



Gallina Development Corp. builds the 140-acre, multi-use Elmgrove Crossings Business Park in Gates

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In the late 1990s, the greater Rochester area was abuzz over the closing of Eastman Kodak Co.'s facility, a 5.1 million s/f industrial complex located on Elmgrove Rd. The economic toll from the closing in lost jobs, real estate tax revenues, and sales tax revenues was staggering. It was reported then, that the closing made it one of the largest vacant industrial sites in the U.S. Ralph Esposito, town supervisor, said, "When Kodak left Gates, they were paying over 15% of all the town taxes collected. It was a devastating blow to this area."

At that very same time, and across the street from the main entrance to the facility, a local real estate developer and longtime commercial builder in the town was formulating plans for a new business park. This park, if successful, would help to offset a portion of the economic fallout from the closing of Kodak's plant and just as importantly, help to restore optimism in the area with the development of a new and positive focal point within the community.

Enter Elmgrove Crossings Business Park, a 140-acre, industrial zoned site, containing 21 lots, ranging in size from three to seven acres. The parcel is situated on the east side of Elmgrove Rd., bordered to the north by the Rte. 531 expressway, to the south by Buffalo Rd. (Rte. 33), and to the east by I-490, and includes a 40-acre forever-wild buffer area. Elmgrove Crossings provides an excellent geographic location with quick and convenient expressway access for ease of travel to all areas and businesses within Monroe County and the greater Rochester area.

Though originally envisioned as an office/warehouse (flex) business park, it has grown to become a multi-use development, with no less than office, warehouse, distribution, light manufacturing, retail, medical office, recreation and community use facilities. The park now offers an array of services to both businesses and the community, and in a somewhat unique twist, to thousands of sports minded youth and adult participants from Monroe County and the surrounding areas.

Gallina Development Corp. purchased the Elmgrove Crossings site in March of 1999 from Eastman Kodak Co. and began construction of the first building, 700 Mile Crossing Blvd., in July of that same year. The 33,200 s/f single-story, multi-tenant flex building was completed in December 1999. Over the course of the next 10 years, Gallina Development would continue to develop Elmgrove Crossings, a site that now includes 18 buildings totaling over 470,000 s/f of space. In all, there are nine multi-tenant flex buildings, four owner-occupied flex buildings, and a retail and medical office complex comprising five buildings. Elmgrove Crossings is home to over 35 individual businesses, which when combined, have gone on to create numerous new jobs and retain 700 jobs. National, regional and local employers include: Time Warner Telecom, Rotork Controls, Kaman Industrial Technology, Sears Home Improvement, Lennox Industries, ITT Flyght Corp., Nippon Express USA, The Scotts Co., YMCA of Greater Rochester, R.L. Kistler, Inc., CMI Communications, Genesis Pediatrics, Lifetime Assistance, Jitters Coffee Roasters and Jim & Ralph's Restaurant.

In 2004, an affiliate entity of Gallina Development purchased the 60-acre site north of the Elmgrove Crossing's site, formerly known as the Eastman Kodak ball fields. A 131,500 s/f indoor sports facility was developed and has gone on to become one of WNY's finest sports and recreation facilities. Unity Health System Total Sports Experience (UHSTSE) features leagues, academies, camps, clinics, training time and other opportunities for youth and adults in an array of sports.

In 2005, the zoning of Elmgrove Crossings was changed from industrial to planned unit development, to allow for the development of more diverse property types. Soon thereafter, the YMCA of Greater Rochester developed a 10,000 s/f day care center and 55,000 s/f full service YMCA in order to serve the western portion of YMCA's Monroe County customer base.

In 2007, a five-building retail complex, totaling 47,000 s/f was developed to serve the needs of not only the Elmgrove Crossings tenants but the surrounding community as well. The site currently houses three restaurants, a pediatric medical practice, an appliance parts distributor, and a provider of developmentally disabled services. The blending of these businesses demonstrates the need for a diverse array of services within the area.

Even in today's economic environment, Elmgrove Crossings boasts a 98% occupancy rate and has six lots remaining for development. Gallina Development plans to complete the build out of Elmgrove Crossings over the next two to three years. In doing so, benefits abound, job opportunities will again be created, additional amenities provided to all area residents, and the town's real estate tax base will continue to move towards restoration. It is worth noting that already, Elmgrove Crossings has added \$20 million in new value to the real estate tax base of the following recipients: the town, the county of Monroe and the Gates Chili Central School District.

Andrew Gallina, president of Gallina Development, is that real estate developer with the vision of transforming a once vacant 140 acres into a diverse development accommodating the needs of countless individuals and businesses alike, now and well into the future.

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