Phillips Lytle
Real Estate Development Portfolio
At Phillips Lytle, our attorneys drive projects and developments to completion as soon as possible, giving clients a greater return on their investment.

We move projects along more quickly and more economically than other law firms, because we’ve been practicing law for more than 185 years. It’s this experience, paired with the strong community ties we have forged in both the public and private sectors, that gives us a competitive edge in ensuring your deadline is reached successfully.

From real estate, tax and environmental law to land use & zoning, government relations and commercial finance, we have an extensive knowledge base, along with a track record of success.

Phillips Lytle has historically handled significant real estate development projects and transactions across a broad range of industries. Our clients include institutional lenders, large corporations, REITs, private developers, public utilities, municipalities and individuals in connection with large and small commercial, industrial, retail and residential projects.

Phillips Lytle Real Estate Development Team Members


Ryan A. Lown  Kelly E. Marks  David J. McNamara  Jeffrey M. Monaco  Timothy P. Moriarty  Kimberly R. Nason  Jocelyn C. Ng

Paul V. O’Brien  John A. Pappano  Gregory L. Peterson  Rosa Alina Pizzi  Ronald S. Shubert  Milan K. Tyler  Adam S. Walters

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REAL ESTATE
PROJECT HIGHLIGHTS
BUFFALO BILLS NEW NFL STADIUM, ORCHARD PARK, NY

Project: Construction of a 1.35 million sq.ft., eight- to nine-level, open-air NFL stadium and a 75,000 sq.ft. ancillary building, plus the demolition of the existing 1970s-era, 71,000-seat stadium. The new stadium is designed with a grass field and covered seating capacity of approximately 60,100, with a mixture of general seating, club seating, premium seating and suite offerings, as well as standing room only and party decks.

Representation: Project lead for the County of Erie as the lead agency for the environmental impact review process pursuant to the New York State Environmental Quality Review Act including review and drafting of documentation necessary to complete the timely review of the project, as well as coordination with project sponsor, the Buffalo Bills and 40 other state and local agencies.

Project Size: Approximately $1.4 billion
7 BRYANT PARK
NEW YORK, NY

Project: Purchase of a newly constructed 30-story trophy office and retail tower in Midtown Manhattan

Representation: Represented the multinational investment group of a global bank. Representation included land use and zoning, identification of environmental risks and construction-related issues, documentation and legal issues relating to build out and lease up, preparation of template lease and negotiation of individual leases, brokerage, property management and maintenance agreements.

Project Size: Approximately $600 million
## TheList

### Real Capital Analytics’ Top Property Sales

Biggest commercial transactions in Manhattan in the first half of 2015, ranked by price

<table>
<thead>
<tr>
<th>Address/property type/ submarket</th>
<th>Transaction price (in millions)</th>
<th>Sq. ft. or no. of units/ price per sq. ft. or unit</th>
<th>Interest conveyed</th>
<th>100% value (in millions)</th>
<th>Close date</th>
<th>Buyer</th>
<th>Seller</th>
</tr>
</thead>
<tbody>
<tr>
<td>1095 Sixth Ave. Office Midtown west</td>
<td>$2,200</td>
<td>1,166,129</td>
<td>$1,887</td>
<td>100%</td>
<td>$2,200</td>
<td>1/15</td>
<td>Caisse de Depot/Callahan Capital Partners</td>
</tr>
<tr>
<td>301 Park Ave. (Waldorf Astoria) Hotel Midtown east</td>
<td>$1,950</td>
<td>1,425</td>
<td>$1,368,421</td>
<td>100%</td>
<td>$1,950</td>
<td>2/10</td>
<td>Anbang Insurance Group</td>
</tr>
<tr>
<td>730 Fifth Ave. (Crown Building) Office Midtown west</td>
<td>$1,775</td>
<td>400,000</td>
<td>$4,438</td>
<td>100%</td>
<td>$1,775</td>
<td>4/17</td>
<td>Jeff Sutton/GGP</td>
</tr>
<tr>
<td>230 Park Ave. Office Midtown east</td>
<td>$1,200</td>
<td>1,212,576</td>
<td>$990</td>
<td>100%</td>
<td>$1,200</td>
<td>5/5</td>
<td>RXR Realty</td>
</tr>
<tr>
<td>1095 Sixth Ave. Office Midtown west</td>
<td>$870</td>
<td>300</td>
<td>$300,000</td>
<td>100%</td>
<td>$870</td>
<td>5/7</td>
<td>HFZ Capital Group</td>
</tr>
<tr>
<td>11 Times Square Office Midtown south</td>
<td>$630</td>
<td>1,100,000</td>
<td>$1,273</td>
<td>45%</td>
<td>$1,400</td>
<td>2/11</td>
<td>Norges Bank Investment Management</td>
</tr>
<tr>
<td>7 Bryant Park Office Midtown west</td>
<td>$600</td>
<td>470,000</td>
<td>$1,277</td>
<td>100%</td>
<td>$600</td>
<td>5/15</td>
<td>Bank of China Ltd.</td>
</tr>
</tbody>
</table>

