



2005 Business Profiles

An Eye on Stringent Quality Control

Since 1969, the Russo Development name has become synonymous with the highest quality, signature industrial developments throughout northern New Jersey. Now in its second generation of leadership, the company has meticulously built its reputation by satisfying the discerning needs of its customers and by never wavering from its passion for excellence and client satisfaction.

Having developed more than 5 million sq. ft. of space since its inception over three decades ago, Russo Development is recognized as one of the most successful niche development firms in the marketplace today.

At Russo Development, the core philosophy is built around the premise that the company is not merely a builder of quality industrial facilities, but an integral part of helping its clients meet their business objectives. Russo takes great measures to understand every aspect of its clients' business and facility needs before constructing a building. Russo is also meticulous about the physical appearance of its buildings from both the exterior and interior point of view. Whether client relationships or property ownership, Russo Development approaches every opportunity with the long-term perspective in mind.

With every endeavor, Russo Development is able to ensure the most stringent quality control measures. The company assumes responsibility for every aspect of a development, from site layouts to building design, leasing, property management, permitting, general contracting and site excavation. Russo Development has built an extraordinary team of in-house professionals to manage the entire building process in a seamless, hands-on and efficient manner.

Russo Development continues to aggressively pursue land opportunities to ensure a constant pipeline exists in

order to meet the market demand for build-to-suit space. Russo has successfully developed high-tech industrial space solutions both as build-to-suit and on a speculative basis for such leading companies as Fuji Photo Film, Coach Leatherware, SunGard (formally Comdisco), JP Morgan Chase, Wachovia and Polo Ralph Lauren, among others.

Additionally, Russo Development is one of New Jersey's most active and successful developers with a particular niche in redeveloping complicated brownfield sites into high-quality industrial projects. The company has built over 1 million sq. ft. of Class A facilities over the past few years, all of which have been substantially pre-leased prior to completion.

Russo Development is currently working on two developments in northern New Jersey:

In one of the largest industrial leases signed in northern New Jersey during the last several years, Russo Development is developing a 211,000-sq.-ft. office/warehouse facility in Saw Mill Park in Kearny. H.D. Smith, a wholesale drug distribution company, will lease the new facility at Saw Mill Park for its northeast regional warehousing and distribution operations as well as its corporate and local office division. Saw Mill Park also includes a planned second facility of up to 250,000 sq. ft. on 25 acres.

Russo is also developing Brookline Corporate Center, a new flex/industrial park in Mahwah. This new campus is Russo's latest spec development endeavor in northern New Jersey, and when completed, Brookline Corporate Center will span a total of 315,790 sq. ft. within two Class A industrial buildings at 1600 and 1700 MacArthur Boulevard.

Russo Development is aggressively acquiring new value-added, redevelopment facilities and developable land throughout the region. ■