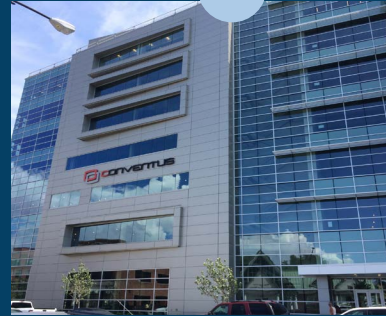


# OWNER REPRESENTATION +



**McGuire**  
Development Co

455 Cayuga Road, Suite 100, Buffalo, NY 14225  
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# REAL ESTATE EXPERTS

REAL PROJECTS - REAL SOLUTIONS - REAL VALUE

## WHY MCGUIRE?

Our focus first and foremost is 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, the benchmark of a successful project.

## THE PROCESS

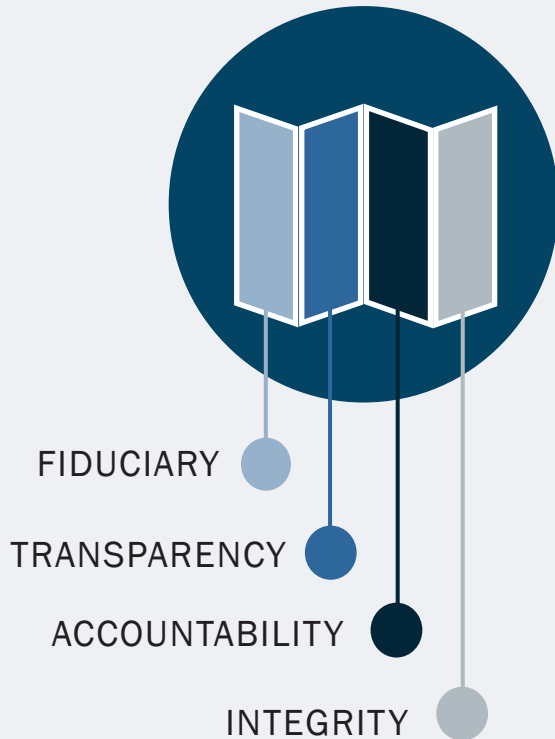
McGuire Development bridges the gap between the owner and the professionals involved in a real estate project. Our approach streamlines the project lifecycle from conception to completion; allowing our clients to focus on their business while we focus on the project.



## OUR LINEAR STRATEGY



## CORE EXPERTISE



Every project is different. We will create a strategy tailored to each initiative; our constant key to success however, is implementing a linear process from start to finish, ensuring complete connectivity.

Our track record of protecting clients, saving money, and providing accountability has made McGuire among the most trusted and sought after commercial real estate experts in the region.

We are focused on providing complete transparency to the construction and capital projects process through providing the highest level of commitment to each of our clients and partners on every project.

# OUR EXPERIENCE



# PROFESSIONAL OFFICE

## **Featured Projects**

PSE (Pegula Sports & Entertainment) Corporate Offices

IBM

Tronconi Segarra & Associates

Phillips Lytle



McGuire Development was retained by Pegula Sports and Entertainment to provide Owner Representation services for the \$20+ Million adaptive reuse development project 79 Perry Street. The five-story, 79,000 SF structure features the Labatt Brew House, The Draft Room restaurant and beer garden, Bakery 55, FIFCO (formerly Labatt USA) Headquarters, as well as PSE's modern headquarters. The building also houses four high-end apartment lofts.



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, houses an approximate 100,000 SF state-of-the-art training and research center for IBM. The facility occupies the top six floors of Key Center's South Tower. The project was completed April 2018, under budget, and was a part of the Buffalo Billion economic development initiative.





As the Developer and Owner's Representative for Tronconi Segarra's new building, McGuire worked closely on the design, vision, budget and timeline for the project. The McGuire team conducted weekly meetings with the architect and construction manager, ensuring the project moved forward according to the projected schedule and budget, despite adverse weather conditions throughout the Fall and Winter. As a result, the new building was completed on time, within budget, and delivered Tronconi Segarra's incredible vision.