### The law firms behind NYC’s priciest building buys

<table>
<thead>
<tr>
<th>RANKING</th>
<th>PROPERTY</th>
<th>SALES PRICE</th>
<th>BUYER</th>
<th>LAW FIRM OF BUYER’S ATTORNEY</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1095 Avenue of the Americas 3 Bryant Park</td>
<td>$2.2 billion</td>
<td>Ivanhope Cambridge; Callahan Capital Partners</td>
<td>Katten, Muchin, Rosenman</td>
</tr>
<tr>
<td>2</td>
<td>301 Park Avenue Waldorf Astoria Hotel</td>
<td>$1.95 billion</td>
<td>Anbang Insurance Group</td>
<td>Hogan &amp; Hartson</td>
</tr>
<tr>
<td>3</td>
<td>730 Fifth Avenue Crown Building</td>
<td>$1.8 billion</td>
<td>Wharton Properties: General Growth Properties</td>
<td>Greenberg Traurig</td>
</tr>
<tr>
<td>4</td>
<td>230 Park Avenue Helmsley Building</td>
<td>$1.2 billion</td>
<td>RXR Realty and Blackstone Group</td>
<td>Gibson, Dunn &amp; Crutcher</td>
</tr>
<tr>
<td>5</td>
<td>Putnam Portfolio including 3333 Broadway</td>
<td>$1.04 billion</td>
<td>Brookfield Property Partners</td>
<td>Fried, Frank, Harris, Shriver &amp; Jacobson</td>
</tr>
<tr>
<td>6</td>
<td>150 East 42nd Street Socony-Mobil Building</td>
<td>$900 million</td>
<td>David Werner and partners</td>
<td>Shearman &amp; Sterling</td>
</tr>
<tr>
<td>7</td>
<td>65 East 55th Street Park Avenue Tower</td>
<td>$713 million</td>
<td>Blackstone Group</td>
<td>Simpson Thacher &amp; Bartlett</td>
</tr>
<tr>
<td>8</td>
<td>2 St. Regis Retail 2 East 55th Street condo; 997 Fifth Avenue</td>
<td>$700 million</td>
<td>Vornado Realty Trust and Crown Acquisitions</td>
<td>Sullivan &amp; Cromwell</td>
</tr>
<tr>
<td>9</td>
<td>1740 Broadway</td>
<td>$605 million</td>
<td>Blackstone Group</td>
<td>Simpson Thacher &amp; Bartlett</td>
</tr>
<tr>
<td>10</td>
<td>1045 Avenue of the Americas 7 Bryant Park</td>
<td>$600 million</td>
<td>Bank of China</td>
<td>Phillips Lytle</td>
</tr>
</tbody>
</table>

Source: To determine the top building sales, New York Capital Analytics and CoStar Group. Law firms were determined through city Department of Finance records. Only deals in NYC’s five boroughs that closed between July 1, 2014 and June 30, 2015 were included.
LIFE STORAGE, INC. NATIONWIDE

Project: Acquisition work in over 25 states

Representation: Negotiation of purchase and sale agreements, review and resolution of title and survey matters, land use and zoning

Project Size: $1 million - $200 million

THE SALVATION ARMY MAIN STREET CAMPUS, BUFFALO, NY

Project: Redevelopment of The Salvation Army’s Main Street Campus. This includes the replacement of the existing emergency shelter, construction of quality, low-income and affordable apartments and townhouses, as well as a courtyard, onsite parking, green space and related improvements. The project also includes the demolition of four of the five existing buildings on the campus.

