



Cefalu and Carignan of KW Commercial broker 10-year, 16,000 s/f lease in Glens Falls

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KW Commercial, the commercial division of Keller Williams Realty Distinctive Properties, represented Numesh USA, LLC, an affiliate of Numesh Inc. of QuÃ©bec, Canada in negotiating a 10-year lease for 16,000 s/f within the former Native Textiles Building, located at 211 Warren St. The company will operate 24 hours a day and is expected to create 12-15 jobs initially and potentially grow if another division moves to the area.

The deal was negotiated by Charles Cefalu, director and operating principal of KW Commercial and Wayne Carignan, a licensed salesperson with Keller Williams Realty.

Cefalu, who has played a vital role in Revitalization Efforts now taking place in the area, said, "Initially, Numesh was considering a location closer to the Luther Forest Technology Campus and GlobalFoundries but I knew Glens Falls was a more suitable location for their business. Over the past two months, and after numerous conversations and meetings, Numesh's president, Jacques Beauchamp came to realize that Glens Falls represented tremendous opportunities for the business and that Numesh could play a vital role in creating new jobs within the Community. I am so excited that Numesh ultimately chose Glens Falls to set-up its U.S. operations. Mr. Beauchamp and I will also be meeting with representatives of the Warren County Economic Development Corp. to explore Empire Zone Benefits and other incentives for Numesh USA, LLC."

A special thanks goes out to Jerry Nudi of Tech Warehousing, LLC who exhibited flexibility and a willingness to create attractive leasing terms throughout our negotiations to entice Numesh to the former Native Textiles Building."

Numesh already does business in the U.S. but given the Obama Administration's focus on the deteriorating and aging Infrastructure, there will be great demand for Numesh's products for the construction of new roads, bridges, buildings, tunnels and culverts. Equipment will begin to move over the Canadian border and is expected to arrive in the city the first week of November. Recruiting will begin and all employees will be hired locally. After training, formal operations are expected to begin in December.

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