



# TO THE POINT

The Newsletter of Gallina Development Corporation

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SPRING 2013

## Unity Health System



### **Unity at Brockport Opens New Facility**

Unity Health System is bringing services that patients want closer to their homes by relocating its operation and expanding its presence in the Village of Brockport.

The new Unity at Brockport medical office opened on July 16th at Routes 31 & 19 adjacent to the Wegmans Plaza. The new facility increases Unity's Brockport office space from approximately 4,000 to 18,000 square feet. The expanded office will enable Unity to better accommodate Unity Ob/Gyn at Brockport and ACM Medical Laboratory Patient Services Center, and eventually to offer a family medicine practice, along with a range of new services - including diabetes care, geriatrics, neurology, physical therapy, and pulmonary medicine.

"We are modernizing and enlarging our Brockport office for one major reason - greater convenience for our existing patients," said Stewart Putnam, president of Unity's Health Care Services Division. "Our patients have been telling us for quite some time that they would like more services closer to where they live. They already travel to Unity Hospital in Greece or other Unity locations, so we are improving our office in Brockport to serve that need."

## Red Cross Donation Recap



**American Red Cross**

The Finger Lakes Region of the American Red Cross is so grateful to all the Gallina Development Tenants who collected more than 1,000 items for our clients at the summer picnics. These toiletry items were used to help people in need all over the area. Items like diapers, wipes and hygiene products were placed on our emergency vehicles to be given out to our fire victims. Some items were also taken to our Red Cross Chapter in Yates County where they house a “Needs and Things Pantry”. Once a month people in need can come in to get these much needed items. Many of these items are not able to be purchased with food stamps and are not available at the local food pantry. Gallina Development plans to hold a fundraiser for the Red Cross again this summer at its tenant appreciation picnics.



## DIRECT SOLUTIONS™

*Committed to Growth™*

With the PGA coming to Rochester this August, all eyes and ears have been focused on golf and what it takes to host such a major tournament. Direct Solutions is one of the companies that helps make the PGA a reality for many places like Oak Hill Country Club. Direct Solutions is North America's largest turf and ornamental market supplier, delivering controlled-release fertilizers, plant protection products, water management tools and quality seed across a wide variety of golf, lawn and landscape, sports turf and nursery markets.

They specialize in industry-leading products ranging from plant protection spray aids, water and soil management, fungicides, herbicides and insecticides to granular and foliar liquid nutrition, plus straight seed, mixes and blends.

And as a leading green industry distributor, Direct Solutions understands the need for unique nutrient and pest management programs that turf and ornamental managers need to keep their greenscapes healthy all season long. Combining a wide variety of exclusive products with superior agronomic and sales expertise, the company has been positioned to help customers grow their business.

Additionally, Direct Solutions is committed to environmental stewardship, helping the green industry customers succeed in the most environmentally responsible fashion. Through its vast green industry network, Direct Solutions is a proud supporter of the 4R Nutrient Management System, which advocates the use of the right product, right rate, right time and right place for plant nutrient application. 4R practices minimize nutrient losses to air and water, replenish and protect soil quality, and can help minimize impacts on wildlife habitat.

Direct Solutions has 39 locations strategically placed throughout North America with a team of more than 100 professional field representatives to ensure customers the right products for their needs with unsurpassed customer service.

Direct Solutions is a division of Agrium Advanced Technologies, a leading manufacturer and marketer of slow- and controlled-release fertilizers and micronutrients. For more information, please visit [www.aatdirectsolutions.com](http://www.aatdirectsolutions.com). Direct Solutions is located in Elmgrove Crossings at 550 Mile Crossing Blvd.

**Cambridge Place Continues to Expand ...**

Gallina Development is nearing completion of construction on its fifth office building in the Cambridge Place Development, located on South Winton Road in the Town of Brighton, just off Interstate 590.

The 34,000 square foot single story building with brick facade is approved for office and/or medical space and will be available to tenants on a build to suit basis beginning June, 2013.

Cambridge Place is an ideal location for any business looking to establish a premier location with immediate access to interstate highways; a modern and energy efficient infrastructure including a geo-thermal heating system, energy efficient lighting, on site bio-retention ponds, preferred parking for energy efficient vehicles and bike racks with common bathrooms with showers to promote cycling to work; area retail and dining; and nearby recreation on the canal path and at Buckland Park.

Additionally, there remains 4,300 sq. ft. of office space available for lease at 1870 South Winton Road and 1,500 sq. ft. of medical/office space at 1882 South Winton Road.