Representation: Land use approvals, New York State Historic Preservation Office approvals, Brownfield Cleanup Program, negotiating and drafting a development services agreement to remediate the property

Project Size: $86 million
**NORTHLAND WORKFORCE TRAINING CENTER, BUFFALO, NY**

**Project:** Redevelopment of multiple properties in the Northland Avenue Belt Line Corridor and returning the properties to productive use, assisting with revitalizing the surrounding neighborhood, and providing employment opportunities for nearby residents by creating a new manufacturing hub on Buffalo’s East Side.

**Representation:** Various project-related issues including SEQRA, zoning and development.

**Project Size:** Approximately $70 million.

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**CATHOLIC HEALTH SYSTEM BUFFALO, NY**

**Project:** New healthcare administration office building and regional training center.

**Representation:** Negotiated long-term lease with local developer, purchase option, financing aspects.

**Project Size:** $51.9 million.
HSBC BANK
USA, NATIONAL ASSOCIATION
NEW YORK, NY

**Project:** Sale of a vacant lot in Midtown Manhattan for conversion into a hotel

**Representation:** Historic preservation, zoning and special permitting

**Project Size:** $45 million
CHAIN WORKS
DISTRICT
ITHACA, NY

Project: Development of mixed-use neighborhood on a 90-acre former industrial complex in Ithaca, New York, to include apartments, office space, small business incubator and flex space; gardens and park, and additional areas devoted to manufacturing

Representation: SEQRA counsel for GEIS to City of Ithaca Planning and Development Board

Project Size: Approximately $43 million

CANTERBURY WOODS
GATES CIRCLE
BUFFALO, NY

Project: Urban-based retirement community in New York State

Representation: All aspects of development, including negotiation of purchase and sale, construction, financing, entitlements and project stabilization

Project Size: $28 million
FORMER BUFFALO POLICE HEADQUARTERS, BUFFALO, NY

Project: Financing for the purchase and redevelopment of the 85-year-old art-deco-style former Buffalo Police Headquarters building into residential units

Representation: Project financing

Project Size: Approximately $2 million
MIXED-USE REDEVELOPMENT
PROJECT HIGHLIGHTS
THE HUGH L. CAREY
BATTERY PARK CITY
AUTHORITY
NEW YORK, NY

Project: Ground lease of a mixed-use site for a private developer

Representation: Master lease and ground lease subordination and inter-creditor issues, negotiation of payments in lieu of real estate tax, low income housing issues, conversion of project to a condominium form of ownership

Project Size: Approximately $650 million
ERIE CANAL HARBOR DEVELOPMENT CORPORATION (A SUBSIDIARY OF EMPIRE STATE DEVELOPMENT CORPORATION), BUFFALO, NY

Project: Redevelopment of Upstate New York waterfront property for a mixed-use project including retail, office space, hotel, public-use space

Representation: Various project-related issues including SEQRA, zoning and development, and adoption of general project plan

Project Size: Approximately $650 million

GLEN COVE INDUSTRIAL DEVELOPMENT AGENCY AND GLEN COVE COMMUNITY DEVELOPMENT AGENCY, GLEN COVE, NY

Project: 46-acre mixed-use redevelopment project including residential, commercial, hotel and community-use

Representation: Condemnation, land use and zoning, project financing, conveyance (including negotiation of various forms of federal, state and local public finance assistance)

Project Size: Approximately $1 billion
THE METROPOLITAN
ROCHESTER, NY

Project: Adaptive redevelopment of a dynamic mixed-use building in Rochester, New York. It stands as one of the city’s tallest skyscrapers.

Representation: Purchase of building, leasing and condominium development

Project Size: $20 million
MIDTOWN PLAZA REDEVELOPMENT
ROCHESTER, NY

**Project:** 8-10 year redevelopment project transforming the Midtown mall site into a mixed-use area for business, retail, residential and urban village use

**Representation:** Represented the developer in the acquisition of the prime development site, obtained economic incentives, closed construction and permanent financing, negotiated lease for national telecommunications company and resolved site use, asbestos abatement and construction management issues. Also represented the developer in the acquisition of an additional prime development site, obtained economic incentives, closed construction and permanent financing, negotiated lease for national newspaper publisher

**Combined Project Size:** $22 million
LANCASTER SQUARE AT GATES CIRCLE
BUFFALO, NY

**Project:** Redevelopment of the former Millard Fillmore Gates Circle Hospital site into Lancaster Square; a vibrant, mixed-use, urban place featuring neighborhood retail, modern residential units and commercial office space

