

# IRR SYRACUSE

## Office Profile

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Integra Realty Resources  
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# Overview of Expertise

Integra Realty Resources—Syracuse provides valuation and consulting services for various types of real property with special emphasis on investment grade real estate. We serve mortgage bankers, investment advisory firms, corporations, private clients, developers, lenders, investors, governmental agencies, real estate owners, and other professionals concerned with the value, use, and feasibility of real property.

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## Principal Markets Served

### New York Counties

Albany	Greene	Rensselaer
Allegany	Hamilton	St. Lawrence
Broome	Herkimer	Saratoga
Cattaraugus	Jefferson	Schenectady
Cayuga	Lewis	Schoharie
Chautauqua	Livingstone	Schuyler
Chemung	Madison	Seneca
Chenango	Monroe	Steuben
Clinton	Montgomery	Tioga
Cortland	Niagara	Tomkins
Delaware	Oneida	Ulster
Dutchess	Onondaga	Warren
Erie	Ontario	Washington
Essex	Orange	Wyoming
Franklin	Orleans	Yates
Fulton	Oswego	
Genesee	Otsego	



# Key Personnel

## Senior Management

William J. Kimball, MAI  
Senior Managing Director  
wkimball@irr.com

## Directors

P. Richard Coughlin, MAI  
rcoughlin@irr.com

Melanie Zapp  
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## Associate Directors

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# Core Competencies

Office  
Retail  
Multifamily  
Industrial  
Special Use

- Valuation for real estate lending, asset acquisition and disposition, and public-sector planning and development initiatives
- Market and feasibility studies
- Litigation and qualified expert testimony in all litigation and arbitration venues
- Comprehensive research coverage of the major asset classes (office, retail, industrial, & multifamily)
- Expertise in special-purpose property valuation and real property interests (leasehold and other partial interests)
- Extensive experience in management of large portfolios of commercial properties nationally
- Complex cash flow modeling, asset performance including peer to peer studies
- Real estate consulting on complex real estate matters
- Residential valuation for subdivisions and mid and high-rise including CBD condominium towers

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# Office Assignments



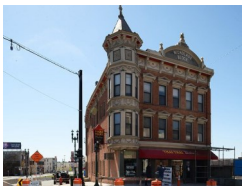
## Lafayette Court

Multi-tenant 8-story office building located in downtown Buffalo. Constructed in 1920. Valuation for a major national bank.



## Hills Building

Multi-tenant, 12-story office building located in downtown Syracuse. Valuation for a major national bank.



## Nicholas Building

Income valuation analysis of a mixed-use building located on a major corner of Downtown Schenectady. This historic property was demolished as a result of an urban renewal project to make way for a new apartment building. Valuation for major law firm .



## Hutchings Building 7

Appraisal and market rent study of area's premier 31,506 sq. ft. 30-bed children's psychiatric facility. Valuation for a state entity.



## Galleries of Syracuse

A 259,901 SF multi-tenant office building, built in 1987 and recently renovated. Located in Syracuse CBD. Valuation for a major regional bank.



## Dig Safely New York

Proposed 20,923 SF owner occupied office with unique indoor dig site for Dig Safely New York headquarters. To be completed in 2019. Valuation for a major regional bank.

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# Retail Assignments



## Retail Center

Multi-tenant retail strip center constructed in 1960 and renovated in 2008. Valuation for a national life insurance company.



## NYS Thruway Project

Major consulting assignment for state entity developing Fair Market Rent Estimate for all 27 food service facilities situated along the 570-mile NYS Thruway superhighway.



## Dunkin' Donut Portfolio

Appraisal of three Dunkin' Donut properties in Upstate New York owned by the same owner-operator. Valuation for a regional lender.



## Wellsville Shopping Center

Multi-tenant shopping center anchored by Tractor Supply and Save-A-Lot in Wellsville, NY built in 1973. Valuation for a major regional bank.