**For more information, please contact Kurt Sertl at (585)654-6650 or [kurt@gallinadev.com](mailto:kurt@gallinadev.com)**

**Tenant Profiles:  
The Premier Partners**



The Premier Partners relocated its 22 full-time employees in their Executive Search and Recruitment Process Outsourcing operating divisions to their new offices at 71 Goodway Drive. The Premier Partners provides Professional & Executive Search, Recruitment Process Outsourcing and Workforce Consulting to clients located throughout the U.S. They started in the commercial staffing business in 1999 and have grown into a full-service workforce solutions firm. They can be reached at 585-241-0748 or on the web at [www.the-premier-partners.com](http://www.the-premier-partners.com).

**Woman Tours, Inc.**

Woman Tours is the only all-women bicycle touring company in the world. They specialize in small, inn-to-inn road bike tours for women only. Woman Tours design trips for women of all ages, abilities and interests, and in the most beautiful places around the United States and abroad. The fully-supported tours are from 4-days to 2-months long, and attract women - average age of 54 - primarily from the USA and Canada. Woman Tours can be reached at 585-424-2124 or on the web at [www.womantours.com](http://www.womantours.com).



**Welcome New Tenants!**

- AllCom Construction & Installation Services, Inc.
- State Farm Mutual Automobile Insurance Company
- The ICEE Company
- The Garment Gallery
- Adecco USA
- The Premier Partners
- Finger Lakes Technology Group
- ACM Medical Laboratories
- TDG Acquisition Company
- Retrotech, Inc.
- Woman Tours, Inc

**We are also pleased to have accommodated the expansion and/or relocation needs of the following tenants:**

- Bio-Optronics, Inc
- Just In Time CNC Machining
- Lasermax, Inc.

## AVAILABLE FOR LEASE

### CAMBRIDGE PLACE

**1882 SOUTH WINTON ROAD**  
1,478 SQ. FT. OFFICE/MEDICAL

**1892 SOUTH WINTON ROAD**  
OFFICE/MEDICAL SUITES AVAILABLE  
34,000 SQ. FT.

**1870 SOUTH WINTON ROAD**  
4,333 SQ. FT. OFFICE/MEDICAL

### ELMGROVE CROSSINGS

**MILE CROSSING BOULEVARD**  
6,000 SQ. FT. OFFICE  
4,060 - 9,347 SQ. FT. OFFICE/WAREHOUSE

**904 - 906 ELMGROVE ROAD**  
1,900 - 2,375 SQ. FT. OFFICE / RETAIL

### INDUSTRIAL PARK CIRCLE - GATES

**INDUSTRIAL PARK CIRCLE**  
1,200 - 9,000 SQ. FT. OFFICE/WAREHOUSE

### MT. READ/LEXINGTON OFFICE PARK

**1425 MT. READ BOULEVARD**  
OFFICE SUITES AVAILABLE  
735 SQ. FT. - 4,646 SQ. FT.

### SOUTH POINTE LANDING

**10 SOUTH POINTE LANDING**  
14,644 SQ. FT. OFFICE/MEDICAL - 2<sup>ND</sup> FLOOR

### SUMMIT POINT BUSINESS CENTRE

**SUMMIT POINT DRIVE**  
4,200 SQ. FT. OFFICE/WAREHOUSE  
3,321 - 14,820 SQ. FT. OFFICE

**530 SUMMIT POINT DRIVE**  
14,820 SQ. FT. OFFICE  
SINGLE TENANT BUILDING

FOR ADDITIONAL INFORMATION  
VISIT OUR WEBSITE AT  
[WWW.GALLINADEV.COM](http://WWW.GALLINADEV.COM)  
or contact Kurt Serfl at  
[kurt@gallinadev.com](mailto:kurt@gallinadev.com)

### VANTAGE POINT BUSINESS CENTRE

**VANTAGE POINT DRIVE**  
2,200 - 4,181 SQ. FT. OFFICE

### WESTMAR PARK BUSINESS ESTATES

**52 MARWAY CIRCLE**  
6,000 SQ. FT. OFFICE/WAREHOUSE

### WINTON PLACE BUSINESS CENTRE

**3495 WINTON PLACE**  
OFFICE SUITES AVAILABLE  
424 - 6,135 SQ. FT.  
3,420 - 4,720 OFFICE/WAREHOUSE

### ADDITIONAL PROPERTIES

**20 ALLENS CREEK ROAD**  
3,080 SQ. FT. OFFICE/GYM

**412 LINDEN AVENUE**  
3,203 SQ. FT. OFFICE

**ONE EAST AVENUE**  
6,085 - 11,291 SQ. FT. OFFICE



**1890 South Winton Road, Suite 100  
Rochester, New York 14618**