**Representation:** Various project-related issues including SEQRA, zoning and development and financial incentives

**Project Size:** Approximately $150 million

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HARLEM COMMUNITY DEVELOPMENT CORPORATION
NEW YORK, NY

**Project:** Selection of designated developer and sale of an historic theatre to be converted into a mixed-use property project to include cultural center, office space, hotel and residential condominiums

**Representation:** Asbestos abatement, historic preservation, land use and zoning, design consultation, establishment of labor program

**Project Size:** Approximately $250 million
SENECA ONE, BUFFALO, NY

Project: Redevelopment of Seneca One Tower, a 38-story building, 1.2 million square foot complex (the vacant former home of HSBC Bank USA) into a mixed-use project featuring over 115 residential apartments, retail on the plaza and office space in the tower. The tower’s west annex office wing has been converted into apartments, with a mixture of market-rate studio and one-bedroom rental units, as well as two-bedroom apartments. The 3.5-acre concrete plaza area and east annex, has been redeveloped into retail and community uses with a variety of outdoor seating.

Representation: Various project-related issues including SEQRA, zoning, land use and development; and project financing (including PILOT Increment Financing for infrastructure improvements in vicinity of project)

Project Size: Approximately $120 million

TM MONTANTE/ NIAGARA GLOBAL TOURISM INSTITUTE, BUFFALO, NY

Project: Redevelopment of eleven former City-owned parcels at the corner of 7th and Niagara Streets and the rehabilitation of three existing long-vacant National Register-eligible structures into a vibrant, mixed-use project featuring modern residential units, neighborhood retail and commercial office space

Representation: Various project-related issues including SEQRA, zoning and development

Project Size: Approximately $5 million
MANUFACTURING/
WAREHOUSING
PROJECT HIGHLIGHTS
WESTERN NEW YORK SCIENCE TECHNOLOGY AND ADVANCED MANUFACTURING PARK (WNY STAMP), ALABAMA, NY

**Project:** Shovel-ready up-to six million square-foot advanced manufacturing park in Genesee County, New York

**Representation:** Land use and zoning, real estate, environmental and other permitting

**Project Size:** $10 billion

AMAZON DISTRIBUTION CENTER, TOWN OF NIAGARA, NY

**Project:** 3.1 million square-foot e-commerce facility in the Town of Niagara that will employ at least 1,000 people

**Representation:** Land use and zoning, environmental review under the State Environmental Quality Review Act, permitting work with the United States Army Corps of Engineers, financial incentives

**Project Size:** $550 million
**WELDED TUBE USA, LACKAWANNA, NY**

**Project:** Canadian manufacturing company’s expansion into the United States

**Representation:** Real estate, land use and zoning, brownfield negotiations including brownfield tax credits and environmental insurance, project financing including agency financing and senior bank financing, IDA tax lease and other government incentives, labor and employment

**Project Size:** $50 million

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**STAVATTI AEROSPACE LTD., NIAGARA FALLS, NY**

**Project:** Development of an aircraft research, design and prototyping facility located at 9400 Porter Road in the Town of Niagara

**Representation:** Property acquisition and environmental due diligence, environmental impact review, land use and zoning approvals, and review of development incentive approvals, including IDA benefits and a NYPA hydropower grant.

**Project Size:** Over $25 million

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**DELACO STEEL CORPORATION, TONAWANDA, NY**

**Project:** Conversion and equipping of a steel processing facility in Upstate New York

**Representation:** Site acquisition, Empire Zone and other incentives, project financing

**Project Size:** $18 million
AMAZON DISTRIBUTION CENTER AT RIVERVIEW, TOWN OF TONAWANDA, NY

Project: Development of a warehouse and distribution center on 22 acres of vacant land

Representation: Environmental impact review, land use and zoning and obtaining wetland and stream disturbance permits from the United States Army Corps of Engineers and the New York State Department of Environmental Conservation. The Project also involved extension of a public right of way to facilitate access to the site.

Project Size: $25 million

SENeca DAIRy SYSTEMS, ROMULUS, NY

Project: Multi-phase development of industrial manufacturing facility and galvanizing plant

Representation: State Environmental Quality Review Act process, zoning, Air Registration permits from NYSDEC, financial assistance assisted with various real estate matters.

