



United Group

Michael Uccellini - President

Rensselaer Technology Park | 300 Jordan Road | Troy NY 12180
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MU: To be a contemporary leader in our industry you must have the expertise and capacity to excel in each phase of the development process—concept, design, financing, construction, marketing, and management.

Our product ranges from residential properties servicing seniors, students and multi-family, to mixed-use developments, commercial office, and manufacturing buildings.

SM: United Group is a nationally recognized, award winning corporation. To what do you attribute the company's success?

MU: Our philosophy targets the people who live and work in the spaces we develop. We offer exceptional market foresight, relevant building technologies, and innovative financing solutions utilizing a team of top-level development, finance, marketing, and property management experts that understand success.

SM: How has the company evolved over the past thirty-five years?

MU: United's proven track record in product diversity and innovation was achieved by consistently readjusting to market driven needs. This allowed us to develop a stable of strong, flexible, and adaptive products that span the real estate spectrum.

We are now a premier developer of senior and student housing, and the first developer

at the Saratoga Technology + Energy Park. STEP 1—home to eight green technology companies including GlobalFoundries—achieved Silver LEED Certification, received the American Institute of Architects Design Award, and the Building Owners and Managers Association's "Outstanding Building of the Year" Award.

SM: What core principles remain the same?

MU: Our people create our competitive advantage—we work diligently to provide resources and training to prepare them for each challenge. Together we support the growth and profitability of our company, promoting the values and unique history that is The United Group.

SM: How will GlobalFoundries affect business for United Group?

MU: The relocation of GlobalFoundries to the area, as well as NYSERDA's commitment to recruit additional companies to the park, will have a favorable effect on future opportunities for us.

SM: What is on the horizon for United Group? Is expansion in the works?

MU: Coming off the heels of STEP-1, we have \$500 million in our development pipeline—including Troy's CityStation, 4,000 student housing beds, 750 senior housing units, and 250,000 square feet of commercial development.

Success Magazine: When was United Group founded?

Michael Uccellini: The United Group of Companies, Inc. was founded in 1972 by Walter Uccellini. Walter wanted to create a business that embraced family values, innovation, and people—a place to work each day knowing you made a difference by creating great properties and communities.

SM: Do you offer in-depth expertise in all stages of development? How many branches are incorporated in that structure?

MU: We offer services for all stages of development: construction, financing, acquisition, repositioning, and professional management.

SM: What is the scope of the services offered at United Group?



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