McGuire was retained to provide fiduciary oversight services to Phillips Lytle as it began navigating the relocation of the law firm's headquarters from the Seneca One Tower to 125 Main Street. McGuire scrutinized the plans prepared by Benderson Development for core and shell design- focusing specifically on the firms strict HVAC tolerances.

McGuire challenged the team members involved in making the new headquarters a reality, when necessary and ensured a successful transition to the new office space a month ahead of schedule and under budget.



# MEDICAL

## **Featured Projects**

General Physicians PC

Buffalo Medical Group

UBMD Physicians Group

Erie County Medical Center



General Physician, P.C. retained McGuire Development to oversee the complete build out and procurement process for their new innovative, multidisciplinary medical office space on the 3rd floor of the newly constructed 1091 Main Street building. The 18,000+ SF space includes 30 individual patient exam rooms, as well as spaces for ancillary care services, and a spa-like waiting room. The project wrapped on time August 2019 as scheduled. GPPC needed input on 10 different service consulting initiatives from suite renovations to site searches, contraction and consolidation strategies. McGuire successfully delivered a competitive bid process, and open communication, allowing GPPC to focus on medicine while we handled the real estate.





McGuire acted as the Owner's Representative for BMG's new 45,000 SF state-of-the-art medical office building in Orchard Park, NY, and the subsequent expansion of the Southtowns property. Both projects were successfully completed on time and under budget. McGuire has also worked diligently with BMG on the development and implementation of its 10-year real estate plan, ensuring it coincides with the company's mission. McGuire continues to work with BMG on all of their current and future real estate needs and goals.



McGuire was retained by UB|MD Physicians Group (UBMD) to provide Owner Representation services for assisting in combining 19 separately operated practice groups into one streamlined location. Our team assisted with budget alignment, office operations, as well as blending different aesthetics seamlessly on the construction of a 50,000 SF state-of-the-art medical office in Conventus, located within the Buffalo Niagara Medical Campus.

McGuire worked closely with the design and construction teams to ensure UBMD's vision was delivered on time and within budget.





McGuire was retained as the Owner's Representative for the ECMC \$250 Million Capital Projects campaign, which included the construction of several new facilities including the new Dialysis Center and a new Skilled Nursing Facility, as well as the renovation and construction of other facilities.

McGuire continues to provide comprehensive lease management and real estate consulting services to ECMC for its entire campus and off-site facilities.



