



## **Uniland Development Co. partners with New Buffalo Capital**

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Amherst, NY Uniland Development Company and New Buffalo Capital, L.P., a newly established commercial real estate private equity and investment banking firm in the state, have formed a strategic alliance to grow commercial real estate investment and development opportunities in Upstate.

For more than a year, principals from Uniland and New Buffalo Capital have deliberated on the future of commercial real estate and the benefit of private equity in Upstate New York. Uniland, with its 42-year record of successful commercial real estate development, has advised New Buffalo Capital about the community's needs and will continue working with and supporting the firm.

Uniland is the firm's preferred partner for development and property management services and Uniland has added New Buffalo Capital as a source for both debt financing and equity for its development projects.

New Buffalo Capital, founded by Robert Richardson and Gary Kajtoch, will serve an essential role in the financial services community as the Western New York region grows. They will attract and raise private capital to fund projects and new initiatives. As liaisons to the private investment industry, New Buffalo Capital will advise local community leaders on the types of investments that private markets seek.

"Bob and Gary bring knowledge, integrity and decades of executive experience in real estate and banking to bear on the continued economic development of our region," said Michael Montante, a vice president of Uniland. "We look forward to a mutually beneficial relationship with New Buffalo Capital as we have with all of our business partners."

Uniland has been and continues to be committed to the progress that our Western New York community has made over the last several years. The Delaware North Building, Avant, Canalside/Inner Harbor, Outer Harbor, Buffalo Niagara Medical Campus, and Elmwood Village are all tangible proof of an exciting rebirth of Buffalo. A critical element to Western New York's continued success is the ability to attract private capital investment to support these efforts.

"Uniland's history of development leadership and success in Western New York is unparalleled. Their vision, professionalism, high ethical standards and vast resources are compelling. These attributes drive tremendous value for investors in our funds," said Gary Kajtoch, a Principal with New Buffalo Capital.