

McGuire

Development Co



FULL-SCALE COMMERCIAL REAL ESTATE EXPERTS

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WE ARE MORE THAN TRANSACTION FACILITATORS

As a full service commercial real estate organization in Western New York, McGuire Development understands the intricacies of this industry on a national scale. Our experienced team is comprised of diverse talent, coming from various professional backgrounds. We are driven by our effort to shift away from transactional thinking, to instead focus on creating long-term relationships, built upon transparency and trust. Our collaborative background, coupled with a Midwestern work ethic, allows us to tackle projects of all shapes and sizes.

This level of dedication goes beyond the industry standard and offers our clients services that exceed traditional Tenant Representation & Brokerage. We consider our industry approach to be revolutionary in the sense that the interests of our firm are aligned with that of our clients. We call this approach “***Philosophy Over Fee***”, always ensuring that the interests of the client stay at the forefront.

Historically, McGuire Development has pursued multiple commercial real estate development projects that proved to be incredibly beneficial in Naples, Indian Shores, Sarasota and Titusville. Notable projects include Collier Health Park, Airport Pulling Property, and Bayshores Yacht & Tennis Club. McGuire has maintained an active real estate brokerage license in both New York State and Florida since the inception of our organization. Our CEO Jim McGuire has been an investor in Florida since the mid-nineties, and the McGuire family has been an active development and property owner since the mid-seventies.

McGuire Development prides itself for operating as a collaborative team to provide a signature transparent process. This approach has allowed us to be recognized as one of the most sought after commercial real partners in Western New York. After successfully reinvigorating our Buffalo based organization over the last 15 years, it's time to bring our signature transparent CRE process to the Florida market.

TENANT REPRESENTATION & BROKERAGE

Our focus is CLIENT ADVOCACY- always delivering the highest value to our clients

WHY MCGUIRE?

McGuire Development exhibits a level of dedication that goes beyond the industry standard and offers our clients services that exceed traditional Tenant Representation & Brokerage. After your initial meeting with McGuire, we begin our research process to identify and align strategic business, financial, and operational objectives that exceed the overall real estate/corporate objective.

PHILOSOPHY FEE

We consider our industry approach to be revolutionary in the sense that the interests of our firm are aligned with that of our clients. We call this approach “philosophy over fee”, always ensuring that the interests of the client stay at the forefront.

- MARKET KNOWLEDGE, SITE RESEARCH, SELECTION & BUSINESS ANALYTICS
- FINANCIAL ANALYSIS, DEAL STRUCTURING, LEASE RESTRUCTURE & AUDIT
- COORDINATION WITH PROJECT IMPLEMENTATION TEAMS

THE PROCESS



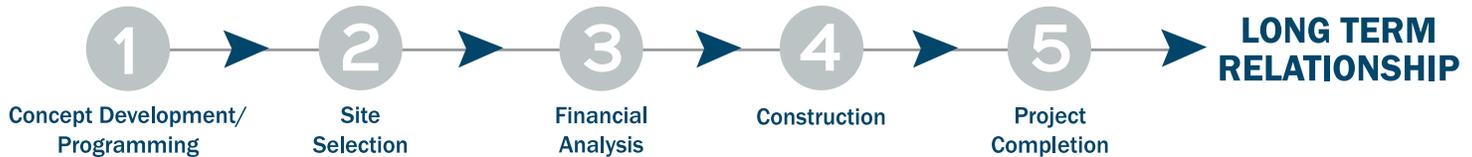
COMMERCIAL DEVELOPMENT

Project Management Services- JV Partnerships- Portfolio Development/Management

WHY MCGUIRE?

As a full-scale real estate firm, we understand the challenges in executing a project that meets both the immediate needs, as well as accommodating for the future. The well versed in-house team at McGuire ensures the project feasibility, long-term flexibility, financial considerations, and end-user needs have been identified and addressed. Our development services deliver unique construction and development based expertise that goes above and beyond the typical CM-managed project for institutional, commercial and capital development projects. We operate with a fully transparent development model, which is significantly different than traditional industry standards.