# SPECIALTY

## **Featured Projects**

The Richardson Center Corporation

79 Perry Street: Labatt Draft House, Draft Room, Bakery 55

The Buffalo Club

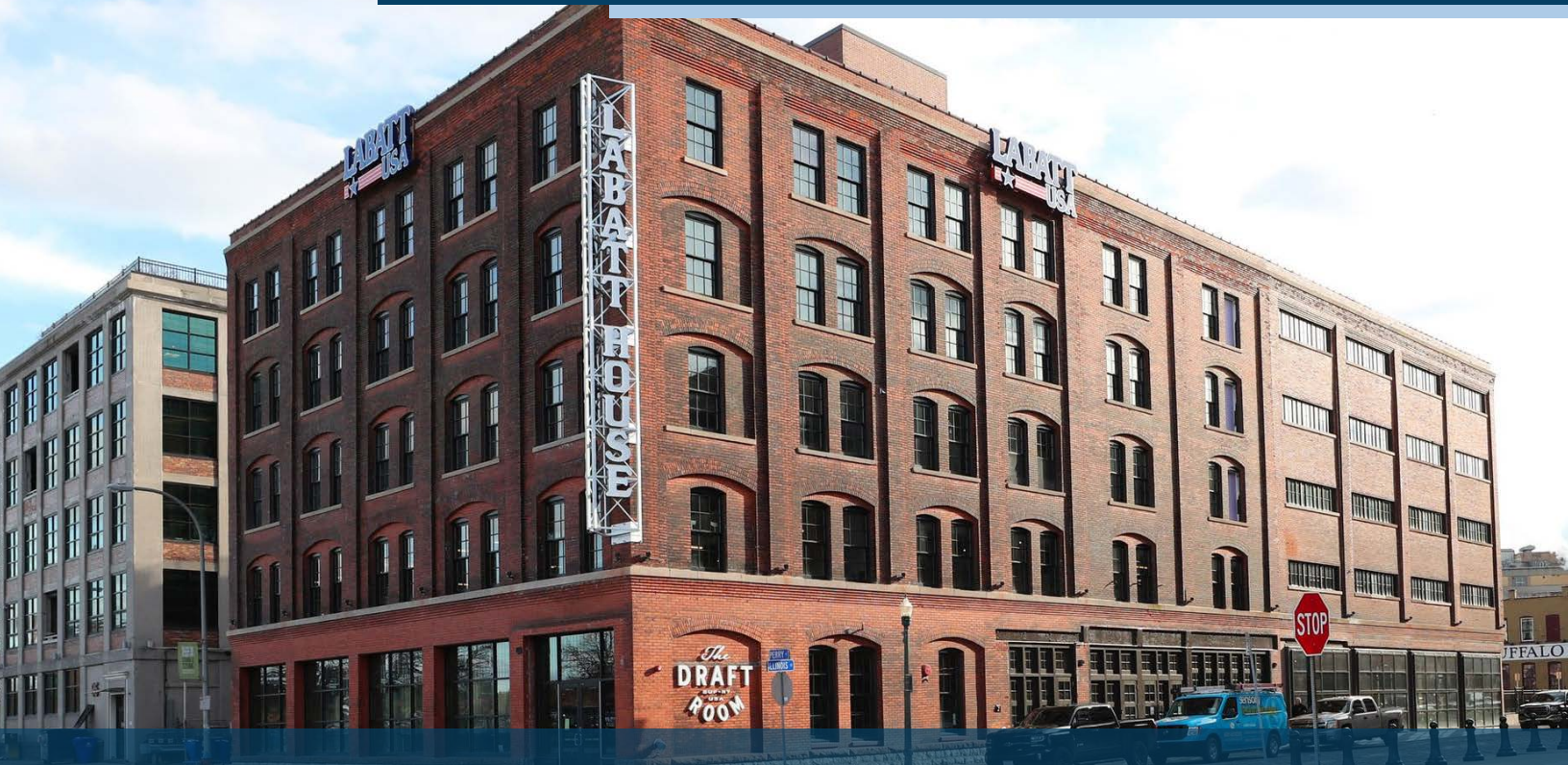
The Country Club of Buffalo





McGuire was retained by The Richardson Center Corporation's Board of Directors to provide Owner Representation services for the historic renovation of the Hotel Henry project. McGuire worked hand in hand facilitating communication efforts among all parties involved, joining the project at the midway point to re-align the design, construction, tenant, and ownership teams. Our role included maintaining project budgets and financial reporting to the Board, facilitating FF&E-related design and procurement decisions, offering solutions for cost savings, and holding all parties accountable to hitting key decision-making milestones to facilitate completion. We have been able to bring to light several budgetary concerns and resolve them positively for the RCC Board of Directors to get the project timeline back on track and meet the original completion date. Hotel Henry enjoyed a successful soft opening on April 29, 2017 and McGuire continues to provide ongoing consulting services.





McGuire was retained by Pegula Sports and Entertainment (PSE) to provide consultation and Owner Representation services for the redevelopment of 79 Perry Street. The 79,000 SF building located in the historic Cobblestone district in Buffalo, NY, was transformed into a first class entertainment destination. The five-story warehouse includes retail, commercial, and residential spaces. FIFCO (formerly Labatt USA) is the buildings anchor tenant, and houses: The Labatt Headquarters, The Draft Room, Bakery 55 and Labatt craft 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.





