

# VERTICON LTD

## CONSTRUCTION SERVICES

INTELLIGENCE IN PLANNING  
EXCELLENCE IN BUILDING

COMPANY  
PROFILE



Goshen Medical Facility

# Our Services

- General Contracting
- Construction Management
- Pre-Construction Consultation
- Conceptual & Preliminary Cost Consulting
- Site Evaluation
- Planning Board Representation
- Design/Build
- Renovation & Expansion
- Build to Suit or Lease



# About Verticon

**Verticon LTD**, is a full-service general construction firm. That simple description doesn't provide a clear picture of all that we offer our clients. At Verticon construction services, we work with clients in many different capacities, from a consultative role to site assessment and analysis to construction management or the design/build of an entire project. Our recent project list includes successful jobs of varying sizes from simple office renovations to multi-million dollar buildings to commercial and light industrial expansions.

**The constant?** Superior customer care. We view each project and client individually in order to provide each customer with consistent standards of excellence in service and craftsmanship. We understand that a new building project or renovation can be an overwhelming task so we continually strive to take ownership of each project detail and clearly communicate with our customers about all aspects of the work. The Zuckerman family name is known for quality and good value.

**The result?** Trust, Respect & Customer Loyalty. Our commitment to our customers, the community we live and work in and the environment has earned us trust, respect and stature with clients and leaders throughout the region. We are proud to say that many of our clients return to us whenever they have a need for repairs, facility upgrades, expansion or creation of a new project.

Alan Zuckerman, President

# About Alan

In 1993 Alan founded Verticon LTD with his brother Irving. Prior to Verticon, Alan was a managing partner at the family firm, Zuckerman Contractors. Since 1973, Alan's years of devotion to the communities in and around the Mid-Hudson Valley have made him a respected resource to the region's top planners as well as several economic development organizations.

Alan has worked hands-on in every aspect of the construction industry from project conception all the way through to Certificate of Occupancy. His extensive experience in the areas of deal structure, transaction analysis as well as banking presentations during the pre-construction phase have been the foundation that clients lean on during the sometimes daunting process of pre-construction.

Currently, Alan is very involved in construction management and general construction projects as well as the firm's pre-eminent estimating team and value engineering services. In addition to those duties, he is responsible for updating the estimating and project management team on the use of Verticon's project management systems so that all field superintendents are continually in the loop. Along with the estimating team, his most important role is providing conceptual and preliminary cost studies for clients, which has become a strength of Verticon's construction services.



## Alan R. Zuckerman, President

### Community Involvement:

- Sullivan County Partnership – Board of Directors
- Sullivan County Shovel-Ready Site Committee – Chairman
- Rockland Business Association – Member
- Orange County Partnership
- Council of Industry - Member
- Alliance for Balanced Growth - Member
- Associated General Contractors of NY – Former Board Member
- US Green Building Council – Member
- Manufacturers Association of the Hudson Valley - Member

**EXCELLENCE IN BUILDING**

# Case Studies

## Satin Fine Foods Food Production Facility



### Construction Solutions Provided:

- Broker Support Services:
  - Site Evaluation – Aided in selection of site best suited to operational needs and budget constraints.
  - Planning Board Representation – Assisted with planning board review & building department involvement.
- Construction Management – Converted an existing warehouse into a food production facility.

### Experience Matters

One of Verticon's strengths is their ability to recognize a building's value and match sites with existing structures to their client's needs. For Satin, they planned to utilize vertical space to create additional cubic footage which in turn gave the client the ability to store more material. Additionally, proper planning allowed completion of the project 3 months prior to the construction deadline without any interruption to Satin Fine Food's production line.

## Sullivan County Community College Dormitory



### Construction Solutions Provided:

- Conceptual & Preliminary Cost Consulting.
- Design/Build – Construction of the first dormitory on campus with accommodations for 300 pupils.

### Experience Matters

When asked to bid the Sullivan County Community College Dormitory, Verticon put their preplanning skills to work and came up with a bid that was within the projected budget. (Several bids had already been submitted, each topping the budget by nearly \$3,000,000.) Utilizing their value engineering expertise, they devised a plan that would reduce the overall cubic footage of the facility but remain within code for a dorm that would eventually house 300 students. The cost reduction measures not only resulted in the project being awarded, it also helped reduce lighting and heating costs for the college long term.