THE PROCESS



We offer a variety of approaches in developing both our personal portfolio, as well as creating strong and successful JV partnerships and project oversight.

OWNER'S REPRESENTATION+

Real Estate Experts: Real Projects - Real Solutions - Real Value

WHY MCGUIRE?

Our focus first and foremost is always the strength of the relationship that we create with our clients. This instrumental element creates a sense of camaraderie and guiding trust between all parties, further leading to a successful project. We will create an adaptable strategy to each initiative; however, a linear process from start to finish will always be maintained, ensuring complete connectivity.



THE PROCESS

McGuire Development bridges the gap between the owner and the professionals involved in a real estate project. Working with McGuire allows our clients to focus on their business while we focus on the project.

OUR LINEAR STRATEGY



OUR EXPERIENCE

MIXED-USE

MIXED USE

OFFICE BUSINESS PARK



McGuire Development and AmCap Inc. together manage and own AppleTree Business Park. This professional office park offers a unique one-stop campus with numerous on-site amenities for tenants such as a private gym, deli & cafe, day care center, NFTA Metro bus station, and full-time security.

Our team continues to provide Tenant Representation services by consistently researching new tenant opportunities, and conducting lease negotiations for the 100,000 SF space at AppleTree Business Park.



Lou Billittier owner of Chef's Restaurant in Downtown Buffalo NY collaborated with the McGuire Development brokerage team on expanding their current business model as well as franchise locations called Chef's "On The Go". Chef's Restaurant is the Home of the World Famous Spaghetti Parm for 100 years in Western New York, their new "On The Go" location offers a fast pick up menu ordering system. Our team successfully navigated many brainstorming meetings, NDA's, trademarking, and legal filing for franchise with time sensitive issues for this client. Keeping Lou's franchise vision at the forefront despite many hurdles along the way is a key part of McGuire's business model.

MIXED USE

HAROLD'S SQUARE, ITHACA NY



With a focus on sustainability, Harold's Square development project retrofits four existing buildings in the city of Ithaca, NY and will be the first 12-story building in Downtown Ithaca. This mixed-use project, with 16,000 SF of retail, 34,000 SF of office and 81,000 SF of residential units (109 total) will provide the first "new" retail, market-rate housing, and office inventory on the Downtown Ithaca NY Commons in over a decade. Fostering compact development, the project will enhance the existing Ithaca Commons and encourage tourists, residents, and employees alike to "live, work and play" in a vibrant community.



Nearly 76,500 SF of medical office space along Health Park Blvd. makes up Collier Health Park in Naples, Florida. McGuire Development acquired the Park as an investment piece in Naples medical real estate market. The acquisition was fueled on the basis of our team looking to dive into the opportunistic, upgrowth of the Naples market, and Collier Health Park's location adjacent to NCH's North Naples Hospital. Primary use of the Park includes a physicians building, medical plaza and joint venture outpatient surgery center. Our team continues to provide Tenant Representation services by consistently researching new tenant opportunities, and conducting lease negotiations for Collier Health Park tenants.



Buffalo Development Corporation and McGuire Development Company are partnered on the construction of the Emerson II School of Hospitality. This historic building, formerly the C.W. Miller Livery is an essential adaptive reuse project in a fantastic urban campus atmosphere. Emerson II will offer an expansion of the schools existing culinary curriculum by adding a hospitality component. The expansion of these programs will be a major asset to the Downtown Buffalo community and surrounding neighborhoods. The 102,000 SF project includes education space, ground floor restaurant, gym, and a parking garage.



McGuire Development acquired the Surgery Center of Naples as an investment piece in Naples medical real estate market. The acquisition was fueled on the basis of location across the street to NCH's North Naples Hospital, and the need for ease of same day procedures – those requiring more care than your doctor's office but do not require an overnight hospital stay. This outpatient surgery center involved making key tenant improvements to the site, and local interest in the location spurred the sale of the Surgery Center of Naples to local physicians in Naples (ASCOA). ASCOA is one of the only ambulatory surgery center companies owned—and still managed—by physicians.