McGuire was hired as the Owner's Representative to facilitate The Buffalo Club's \$9 Million expansion and renovation project. McGuire oversaw the entire project from design through construction, implementing Board of Director initiatives with regard to enhanced service offerings, including the introduction of hospitality and spa services, as well as necessary mechanical upgrades and restoration of the historic indoor swimming pool. McGuire also facilitated the design, construction, and fit out of the facility's new locker rooms, working with local and national vendors to create a first class private club facility. McGuire's role continued beyond the completion of construction with assistance resolving post-construction warranty and operational issues.





McGuire was hired as the Owner's Representative for The Country Club of Buffalo's renovation of its 1920s men's locker room from a historic facility into an updated amenity for its members. The final product is a first-class locker room that was completed on time and under budget. McGuire was later engaged to facilitate multiple hospitality upgrades to the terrace, bar, and additional areas, creating a new and exciting social atmosphere to reinvigorate member engagement with The Country Club.



# NON-PROFIT

## Featured Projects

Arc Erie County

Catholic Charities

Child and Family Services

Gateway-Longview, Inc.

Kids Escaping Drugs

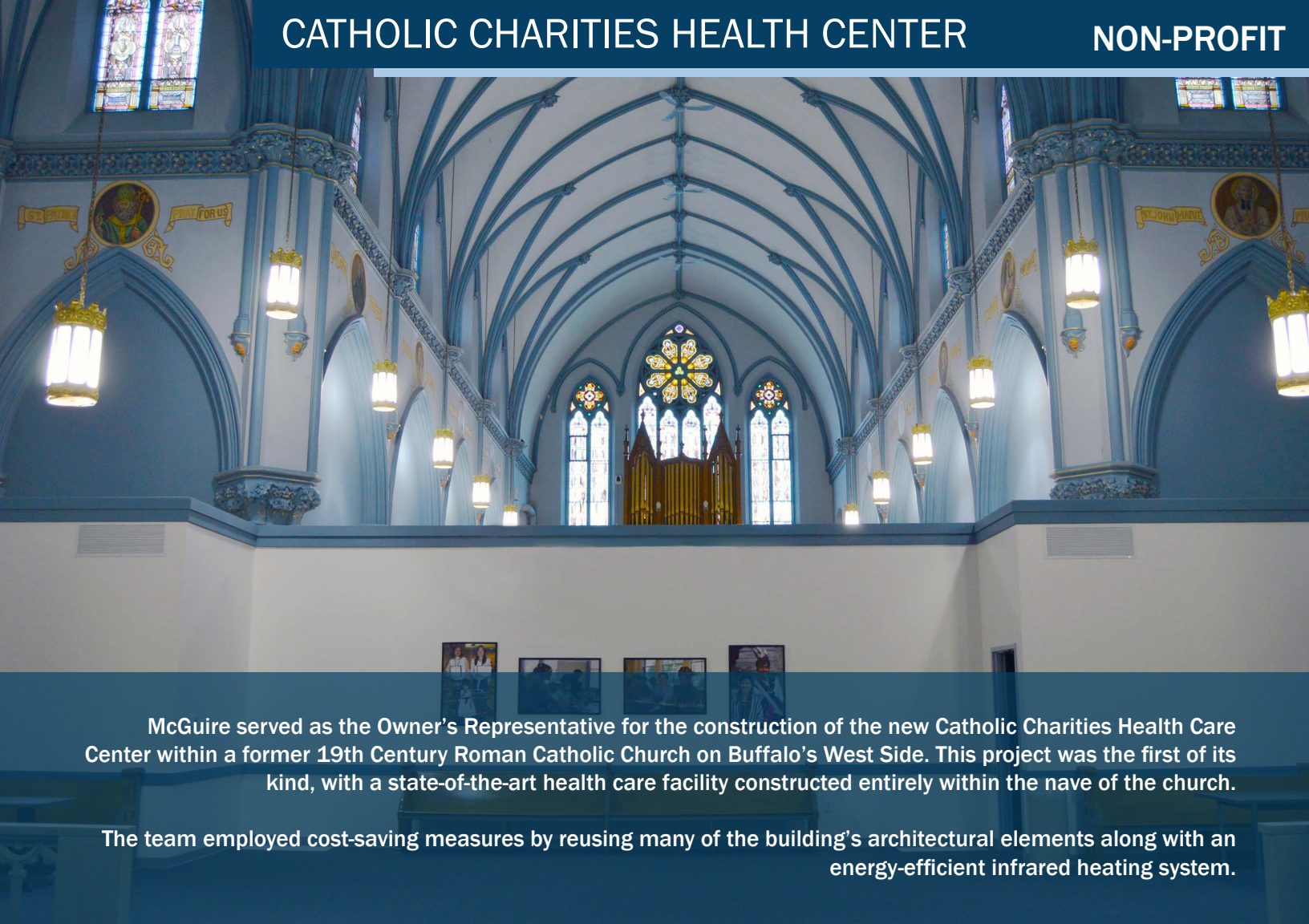
Meals on Wheels for Western New York

Sisters of St. Mary of Namur



Arc Erie County, a nonprofit human services agency, opened an administrative hub and service location, expanding its ability to serve clients with the help of the McGuire Development team. Arc provides day habilitation, physical therapy, occupational therapy and speech therapy to about 100 people with disabilities every day at this 20 Acre, 50,000 SF property. McGuire Development reduced Arc's total administrative space by 52,000 SF, saving \$600,000 in annual operating costs to be reinvested into programming, and assisted in the office space overhaul- making it more conducive to daily habilitation services. Coordinating the relocation plan smoothly was crucial, as multiple locations were being merged into the new hub, and our team was able to run the merger with no interruption to the clientele.





McGuire served as the Owner's Representative for the construction of the new Catholic Charities Health Care Center within a former 19th Century Roman Catholic Church on Buffalo's West Side. This project was the first of its kind, with a state-of-the-art health care facility constructed entirely within the nave of the church.