## Kingston Shopping Center

Modern 160,958 SF shopping center, located in Kingston NY. Built in 1995 with expansion in 2007. Anchored by Kohl's, Planet Fitness, Party City, 5 Below. Valuation for private estate.



## New Hartford Shopping Center

Multi-tenant shopping center with 389,727 SF, located in New Hartford. Built in 1960 and renovated throughout the years, 100% occupied. Valuation for an international client.

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# Multifamily Assignments



## Southeast Towers

Subsidized multi-family property with 376 units and 184-space parking garage located in downtown Rochester. Valuation for a major national bank.



## College Town

A 332,742 SF mixed-use development with 154 apartments and 160,242 SF of commercial space, built in 2014. Located in Rochester. Valuation for a development company.



## Ballston Spa Apartments

Class A multi-family with 40 units, located in Ballston Spa, built in 2017. Valuation for a major national bank.



## Proposed Senior Apartments

Proposed multi-family property that will contain 58 units, clubhouse, and garages that are geared toward seniors. Valuation for a major national bank.



## Aspen Heights

Student housing with 490 beds built in 2017 in the City of Syracuse. Valuation for a major national bank.



## HUD/HAP Portfolio

Portfolio of 7 multi-family properties subject to HUD HAP agreements. Properties totaled 259 apartments and 11 commercial units. Valuation for local bank

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# Industrial Assignments



## Actuant Medical

Proposed 35,000 sf clean-room medical manufacturing facility featuring 19,400 sq. ft. clean room space. Valuation for a major national bank.



## Pepsi Distribution Warehouse

Multi-million dollar expansion of Pepsi Distribution warehouse. Valuation for a major national bank.



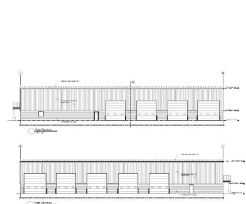
## U.S. Salt

A 305,365 SF industrial salt production facility located on 471 acres of lakefront land in Watkins Glen. Built between 1920-2002 and 100% owner occupied. Valuation for an accounting firm.



## Crossroads Park Industrial

A 86,397 SF industrial warehouse, built in 1996. Facility is 100% owner occupied. Valuation for a major national bank.



## Proposed Truck Repair Facility

Proposed 18,150 square foot vehicle repair facility that will be located in Ontario County. Valuation for a major national bank.



## Former Magna & Sherrill Manufacturing Plants

Former manufacturing facilities in Upstate New York with 2.2 million square feet of space and multi-tenancy. Valuation for international client.

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# Special Purpose Assignments

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## Trade-A-Yacht Marina



Appraisal of a 200+ slip marina on Oneida Lake. Valuation for a local community bank.

## Pat McGee Trail



Local rail-to-trail project in Cattaraugus County, 12.4 mile nature trail containing 178 acres. Valuation for a state entity.

## Hilton Garden Inn



A 69,085 SF full service hotel with 92 rooms, built in 2012. Located in Auburn. Valuation for a major regional bank.

## Lands Along the Salmon River



Appraisal of vacant land alongside one of the most famous salmon and steelhead rivers in the northeast that has 13± miles of public access and 2± miles of privately controlled land. Valuation was engaged by a state agency.

## Waterpark Property



An outdoor waterpark property on 44 acres, located in Dutchess County, built between 1995 and 2018. Numerous water and amusement rides. Valuation for a major regional bank.

## Dude Ranch Hotel



A 104,786 SF all inclusive hotel dude ranch resort property with 113 rooms, built in 1958 with continuous renovations. Located on 387 acres with numerous out buildings, horse trails and other indoor/outdoor recreational activities. Located in Ulster County. Valuation for a major regional bank.



