

Case Study

Health Association of NYS

1 Empire Drive, East Greenbush, NY



Objective: To secure a New York Headquarters for their operation.

Result: After performing a short and long term needs analysis, the decision became clear that the most feasible option was a new facility constructed to their specifications. Platform Realty Group provided location alternatives, in-depth analysis, Requests for Proposals from area developers, lease

negotiations, assistance with municipal approvals, and financing alternatives to effect the total transaction, with an annual savings of over \$100,000 compared to the next closest bid.

Challenges: Weather conditions, a phone easement, a change in the economic incentive package all attempted to kill the deal. Persistent negotiations brought this project in on time and budget.

Transaction Value: \$16,000,000