The team employed cost-saving measures by reusing many of the building's architectural elements along with an energy-efficient infrared heating system.



Child and Family Service's counseling facility was not ADA compliant, and in turn not meeting the needs of its clientele. Working with a strict grant-based budget, paired with elevated reporting requirements, the McGuire Development team was hired to coordinate the construction of an elevator, enhanced restrooms and clinical facilities over a condensed construction timeline.





After facilitating the lease of 10 Symphony Circle, Gateway-Longview retained McGuire as its Owner's Representative for the build-out of the property and conversion from a former nursing home to a modern office space. McGuire received an award from the New York State Commercial Association of Realtors® (NYSCAR) for the largest lease transaction of the year. McGuire also continues to serve as Gateway-Longview's comprehensive real estate consultant.



Kids Escaping Drugs is the first organization across New York to offer both detox and community reintegration services onsite for youth. McGuire Development worked on their latest build Palmerton Place, a 15 bed rehabilitation facility on their renaissance campus. This \$1.8 Million project consisted of 3 site projects: expansion of their administrative building, 15-bed halfway house for recovering opioid addicts and expansion of an education facility. This project needed a sensitive approach towards the clientele Kids Escaping Drugs serves in the Buffalo community, and the team at McGuire Development delivered final site plans on time for the more than 17,000 people per year, including 203 residential clients and thousands of families at community education programs that benefit from the work of Kids Escaping Drugs.





With a need for a new 29,000 SF facility that was multi-functional and disaster ready, Meals on Wheels engaged McGuire as its Owner's Representative to determine project goals, monitor costs, and prevent over spending.

McGuire's signature transparent process saved MOW over \$400,000 in architectural and engineering fees and delivered the project at \$5 Million, down from the projected \$7 Million. Under McGuire's project management, the building opened under budget and on time, with 100% of the construction savings and project contingency back to MOW.

NON-PROFIT

SISTERS OF ST. MARY OF NAMUR



McGuire was retained by the Sisters of St. Mary of Namur for the construction of a new assisted living facility at their West Side Convent and the renovation of their existing space.

