



## Rochester Area Chapter NYSCAR awards notes

December 10, 2024 - Upstate New York

Rochester, NY Meritorious Service: Meritorious Service Award is given to an individual that has gone beyond the call of duty, serving the RAC NYSCAR and its members.

I have had the good fortune of being on the board of directors of NYSCAR with this individual. He's always willing to lend a helping hand. Although he is a 22-year veteran of this game, I recently worked on a Habitat for Humanity project and this guy is a natural with the hammer. Anthony thanks for all you do for others - Anthony Cashette.

Best New Talent in Real Estate: This award was established to recognize someone new to the business that has closed:

+ A sizeable (relative to their shorter time in the field) transaction

+ A complex transaction

+ A series of smaller transactions in that year.

Micheal Giunta spearheaded a five-year lease with two five year options at a medical office located at 2828 Baird Rd., Fairport. After having the listing for only a few weeks he was able to secure a Tenant. This award goes to a young man with a bright future in our industry, Mike Giunta

Affiliate of the Year: Affiliate of the Year is awarded to the individual that has demonstrated excellence as part of an RAC NYSCAR broker member's real estate transaction. Scott Sydelnik is a partner at Davidson Fink's Commercial Real Estate Practice Group, focusing his practice on in the areas of real estate development and mortgage lending. He has represented many in this room. It is my pleasure to present this award to Scott Sydelnik.

Deal of the Year Lease: This deal may not be the largest, but is representative of the challenges we all face with changing times. A former call center, 105 Despatch Dr., East Rochester, will be occupied by San Lorenzo Montessori Academy who will move into this property this month after signing a new 10-year lease. The building is owned by RJ Taylor General Contractors, the property was completed in 1994 and is managed by MCA Group.

Each rentable space at this property has its own entrance and exit. The building has high ceilings and 130 parking spots, as well as lots of natural light. Peter Gillett of Flaum Management Company

represented the landlord. Mercedes Brien of Coldwell Banker Commercial Custom Realty represented the tenant. Pete and Mercedes are both heavy weights in our industry. Please come up and accept your award Pete and Mercedes.

**Deal of the Year Sale:** The Deal of the Year Award is given to the individual or individuals that completed the most interesting, creative, complex, meaningful, or largest transaction for the year.

A very exciting deal. Three office buildings: the Fitch building, the Hiram Sibley Building and the Valley building totaling 150,950 s/f to a private investor for \$6.5 million or \$43.06 per s/f. The investment deal is going to be a redevelopment project. It is with great pleasure that we present this to someone I have learned a lot from over the years - Joe Rowley Jr.

**Commercial Realtor of the Year:** Realtor of the Year is awarded to the individual that has demonstrated excellence in the Commercial Real Estate Profession. Qualifications are as follows:

- + High professional and ethical practices.
- + Community involvement through charitable, industry, church, etc., organizations.
- + Demonstrates a high level of competence in serving customers, clients, etc.

No one can deny this next award winner has had a Phenomenal year. Listen to these highlights In August of this year Conductor Construction Management purchased a 398,432 s/f industrial property from Maguire Properties Inc. for a total of \$16.8 million.

This one is near and dear to my heart. West End Business Center was not for sale....but I guess everything is for sale for the right number. West End Business Center is a mixed-use complex on Rochester's west side. This former General Railway Signal complex consists of 16 buildings of light manufacturing and warehouse space, and 140,000 total s/f of office suites. The complex offers ample on-site parking. This industrial site sold for a total of \$6.1 million. What a year.....and he's still a young buck congratulations to Adam Rooney.

**Allan D. Moore Lifetime Achievement Award:** This award winner needs no introduction. Michael Frame is a Rochester, native and moved back to Rochester after living in New England to raise his family In late 1997 Michael opened the CB Richard Ellis|Rochester office where he has served as EVP and managing broker ever since. Michael specializes in office, corporate services and investment properties. Michael has non-profit board history with Compeer Rochester, Junior Achievement of Rochester and currently with AVBI/Goodwill of the Finger Lakes.

Michael has over 35 years of real estate experience and has participated in over.....get ready for this....950 commercial real estate transactions totaling over \$1 billion in gross consideration. It is our great honor to present this award to the legendary Michael Frame.