

Build ... Build It NOW!

One thing's for sure, when it comes to development, it's never going to get any easier. You may own land that you're thinking about developing some day or you may want to construct a building so you can stop paying rent and jump on the real estate train to increased appreciation. If so, take my advice and stop waiting because today's building codes, mitigation fees and lengthy delays in the approval process are crippling property development. Please don't misunderstand me; I think it's absolutely necessary to have a controlled process that produces aesthetically pleasing development that is accessible and safe for all. However, I also think that existing requirements are wandering across the line of affordability and common sense.



Timothy A. Conley, CCIM
President

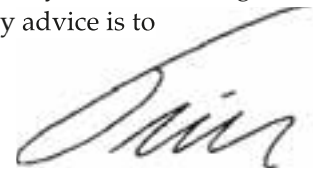
Let's examine the issues one at a time, starting with building codes. You need a Licensed Architect and a Licensed Engineer to develop your plans. Plans must then be reviewed by the Municipality's building department and your Lender's engineer. Seems like a fool proof way to ensure the safety of the public but...wait...not so

fast... some Municipalities now want another Engineer to certify plans that their own building department approved and which were already certified by your project Architect & Engineer and approved by your Lender's Engineer.

Next, let's drop the politically correct term "mitigation fees" in favor of plain speaking and call them what they are, development taxes. You've owned your land for years, diligently paying your taxes, and now you've decided that you want to develop the property in order to bring it to its highest and best use. Surprise, even though you've paid your taxes, the municipality also wants you to pay for future (i.e. - might not ever happen) side walks, traffic lights, widening of roads and increased infrastructure.

Finally, there's timing. We brought a modest project before a local municipality and they expressed excitement at the prospect of development. Our project was zoned properly, met all requirements, had water & sewer immediately available, was unopposed by the neighbors, had no environmental issues and was of less than 1.5 acres in size. We presented completed plans in a timely fashion and with no requested revisions during each step of the process. Amazingly it actually took 18 months just to obtain a building permit.

Therefore, if you own land that you are thinking about developing some day, my advice is to build it NOW.



In this issue

- Build ... Build it NOW! 1
- What do Interior Designers do? 2
- Staff Profile: Cherie Lasher 2
- Project Summary: The Community Preservation Corporation 2

What Do Interior Designers Do?

Written by Cherie Lasher

Aren't they the people who pick out paint colors and fabrics? Yes, but that's just one page from a fascinating story because the Interior Design service is much, much, more.

The Interior Design team plans, executes and supports the client's project to create a new environment either within new construction or through the renovation of existing space.

Planning includes a review of the pluses and minuses of the current facility. The designer plans the new space incorporating the organizational goals for growth, or consolidation, within the overall real estate program. The designer helps the client to select furniture, carpeting, wall treatments, ceiling treatments, lighting fixtures and more from a myriad of functionality options, style choices and price levels. A scaled floor plan is created for the client and the designer also provides documentation for all decisions made in the planning process.

In the **Execution** phase, especially in new construction, the designer might work in conjunction with the project architect and engineer. The designer's work may be as simple as writing specifications with which a purchasing department can order new furniture or, in a different scenario, as complex as producing pricing packages for all of a project's goods and services. In every case the designer helps the project to take shape.

Finally, the designer provides **Support** by monitoring construction, budgets and time lines to ensure successful completion of the project. The designer serves as the client's resource and provides expertise in move coordination and facilities management.

So, the answer is that a designer does everything possible to create the client's ideal physical environment.

Detailed Fit-Up: On Time, Within Budget

Client: The Community Preservation Corporation

Location: 54 State Street, Albany, NY



Conley Associates' Design Division provided complete Interior Design Tenant Fit-Up services for Community Preservation Corporation's new office location.

Conley began by creating block plans demonstrating the Client's fit within the building. These plans enabled the visualization of different work flow and space allocation schemes. Conley then developed a complete space plan for the suite and assisted CPC in addressing adjacency requirements. A scaled furniture plan was created to graphically show locations of existing and new furniture. For new furniture Conley arranged showroom visits for the Client to look at furniture styles and materials appropriate to the project. Conley assisted CPC in the selection and purchase of new furniture, including the review of all furniture pricing proposals. Fully detailed space and finish plans, including telephone, data and electrical locations, were developed for the Client.

Conley Associates was able to aid the Client in selecting finishes from landlord standards while creating a unique, modern and professional environment. This project was completed on time and on budget.

Call us at (518) 463-5500 or visit us online at
www.conleyassociates.biz

Staff Spotlight



Cherie Lasher plays a key role in the Interior Design, Space Planning and Construction Supervision services we offer to our Clients. Cherie brings a variety of skills to the table that enable our Clients to plan, budget and execute all of the elements essential to the creation of the facility they've envisioned.

Cherie joined us after a 10+ year stint as the owner/manager of one of the leading Interior Design firms in the Capital District. She has worked with many corporate clients, including First Albany Corp. and General Electric, and has participated in both new construction and renovation projects. Her responsibilities have included budget development, standards programs and schedule supervision. She has collaborated with Designers, Architects, Contractors, Engineers and other professionals on a wide variety of projects, including Albany International Airport, and has also had professional articles published in the NY Real Estate Journal.

**Conley Associates would like to extend
a special *Thank You* to all of the clients
we have worked with in 2005**

Acosta
Albany International Airport
America Works
APR Datapay
Architecture +
Aromi D'Italia
Atlas Copco
Belknap White Alcco
Bellevue Woman's Hospital
Berkshire Bank
Best Cleaners
Capital Communications Federal Credit Union
Capital District EOC
Capital District Oral & Maxillofacial Surgeons
Capitaland Wireless
Carpetmaster
Catholic Charities
Comfortex
Community Preservation Corporation
Consumer Optical
Control Network Communication
COREPAY
CR Wireless
Diamond Data
DiNapoli Opticians
Dormitory Authority of the State of New York
Dr. Bilfield, Dr. Coleman Medical Offices
Dr. Reed Ference
Dr. Vinay B. Das
Einhorn Yaffee Prescott
Empire State College
Extreme Pizza
First Niagara Financial Group
General Orthopedic
Glens Falls Hospital
Home Care Association
Hudson Valley Community College
Local 7 Plumbers & Steamfitters Union
Mental Health Association
Mohawk Valley Physicians Health Plan
New York State Office of Mental Health
Northeast Workroom
Office of Mental Retardation and Developmental
Disabilities
Pauli Financial Services
Powers & Santola
Reedy Associates
Research Foundation of the State University of New York
Saratoga Hospital
Schmeiser Olsen & Watts
Securitas Security Services
SEFCU
Serling, Decker, Sbuttoni, Boghosian, Di Cerbo,
Lawless, DDS
Spotted Zebra Day Care
State University of New York
SUNY Press
TGI Fridays
Universal Technologies
ValueOptions, Inc.
Visiting Nurses Homecare Services
Wendel Duchscherer
Wertime Ries & Van Ullen
Whiteman Osterman & Hanna



194 Washington Avenue, Suite 620
Albany, NY 12210-2314

PRSRRT STD
U.S. Postage
PAID
Albany, NY
Permit # 370

Conley Associates' Services

- Tenant/Buyer Representation
- Occupancy Services
- Valuation & Appraisal
- Financial Services
- Market Research Services
- Physical Planning
- Project Management
- Construction Supervision
- Interior Design Services
- Advisory Services

Did you know?

Did you know that the Patroon Island Bridge used to connect Rensselaer County to an island in Albany?