# Horizon Medical Group Doctor's Office



## Construction Solutions Provided:

- General Contracting – Assembled engineering and architectural team.
- Planning Board Representation – Obtained all approvals in the Town of Chester.
- Expansion – Constructed new building on existing site and demolishing old structure.

## Experience Matters

Verticon LTD constructed the new building and completely demolished the existing building without any interference in the day to day operation of the medical practice. The creation of a temporary road ensured the safety of patients and staff during the construction process. Additionally, Verticon waited until after the new facility was fully operational before demolition of the existing structure. Construction of an underground retention basin, parking lots and landscaping were then added in its place.

# YMCA Middletown Family YMCA Monroe Facility



## Construction Solutions Provided:

- Pre-Construction Consultation – Selection of an architect, engineers and design aspects.
- Planning Board Representation – Guided through entire process.
- General Contracting - Site work and interior construction of the 25,000 square foot facility.

## Experience Matters

For the YMCA project, Verticon created an 8,000 square foot mezzanine to act as an activity center with balconies that overlook a basketball court on the main floor below. In order to bring the designs of a very creative architect to life and ensure that the building remained structurally sound, they had to remove several vertical steel beams and replace them with a horizontal support structure.

# Case Studies

## Orange & Rockland TAP Project



### Construction Solutions Provided:

- General Contracting – Assembled team of reliable and experienced sub-contractors.
- Site Preparation – Transformed a challenging site with a high water table into a suitable property.

### Experience Matters

The extensive project involved tapping the main power lines of Canada and the United States for use in New York State. Verticon needed to assemble a team with the expertise necessary for work at a site accessible to substantial power. The project was successfully completed in adherence to the strict schedule without safety issues and zero interruption of power for Orange & Rockland customers.

*\*During their 50+ years as one of Orange & Rockland's construction and maintenance firms, the Zuckerman family has done an extensive variety of projects. They have built new substations and data centers, prepped new office space and even performed routine maintenance. Verticon's work has taken place throughout O&R's service territory which reaches beyond NY into NJ and PA.*

## Minolta North American Toner Manufacturing Headquarters



### Construction Solutions Provided:

- Planning Board Representation – Guided through the entire process.
- Site Evaluation – Aided in the location and purchase of approximately 20 acres of land.
- Building – Construction of 88,039 square foot facility for the exclusive production of toner for copiers.

### Experience Matters

The Minolta project provided a unique challenge in that the structure was built on a site that was initially a 50 foot tall rock formation. After blasting their way through what amounted to a few thousand cubic yards of rock that then needed to be cleared away, Verticon did a rock cut to provide a surface suitable for the 88,000 square foot factory.

# Experience Matters

Partnering with Verticon LTD provides:

- Personalized service that exceeds clients' expectations.
- Intelligent planning from our renowned estimating team.
- Strong financing.
- Bond rating reduces fiscal concerns (A rated surety company).
- Strength in purchasing yielding greater value for private works and public sector clients.
- Excellence in all phases from pre-planning consultation to actual building construction.
- Decades of experience in both private works and public sector construction.
- Hands-on supervision and safety in all aspects of construction.



Renaissance Project



King Zak



Goshen Medical Facility

## Safety Matters

Safety is our #1 priority

- Certified Field Safety Inspections
- Solid Insurance Coverage
- Corporate Safety Program
- Client Protection from Construction Risk



Bloomingburg Fire Department



Blaser Swisslube

# Testimonials

“We could never have met the very tight time table without your personal attention to all details.”

Mr. Kevin O'Reilly, Founder & CEO, Satin Fine Foods



“Members of the Inspire Board of Directors were very impressed with the timeline and final outcome of our new school. The key was the personal attention and communication with the Inspire staff that made the project a great success.”

Mr. Marcel Martino, President & CEO, Inspire



“We were extremely pleased with the results and were impressed with the professionalism your company displayed when working with our consultant and architects. ... Thank you again for a job well done.”

