

Montante Construction acquires Tedesco Construction Services

Transaction adds preengineered metal building systems capabilities, provides access to new clients in growing industrial & logistics markets

Montante Construction and Tedesco Construction Services on Wednesday announced a definitive agreement for Montante to acquire Tedesco. Montante Construction is a full-service construction management and general contracting firm, while Tedesco Construction Services is an established leader in the design and construction of preengineered metal building systems.

The addition of Tedesco provides Montante with access to leading prefab building solutions and further enhances its design, build and operational capabilities. It opens the door to new clients in the commercial and industrial sectors, which are benefiting from high demand and looking for room to grow at a time when most real estate markets are challenged with a shortage of existing industrial and warehouse space.

"The commercial, logistics and industrial markets in the Buffalo-

Niagara Region are very strong," said Doug Elia, president of Montante Construction. "Tedesco's stellar reputation and expertise provides an immediate complement to our leading construction management and general contracting practice, further enhancing our integrated delivery offerings. We are excited to welcome the talented Tedesco team and to leverage our combined expertise to meet the needs of our clients, while ensuring that we capitalize on the tremendous opportunities in front of us."

Tedesco is a third-generation family-owned and operated business based in Niagara Falls. It has been doing work in Western New York and nationally for over 35 years. Each year, Tedesco maintains a 25% market share of the preengineered metal building business in the region.

Tedesco's recent projects include the Murchie Family Fieldhouse at the University at Buffalo, the operations and commissary buildings at Bills Stadium, Niagara University's Clet Hall and the Cornerstone Ice Arena in Lock-

port. Montante Construction and Tedesco also worked closely together on the construction of the Bridgestone APM manufacturing facility in Sanborn.

With Montante's track record as a full-service construction management and general contracting firm and its additional operational capacity, Tedesco will be positioned to capture an even greater share of the market spend for preengineered metal building systems, especially as clients increasingly procure construction services on an integrated basis.

"This is a compelling combination that significantly enhances the value proposition with our key clients and provides new growth opportunities for our team," said Justin Tedesco, president of Tedesco Construction Services. "Montante Construction is an ideal partner for us, with world-class leadership, sophisticated operations, and a proven ability to integrate construction services into the most complex projects in Western New York and beyond."

Montante Construction is headquartered in Buffalo.

Tonawandas Chamber of Commerce honors Niagara's Choice



The Chamber of Commerce of the Tonawandas announced its "Member of the Month" for February is Niagara's Choice Federal Credit Union.

NCFCU is a full-service financial institution serving Niagara County. It was founded in 1953 by the employees of the former Hooker Chemical Co. The credit union now has more than 24,000 members and six branches throughout the county. Anyone who lives, works, worships or goes to school in Niagara County is able to open an account at Niagara's Choice. NCFCU offers loans, mortgages, home equities and credit cards. For more information, visit niagaraschoice.org or call 284-4110.

Pictured, from left: Sarah Nelson, director of marketing and membership for the Chamber of Commerce of the Tonawandas; Suzanne Kennedy, Niagara's Choice Federal Credit Union marketing director; and NCFCU CEO Dan Keleher.

IN THE NEWS

Niagara Small Business Development Center to offer entrepreneurship webinars free

The Niagara Small Business Development Center (SBDC) will host a series of free entrepreneurship webinars aimed at those looking to enhance business skills and strengthen a new or existing business. The series will run from 6-8 p.m. The schedule of topics is as follows:

- ✓ March 24 – Entrepreneurship
- ✓ March 31 – Business plans and business model canvas
- ✓ April 7 – Budget and record-keeping
- ✓ April 14 – Social media for small business
- ✓ April 21 – Marketing for small business
- ✓ April 28 – Understanding your financial picture
- ✓ May 5 – Business owner's insurance
- ✓ May 12 – Taxes and the small business
- ✓ May 19 – Leadership: Employee and self-motivation

To register for this webinar, or find out more about other services offered by the Niagara SBDC, visit <https://www.niagaracc.suny.edu/sbdc/> or call 210-2515.

The SBDC remains open remotely through the COVID-19 pandemic, assisting clients over the phone, via email and in online meetings.

USDA to survey farmers' planting intentions for 2021

The U.S. Department of Agriculture's National Agricultural Statistics Service (NASS) will contact producers nationwide to gather planting intentions and the amount of grain and oilseeds they store on their farms.

"These surveys are among the largest and most important surveys conducted by NASS," explained King Whetstone, director of the NASS northeastern regional field office. "They are the basis for the official USDA estimates of prospective plantings of all major agricultural commodities in the United States and grain and oilseed supplies. Data from the survey will benefit farmers and processors by providing timely and accurate information to help them make critical business decisions for the growing and marketing season."

NASS will analyze the survey information and publish the results in a series of USDA reports, including the prospective plant-

ings and quarterly grain stocks reports, both to be released Wednesday, March 31.

As with all NASS surveys, information provided by respondents is confidential, as required by federal law. NASS said it safeguards the privacy of all responses and publishes only aggregate data, ensuring that no individual operation or producer can be identified. All NASS reports are available online at www.nass.usda.gov/Publications/.

For more information, call the NASS northeastern regional field office at 800-498-1518.

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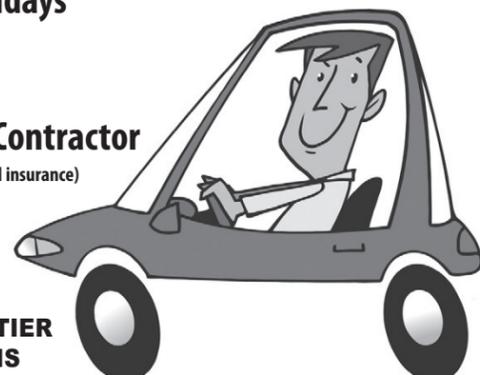
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