



2024 Year in Review: Michael Montante, Uniland Development Company

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Michael Montante
CEO

What noteworthy transactions or deals from this year best exemplified key market trends or shifts?

While commercial business transactions often dominate the CRE headlines, Uniland's year was highlighted by over 300,000 s/f of construction projects either completed or under way. Major projects included a \$22 million, 67,000 s/f project with BestSelf Behavioral Health on their new headquarters and Child Advocacy Center on the Buffalo Niagara Medical Campus, and groundbreaking ceremonies for FeedMore WNY's \$107 million, 200,000 s/f headquarters in Hamburg, and Evergreen Health's \$20 million, 36,000 s/f Ken-Bailey healthcare center in East Buffalo. This uptick in CRE development activity for nonprofits could signal a trend of increased demand for mission-aligned workspace in the years ahead.

What was your greatest professional accomplishment or most notable project, deal, or transaction in 2024?

Uniland's greatest accomplishment of 2024 was reaching our 50th anniversary, marking the founding of our family-owned and operated CRE development company by my father, Carl Montante, and building for the future. Since launching with two employees and a single warehouse, Uniland has grown into an organization with over 200 employees that has developed over 16 million s/f across the Rochester and Buffalo markets. Today, over 400 businesses call a Uniland facility their home. In discussions with clients, including many who have worked with us for decades, I am reminded of the importance of valuing long-term relationships, collaboration, and creativity.

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