HAWKEYE AT LOWER FALLS
CALL FOR OFFERS DUE JULY 28TH 2017

1447 ST. PAUL STREET
ROCHESTER, NY 14621
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To the extent Owner or any agent of Owner corresponds with any prospective purchaser, any prospective purchaser should not rely on any such correspondence or statements as binding Owner. Only a fully executed Real Estate Purchase Agreement shall bind the property and each prospective purchaser proceeds at its own risk.
PROPERTY INFORMATION

1447 St. Paul Street
Rochester, NY 14621
**OFFERING SUMMARY**

- **Sale Price:** $1,000,000 Minimum Offer
- **Lot Size:** 12.56 Acres
- **Year Built:** 1917-1943
- **Building Size:** 759,000
- **Zoning:** M-1
- **Price / SF:** -

**PROPERTY OVERVIEW**

This is the former Hawkeye Plant, one of Kodak's most captivating landmarks. This architecturally fascinating building is considered to be one of the finest examples of "Factory Art Deco" in the world.

This property consists of Seven Multi floor inter-connected buildings, the majority of which is office space. This is a prime candidate for an adaptive re-use with beautiful views of the Genesee River Gorge. Potential for light manufacturing or warehouse uses with ground level access and 14’ ceilings in areas. Additional improvements include wet and dry lab space, truck docks and office furniture. One building lends itself to conversion to residential. There are several parking lots surrounding the building and across Driving Park and St. Paul Street.

Offers due July 28th, 2017 with a minimum offer of $1MM. Due diligence materials available with signed Confidentiality Agreement. Tours by appointment.
SALE HIGHLIGHTS

- 760,000 square feet available
- Poured in place Concrete construction
- Divisible into multiple units for mixed use
- Gorgeous views of the Genesee River Gorge
- Multiple surface lots for parking
- Truck docks at various locations
- Elevators for passengers and freight
- Zoned M-1 Manufacturing, allowing many uses
- Offers Due July 28th, 2017
LOCATION OVERVIEW
Located on the Northwest corner of Driving Park Ave and St. Paul Street on the East bank of the Genesee River Gorge. It is perched just above the Lower Falls, 2 miles north of the City Center. Located in the Rochester’s Northeast quadrant with access within one mile to Route 104 and 1.75 miles to Interstate-490. Additionally, the Driving Park bridge offers convenient access across the Genesee river.

PROPERTY STATUS
The Hawkeye Plant was last occupied by ITT in 2013. Since that time, the building the Boiler House has been decommissioned in a manner that allows it to be brought back online if desired. The complex has been heated over the winters with a package boiler to prevent freezing pipes or other temperature related issues. The building has been well maintained with consistent routine maintenance to prevent building decline.

OTHER NOTES
Building 12 and 12A lend themselves to potential residential redevelopment with great views of the Genesee River Gorge. Building 5 has truck dock access on both the first and second floors providing convenient access for deliveries and shipping. Due to prior uses there are many wet/dry lab areas throughout the complex. Additionally, there is a cafeteria in building 5 and a variety of office furniture and cubicles in all buildings.
<table>
<thead>
<tr>
<th><strong>SALE PRICE</strong></th>
<th><strong>$1,000,000 MINIMUM OFFER</strong></th>
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<tr>
<td><strong>LOCATION INFORMATION</strong></td>
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<tr>
<td>Building Name</td>
<td>Hawkeye at Lower Falls</td>
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<td>Street Address</td>
<td>1447 St. Paul Street</td>
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<tr>
<td>City, State, Zip</td>
<td>Rochester, NY 14621</td>
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<td><strong>BUILDING INFORMATION</strong></td>
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<tr>
<td>Lot Size</td>
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HISTORY OF THE HAWKEYE PLANT