By working with an Owner's Representative, the Sisters were able to realize \$1 Million in project savings, while retaining the original vision for the project.



# INDUSTRIAL

## **Featured Projects**

SKF Aeroengine



INDUSTRIAL

SKF AEROENGINE



McGuire developed a highly sophisticated manufacturing facility that would accommodate the level of precision required for the production of bearings, and bearing housings for jet engines. The SKF Aeroengine Heat Treatment Facility and Office was built to LEED® Silver standards and received the NAIOP Award in the Industrial category.



# EDUCATION

## **Featured Projects**

Tapestry Charter School

King Center Charter School

Charter School for Applied Technology



Tapestry's head of school engaged McGuire in fall 2015 as a real estate consultant to help create a vision for growth of the school's arts programs with accompanying increased student population. McGuire undertook a thorough evaluation of Tapestry's site on Great Arrow, as well as a comprehensive study of available properties for temporary expansion of the school to facilitate an increase in population. McGuire provided planning materials to Tapestry leadership for use in making a strategic decision for the school's future. McGuire was retained as Tapestry's Owner's Representative for their newest building located at 111 Great Arrow Drive, to make their expansion vision into a reality future campus growth on Great Arrow. Great Arrow Drive opened on time for the new school year, and under budget.





McGuire facilitated a comprehensive review of the existing lease and facility, and site search before the purchase of a building from the City of Buffalo for King Center Charter School. As a result, KCCS went from paying several hundreds of thousands of dollars per year in rent and operating expenses for a building that was not conducive to education to owning a 70,000 SF traditional school building for less than one year's rental expense. McGuire immediately facilitated the construction services needed to prepare the building for incoming students for the school year.





McGuire was engaged as the Owner's Representative to manage the construction of the new CSAT middle school facilities. Following an aggressive construction schedule, the McGuire team managed to complete the project in just three months, in time for students to take their seats for the new school year.

We provided CSAT with a streamlined and open-book process that resulted in the project being completed on time, within budget, and met CSAT's vision for student success.



# MCGUIRE COMPANY CERTIFICATIONS

- Adjunct Professors at Multiple Local Colleges & Universities
- Buffalo Business First Power 125
- Buffalo Niagara Association of Realtors (BNAR)
- Buffalo Niagara 360
- Building Owners & Managers Association (BOMA)
- Erie County & New York State Bar Association
- Florida Department of Business & Professional Regulations
- Legal Elite
- Mediator in the 8th Judicial District
- National Association of Realtors
- NYS Commercial Association of Realtors (NYSCAR)
- NYS Department of State



# MCGUIRE BOARDS & AFFILIATIONS

- Advertising Club of Buffalo
- Advisory Board for 716 Ministries
- American Society of Healthcare Engineers (ASHE)
- Amherst Chamber of Commerce
- Amherst Police Foundation
- Amherst Senior Transportation Services
- Arc of Erie County Board of Directors
- Bar Association of Erie County
- Board of Burchfield Penny Art Center
- Board of Trustees of Family Promise of WNY
- Buffalo Bills Foundation Board of Directors
- Buffalo Civic Auto Ramp Board
- Buffalo Niagara Partnership
- Catholic Charities
- Cheektowaga Chamber of Commerce
- Committee of Olmsted Parks Spring to Summer Luncheon
- Construction Financial Management Association (CFMA)
- CoreNet Global
- East Aurora Chamber of Commerce
- ECMC Life Line Foundation
- Employer Support of the Guard & Reserve (ESGR)
- International Facility Management Association Sustainability (IFMA)
- Leadership Buffalo
- NFJS
- Rochester Institute of Technology Advisory Committee
- Shea's Performing Arts Center
- Susan G. Komen
- Vistage
- WNY Society of Healthcare Engineers (WNYSHE)
- Women's Bar Association of NYS, WNY Chapter
- YMCA Buffalo Niagara Board of Directors

## ADDITIONAL EXPERIENCE



PEGULA SPORTS AND ENTERTAINMENT







# McGuire

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