



News Release

FOR IMMEDIATE RELEASE

Uniland Development Company Building Earns LEED Certification

- One of Only Four New York State Buildings to Earn LEED for Existing Buildings -

Amherst, New York, Sept. 10, 2009 – The U.S. Green Building Council (USGBC) has certified an existing Amherst, N.Y., commercial building as a high-performance green building that maximizes operational efficiencies while minimizing its environmental impact. The building, owned and managed by Uniland Development Company, has earned USGBC Leadership in Energy and Environmental Design (LEED) certification for Existing Buildings: Operations & Maintenance (EB: O&M) – making it the first building in western New York and one of only four in New York state to receive LEED-EB: O&M certification.

Uniland completed the improvements to reduce energy costs and improve cash flow while improving tenant comfort. The upgraded 34,000 square-foot facility, which is located at 45 Earhart Drive in Amherst, N.Y., and houses the offices of Gerster Trane, offers a significantly reduced environmental impact as well as lower energy and operating costs.

The project cost \$130,000 and resulted in a 30 percent reduction in annual energy costs. The project cost will be recouped in 6.2 years. This incorporates a cost reduction of \$33,000 received through incentives from New York State Energy Research and Development Authority (NYSERDA).

“We believe it was important to create a LEED-certified workspace because it benefits the environment and the bottom line. Most importantly, it’s good for our tenants and their employees,” said Carl Montante, Jr., vice president of marketing and strategic initiatives, Uniland Development Company.

Going green can pay big dividends for commercial building property managers and owners. According to the McGraw-Hill Construction 2006 *Smart Report*, green office buildings command 3 percent higher rents, 6.6 percent higher returns and 7.5 percent higher values than non-green buildings.

To recognize this important award, community and business leaders will join Uniland and executives from Gerster Trane on **Thursday, Sept. 17**, to showcase the high-performance, green office building. Activities will include:

Awards Ceremony – 10 - 11 am

Tracie Hall, executive director of the New York Upstate chapter of the USGBC, will present a LEED certification plaque to Uniland executives.

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Uniland Development Company recipients will include Nancy R. Dobson, executive vice president; David J. Reilly, director of construction; Doug J. Engl, director of property management; Michael A. Longo, director of planning and design; Carl J. Montante, Jr., vice president - marketing and strategic initiatives; and Laura A. Zaepfel, vice president - corporate relations.

Open House and Tour – 11 am - noon

Executives from Gerster Trane will offer tours and be available for discussion (open to media)

Engineers' Broadcast Luncheon – Noon - 1 pm

Industry-leading applications experts from Trane will deliver a non-commercial presentation on "LEED Certification and Energy Conservation."

What it Takes to Make an Existing Commercial Office Building "Green"

To achieve LEED certification, Uniland Development Company leaders met strict requirements regarding sustainable sites, water efficiency, energy and atmosphere, materials and resources, indoor environmental quality and innovation in design.

As rated by ENERGY STAR®, the building's Energy Performance Rating shows the building uses less energy than 95 percent of comparable buildings. The improvements greatly reduce CO₂ emissions, mitigating nearly 147,000 pounds annually, which is equivalent to removing 22 passenger vehicles from Buffalo area roads.

About LEED for Existing Buildings

The Uniland Development Company facility met LEED-EB: O&M standards, the green benchmark for existing buildings in the tenant improvement market. LEED-EB: O&M is the recognized system for certifying high-performance green buildings that significantly reduce their environmental impact and create a plan to maintain these reductions over time, making them healthy, productive places to work, less costly to operate and better for the environment.

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About Uniland Development Company

Uniland is nationally recognized as an innovative leader in construction, design, development and property management. Uniland owns and manages more than 125 buildings in 30 office parks throughout Buffalo and Rochester, N.Y.—representing more than 6 million square feet. Urban or suburban, high-rise or sprawling business park, luxury condominium or high school field house—Uniland projects are setting new standards.

About Trane

Trane, a business of Ingersoll Rand - the world leader in creating and sustaining safe, comfortable and energy efficient environments - improves the performance of homes and buildings around the world. Trane solutions optimize indoor environments with a broad portfolio of energy efficient heating, ventilating and air conditioning systems, building and contracting services, parts support and advanced controls for homes and commercial buildings. For more information, visit www.Trane.com.

About Gerster Trane

Gerster Trane creates and implements high- value solutions for the energy services and heating, ventilation and air conditioning (HVAC) industries. Gerster Trane has been serving the HVAC and energy needs of businesses in the western New York and northwestern Pennsylvania regions for over 30 years. Gerster Trane has 18 LEED® accredited professionals on staff to support clients and their energy and environmental needs. For more information, visit www.gerstertrane.com

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