The Kodak Hawkeye plant has a rich and vibrant story and is ready to begin the next phase. With the acquisition of the Blair Camera Company in 1907 Eastman Kodak Company added the Hawk-Eye camera to their product line. The Blair Camera Division and lens department of Kodak were then moved to the PMC Building on St. Paul Street near Driving Park Bridge. Subsequent major additions in the 1930’s and early 1940’s created a complex that came to be known as “Hawkeye”. These additions were completed in an Industrial Art Deco theme. The property totals 760,000 square feet spread between seven (7) interconnected buildings situated on 12.6 Acres. The primary use has been research, development and manufacturing, many times for confidential projects for the United States Government. The research was vital to American political and military interests in the 50’s and 60’s as it produced many top-secret complex military technologies, some still classified to this day. One such confidential project was a covert photographic processing operations center code-named Bridgehead. Workers provided President John Kennedy with crucial intelligence as he negotiated a peaceful resolution of the Cuban missile crisis. "In the 1960’s, 1970’s and early 1980’s, [the staff] all felt that they were part of [a project] that was extremely important to America," recalled Dick Stowe, who served as the Bridgehead program manager for five years. "We felt we were making a significant contribution to ending the Cold War—which was true. The overhead reconnaissance that Eisenhower promoted was one of the gathering mechanisms that was part of ending the Cold War.” Bridgehead began in 1955, peaked with some 525 staffers and employed more than 1,400 in total. Yet the operation remained a secret-and classified-until recently. Even workers' families did not know of its existence or its contributions to the nation's security. From 1955 through the late 1980s, Hawkeye Works processed more than 8 million feet of original negative and color positive films. By 2000, Project Bridgehead's film-processing capabilities were no longer needed. In August 2004, Kodak sold its special government business operations to ITT Exelis, Inc.
2 LOCATION INFORMATION

1447 St. Paul Street
Rochester, NY 14621
MONROE COUNTY AND FINGER LAKES REGION

The New York State government has modified its economic incentive programs by dividing the State into 10 distinct regions, known as the Regional Economic Development Councils. There are annual competitions for available funds, with certain regions being awarded much larger monies for the best long-term strategic plan to advance jobs and reduce poverty. In addition, there is a focus on Upstate New York through the Upstate Revitalization Initiative (URI).

The Regional Councils have redefined the way New York invests in jobs and economic growth by putting in place a community-based, bottom-up approach and establishing a competitive process for State resources. Through this process, key leaders from business and academia meet to review all applications and prioritize these projects to gain the State’s approval for funding.

Rochester is the centerpiece of the Finger Lakes Region, encompassing the following counties: Monroe, Orleans, Genesee, Wyoming, Livingston, Yates, Seneca, Ontario and Wayne.

THE THREE PILLARS TO ECONOMIC ADVANCEMENT ARE:

- Optics, Photonics, and Imaging (OPI) - With more than 100 small- and mediumsized businesses driving new technologies and growth, advanced research at the University of Rochester, Rochester Institute of Technology (RIT) and SUNY Polytechnic along with specialized programs at Monroe Community College. The OPI sector is a leading source of innovation. As the headquarters of the American Institute for Manufacturing Integrated Photonics or AIM Photonics, the winning consortium in the Department of Defense’s competition for a National Network for Manufacturing Innovation in Integrated Photonics, Rochester and the Finger Lakes region will be the recipient of significant investment totaling $610MM. In addition to the substantial federal and New York State financial commitments to photonics, URI strategies primarily focus on strengthening other specific areas of optics, imaging, and laser technology, in which the region historically has been the global leader.

- Next Generation Manufacturing and Technology - Significant recent progress has been achieved in three key next-generation manufacturing and technology hubs which are reinvigorating Rochester and the Finger Lakes region: Eastman Business Park (EBP), the Rochester Downtown Innovation Zone, and the Western New York Science & Technology Advanced Manufacturing Park (STAMP) in Genesee County. Within each hub, there is both existing activity and new, cutting-edge companies ready to move in. The URI will accelerate growth and help these hubs diversify into adjacent industries: energy storage, biomaterials, agriculture and food production, and functional films at EBP; IT, photonics, and new media in the Downtown Innovation Zone; and semiconductors, nanoscale, and advanced manufacturing at STAMP. While initially focused on these three locations, with the right combination of private and public investment, URI funding will support other emerging hubs over the next five years. URI Investment in next generation manufacturing and technology will accelerate the progress of the Finger Lakes and Monroe County in developing its next generation of industrial growth.

