

# PRESS RELEASE

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(For Immediate Release)



From left: Jeffrey Williams (Town of Halfmoon), Eric Wappett (SAVI), John Geritz (SAVI), Matt Sauer (SAVI), Michael O'Connell (Adirondack Trust Company), David Harris (SAVI), Matt Bell (SAVI), Anthony Miciotta (NYCON), Chris Hover (SAVI), Shawn McCann (SAVI), Michael Cusick (SAVI), Tod Butler (SAVI), Mike Weirich (SAVI), Nancy L. Cobb (SAVI), Stephen Madia (SAVI), Cythina Smith (SAVI), Lenny Fasset (SAVI), Stephen von Schenk (Adirondack Trust Company)

**SAVI (Specialized Audio-Visual Inc.)** a local firm based in Clifton Park – Town of Halfmoon is expanding their facility located in the Solartown Industrial Park. SAVI has started construction of an 11,000 sq. ft., million dollar expansion of their existing plant, more than doubling their current space. The new expansion will have 8,750 sq. ft. of high bay warehouse space and 2800 sq ft. of additional office space. Michael Cusick, SAVI's president, stated "With our new expansion, we will increase our ability to handle larger projects with greater efficiency. Properly accommodating increased staff, inventory and service facilities are a must as we move forward".

SAVI services a variety of clients in the entertainment and gaming industries as well as Fortune 500 corporations. SAVI's rental department provides audio systems and full production services to a variety of clientele including (but not limited to) event producers, performing arts centers and scholastic institutions. Their concert systems can be heard all summer long at the renowned Tanglewood Music Center and Bethel Woods Center for the Performing Arts. Corporate clients across the country including General Electric and Disney, use SAVI to support their ever-changing needs in the world of professional

events support. In concert with event producers such as Creative Staging Services Inc., SAVI works as part of a structured team to yield the highest quality results in corporate event production. Another facet of SAVI's rental department is theatrical touring audio systems. SAVI outfits five to seven Broadway productions a year with design specified touring systems. These systems are built and tested at their facility and then tour the nation as part of a complete production. Current tours include "CATS", "Moving Out" and "Jesus Christ Superstar".

In addition to rental services, SAVI also provides A/V system consultation, design engineering and installation as a design-build contractor. SAVI has had many high profile system installations in Las Vegas including theatres, night clubs and showrooms for The Las Vegas Hilton, Luxor Hotel & Casino, Mandalay Bay Resort, Excalibur Resort and The Venetian Casino Resort. Examples of SAVI's blend of engineering and theater system adaptation can be witnessed by visiting currently running Las Vegas productions of "Blue Man Group", "Phantom", "The Magic of Lance Burton" and most recently "Jersey Boys". Out of the single Clifton Park location, SAVI services clients with medium to large scale projects from Boston to Seattle. In their own backyard, they have been involved with the renovation of Proctors Theater, The EGG and audio systems at the Experimental Music and Performing Arts Center (EMPAC) at R.P.I.

Internationally, SAVI continues to grow in all facets of their business. Over the past few years, Broadway touring productions in Japan, China and Southeast Asia have included SAVI sound systems. Their system designs are on display in entertainment projects in Brazil including the Urban Entertainment Centers, Estacon and Aeroclube. SAVI has worked closely with Blue Man Group not only on their Las Vegas and Universal Studios productions; but also on projects in Berlin, London and Toronto. Rental packages and engineering services continue to be requested for a variety of Fortune 500 Corporate events in Europe, and the Pacific Rim.

Currently, SAVI is near completion of the 3 year Motor City Casino renovation project in Detroit, MI. This project highlights a complete design build scenario with full scale, state of the art performance audio, video, fiber optic and network distribution systems. They are also under contract for consultation and design development services for the Venetian Sands Corporation project, Marina Bay Sands - Singapore. This contract includes complete design engineering and consultation on theatrical A/V systems for a pair of theaters in this brand new resort facility.

Construction of the facility is being performed by **NYCON Construction Corp.**, a Clifton Park based general contracting firm. NYCON has completed projects for Federal Express, the U.S. Federal Government (GSA) and CDPHP. Anthony Miciotta, president, has been active in the construction industry for over 25 years.

A diverse construction company, NYCON offers construction management, general construction and professional services as well as lease-back options. As an authorized 'Varco - Pruden Buildings' builder, Nycon also provides clients the option of constructing a customized steel building system.

The building design was developed by Andrew J. Donovan PE, PC. Albany Site Engineering was developed by Scott Lansing of Lansing Engineering, Malta.

Financing of the project is through **Adirondack Trust Company**, Saratoga Springs, NY. Adirondack Trust Company, in conjunction with NYSBDC, provided financing for SAVI's first building loan in 1988. Adirondack Trust has been providing a variety of banking and financing services to SAVI and SAVI's former parent company, Specialized Audio for over 35 years.

Stephan von Schenk, Executive Vice President at Adirondack Trust Company, noted..."We are proud to support SAVI as they develop new space for their expansion. We are firmly committed to helping locally owned and operated businesses expand in our region which in turn helps the entire area grow".

Michael Cusick concludes, "We are very thankful for all of the community support making this expansion project possible. Our company is very excited for the future growth of technology in this region and we are proud to be a part of it." SAVI expects to occupy the new facility early in 2009.