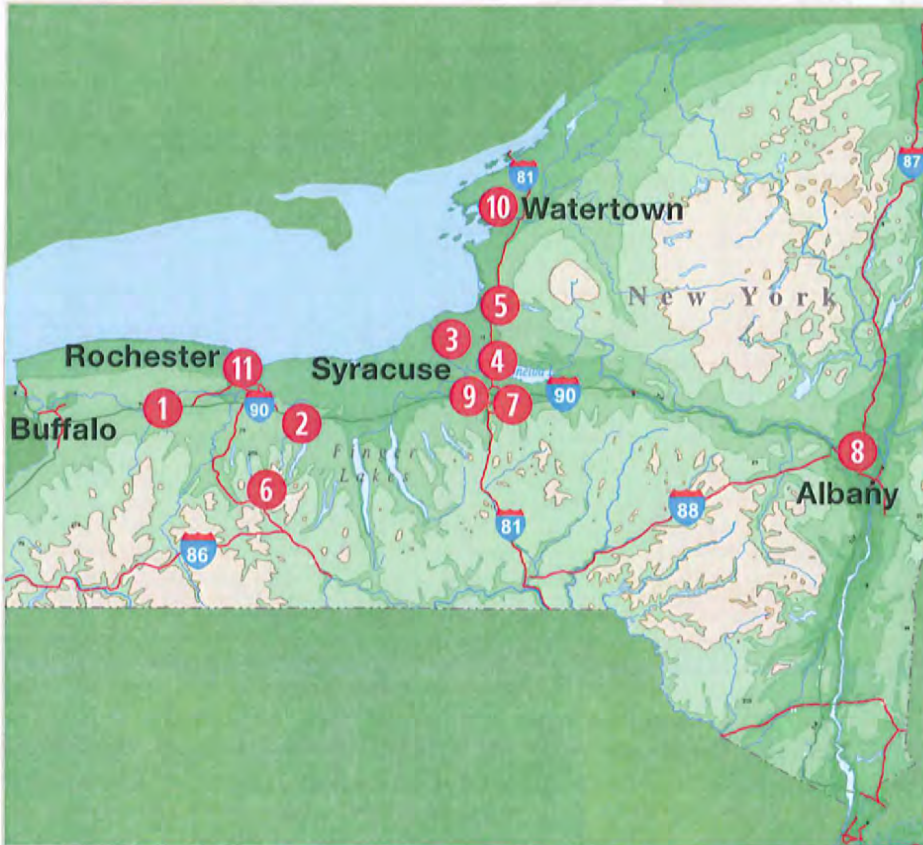




## COR Property Services

*Manages the following  
properties throughout  
New York State:*

**Total Square Footage Managed:  
Over 3,540,000**



### Additional businesses who utilize our services:

Carrabba's Italian Grill

Christopher Community, Inc.

CopperTop Taverns

Crest Cadillac/Acura Dealerships

Elmcrest Children's Center

Family Resource

Fuccillo's Auto Group

Lourdes Camp

M & T Bank

McDonald's

NOCO Energy

Price Chopper Supermarkets

Pulmonary Health Specialists

Syr. Orthopedic Services (SOS)

Tops Friendly Markets

Tully's Good Times

Village Ace Hardware

- 1 Towne Center at Batavia**  
Batavia, New York  
370,000 sq. ft.
- 2 Towne Center at Canandaigua**  
Canandaigua, New York  
100,000 sq. ft.
- 3 Clay Centre**  
Clay, New York  
200,000 sq. ft.
- 4 Collamer Crossings  
Business Park**  
Dewitt, New York  
145,000 sq. ft.
- 5 COR Center**  
Clay, New York  
520,000 sq. ft.
- 6 Erwin Center**  
Painted Post, New York  
36,000 sq. ft.
- 7 Towne Center at Fayetteville**  
Fayetteville, New York  
575,000 sq. ft.
- 8 Latham Center**  
Latham, New York  
300,000 sq. ft.
- 9 Price Chopper Supermarket**  
Syracuse, New York  
69,000 sq. ft.
- 10 Towne Center at Watertown**  
Watertown, New York  
425,000 sq. ft.
- 11 Towne Center at Webster**  
Webster, New York  
800,000 sq. ft.