MIXED USE

7501 AIRPORT PULLING, NAPLES FLORIDA



This sophisticated and environmentally responsible Commercial and Residential zoned space was proposed to Pulte Homes, with the idea to combine premier living with incredible retail experiences, all on one campus. The team understood the value of a 312,000 SF mixed use property with eco-conscious condominiums and commercial campus, located in a high-demand area in Naples, Florida. McGuire Development worked diligently to find ideal land value reconciliation, approval, and tenants for the building. McGuire sold the development site to Pulte Homes in 2016. Pulte Homes continues to establish this property as a high-end residential site.



McGuire Development worked as the exclusive broker of record to help World of Beer (WOB) select their facility in Buffalo, NY. The team selected the site for its high visibility and central location after an extensive site search was performed for the franchise owner. McGuire recommended WOB to explore the possibility of building and/or developing in the Buffalo, Rochester, and Erie, PA regions. Our team prepared and presented research on several potential locations including: a site study, demographics, due diligence report, competitive assessment, and a corporate tour of sites to help the WOB executive team reach a decision.



McGuire Development was retained by The Richardson Center Corporation to provide Owner Representation services for the core restoration historic renovation: Hotel Henry. McGuire worked hand in hand facilitating communication efforts among all parties involved which included: maintaining project budgets and financial reporting, facilitating FF&E-related design and procurement decisions, offering solutions for cost savings, and holding all parties accountable to hitting decision-making milestones for the project's completion. The McGuire team was able to bring to light several budgetary concerns and resolve them positively for RCC and get the project timeline back on track to meet the original completion date. Hotel Henry enjoyed a successful grand opening in 2017 and McGuire continues to provide ongoing consulting services to restore the rest of the site.



McGuire Development was retained by Pegula Sports and Entertainment (PSE) to provide Owner Representation services for the redevelopment of 79 Perry Street. The 79,000 SF building located in the historic Cobblestone district in Buffalo, NY, has become a first class entertainment destination. The five-story warehouse was developed into a mixed-use facility that includes retail, commercial, and residential space.

PSE named Labatt USA as their anchor tenant, which houses the Labatt (FIFCO) headquarters, PSE offices and includes a Labatt-themed Brew House. McGuire was also retained to provide Property Management services to the building. The buildout of this impressive adaptive historical redevelopment was completed early 2019.

RESIDENTIAL



Andalusia is a joint venture private, gated Mediterranean-styled residential community project that features 167 one and two story single family homes, ranging from approximately 1,800-3,400 SF. Andalusia amenities include: clubhouse, fitness center, lagoon style pool, sun deck, hot tub, playground and half basketball court. Set on 78 acres and built around Lake Azzuri, floor plans at Andalusia include gourmet kitchens, open floor plans, master suites, barrel terracotta roof tiles and eco-friendly features. Located in North Naples off Whippoorwill Lane, west of I-75. Construction at Andalusia began in 2004-2007 and finished in 2016.