# Areas of Specialization

Medical Office Buildings  
Student Housing  
Going Concern  
Senior Housing  
Churches or Houses of Worship  
Shopping Centers

- Comprehensive market, development, and feasibility studies
- Custom real estate studies for private clients
- Right-of-way/eminent domain
- Corridor valuations
- Competency in Uniform Appraisal Standards for Federal Land Acquisition (UASFLA or “Yellow Book”) valuation (including state and federal land exchanges, managed exchanges, in-holdings, etc.)
- Recreational and resort (land, condos, lodges, fractional interests, hotels, and resorts)
- Subdivision and transitional land analyses
- Specialty medical (ambulatory surgical centers, hospitals, etc.)
- Dispute mediations/arbitrations
- Tax appeal, use and market studies
- Expert witness (testimony)
- Urban renewal & reuse analyses
- Real estate counseling for public and private-sector clients
- Valuation for trust and estate planning
- Valuation for purchase price allocation and financial reporting

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## Financial Institutions and Lenders

Adirondack Bank	Farm Credit East	PNC Bank
AEGON, USA	Fidelity Bank	Premier Comm. Lenders
American Metro Bank	Fifth Third Bank	Provident Bank
Atlantic Stewardship Bank	First State Bank	RCB Capital Markets
Bank of America	First Priority Bank	Red Capital Mortgage
Bank of Castile	Glens Falls Nat'l Bank	Riverstreet Real Estate Group
Bank of New Jersey	Huntington Bank	S&T Bank
Bank of the West	Intrust Bank	Sabadell United Bank, N.A.
Basis Investment Group	IXIS Real Estate Cap	Salisbury Bank and Trust Co.
BB&T	JP Morgan Chase	Santander Bank
Beacon Federal	Key Bank	Solvay Bank
Berkshire Bank	LaSalle Bank N.A.	StanCorp Mortgage Investors
Blackburne & Sons Realty	Live Oak Bank	Susquehanna Bank
BNY Mellon	Luxottica Retail	Tomkins Trust
Boston Private Bank & Trust	Lyons National Bank	Tupper Lake Nat'l Bank
Broadstone Real Estate	M & T Bank	TD Bank
Capital One Bank	M & T Realty Capital Corporation	USPS
Capital Source Bank	Morgan & Stanley	UBS Securities
Centerline	NATIXIS Real Estate Capital	United Bank
CitiBank	New York Community Bancorp	US Bank
Citizen's Financial Group	New Dominion Bank	Vendor Alliance Capital, Inc.
Citizen's National Bank	NBT Bank	Wachovia Corp.
City National Bank	NCB Financial Group	Washington Mutual
Columbia Bank	Northwest Savings Bank	Webster Bank
Community Trust Bank	Old National Bank	Wells Fargo
Conifer Realty	ONB Bank & Trust	Westfield Bank
Deutsche Bank	ORIX	
Dime Bank	Pacific Western Bank	
Dollar Bank	Pathfinder Bank	
Empower Federal Credit Union	PCV/Murcor	
Enterprise Community Trust	People's United Bank	
Equity Bank	Pinecrest National Funding	
EverBank		

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## Government & Organizations

Church Development  
City of Syracuse  
Dormitory Authority of State of New York  
Federal Aviation Administration  
General Services Administration (GSA)  
Hillside Family of Agencies  
NYS Canal Corporation  
NYS Department of Conservation  
NYS Thruway  
NYS Office of General Services  
Onondaga Community College  
State of New York  
SUNY ESF  
Syracuse Academy of Science Charter School  
Town of Dewitt  
USDA  
Village of Manlius  
Village of Minoa

## Law Firms

Alderman & Alderman  
Aronauer, Re & Yudell, LLP  
Bernstein Shur Law Firm  
Davies Law Firm  
Dorsey & Whitney, LLP  
Huff, Wilkes, LLP  
Maloney, Danyi & Tranter, LP

## Corporations

Bunzl Distribution USA  
Carbone Auto Group  
Daimler Trucks N.A.  
DCH Investments  
Di Electric Labs Inc.  
Index Management Services, LLC  
PetSmart, Inc.  
Wal-Mart Realty