- Agriculture and Food Production - The sector has been an area of strength for the region with the Finger Lakes producing approximately a quarter of New York State’s total agricultural output. The region possesses a robust ecosystem encompassing all aspects of the food value chain, from agricultural research, to diverse farms and crops, to healthy food production, to sustainable waste management. The ongoing transformation in the industry to focus on healthy, natural, sustainably grown and produced foods will enable the region, with URI support, to amplify its strengths and become a national center for innovative agriculture and food production.
The city of Rochester is home to numerous cultural institutions. These include the Garth Fagan Dance, the Rochester Philharmonic Orchestra, George Eastman House International Museum of Photography and Film, Memorial Art Gallery, Rochester Contemporary Art Center, Rochester Museum & Science Center, the Rochester Broadway Theater League, Strong National Museum of Play, the Strasenburgh Planetarium, Hochstein School of Music & Dance, the Auditorium Theater, and numerous arts organizations. Geva Theatre Center is the city's largest professional theater.

Rochester won the designation in 2014 to be the host city for the American Institute for Manufacturing (AIM) Integrated Photonics by the US Department of Defense, a $110MM initiative. Supported by a New York State contribution of $250MM for equipment and facilities, and like kind contributions from major players in the chip fab environment, this setting will provide a basis for new technology to be developed and commercialized, with the prospect of thousands of high quality jobs.

- Greater Rochester ranks 13th among metropolitan regions for the number of patents issued per million residents, with the largest subcategory of patents granted for optics research. [Source: Brookings Institute 2013 report "Patenting Prosperity: Invention and Economic Performance in the United States and its Metropolitan Areas"]

- Scientific Reports named Rochester 18th among "The World's Leading Science Cities." [May 2013]

- Rochester, NY is the 7th "Brainiest" large metro in the nation, outranking places such as Austin, TX and Silicon Valley. [Source: Lumosity, 2013]

- Short commutes and moderate living costs earned Rochester the number two spot on CNN Money's list of 10 Least Stressed Out Cities.
Demographics Map

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<th>3 MILES</th>
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<td><strong>POPULATION</strong></td>
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<tr>
<td>Total population</td>
<td>172,529</td>
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<tr>
<td>Median age</td>
<td>31.5</td>
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<tr>
<td>Median age (male)</td>
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<td>Median age (Female)</td>
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<td>67,730</td>
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<td># of persons per HH</td>
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<td>$37,698</td>
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<td>Average house value</td>
<td>$96,582</td>
<td>$123,840</td>
<td>$154,081</td>
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* Demographic data derived from 2010 US Census
Office Space
Interior Amenities
Light Manufacturing & Lab Space
Potential Economic Units
PROFESSIONAL BACKGROUND

Mr. Rowley serves as Managing Broker for SVN | Realty Performance Advisors Inc., with a focus on the sale of investment properties along with landlord and tenant representation in the Greater Rochester and Western New York area. Joe has completed over $200 Million of transactions in brokerage, and in addition, managed $125 Million in leases as Director of Leasing and Marketing for a Rochester based developer.

Starting in commercial real estate brokerage in 1985 with Pyramid Brokerage Company of Rochester, Rowley has gained an extensive knowledge of the local market completing transactions for owners of apartment complexes, shopping centers, office buildings and flex parks throughout western New York. While at Pyramid Rowley was engaged by Eastman Kodak Company in the early 1990's to provide Broker Opinion of Value for company owned properties as a precursor to disposition of the respective properties.

From 2001 to 2012, Joe worked with the Rochester office of CBRE providing brokerage services to clients including: Xerox, The State Insurance Fund, Owens Illinois, Frito Lay, Danisco/Genencor, Dr. Pepper/ Snapple Group, US Food Services. Joe joined Buckingham Properties in 2012 as director of leasing and marketing. Buckingham is the largest commercial developer in the Rochester market, with over 10 Million square feet in the portfolio. Rowley was responsible for management of four in-house leasing agents, coordinating lease renewals, expansions/contractions, renovations etc. Additional responsibilities included identifying potential acquisitions and new tenants for the company.

