



DEVELOPING THE FUTURE

The Newsletter of the Casilio Companies

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BREAKING GOUND AT CLARENCE LIBRARY

P.A.T. Construction Management, a Casilio Company, broke ground on a \$4.2 million library for the Town of Clarence. The 16,900 square foot facility is being constructed on land between the Clarence Town Hall and Old Goodrich Road. The existing 8,200 square foot library is located on Main Street in Clarence.



The new library will provide an opportunity for learning, recreation, and personal growth through the application of traditional expertise and technology. Features of the new library include a special children's center, a learning center for adults, a business resource center and drive-up book drop. There will also be an expansion on high interest materials including video, audio, and DVD's (digital video disk), large print materials and books on tape. The library is planned to be one of the largest community libraries in the Northeast section of Erie County.

The project is scheduled to be completed Spring of 2001.

CASILIO COMPANIES DEVELOPS HOUSING PROJECT FOR MEDAILLE COLLEGE

P.A.T. Construction Management, a Casilio Company, broke ground on a \$4.6 million student housing project for Medaille College in Buffalo, New York. The 36,000 square foot complex will be located on the far east end of its Agassiz Circle Campus with completion expected in time for the upcoming academic year.

The three story L-shaped facility is to include a wing of

MARY POWELL NAMED PRESIDENT OF DEVELOPMENT COMPANY

Mary Powell has been named President of the Casilio Companies, ranked as one of the top ten developing companies in Western New York by Business First newspaper. She oversees the Williamsville, New York based company's regional and national real estate activities including commercial and industrial real estate development, acquisition, sales, leasing, real estate brokerage and design/build construction.

Among the projects Powell and Casilio Companies have worked on, is the development of a 45,000 square foot distribution center for the May Company in Newstead, NY. The company has also built two 150,000 square foot distribution centers in Buffalo and Champlain, NY. Others include Trico Products, Wilson Greatbatch LTD., Bryant and Stratton Business Institute and Cleve-Hill Medical Plaza.



Powell joined the company in 1978, after a sales and marketing career in New York and is a New York State licensed real estate broker.

Powell is a member of the Clarence Industrial Development Agency, the Baker Victory Services Board, the American Red Cross Facilities Committee, the Advisory Board of Canisius College's Wehrle Business School, Kaleida Health's Millard Fillmore Suburban Hospital Advisory Board, Niagara Health Quality Coalition, and a Leadership Buffalo graduate.

CONSTRUCTION COMPLETED AHEAD OF SCHEDULE

P.A.T. Construction Management, a Casilio Company, completed the \$8.5 million school for Wyndham Lawn Home for Children in Lockport, NY, three months ahead of schedule. The project was completed under budget, and the facility encompassed classrooms, gymnasium, cafetorium,

one, two and three bedroom apartments, and a wing of two bedroom suites to accommodate 136 students. The apartments and suites will have Internet access at each bedside. The apartment wing will include a lobby, snack bar, and computer and laundry rooms.

Medaille's decision to build housing on its 13 acre campus results from several years of deliberation by college trustees. The new building will be the first on-campus housing in the independent schools' 32-year history. "There has been an incremental growth in Medaille's residence life community. Our residential populations is up 52% from a year ago." said college President Kevin I. Sullivan.

K2M Architects of Clarence, NY designed the new facility, which shall feature a stone facade.

library, computer room and soccer field.

Founded in 1871 as an orphanage, Wyndham Lawn Home for Children currently provides therapeutic residential care for children with emotional and behavioral problems throughout Western New York.

As a program of New Directions Youth and Family Services, Inc., the Wyndham Lawn Campus School provides special education services for both residents and children in the community whose needs cannot be met at their local school. The new facility was designed by Silvestri Architects of Amherst, NY.



Construction Managers, General Contractors, Site Developers, Trucking, Real Estate Development, Management and Brokerage

PHIL CASILIO ELECTED TO HOMESPACE BOARD OF DIRECTORS

Philip T. Casilio has been elected to serve on the Board of Directors of Homespace Corporation. Homespace provides transitional housing for young, homeless, single parents and their children.

Mr. Casilio, who works in sales and estimating for Casilio Companies, is active with several other organizations including SABAH, the New Millennium Group, the WNY Artist Group as a regional artist, and Amherst East Rotary.

Homespace was founded in 1989 by parishioners of Trinity Episcopal Church to serve the increasing number of young, single homeless parents, many of whom were victims of domestic violence, and their children. Homespace is an independent, not-for-profit corporation that works to reverse the cycle of dependency, homelessness and poverty by providing training in critical life skills in a residential setting. Residents of Homespace and their children live for up to 24 months in one of twelve townhouse apartments while working to develop the skill set needed to live independently. Residents receive training, budgeting, parenting and childcare, time management, nutrition and food preparation, and GED certification.

CASILIO WELCOMES NEW TENANTS

CASILIO SIGNS LEASE WITH MAY DEPARTMENT STORES COMPANY

Casilio Companies signed a long-term lease with the May Department Stores Company of St. Louis, Missouri. The 46,000 plus square foot facility located on Main Street in Newstead, NY. is being used as a Kaufmann's Furniture Distribution Center serving Syracuse, Rochester and Buffalo. P.A.T. Construction Management served as Construction Manager for the project. Pat Casilio, Sr., CEO of Casilio Companies, states, "It was crucial upon signing the contract with May Department Stores Company that we finish on time and on budget. We successfully achieved this goal, and we feel we have played a significant role in the development of a WNY facility which will become the main distribution center for the Eastern states."

Casilio has long term experience and expertise in building industrial, manufacturing and distribution centers. Related projects include two major distribution centers, including Miller/Molson in Champlain, New York, a division of Phillip Morris, and a 150,000 square foot renovation of a Distribution Center for Trico Products in Buffalo, New York.

