

KONAR PROPERTIES

CONNECTION

FALL 2017



WHAT'S NEXT AT ERIE STATION BUSINESS PARK

New Flex Building to Open in Summer 2018

Location expenses are a primary concern for most business owners, and Erie Station Business Park is committed to providing companies with the flexibility and amenities they need to grow and thrive. This summer, Erie Station will introduce 61,000 square feet of flex space designed to meet the diverse needs of some of the region's top innovators.

Flex space helps growing companies in the race to stay competitive in a constantly evolving marketplace. From light manufacturing to warehouse needs to front office space, Erie Station Business Park's flex designs are the perfect solution for rapidly expanding businesses. Spaces can be configured to serve any purpose and can be up and running quickly, often in as few as 90 days. Striking 18-foot ceilings allow companies to create loft-like spaces with an airy, contemporary aesthetic, or to supply ample vertical space needed for warehousing. Additional design features enhance the overall appeal of these buildings, such as the ability to provide dedicated entrances for each company, and perimeter roads that separate car access from truck delivery routes.

A traditional trade-off in flex space has been the balance between areas used for docks and spaces used for work. In place of the saw-tooth design typical of most flex buildings, which allows trucks to back in for deliveries, the new buildings will feature mobile dock enclosures that can be attached to building exteriors as needed, so the same building can have multiple dock entries or none at all. Eliminating angled dock areas along the back of the building will offer tenants better efficiency in laying out their space.

Helping companies attract and retain talent is a top priority at Erie Station Business Park. Employees have the pleasure of working in park-like settings with access to outdoor eating areas and a network of walking trails that extends to nearby Erie Station Village, a luxury community with more than 350 apartments and townhomes. Employees working at Erie Station Business Park also have access to a growing menu of retail options in West Henrietta.

If you're looking for additional space for your business in 2018, please contact Michael Trojan at 585-334-4110.

GROWING WITH US

SPOTLIGHT: Rolen-Jinxin Technologies North America, LLC

Whether it's building a new bullet train from San Francisco to Los Angeles or shaving an hour off the trip from Washington, D.C. to New York, some of the world's most innovative new transportation projects are a modern upgrade to a longstanding technology: rail. As rail travel takes its place again among leading means of mass transit, developers across the globe are rushing to create a top-tier travel experience for the modern rail passenger.

Established in 2015, Rolin-Jinxin Technologies North America, LLC is the result of a joint venture between Rolen Technologies and Products SA in Barcelona, Spain, and Wuxi-Jinxin Group Company Ltd. in China formed to manufacture railcar parts in the United States. With help from Empire State Development in the form of Excelsior Tax Credits, and with additional incentives from Monroe County, Rolen-Jinxin chose Rochester as its first manufacturing location in the U.S.



Newly expanded space, filled with natural light and adjacent to offices.

Rolen began conversations with Konar Properties in September 2016 for initial space with a future expansion in mind. Construction began just after the lease was signed in February, and the company officially began occupying the space in late spring of 2017. Starting with 8,900 square feet, Rolan was able to add another 3,800 square feet just three months later. The company is on track to expand again in the summer of 2018, when it expects to double its space to 25,000 square feet.

While Rolan has long had an international presence, its work at Erie Station is part of an exciting push to scale up manufacturing in the United States. This effort will bring new manufacturing jobs to Rochester, with hiring planned for 2017 and 2018 as the company phases in its operations. Rolan-Jinxin joins a number of other technology companies at Erie Station Business Park, and we are pleased the company chose Rochester for its first U.S. location.



A spacious conference room rounds out the office suite in this flex space.



CASE STUDY: Building Flexible High-Tech Office Space

BUILD-TO-SUIT HOME FOR E-HEALTH TECHNOLOGIES



eHealth Technologies' latest addition of 11,000 sq. ft. is indistinguishable from the original structure.

