



Richard J. Schechter Associate Real Estate Broker

14 Lafayette Square, Suite 1900

Direct: +1 716 852 7500

Fax: +1 716 852 0890

Cell: +1 716 316 4040

rschechter@pyramidbrokerage.com | pyramidbrokerage.com

Richard J. Schechter, J.D., MBA was born and raised in Syracuse, New York and graduated from the State University of New York at Buffalo with a Bachelors Degree (Magna Cum Laude), a Law Degree, and a Masters in Business Administration. Richard worked as an attorney in the Erie County Department of Law for more than twelve years and rose to the rank of First Assistant County Attorney. Richard concentrated on economic development projects including, but not limited to, the \$127 million Marine Midland Arena project, the \$54 million courthouse project, the West Seneca Industrial Development Park project, the 1993 World University Games, and was intimately involved with the Buffalo Bills and Buffalo Sabres' lease negotiations.

Since 1999, Richard successfully transitioned into the commercial real estate profession with Pyramid Brokerage Company ("Pyramid") and has worked on several significant and complex projects. Richard's duties include site acquisition, sales, leasing and development for medical, retail, commercial, industrial and office clients. Awarded Pyramid's highest honor (in the top five of 160 + brokers) seven of the past 10 years. Received the "Deal of the Year" award five of the past 10 years, the Frank Scuderi President's Award five of the past 10 years, Salesperson of the year in the Buffalo office six of the past nine years and Salesperson of the year in 2010, 2012, 2014, 2015 & 2017 throughout the Upstate New York Pyramid Organization. Member of the Pyramid Chairman's Club on seven occasions. Recipient of the NYSCAR "largest lease transaction" award along with the "highest number of transactions" award. Court-appointed Receiver for the 1,200,000 sq. ft. Seneca One Office Tower (formally HSBC Tower).

Key Clients

Acquest Development
Allied Group
Amazon.com
Audubon Medical Associates
Avalon Development
Benchmark Group
Benderson Development Company
Bridgestone/Firestone
Burger King
Calamar Development Company
Cardinal Industrial
Catholic Health
Ciminelli Development Company
Citibank
Derrick Corporation

Dent Neurological
ECMC
Exxon Mobile
Forest City Development
General Motors
Hackman General Partners
Hart Hotels
Home Depot
Inducon Park Associates
Industrial Realty & Funding
Iskalo Development Company
Kaleida Health
Key Bank
M&T Bank
Monmouth Industrial Investment Company

North Forest Development
Plaza Group
R&B Medical Group
Realmark Properties
Taco Bell
Tops Markets Inc.
UBMD
Uniland Development Company
US Postal Service
Valu Home Centers
WNY Breast Health
Wilmoreite
YUMA Holdings LLC
Zaepfel Development Company

Relevant Significant Transactions

- **Arcelor Mittal (former Bethlehem Steel plant)** - Sold the Buffalo, NY 1,250,000 sq. ft. manufacturing plant and 195 acres of vacant land for \$5,500,000.
- **Quad Graphics (former Quebecor Printing Company)** - Sold the 550,000 sq. ft. former printing company building to two local investors.
- **Arcelor Mittal vacant industrial land** - Sold the 135 acres of industrial-zoned land to the Hamburg IDA.
- **Sysco Corporation** - Sold the 300,000 sq. ft. distribution center in Jamestown.
- **Derrick Manufacturing** - Leased more than 200,000 sq. ft. of industrial space to the company. In addition, sold 12.6 acres, currently occupied by K-Mart located at 2055 Walden Ave., to Derrick for \$6,450,000. Sold 100 acres of industrial-zoned property on which Derrick plans to construct a large distribution center and several manufacturing/assembly buildings.
- **HSBC Data Center** - Brokered and negotiated a \$6,000,000 build-to-suit data center project for HSBC Bank.
- **Inducon Office/Flex Park** – Sold the 495,000 sq. ft. office/flex park located in Amherst, New York for \$13,800,000 to a local investor. This transaction also included the sale of a 95,000 sq. ft. flex building in Nashville, Tennessee.
- **CertainTeed Corporation** - Sold this net leased 286,500 sq. ft. manufacturing facility for \$12,600,000 to a California investor.
- **State University of New York at Buffalo** - Brokered and negotiated the lease of a \$9,000,000 build-to-suit state-of-the-art book storage facility for the State University of New York at Buffalo.
- **CarMax** – Sold the former Niagara Falls Blvd Holiday Inn to CarMax for \$7,700,000.
- **4301 Walden Avenue, Lancaster, NY** – Leased the 530,000 sq. ft. former Ahold distribution center to Amazon.com for a sortation center.
- **Riverview Solar Park, Tonawanda, NY** – Sold 28 acres to Amazon.com for 127,000 sq. ft. Last Mile facility.
- **Tops Markets** - Leased 100,000 sq. ft. to Tops Markets for its new corporate headquarters.
- **6460 Main Street, Amherst, NY** – Sold the former 50,000 sq. ft. from Buffalo Cardiology & Pulmonary Group medical office building to Evans National Bank for its new corporate headquarters.
- **1289 Walden Avenue, Cheektowaga, NY** – Leased the former 105,000 sq. ft. FedEx Distribution Center.
- **801 Exchange Street building** - Sold the 77,000 sq. ft. flex building for almost double the assessed valuation (\$4,150,000).
- **Stryker Orthopaedics Building**- Sold and then leased the 125,000 sq. ft. building located in Orchard Park.
- **28,000 sq. ft. Medical Office Building**- Large GI practice leased a new state-of-the-art facility.
- **18,500 sq. ft. Medical Office Building**- Large general practice leased a new state-of-the-art facility.
- **22,300 sq. ft. Medical Office Building** - Large specialty practice leased a new state-of-the-art facility.
- **Packaging Corporation of America** - Sold the 115,445 sq. ft. manufacturing building located at 1110 Military Road, Tonawanda, NY to Tonawanda Coke through a referral from CBRE-Chicago.
- **99 Wales Ave.** - Sold the 100,000 sq. ft. distribution building to an investor.
- **Henkel Corporation** - Sold the 420,000 sq. ft. building located at 660 Ohio Street, Buffalo, NY to Apollo Steel.
- **Colonial Liquor** - Sold the 72,000 sq. ft. building located at 145 Empire Drive, West Seneca, NY to Derrick Corporation.
- **Penny Curtis (former Penn Traffic)** – Sold the 140,000 sq. ft. bakery to an investor who then sold the property to a local user.
- **Midmark Company** - Sold the 45,000 sq. ft. flex building in Orchard Park, NY to Professional Plastics.
- **NFTA/Euro United** - Brokered a long term 700,000 sq. ft. lease at the NFTA-owned 901 Fuhrmann Blvd facility located in the City of Buffalo.
- **Saint Gobain Company** - Completed a very complex sale and partial leaseback of a 675,000 sq. ft. 55 acre complex located in Niagara Falls, New York.
- **Moore Business Products** - Sold the Moore North America's Research & Development facility on Grand Island to APP Pharmaceuticals.
- **RR Donnelly Company** - Sold the 125,000 sq. ft. manufacturing and distribution facility located in Tonawanda, New York.