



## **Arc Building Partners and Pioneer Construction and Development Co. form strategic partnership**

November 02, 2021 - Upstate New York

Shown (from left) are: Frank Ciminelli II (Arc), Geoff Evancic (Pioneer), Jonathan Oldham (Arc), Gail Ettaro (Arc), Anthony Cimino (Arc), Kevin Schumacher (Pioneer), James Casale (Pioneer), and James Kauderer (Arc).

Buffalo, NY Arc Building Partners and Pioneer Construction and Development Co. (Pioneer) have formed a strategic partnership that will allow both companies to actively expand their services portfolio and market presence across the Northeastern U.S. and beyond. The formal agreement, effective immediately, follows a multi-month due diligence period and alignment evaluation regarding the combined strengths of the companies and their respective offerings.

“From the earliest conversations about our firms’ aspirations, values, and inherent focus on teamwork, it was apparent that this partnership offered immediate synergies that will help both companies drive growth,” said Arc Building Partners president Frank Ciminelli II. “I’m extremely excited to align Arc Building Partners with Pioneer, as this relationship will enlarge our footprint and spark many new project opportunities. Our company takes pride in adhering to a solutions-driven, fast-track model of bringing complex initiatives to fruition; therefore, it was critically important for any new partner to share this same attitude and approach. We’ve definitely found that outlook with Kevin Schumacher, Geoff Evancic, Jim Casale, and the team at Pioneer, and look forward to working alongside them for years to come.”

Shown (from left) are: Arc Building Partners CEO/president Frank Ciminelli II, Pioneer Construction and Development Co. founders Kevin Schumacher and Geoff Evancic.

“Strong relationships and quality delivery have been a focal point of our company’s advancement for many years,” said Pioneer president Kevin Schumacher. “As we looked toward the next phase of our business, it was evident that a strategic partnership could enhance our sophistication and success, while making Pioneer more potent and competitive in the markets we’re looking to serve.

We believe our two entities greatly complement one another and will allow us to cooperatively make our mark within the construction and real estate development industries.”

As part of the new agreement, Arc Building Partners and Pioneer will collaborate on several active projects, while managing Pioneer’s existing log of over \$100 million in secured assignments. The parties will also jointly pursue several immediate prospects in the I-95 corridor from Boston to the Washington, D.C. metro area, with Pioneer focusing on additional real estate development opportunities across the U.S.

The strategic partners are already collaborating on the revitalization of the historic Lippitt Mill project in West Warwick, RI. Built in 1809, Lippitt Mill is one of America’s oldest textile mills, operating for 200+ years until its conclusion of service in 2011. With many notable architectural features, the wood-framed mill is now being renovated through the utilization of low-income housing tax credits. The redevelopment project consists of roughly 65 units, of which 20 will be market-rate, with the remaining units made available to tenants at or below 60% of military veteran focus area median income.

Since launching in September 2017, Arc Building Partners, a Buffalo, NY- and Morristown, NJ-based construction management firm, has assembled a talented team with a track record of delivering exceptional project outcomes for clients, while managing the pressures of compressed timelines and high-profile assignments. The company has managed projects throughout New York State and New Jersey, while tackling other initiatives in the Mid-Atlantic, Midwest, and other locales.

Among its notable projects, Arc Building Partners has completed extensive renovations at Highmark Stadium, The Alder at Resorts World Catskills in the Catskill Mountain region, 201 Ellicott in Buffalo, NY, the Sugar Factory in Dover Downs, DE, Southland Casino in West Memphis, AR, and King Mountain (Phase I) in North Carolina. The company has also worked on many high-profile residential redevelopment projects in the State of New Jersey, including The James in Park Ridge, Rivett II in Jersey City, Somerset Brownstone in Newark, E’Port Family Homes in Elizabeth, and Englewood Circle in Englewood.

Located in Fitchburg, MA, Pioneer is a full-service construction development company with over \$2B in completed projects across the healthcare, assisted living, sports and leisure facilities, retail, residential, multifamily, and commercial sectors. With a team that holds over 150 Years of combined experience and leadership, Pioneer ensures that every project it undertakes is successful and built around strong client service and lasting relationships, allowing both parties to thrive.

A few of Pioneer’s notable projects include Mechanics Hall, Hanover Theatre, and Union Station in Worcester, MA, Marina Bay 108 Units in Quincy, MA, multiple initiatives for UMass Memorial, 4th and Race St. and The Bentley Building in Philadelphia, PA, as well as Ridgeland at the Park in Greenville, SC, and the Residences at Montclair Station, in Montclair, NJ.