# COR PROPERTY SERVICES

## FULL SERVICE PROPERTY MANAGEMENT

Committed to exceeding your expectations

Optimizing solutions to meet your needs

Resources to meet your requirements



COR Property Services  
1830 LeMoyné Avenue  
Syracuse, New York 13208

PHONE (315) 468-3051

FAX (315) 468-2984

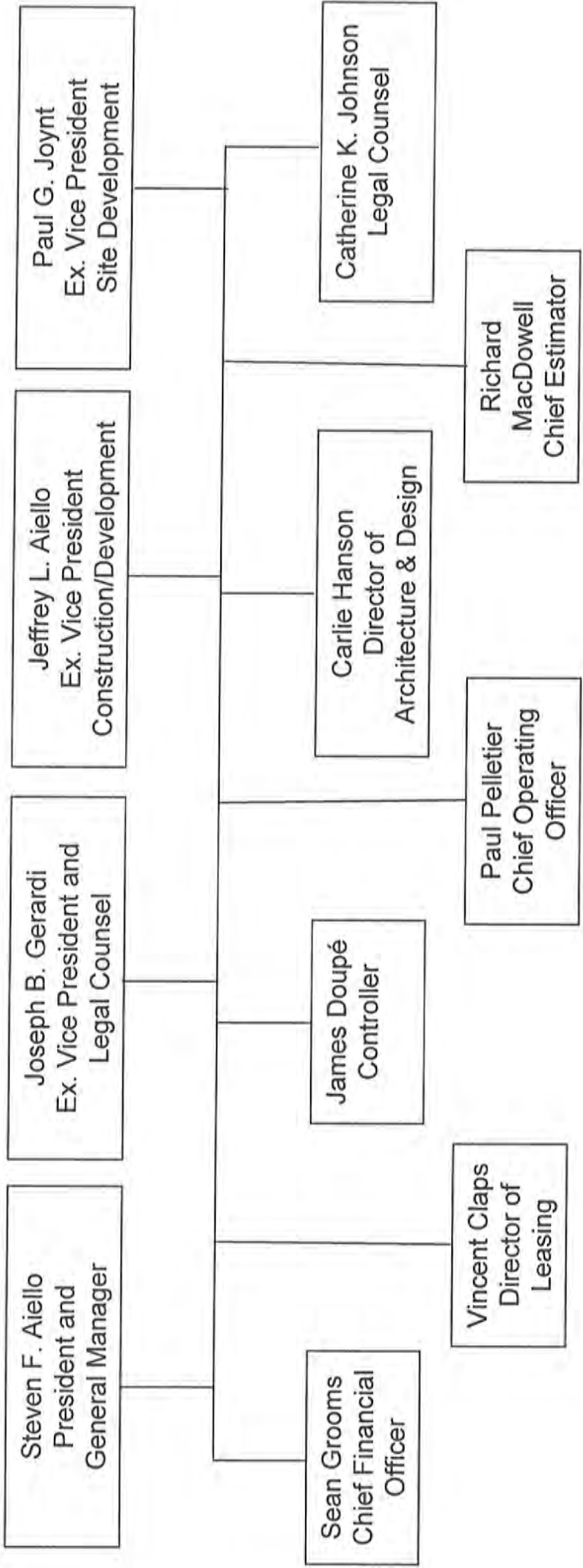
EMAIL [propertyservices@corpropertyservices.com](mailto:propertyservices@corpropertyservices.com)



**EXHIBIT C**



# COR Organizational Chart





**EXHIBIT D**





101 South Salina Street, Syracuse, NY 13202  
315 424 4040 fax 315 424 5937  
Allen J. Naples  
President - Central New York

October 22, 2013


Ms. Alicia Dicks  
President  
Fort Schuyler Management Corporation  
SUNYIT  
100 Seymour Road  
Utica, New York 13502

Dear Ms. Dicks:

Please be advised that COR Development and Mr. Steven Aiello have been clients in excellent standings at M&T Bank in excess of ten years.

During this period, we have financed numerous projects totaling in excess of one hundred million dollars. At all times, COR has handled their arrangements as agreed and complied with all agreements. Should there be an opportunity to support COR in this new venture, M&T Bank would be very interested.

Regards,

  
Allen J. Naples  
Regional President  
Central New York

Cc: S. Aiello, President  
COR Development

/dd

**EXHIBIT E**



# ATTACHMENT C

## *Insurance and Indemnification Requirements*

### 1. **Insurance Limits**

Vendor and Vendor's subcontractor shall purchase and maintain at a minimum the following types of insurance coverage and limits of liability:

- A. **Commercial General Liability ("CGL")** with limits of insurance of not less than \$1,000,000 each Occurrence and \$2,000,000 Annual Aggregate. CGL coverage shall be written on ISO Occurrence form CG 00 01 10 93 or a substitute form providing equivalent coverage and shall cover liability arising from premises, operations, independent contractors, products-completed operations, and personal and advertising injury. If the CGL coverage contains a General Aggregate Limit, such General Aggregate shall apply separately to each project.