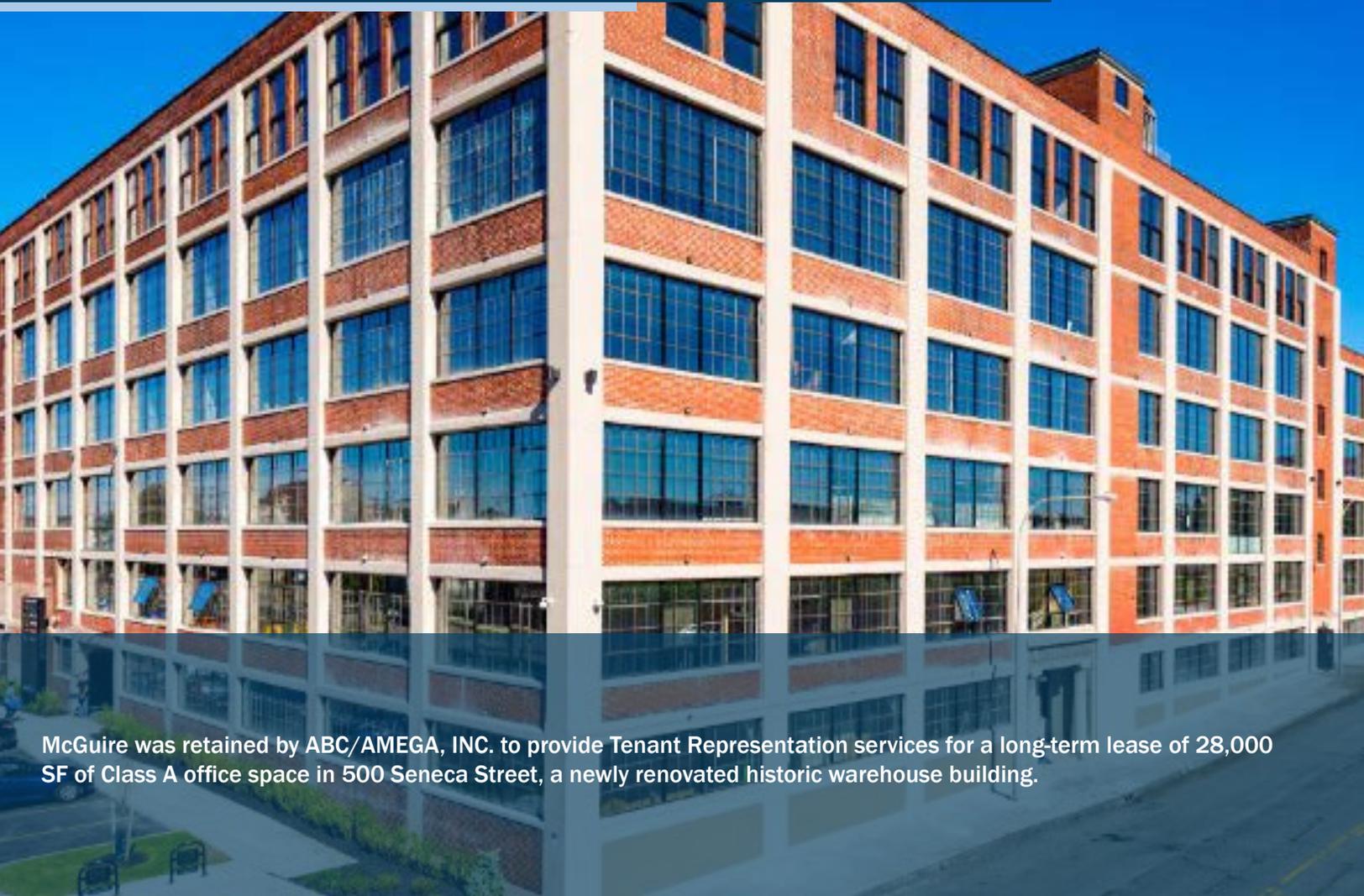


Fairchild Place is a joint venture residential apartment unit complex and townhomes comprised of 1-2 bedroom units ranging from 1,000-1,500, with an open layout and modern, luxury finishes. Fairchild Place is located within walking distance to the beautiful historic Village of Lewiston and ArtPark outdoor live music venue; an unmatched living experience with incredible accessibility to culture, dining, and entertainment options. Residents enjoy an art centered modern aesthetic, designer finishes, stainless steel appliances, granite countertops, and modern entertainment capabilities.