In April 2016, Rowley was appointed the Managing Broker of the new Rochester franchise for SVN (formerly Sperry Van Ness). Rowley is focused on leveraging his encyclopedic local knowledge to provide the best service possible for every respective client's needs.

MEMBERSHIPS & AFFILIATIONS

New York State Commercial Association of Realtors
Quarter Club of Rochester
National Association of Industrial and Office Parks
PROFESSIONAL BACKGROUND

In 2013 Joseph became a licensed salesperson after being involved in the commercial real estate business for a number of years with supporting positions in real estate brokerage and low income housing development. With a Finance degree from the Rochester Institute of Technology, commercial investment was of particular interest and a natural area of focus. Joseph prioritizes building strong relationships with clients while gaining a deep understanding of their motivations and objectives to provide the best solutions possible.

MEMBERSHIPS & AFFILIATIONS

New York State Commercial Association of Realtors

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PROFESSIONAL BACKGROUND

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Mr. Wilk is National Co-Chair of Corporate Real Estate Services for SVN. David is a management consultant who creates value in today’s market for corporations, private equity firms, governments, universities, healthcare systems, and non-profits through real estate optimization strategies that generate new earnings, cost savings and economic development impact. Mr. Wilk also provides valuations on complex properties, market feasibility studies, "place-making" economic development strategies, and strategic marketing plans that reimagine underproductive real estate assets into innovative, new market drivers.

Mr. Wilk was formerly National Managing Director of Duff & Phelps Corporate Real Estate Advisory Group from 2008 through 2009 after they acquired Greystone Realty Advisors, a boutique advisory firm he founded in 1997. From 1995 to 1997 Mr. Wilk was Regional Director of Corporate Real Estate Services for Ernst & Young LLP in the Middle Atlantic region. From 1993 to 1995, Mr. Wilk was Managing Director of the Real Estate Valuation Group for Arthur Andersen in Philadelphia after they acquired Wilk & Associates, Inc., a real estate consulting company he founded in 1987. From 1977 to 1987, Mr. Wilk held senior management positions with Valuation Research Corporation, Arthur D. Little, and was National Director of Valuation Services for Kenneth Leventhal & Co while living in California.

Mr. Wilk was an Adjunct Professor at the University of Delaware Alfred Lerner College of Business & Economics for 24 years (1989 to 2012) teaching Real Estate Finance (FINC 417), Real Estate Development & Investment [FINC 467], and MBA Real Estate Finance [FINC 854]. He earned a Bachelor of Science in Business Administration (Finance) from the University of Delaware and a Master of Science in Real Estate and Infrastructure from Johns Hopkins Carey Business School.

David is currently an Adjunct Faculty member at The Johns Hopkins University Carey Business School teaching Real Estate Entrepreneurship, CityLabs, and Infrastructure Development for Sustainable Cities. Mr Wilk has developed Symposia on Real Estate Optimization and Place-Making Economic Development Strategies at the University of Delaware, University of Illinois, Perdue Business School at Salisbury University, Florida Atlantic University, Delaware State University, University of Washington, and Johns Hopkins University. Mr. Wilk also co-innovated a new real estate data analytics platform ("Corporate Real Estate Earnings Diagnostic") with SAP and keynoted on RE Asset Optimization in April, 2015 at SAP’s National Real Estate Conference.

Mr. Wilk has over 35 years of real estate experience on commercial, industrial, residential, agricultural, governmental, and institutional real estate projects including having worked in 49 states in the U.S., Canada, Mexico, Europe, South America, the Caribbean, Asia, and the South Pacific. Mr. Wilk is a Counselor of Real Estate (CRE) and has been a Member of the Appraisal Institute (MAI) since 1985. He is a Licensed Real Estate Broker in Delaware for over 25 years, and is a Certified General Appraiser in the States of Delaware and Maryland. He has qualified as an expert witness in numerous State and Federal courts in Delaware, Pennsylvania, Maryland, California, Hawaii, and New York.