Fort Schuyler Management Corporation ("FSMC"), the Research Foundation of State University of New York ("RF"), the State University of New York ("SUNY"), The SUNY College of Nanoscale Science and Engineering (CNSE), State University of New York Institute of Technology at Utica/Rome (SUNYIT), and the State of New York ("STATE") shall each be named as Additional Insureds on the Vendor's CGL policy using ISO Additional Insured endorsement CG 20 10 11 85, or CG 20 10 10 93 and CG 20 37 10 01, or CG 20 33 10 1 and CG 20 37 10 01, or an endorsement providing equivalent coverage to the Additional Insureds. This insurance for the Additional Insureds shall be as broad as the coverage provided for the named insured Vendor. This insurance for the Additional Insureds shall apply as primary and non-contributing insurance before any insurance or self-insurance, including any deductible, maintained by, or provided to, the Additional Insureds.

Vendor shall maintain CGL coverage for itself and all Additional Insureds for the duration of the project and shall maintain Completed Operations coverage for itself and each Additional Insured for at least 3 years after completion of the work.

- B. **Business Automobile Liability ("AL")** with limits of insurance of not less than \$1,000,000 each accident. AL coverage must include coverage for liability arising out of all owned, leased, hired and non-owned automobiles. FSMC, RF, SUNY, CNSE, SUNYIT, and STATE, shall each be named as Additional Insureds on the Vendor's AL policy. This insurance for the Additional Insureds shall be as broad as the coverage provided for the named insured Vendor. The AL coverage for the Additional Insureds shall apply as primary and non-contributing insurance before any insurance maintained by the Additional Insureds.
- C. **Workers Compensation ("WC")** Employers Liability and Disability benefit as required by New York State. Detailed information can be obtained by going to the link <http://www.wcb.state.ny.us/> Please note Accord form is NOT acceptable proof of insurance for Workers' Compensation, Employers Liability and Disability insurance. A C105.2, CE-200, or other WC officially sanctioned form is required.
- D. **Commercial Umbrella Liability ("UL")** with limits of insurance of not less than a limit of \$10,000,000. UL coverage must include as Additional Insureds all entities that are Additional Insureds on the CGL and the AL.
- E. **Property Insurance ("PI")** Vendor shall purchase and maintain for the duration of this agreement Property Insurance in the amount of \$6,000,000 that includes coverage for the personal property/equipment of others and/or property that is in the care, custody and control of Vendor.

This policy should provide "all-risk" coverage and shall include coverage for the perils of "testing", "calibrating" and "mechanical breakdown." FSMC and RF shall be named as Loss Payees on the PI policy maintained by Vendor.

**F. Waiver of Subrogation:** Vendor waives all rights against FSMC, RF, SUNY, CNSE, SUNYIT, and STATE and their agents, officers, directors and employees for recovery of damages to the extent these damages are covered by CGL, AL, WC & EL PI or UL insurance maintained per the requirements stated above.

**G. Certificate of Insurance:** Certificate of Insurance acceptable to FSMC, RF, SUNY, CNSE, SUNYIT, and STATE must be provided prior to commencement of the Vendor's work. A copy of the General Liability Additional Insured endorsement shall be attached to the Certificate of Insurance.

Certificate Holder: Fort Schuyler Management Corporation  
SUNYIT  
100 Seymour Road  
Utica, New York 13502

**H. Notice of Cancellation or Coverage Modification** to the certificate of insurance: No insurance policy required above shall be cancelled, modified allowed to expire, or reduced in coverage without at least 30 days prior written notice to the Foundation.  
Notice of Cancellation to the Workers' Compensation and Disability benefit without at least 10 days prior written notice to the Foundation.

The obligation of Vendor to indemnify any party shall not be limited in any manner by any limitation of the amount of insurance coverage or benefits including workers' compensation or other employee benefit acts provided by Vendor.

2. **Indemnification Requirements**

Vendor shall indemnify, save, hold harmless and defend each of Fort Schuyler Management Corporation ("FSMC"), the Research Foundation of State University of New York ("RF"), the State University of New York ("SUNY"), The SUNY College of Nanoscale Science and Engineering (CNSE), State University of New York Institute of Technology at Utica/Rome (SUNYIT), and the State of New York ("STATE"), and the agents, directors, trustees, officers, employees, shareholders, members, and assigns of each of them (collectively, "Indemnitee") from and against any and all claims, damages, demands, actions, judgments, lawsuits, proceedings, assessments, liabilities, losses, penalties, costs and expenses (including, without limitation, reasonable attorneys' fees, costs and expenses), whether or not subject to litigation (collectively, "Indemnified Claims"), incurred by any Indemnitee in connection with the performance of this Agreement, or for any damage or destruction of property, or injury, sickness, disease or death to persons caused by any acts or omissions of Vendor's or its employees' or agents'.