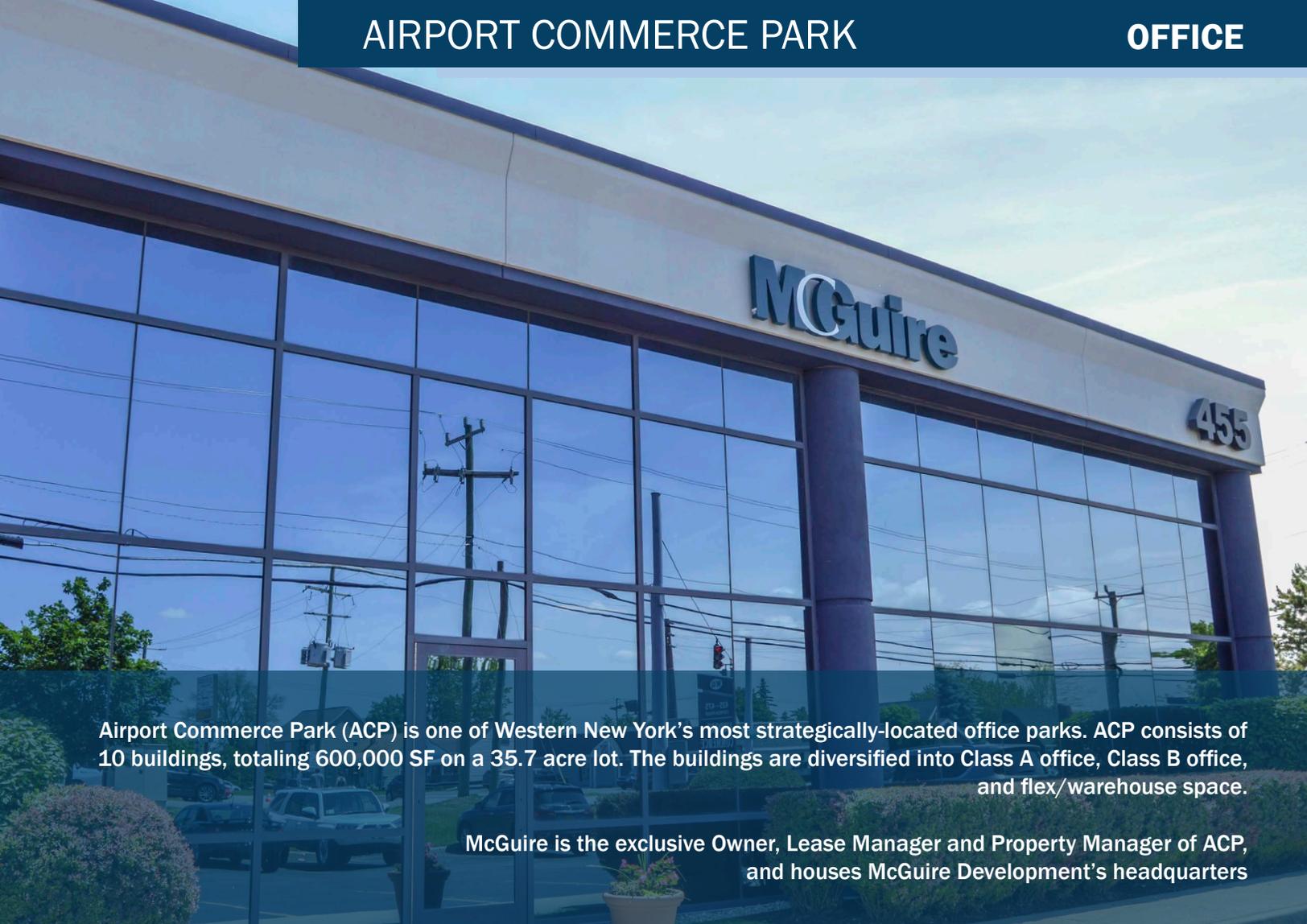
PROFESSIONAL OFFICE

OFFICE

CLASS A HISTORIC ADAPTIVE REUSE



McGuire was retained by ABC/AMEGA, INC. to provide Tenant Representation services for a long-term lease of 28,000 SF of Class A office space in 500 Seneca Street, a newly renovated historic warehouse building.



McGuire

455

Airport Commerce Park (ACP) is one of Western New York's most strategically-located office parks. ACP consists of 10 buildings, totaling 600,000 SF on a 35.7 acre lot. The buildings are diversified into Class A office, Class B office, and flex/warehouse space.

McGuire is the exclusive Owner, Lease Manager and Property Manager of ACP, and houses McGuire Development's headquarters

OFFICE

CLASS A TECH



McGuire Development was selected to serve as the designated Developer and Owner's Representative for IBM's new innovation center in Buffalo, NY. McGuire conducted a comprehensive site search, seeking a facility in Buffalo's downtown core that would accommodate IBM's 500-employee technology center. The selected facility, Key Center at Fountain Plaza, will house an approximate 100,000 SF center for IBM. The facility occupies the top six floors of Key Center's South Tower. The project was completed April 2018 and was a part of the Buffalo Billion economic development initiative.