Project Size: Approximately $20 million
BROWNFIELD REDEVELOPMENT
PROJECT HIGHLIGHTS
HEALTHNOW NEW YORK INC. HEADQUARTERS, BUFFALO, NY

**Project:** Western New York corporate headquarters project involving Brownfield redevelopment

**Representation:** Structuring and negotiating Brownfield redevelopment program and Brownfield tax credits agreements

**Project Size:** $140 million

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EAST DELAVAN PROPERTY LLC, BUFFALO, NY

**Project:** Remediation/redevelopment of a 1+ million sq. ft. auto parts manufacturing facility

**Representation:** Negotiation and closing of contract of sale, review and analysis of complex restrictive covenants and environmental matters, develop brownfield redevelopment strategy

**Project Size:** Approximately $50 million
BUFFALO NIAGARA RIVER LAND TRUST, BUFFALO, NY

Project: Redevelopment of a brownfield site along the Scajaquada Creek on the West Side of Buffalo. The goal is to transform the site into an urban green space/waterfront park.

Representation: Various project-related issues including coordination, drafting and reviewing of submissions to The New York State Department of Environmental Conservation (NYSDEC); lead role in navigating into and through the NYSDEC Conservation Brownfield Cleanup Program, which has included oversight of several remedial/removal actions.

Project Size: Approximately $1 million
ENTERTAINMENT/ATTRACTIONS
PROJECT HIGHLIGHTS
SENSORA BUFFALO CREEK CASINO
BUFFALO, NY

Project: Development of Native American Casino in the City of Buffalo, New York

Representation: Counsel to City of Buffalo regarding Environmental Impact Review, land use matters, municipal actions in support of casino project including land sale

Project Size: $125 million

NORTHWEST ARENA, JAMESTOWN, NY

Project: Development of a new community ice arena in Jamestown, New York

Representation: Environmental remediation and land use

Project Size: $25 million

THE NATIONAL COMEDY CENTER, JAMESTOWN, NY

Project: Establishment of a national comedy attraction to include a museum and archive, a live performance venue and an educational center for comedic artists

Representation: Land use and zoning

Project Size: $22 million
AFFORDABLE HOUSING
PROJECT HIGHLIGHTS
ITHACA NEIGHBORHOOD HOUSING SERVICES
STONE QUARRY APARTMENTS, ITHACA, NY

**Project**: Development of a 35-unit affordable housing complex on 1.5 acres on a brownfield site in Ithaca, New York

**Representation**: Land use and zoning and municipal approvals

**Project Size**: $2.2 million
ENERGY
PROJECT HIGHLIGHTS
Project: Acquisition from Eastman Kodak Company of utility infrastructure assets at the 1300 acre Eastman Business Park in Rochester, N.Y.

Representation: Representation of the purchaser on all agreements related to the transfer of the utility assets, including a 200MW coal fired power plant, at the Eastman Business Park. Also includes hot and chilled water, sewer services and other ancillary services to multiple site users. Our representation also included all energy and regulatory related work and approvals to re-power the facility with more efficient natural gas, as well as related financing requirements. Also, environmental due diligence, negotiation of environmental agreements, permit transfers and regulatory agreements, asset purchase, real estate transaction and financing and bankruptcy requirements associated with the purchase.

Project Size: Estimated at $200 million
FORD MOTOR COMPANY, DEARBORN, MI

Project: 30-year energy development project at Ford's 200+ acre Dearborn, Michigan headquarters. Project involves campus-wide energy efficiency improvements, construction of a utility-owned on-site CHP to provide steam and hot water, water chillers, solar, geothermal, energy storage and ancillary distribution and support systems.

Representation: Handled negotiation of all agreements with the utility and its unregulated affiliate (including development of performance criteria and establishment of a guaranteed fixed price), real estate matters and regulatory requirements for Ford.

Project Size: Valued at $700 million by Ford for the life of the project. Capital costs of $220 million.
**NEW ENERGY EQUITY, NEW YORK STATE**

**Project**: Acquisition of multiple community solar projects across New York State

**Representation**: Representation includes local and regulatory approvals related to project development, as well as interconnection and land use issues.