**Acknowledgement:** By signing below, you acknowledge your organizations willingness to comply with these insurance and indemnification requirements should your organization be awarded the project.

X

Joseph B. Gerardi

Date: November 7, 2013

Print Name: Joseph B. Gerardi

Title: Executive Vice President and Legal Counsel

**Project: For A Strategic Research, Technology Outreach, Business Development, Manufacturing, And Education And Training Partnership With A Qualified Local Developer In The Greater Syracuse Area**



# ATTACHMENT D

## ***Disclosure of Prior Findings of Non-Responsibility***

*New York State agency finding of non-responsibility during the previous four (4) years*

### Disclosure of Prior Findings of Non-Responsibility Form

Name of Entity of Responder seeking to enter into the Contract: COR Development Company, LLC

Address: 540 Towne Drive, Fayetteville, New York 13066

Name and Title of Person Submitting this Form: Joseph B. Gerardi, Executive Vice President and Legal Counsel

1. Has any Governmental Entity made a finding of non-responsibility regarding the individual or entity seeking to enter into the Developer Contract in the previous four years? (Please circle):

No (If no, skip to question #5)

Yes (If yes, answer question #2, #3, & #4)

2. Was the basis for the finding of non-responsibility due to a violation of State Finance Law §139-j (Please circle):

No

Yes

3. Was the basis for the finding of non-responsibility due to the intentional provision of false or incomplete information to a Governmental Entity? (Please circle):

No

Yes

4. If you answered yes to any of the above questions, please provide details regarding the finding of non-responsibility below and attach additional pages as necessary.

Governmental Entity: \_\_\_\_\_

Date of Finding on Non-responsibility: \_\_\_\_\_

Basis of Finding of Non-responsibility: \_\_\_\_\_

5. Has any Governmental Entity or other governmental agency terminated or withheld a Contract with the above-named individual or entity due to the intentional provision of false or incomplete information? (Please circle):

No

Yes (If yes, answer question #6)

6. If yes, please provide details below and attach additional pages as necessary.

Governmental Entity: \_\_\_\_\_

Date of Termination or Withholding of Contract: \_\_\_\_\_

Basis of Termination or Withholding: \_\_\_\_\_

Responder certifies that all information provided to the Governmental Entity with respect to State Finance Law §139-k is complete, true and accurate.

By: Joseph B. Gerardi (Signature)

Name: Joseph B. Gerardi, Executive Vice President and Legal Counsel

# ATTACHMENT E

## *Disclosure of Lobbying Activity*

*Disclosure of any person or company that lobbied on your behalf in relation to this RFP.*

### Disclosure of Lobbyist Form

Solicitation or Contract Number:	
Name of Proposer or Contractor:	COR Development Company, LLC
Address:	540 Towne Drive, Fayetteville, NY 13066
Name and Title of Person Submitting this Form:	Joseph B. Gerardi, Executive Vice President and Legal Counsel
Is this an initial filing or an updated filing in?	
	<p><b>Section II. Agency and Authority Responsibilities</b></p> <p>1. Every covered agency and authority shall ensure that bid or proposal documents for procurement contracts include the name, address, telephone number, place of principal employment and occupation of every person or organization retained, employed or designated by or on behalf of the contractor to attempt to influence the procurement process and whether such person or organization has a financial interest in the procurement.</p> <p>2. Every covered agency and authority shall ensure that bid or proposal documents for procurement contracts shall include the name, address, telephone number, place of principal employment and occupation of every person or organization subsequently retained, employed or designated by or on behalf of the contractor to attempt to influence the procurement process and whether such person or organization has a financial interest in the procurement. Every covered agency and authority shall ensure that contractors shall inform the agency or authority of the identity of any such persons or organizations prior to such person or organization contacting a covered agency or authority.</p>
(Please indicate with an "X")	
Initial Filing	
Updated Filing	
Date submitting this form:	
The following person(s)* or organization was retained, employed or designated by or on behalf of the Proposer or Contractor to attempt to influence the procurement process:	
	NONE
Name:	
Address:	
Telephone Number:	
Place of Principal Employment:	
Occupation:	
Does the above named person or organization have a financial interest in the procurement?	
(Please indicate with an "X")	
Yes	
No	

\*Attach additional forms as necessary