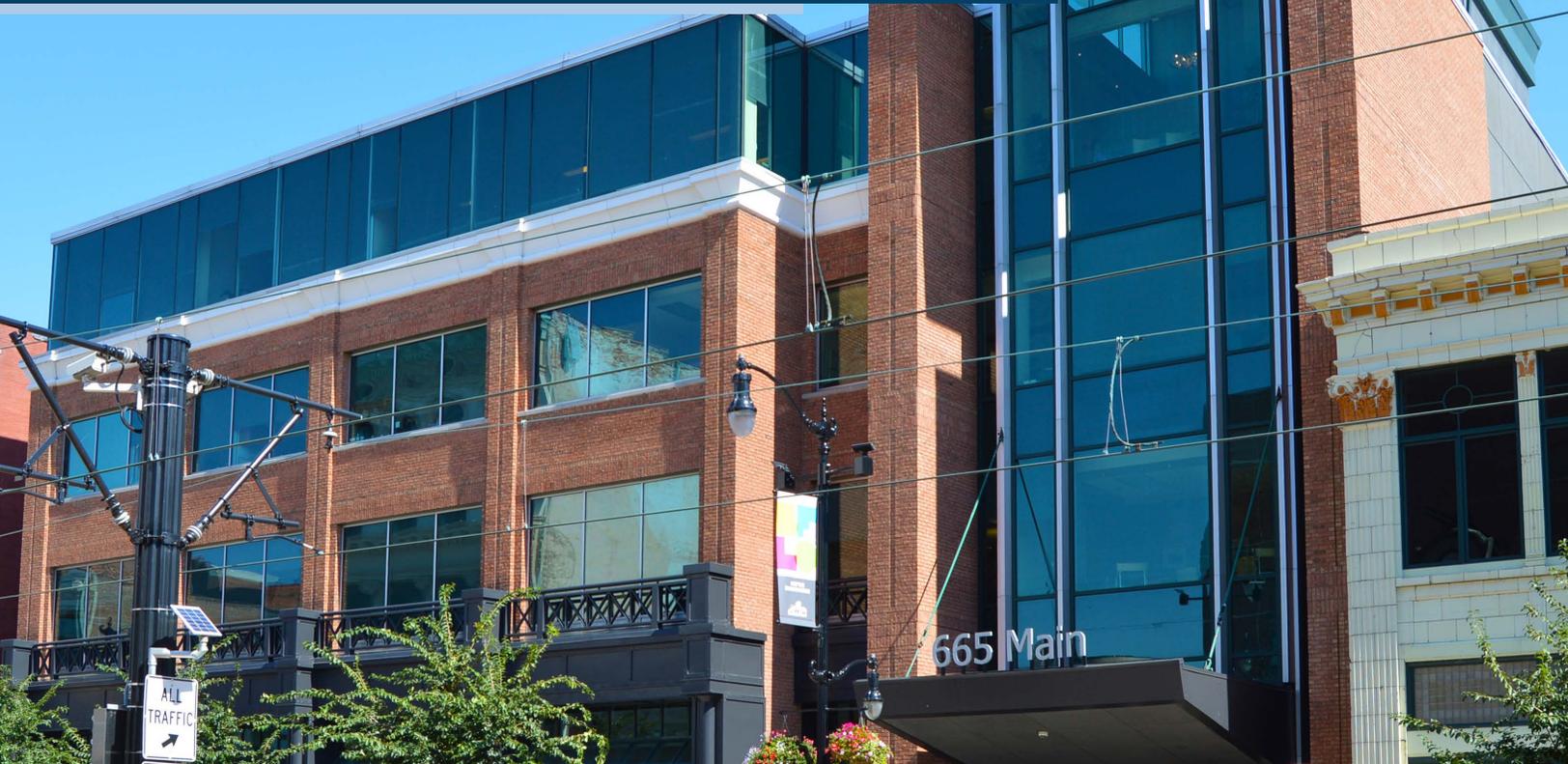


McGuire Development purchased 1.5 acres of land and developed a 15,000 SF Class A energy efficient office building in Williamsville, NY. This building is now home to Szymkowiak & Associates, and Buffalo Medical Group's Podiatry practice.

