



## **2022 Year in Review: Michael Montante, Uniland Development Co.**

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What person, project, transaction or market trend had the greatest impact on your industry this year? In 2022, Uniland announced plans to acquire the iconic Buffalo News' headquarters from their parent company. COVID caused many property owners to reassess their portfolios and whether they should divest assets. For developers, this is an opportunity to purchase and reimagine iconic properties and explore their highest and best use.

What was your greatest professional accomplishment or most notable project, deal, or transaction in 2022? In 2022, Uniland commenced construction of the first of two speculative industrial projects as the first developer building new facilities at Renaissance Commerce Park in Lackawanna. These manufacturing/warehouse distribution buildings unlock new commerce opportunities in Western New York, which has a rich industrial heritage and a bold future.

What emerging trends will drive investment and development in 2023? There will be continued demand for industrial space as businesses strengthen their supply chain resiliency with newer, more efficient facilities. Recent legislation has created incentives for businesses seeking to expand their onshore manufacturing. The key is to have both available land and existing facilities ready for occupancy.

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