**Project Size**: $8 million+

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**CYPRESS CREEK RENEWABLES, NEW YORK STATE**

**Project**: Assist a nationwide solar developer with New York regulatory and land-use matters impacting their efforts to build-out large scale community solar projects across New York State

**Representation**: Regulatory and land use matters across New York State impacting the permits and approvals necessary for project build-out and financing. Also, representing Cypress Creek Renewables with regard to Real Property Tax Law and energy regulatory issues.

**Project Size**: $25 million+
BQ ENERGY, LLC, LACKAWANNA, NY

Project: Wind farm located on a 30-acre brownfield site on Lake Erie waterfront

Representation: Permitting, pilot agreements, project financing, Brownfield Cleanup agreements

Project Size: $40 million

BQ ENERGY, LLC, LACKAWANNA, NY

Project: Steel Sun, 4 megawatt solar project

Representation: Permitting, pilot agreements, project financing, Brownfield Cleanup agreements

Project Size: $25 million
BQ ENERGY, LLC, LACKAWANNA, NY

Project: Steel Sun Site 2

Representation: Real estate and environmental aspects, including review of title, coordinating the issuance of a lender’s title insurance policy and revisions to solar lease agreements. We also handled transfers to certificates of completion obtained through the Brownfield Cleanup Program.

Project Size: Over $19 million
EDUCATION

PROJECT HIGHLIGHTS
COLLEGE TOWN, ROCHESTER, NY

**Project:** 500,000 square-foot redevelopment project including a parking garage condominium, a hotel, several mixed-use office, retail and residential structures, new city street

**Representation:** Project easements for infrastructure, joint development agreements, garage condominium declaration and bylaws to establish condominium form of ownership, review of construction contract master agreements and New York indemnity and insurance law compliance, financing support, New York law counsel opinions, and advice on New York Lien law compliance for construction loans

**Project Size:** $100 million

NARDIN ACADEMY
BUFFALO, NY

**Project:** Development of sublease property and purchase of adjacent land

**Representation:** Real property transactions including all aspects of environmental due diligence

**Project Size:** $2 million
UNIVERSITY PLACE @ LASALLE
BUFFALO, NY

Project: Development of a six-building student housing complex near University at Buffalo South Campus, the largest, private-sector fueled development in the University District

Representation: Land use, environmental impact review, brownfield remediation, development agreement with municipal government as environmental counsel to developer

Project Size: $40 million
CAMPUS WALK, BUFFALO, NY

Project: State-of-the-art, mixed-use student housing complex

Representation: Land use and zoning assistance (SEQR, rezoning, site plan approval and variances), negotiation of related agreements, including construction and management agreements, and other project related matters.

Project Size: $18 million

MEDAILLE COLLEGE STUDENT SUCCESS CENTER, BUFFALO, NY

Project: Renovation of a two-story building to an Academic Advisement Center on a college campus

Representation: Tax-exempt bond assistance and other project development matters

Project Size: Approximately $8 million
CORPORATE HEADQUARTERS
PROJECT HIGHLIGHTS
NEW ERA CAP COMPANY
BUFFALO, NY

**Project:** Establishment of a world headquarters in Upstate New York

**Representation:** Selection of developer/contractor, site acquisition, Empire Zone and other incentives, project financing

**Project Size:**
$18 million
HISTORIC PRESERVATION
PROJECT HIGHLIGHTS
BRIDGE SQUARE, ROCHESTER, NY

**Project:** Conversion and rehabilitation of historic building into mixed use office, retail and residential apartment building

**Representation:** Represented developer in real estate acquisition, construction financing, procurement and sale of federal and state historic credits, project entity structure, procurement of COMIDA benefits

**Project Size:** Approximately $5.5 million

795 MONROE, ROCHESTER, NY

**Project:** Conversion and rehabilitation of historic building into residential apartment building

**Representation:** Represented developer in real estate acquisition, construction financing, procurement and sale of federal and state historic credits, project entity structure, procurement of COMIDA benefits

**Project Size:** Approximately $1.5 million
1225 NIAGARA STREET, BUFFALO, NY

**Project:** Renovation of a vacant Italianate-style building into a mixed-use space with a retail/commercial component on the ground floor, two one-bedroom apartments on the second floor, and a two-bedroom apartment on the third floor. As part of the project, a historic wood staircase was rebuilt from the first to the second floors, and restored from the second to the third.

**Representation:** Project incentives (historic tax credits & Main Street Grant program; RPTL 485-a), project financing, construction contracts and leasing.

**Project Size:** $1.2 million