HENRIETTA, NY

YEAR BUILT
2013 SQUARE FEET
30,000

EXPANSION
2015 SQUARE FEET
36,000

ADDITION
2017 SQUARE FEET
47,000

At Erie Station Business Park, eHealth's plans for an expanded headquarters went from concept to occupancy in less than a year. So did their subsequent expansions.

The Challenge

As an industry-leading electronic medical records technology provider, eHealth Technologies is tackling one of the nation's most pressing public policy issues. By enhancing patient care, improving efficiency, and lowering costs in more than half of the nation's top 100 hospitals, eHealth is saving lives daily, as Governor Andrew Cuomo attested during a recent visit to the company's headquarters. This level of innovation required a top-flight facility with flexibility to grow rapidly, including a secure space for handling confidential patient records. The company's owners wanted to ensure easy access via road and air transportation, while providing a unique and amenity-filled work environment for their employees. Their work also requires special security features in the building to ensure that only employees with designated security clearance can access sensitive areas.

The Process

From the outset, eHealth Technologies anticipated rapid expansion and was working with a compressed timeline in order to meet its growth goals. Starting with 30,000 square feet and around 100 employees, the company needed a space that could increase capacity by fifty percent in only five years. To get there, Konar Properties designed a structure with 6,000 square feet of unfinished space to accommodate short-term expansion needs, and set aside additional land adjacent to the site for longer-term expansion. Concurrent design and approval processes, along with accelerated purchasing and building techniques, helped meet the tight occupancy deadline. eHealth moved into the unfinished space three years ahead of schedule. Then, in September 2017, the company expanded again into a new 11,000 square foot expansion, which is indistinguishable from the original structure. This latest expansion, accompanied by significant employee growth, prompted Governor Cuomo to recognize eHealth's strength and contributions to the region.



Governor Andrew Cuomo during his visit to eHealth Technologies' headquarters in 2017.

The Result

After two expansions since opening its facility in December 2013, eHealth now employs 225 people in 47,000 square feet of space. eHealth employees enjoy a range of amenities as well, from a fitness center and a catered cafeteria to beautiful views of the pond from their outdoor patio. The company's headquarters are located near the New York Thruway (I-90), the key east-west artery in central New York, and I-390, which connects Rochester to New York City and Pennsylvania, and sits only six miles from the Greater Rochester International Airport.

ARK VETERINARY HOSPITAL

A longtime neighbor is putting down more roots in West Henrietta.

When Christina Seidel began contemplating opening her own veterinary practice, she wanted to be in a place that fit her mission of a family-oriented business with a neighborhood feel. She quickly settled on West Henrietta, a burgeoning town excited to diversify its ever-growing roster of local businesses.

A veterinarian for 20 years, Christina has lived in Henrietta since 2003. All five of her children attended Rush-Henrietta schools, where her husband teaches. "I wanted to give back to a community that has been so good to us by opening a small and exotic animal practice that provides quality, compassionate care in a family-oriented atmosphere," Christina said. She also identified a need for reasonably priced urgent care services, which her office will also offer.

Erie Station West Henrietta presented an ideal location for Christina's new business. West Henrietta Road, where her office will be located, gets stellar drive-by traffic, with 24,000 cars a day on average. The location has a built-in clientele, with neighboring Erie Station Business Park and Erie Station Village communities ready to take advantage of unique local offerings. Ark Veterinary Hospital, cleverly named for Christina's twin boys and the wide variety of species she treats, had a ceremonial groundbreaking in September, and is on track to open in spring of 2018.

Erie Station West Henrietta is home to a variety of retail, restaurant, office, and medical businesses. Future phases offer spaces for lease starting at 1,000 square feet. Additional information is available at ErieStationRetail.com.



Retail and restaurant space at Erie Station West Henrietta.



75 Thruway Park Drive
West Henrietta, NY 14586



Rendering of Ark Veterinary Hospital, opening at Erie Station West Henrietta in spring of 2018.



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