## Developers

Compson Development  
COR Development  
CURV Development  
Emmi Commerce Park Development Co.  
Housing Visions  
LNR Partners, LLC  
Vineland Construction  
Washington Street Partners

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# Key Personnel Qualifications

## William J. Kimball, MAI

Mr. Kimball has been actively engaged in real estate valuation and consulting since the early 1980's. He spent the first four years of his career with Miller and Kafes Associates, working throughout the country, until the firm disbanded. The subsequent five years were spent in real estate banking working for Chase Manhattan Bank and the Industrial bank of Japan. In 1991, Mr. Kimball established Kimball Appraisal Group, Inc., which serviced the Central New York market as well as Northern Pennsylvania. In 2005 Mr. Kimball joined Integra Realty Resources, and established Integra Realty Resources-Syracuse, where he is the Senior Managing Director.

Mr. Kimball has a broad range of experience in valuation and analysis of all types of real estate including commercial, industrial, office, multi-family, mixed-use, and special-purpose properties. He has developed a particular expertise in the valuation of investment grade real property. He has also been engaged by domestic and offshore investment partnerships to conduct marketability, feasibility, and various valuation consultation assignments.

Mr. Kimball received a Bachelor of Science degree in Business Management from The University of Connecticut in 1983. He has also given lectures at New York University's Real Estate Institute. He has authored articles in such publications as The Appraisal Journal, Power Center-Urban Land Institute and The Appraisal Institute.

Mr. Kimball received the MAI designation in 1989. He is a Certified General Real Estate Appraiser in the state of New York.

### Additional Professional Staffing

IRR Syracuse's professional staff also includes the following:

P. Richard Coughlin, MAI, Director, BS, St. John Fisher College  
Melanie Zapp, Director, BS, State University of New York at Oswego  
William Keast, Associate Director, BA, LeMoyne College  
Richard Dannan, Associate Director, BBA, St. John Fisher College  
Andrew Carey, Associate Director, BA, LeMoyne College  
Jacqueline Keast, Senior Analyst, BA, LeMoyne College  
Christopher Burn, Analyst, St. Mary's College, Onondaga Community College

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# Corporate Profile

IRR provides world-class CRE valuation and counseling services. We are the largest independent commercial real estate market research, appraisal, and consulting firm in the U.S. Covering over 60 markets, our 650+ staff includes 195 MAI-designated professionals – more than ANY other firm.

IRR was created for the purpose of combining the intimate knowledge of well-established local firms with the powerful resources and capabilities of a national company. Integra offers integrated technology, national data and information systems, as well as standardized valuation models and report formats for ease of client review and analysis. Integra's local offices have an average of 25 years of service in the local market, and each is headed by a Managing Director who is an MAI member of the Appraisal Institute.

IRR covers Office, Multi-Family, Retail, Industrial, Lodging and other specialties - including Seniors Housing and Health Care, Self-Storage, HUD MAP, Agricultural, Cell Towers, Gaming, Golf Courses, Marinas, Malls, Student Housing, and more.

IRR serves many of the Nation's largest and most prestigious financial institutions, developers, corporations, law firms, and government agencies.

**Visit [IRR.com](http://IRR.com) to find an IRR CRE expert in your local market.**

## Corporate Office

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# Competitive Advantage



## Client Satisfaction

Integra is committed to streamlining the management and delivery of assignments so our clients have confidence and direct contact with the appropriate individuals.

## 100% Valuation and Counseling

Integra's personnel, resources, data and techniques are focused exclusively on valuation and counseling. We do not offer other conflicting services, and we are independent and have only one interest in mind: The Client.

## Industry Leasing Research

Integra, through its proprietary database - DataPoint - provides in-depth analytics throughout the US. This unrivaled database is compiled from more than 100,000 valuation assignments across multiple markets.

## Elite Professionals

Integra has over 165 MAIs and more than 30 CREs, more than any other company. With Integra, you get the broadest national coverage with over 60 offices throughout North America and over 900 'best in class' valuers.

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