McGuire was able to deliver Szymkowiak & Associates an impressive space with high-end finishings, in a superior location for their current and future growth needs.

OFFICE

CLASS A BOUTIQUE OFFICE



The growth of Goldberg Segalla identified a need to expand their square footage from 24,000 SF to 64,000 SF. The redevelopment allowed Goldberg Segalla to consolidate its two local offices and bring close to 60 additional employees into the downtown business corridor. Throughout the design and construction process, we collaborated with Goldberg Segalla to maximize their utility and ensure that the space would properly accommodate their growth pattern. The resulting project is a Class A boutique office building, that was completed on time and under budget in the heart of the theatre district. The building is now 100% occupied.



As the Developer and Owner's Representative for Tronconi Segarra's new building, McGuire Development worked closely on the design, vision, and budget for the project. After a thorough evaluation of Tronconi Segarra's current facility, lease, and future needs, McGuire determined that the construction of a new facility was the best long-term option for the CPA firm. McGuire first performed an extensive site search before making the decision to develop a new building. The result was a joint venture to create a Class A professional office building totaling over 19,000 SF of space. The project was completed on time, under budget and delivered Tronconi Segarra's incredible vision.

MEDICAL

MEDICAL

4855 & 4901 CAMP ROAD



McGuire Development was approached by two prominent physicians to develop a full service medical center. McGuire teamed up with Dr. Kristen Robillard to acquire and develop a 7 acre site on Phase I Camp Road in Hamburg, NY. Based on the success of Phase I, Phase II was initiated to develop 4901 Camp Road, a 16,000+ SF medical building constructed in 2015. Two medical buildings totaling 46,590 SF were constructed and completed. The buildings are anchored by Lakeshore Primary Care Associates, including a pain management center, Buffalo Heart Group and a Catholic Health System lab; Windsong Radiology; Buffalo Orthopedic Group; Buffalo Physical Rehab Group.



McGuire Development serves as Buffalo Medical Group's (BMG) exclusive real estate consultant. BMG is one of Western New York's largest and most comprehensive physician groups in the region. McGuire continues to assist BMG in all facets of real estate services including Owner Representation. As Owner's Representative McGuire oversaw the construction process, weekly meetings with the construction team and BMG's management to ensure the project remained on time and within budget. As BMG's exclusive real estate consultant, McGuire renegotiated & facilitated the lease of new additional Class A medical office space and the addition of a tenant improvement allowance for significant renovations.

MEDICAL

CAPITAL PROJECTS MEDICAL CAMPUS



Erie County Medical Center (ECMC) and McGuire's Developments relationship involves comprehensive lease management, real estate consulting services, and comprehensive facilities audits. McGuire served as Owner's Representative for a \$250 Million 2009 Capital Projects campaign. This campus expansion initiative required continuous transparent communication with development and construction management teams. McGuire and ECMC have completed over 50 construction projects together with a total cost of more than \$300 Million.



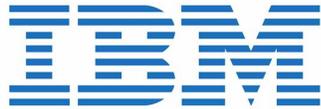
Northwoods Medical Center retained McGuire Development to provide property management, leasing services, asset management, and financing services. McGuire determined areas for improvement and ways to increase operational efficiencies for the medical office building. McGuire developed a strategic plan to include interior and exterior upgrades to all common areas. McGuire's brokerage team was able to source new tenants for the building, fully occupying it. In total, McGuire assisted in increasing occupancy by 12% and lowering operating expenses by 5%. As a result, McGuire has taken an ownership interest in the building as the team continually improves the property and leases new space.

OUR EXPERIENCE

ADDITIONAL EXPERIENCE



PEGULA SPORTS AND ENTERTAINMENT



ABC / Amega INC



BARCLAY DAMON

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