The Casilio Companies is also a partner in the ownership of the U.S. Postal Distribution Center in Buffalo. "Our success is based on our flexibility in structuring leases, competitive pricing in both construction and leasing, and our understanding of design/engineering," said Mary Powell, President

Casilio Companies is pleased to announce the signing of new tenants. Casilio welcomes Linstar, Inc. an identification solutions company to 3,500 square feet of office space at our 8899 Main Street location. Linstar, Inc. was represented by Trish LiBassi of Hunt Commercial Real Estate Corporation. At Your Service Auto Care, Inc. will be occupying 6,000 sq. ft. of warehouse space at 5844 Goodrich Road in Clarence Center, NY.

New Directions Youth & Family Services (formerly Wyndham Lawn Home for Children) has signed a long term lease at the Cleve-Hill Medical Plaza, Kensington and Eggert Road, Buffalo, NY.

Auto Place Infiniti has signed a long term lease at 8180 Main Street, Williamsville, NY.

Kabob & Curry Restaurant has signed a lease at 5185 Transit Rd, Williamsville, NY. Known for their Pakistani cuisine, Kabob & Curry have other locations throughout Silicon Valley, California and Portland, Oregon.

of Casilio Companies. As a result, Casilio has grown to become one of the largest developers/contractors within the City of Buffalo, with approximately 800,000 square feet renovated and built in the past three years.

Founded in 1877, May Department Stores Company has evolved into a \$14 billion leading retailer, operating eight regional department store divisions using 12 trade names. Most notably are Kaufmann's, Lord and Taylor, Filene's, The Jones Store, Hecht's and Strawbridge's.

The Furniture Distribution Center is located in the North Star Commercial Park, developed by Casilio in 1995, which is well suited for office, manufacturing, warehouse and distribution. Previously, Casilio leased out 18,000 square feet of a Class A office on the commercial park property to Gelia, Wells and Mohr, a national marketing and advertising firm.

Construction Managers, General Contractors, Site Developers, Trucking, Real Estate Development, Management and Brokerage

PETER CASILIO APPOINTED TO THE FINANCE COMMITTEE AT THE AMERICAN HEART ASSOCIATION

The American Heart Association has appointed Peter Casilio, President of P.A.T. Construction Management, to their Finance Fundraising Committee. The American Heart Association is an organization designed to educate the general public about the risk factors of heart disease and stroke.



Mr. Casilio is also a member of the Board of Directors of the Buffalo Niagara Partnership, member of the Small Business Council, Chairman of the Member Benefits Committee and member of the Trust Steering Committee.

He is also a member of the Erie County Sheriff's Scientific Staff Reserves, member of the Eastern Hills Sunrise Rotary, Treasurer of R.C Pulsers of WNY, and Advisor of the Erie County Sheriff's Explorer Program.

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MARY POWELL APPOINTED TO THE FACILITIES COMMITTEE AT AMERICAN RED CROSS

The Greater Buffalo Chapter of American Red Cross appointed Mary Powell, President of Casilio Companies, to their Facilities Committee. The Greater Buffalo Chapter was founded in 1909 in Dansville, NY. Today, the Chapter has grown in staff and volunteers to raise money and supplies for American Red Cross relief missions to many local, national, and international conflicts and disasters, and continues to send aid in dollars, people and materials wherever help is needed. The committee is responsible for Real Estate and Facility issues.



WHY CONSTRUCTION MANAGEMENT?

Investing in a construction project in today's market can be costly, risky and complicated. Construction, regardless of the type or the scale of the project, can lead to cost and time overruns of nightmare proportions. Tight regulations only add to the complexity. At every stage the process of design and building is one of ongoing negotiation, coordination, problem-solving and financing.

How well this process is handled can make the difference between a project that succeeds and one that fails.

A construction management firm is not a sub-contractor promoting his own product or labor. In fact, the Construction Manager promotes and protects the owner's goals. Construction Managers centralize the controls and administration of the project team. They carefully monitor and report on budgets, keep a careful eye on schedules and ensure that designers and builders are on track with the owner's stated objectives. A good Construction Manager understands the overall process of design and building. Construction Managers are team players and team leaders, working with the designers and contractors to facilitate their work - as opposed to interfering with them.

In the planning stages of a project, the Construction Manager is able to contribute to feasibility studies and budget projections, set criteria for building and propose working models and schedules. Construction Managers also examine architectural and engineering plans to identify potential problems and conflicts.

In the bidding phase, the Construction Manager rates potential bidders and tailors contract offers to benefit of the owner.

In the construction phase, the Construction Manager works onsite to assure coordination of the project team, acting as a trouble-shooter and problem solver. The Construction Manager inspects the project for quality and progress, negotiates change orders with contractors, approves payment requisitions and the like and may ensure that safety standards are followed, or labor conflicts smoothed over.

One of the main benefits of the Construction Management approach is that it lends itself to "fast-track" or phased construction. Fast track is a method whereby the stages of design and building are over-lapped to reduce time and cost. Fast track can actually shrink budgets, but this takes a great deal of careful planning and coordination of the entire construction process, which is, in effect, the specialty of the Construction Manager.

In summary, the Construction Manager is the the Owner's advocate, representing the Owner and promoting the Owner's interests - budget, schedule and design/quality standards. A Construction Manager typically works for a fixed percentage, is completely impartial and has no other vested financial interests in the project. Additionally, a Construction Manager can reduce overall project costs. Detailed budgeting, an analysis of alternative construction methods, the elimination of the General Contractor's overhead and profit, and the passing on of all savings directly to the Owner typically generate project cost reductions that exceed the Construction Manager's fee.

For Further Information, please contact us at Phone: (716) 633-9933 Fax: (716) 633-9937