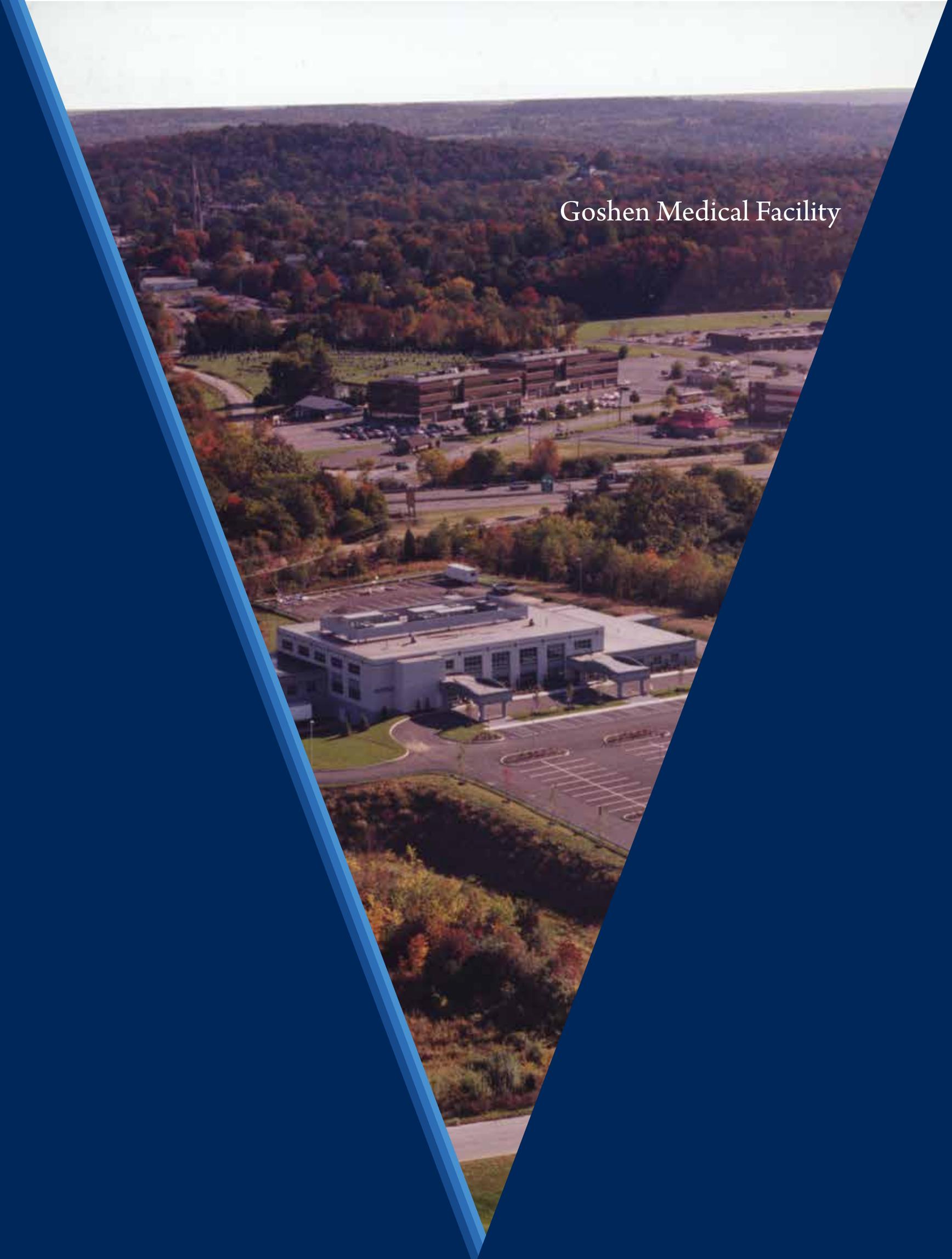
Mr. Frank E. Celli, Former President,  
Interstate Waste Services



“We enjoyed working with Verticon on this project. The entire crew were incredibly professional and accommodating, finishing the project right on time. We now have a beautiful facility to serve the community for years to come with great thanks to Alan, Irv and their dedicated team.”

Mr. Ira Besdansky, Chief Executive Director,  
Middletown YMCA



An aerial photograph of the Goshen Medical Facility, showing several large, multi-story buildings with flat roofs and extensive parking lots. The facility is surrounded by lush greenery and trees, with a dense forest in the background. The image is framed by a dark blue geometric overlay that cuts across the scene from the bottom left and top right corners. The text "Goshen Medical Facility" is overlaid in white serif font in the upper right quadrant.

Goshen Medical Facility