



Andy Gallina

President of Gallina Development

*"Imagination is more important than knowledge."
Albert Einstein*

Andy Gallina remembers his turning point quite clearly and says that the shock waves from that moment have spread throughout his entire life.

He recalls one afternoon when he was in the eighth grade, in a room in his father's basement that measured no greater than 8 x 8 feet. He was practicing lacrosse, a sport for which he had great passion, by throwing a ball at the wall and catching it. Somewhat hypnotized by the rhythm of the ball, he began to formulate a vision for his future. Stemming from his passion for lacrosse and his natural desire to be a good player, Andy made a vow to himself to make the All Upstate lacrosse team and to be published in their magazine: The Guide to Upstate Lacrosse. Although he wasn't the fastest, the quickest, or the strongest player, Andy did have two solid advantages; his desire to succeed, and more importantly, the goal that gave him such a clear image of achievement.

During his years at Irondequoit high school, Andy did go on to meet this goal. He set a school record in goals scored and began playing Varsity in his junior year. In his senior year, he succeeded in making the All Upstate team and saw his name in print in their magazine. Further, Andy became the

first person in Rochester to be named to the All American Lacrosse Team. In his college years, Andy would go on to meet with success as a part of Brown University's lacrosse team. Though Andy's ambition never was to become a professional lacrosse player, he says that **the experience of setting a goal and systematically meeting it through careful planning and hard work was absolutely integral to his success in business.** The lessons learned here have gone on to influence his entire career, and would ultimately bridge the gap between his two passions: sports and real estate.

From his youngest years, family has always been a major influence in Andy Gallina's life. He recalls learning moral and philosophical values such as honesty from his mother, who immigrated to the United States from Italy at the age of 4. He learned more practical matters such as a strong work ethic from his father, who was a homebuilder in the area. When Andy was only five, his father brought him to a job site and had him help by pounding nails. This lesson in work ethic and knowing that he contributed to the valuable finished product of a house went a long way towards helping teach the young Andy the value of hard work. Later, when his uncle's house was being built, Andy was so eager to help that he was once again given the assignment of pounding nails. He was somewhat overzealous with this assignment, filling an entire board with nails packed head to head, and to this day it remains an anecdote that the entire family remembers fondly.

Perhaps stemming from his father's involvement with homebuilding, Andy went on to earn a degree in engineering at Brown University. As graduation approached, he saw his friends submitting applications and interviewing with employers from all across the country. His professors expected him to do the same, but Andy says he never particularly felt as if he belonged in any of the same establishments that his friends were so eager to get into. And so instead of languishing after college, his father insisted that he occupy his time by helping out with the family business. My Dad said, "Go ahead and take a week off, then let's get going". From there, Andy rather naturally fell into that line of work. He recalls an initial shock that he had just

earned a college degree and was suddenly out slinging mud and sweating in the sun, but ultimately the values that his father and mother had helped instill in him won out, and he realized that he was doing what he loved. He describes it:

“Having the ability to visualize a project and follow it to fruition has brought me great satisfaction and reward.”

Throughout his career with his father's business, Andy still held on to the practice of setting goals and systematically working to achieve them. It was through these means that he became a homebuilder, just like his father, before branching out into the commercial real estate market. After some years in the business he met his wife Karen through a blind date, and she influenced him in his success to branch out into philanthropic gestures and to give back to the community. Andy recalls that while helping out one's loved ones was always a strong value in his family growing up, it wasn't until he met Karen that he learned the benefit of applying these values to a broader range. At this point, all of the influences that would shape Andy's life were firmly in place.

Almost as a matter of natural progression, Andy went on to develop what would be the ultimate culmination of all his influences and passions. Having learned about the concept of flex space soon after graduation, Andy expanded this concept to his native city of Rochester, bringing with it all the know-how for how to sustain a niche business in a crowded market. As the defining values of his life began to come together, Andy developed a grand vision for a business that would offer a service like no other to the sports-loving people of his city, and he knew that he had to take the chance. Combining his love for sports, philanthropy and building, Andy created the Total Sports Experience, or TSE, an indoor Rochester facility, where individuals can go to play just about any sport imaginable all year round. The Total Sports Experience afforded the citizens of Rochester the ability to practice their sport, or just remain active, even throughout the somewhat harsh winters for which Rochester is famous.

The Total Sports Experience is a very successful venture for Andy Gallina and his family and is a source of pride. Suddenly finding himself one of Rochester's most successful entrepreneurs, Andy would continue to give back to the community with his wife's influence. Together the two of them have a major impact on local organizations such as the MS Society, the Greater Rochester YMCA, The Al Sigl Center and Memorial Art Gallery to name but a few. In this way, as well as with his own children, Andy continues to impart his hard learned values of honesty, family, setting goals, and hard work.

From his high school career as an All Upstate lacrosse champion and All American, to being a successful contractor alongside his father and the staggering success of the Total Sports Experience, Andy Gallina's life can be looked at as one success after the other. And yet when he is asked for the secret to his success, Andy insists that there's really no secret at all. His belief is that: **Success is simply a matter of making the most of everyday choices, setting goals, having the concrete plans to achieve them, and simply possessing a desire to achieve victory, no matter the odds.**