

Harvey, Hanna & Associates, Inc.

Announce Broker of the Year

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February 11, 2013

Broker of the Year - 2012 Dan Rattay – CB Richard Ellis

Harvey, Hanna & Associates, Inc. (HHA) is pleased to announce that **Dan Rattay of CB Richard Ellis (CBRE)** has been selected as its “2012 Broker of the Year.”

In the midst of a recovering but still fragile real estate market, Mr. Rattay contributed to HHA’s continued success in 2012.

Mr. Rattay successfully negotiated the lease for Scope Services Inc. to lease 34,000 sq ft of flex warehouse and former truck dealership space at 189 Belle Hill Road, Elkton, Maryland. Scope Services is a premier mechanical, electrical, plumbing, construction, and maintenance contractor; and concurrently furnishes clients with temporary staffing solutions in the commercial and energy-related industries. Since its inception in 1965, Scope Services has built a stellar reputation as a leading provider of high quality solutions targeted to utility and large commercial markets. Indeed, the “SCOPE” acronym stands for Service, Commitment, Organization, Professional, and Ethics, all values of which are deployed to benefit employees, clients, and business partners.

Scope Service activities at the Belle Hill campus focus on developing Integrated Module Units (IMU’s) for Delmarva Power and its customers. IMU’s give the utility provider and its customers more control of their in home energy consumption, essentially serving as a monitor for all energy consumption.

Indeed, this “Elkton West” area of Cecil County has seen substantial economic development over the past decade, with more investment on the immediate horizon. Both Cecil County and the Town of Elkton have viewed this area as well-suited to both commercial investment and residential development, in large measure due to the major interchange at I-95 and Elkton Road, Route 279, which attracts business interest throughout the east coast corridor. This area is further complemented by the nearby University of Delaware and its new Science, Technology and Advanced Research (STAR) campus; world-class companies such as W.L. Gore and DuPont-Haskell Laboratory; the U.S. Department of Defense Base Realignment and Closure (BRAC) consolidation at Aberdeen Proving Ground; plus the rich heritage and recreational access to the Chesapeake Bay nearby.

As a consequence of this lease, Scope Services currently employs **103** persons at the Belle Hill facility, of which **102** are local hires.

“This was an important achievement by Dan, to redirect a relatively new but inactive facility to a value-adding use,” stated Thomas J. Hanna, HHA vice president, “and we hope to enjoy a long relationship with Scope Services and CBRE for years to come.”

In recognition of Mr. Rattay’s achievements, HHA will donate \$3,000 in the name of CB Richard Ellis to The Delaware KIDS (Kids In Distressed Situations) Fund. This charitable fund was established by HHA to support a wide array of causes for local youth, including specialized support for hunger, shelter, and tuition scholarships.



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Harvey, Hanna & Associates, Inc. (HHA) is a full service Commercial Real Estate Redevelopment Company featuring 3,000,000 square feet of prime location commercial, retail, and industrial real estate in Delaware.

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Special Points of Interest for 2012

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HHA was pleased to welcome new tenant **Warpex** (10,850 sq ft), to Harbor View Drive in the **Delaware River Industrial Park (DRIP)**, located near the Port of Wilmington. Warpex, founded in 2008, provides freight forwarding services.

Building upon the company's redevelopment activity in the Newport Industrial Park and the emergence of a new generation of tenants, HHA welcomed **Speedpro Imaging Company** (3,000 sq ft), **Sid Tool Company d/b/a MSC Industrial Direct Inc.** (6,000 sq ft), **LP Logistics LLC d/b/a Trial Transport Logistics** (3,000 sq ft) and **DynaSep, Inc.** (5,400 sq ft) to its family of tenants. **Speedpro Imaging** is an industry leader in high quality large format imagery with specialization in customized solutions for large scale designs. **Sid Tools** is a warehouse and distribution enterprise with a wide array of products, including hardware, tools, desks, and business supplies. **Trial Transport Logistics** provides nationwide legal support services, including trial box materials assembly, trial exhibits, and litigation preparatory activity. **DynaSep, Inc.** specializes in separation technology providing a full range of services to support customers from initial process evaluation through plant and process deployment.

Hockessin Crossing shopping center enjoyed another exceptional year with an uptick in retail activity. **Polished Salon** expanded upon its success by nearly doubling its leased space to 2,800 sq ft. HHA was also pleased to welcome Yale Academy (2,500 sq ft), a college preparatory center for high school and middle school students that focuses on grade point average (GPA) and SAT preparation. At the **Limestone Shopping Center**, the network of medical arts enterprises throughout the Limestone Corridor accelerated with the addition of new tenants **Kremer Eye Center** (2,000 sq ft) and **ENT & Allergy of Delaware** (3,110 sq ft).

Phase 1 construction is well underway for a spectacular **Hyatt Place Hotel** and luxury bayside residential condominiums (known as **The Residences at Lighthouse Cove Resort – Dewey Beach**), one of the largest construction projects underway in Delaware, at **The Lighthouse Cove Resort** (formerly Ruddertowne) in Dewey Beach, with a Grand Opening envisioned for Memorial Day 2013. The multi-phased, multi-million dollar mixed use redevelopment project, owned by **Dewey Beach Enterprises (DBE)**, with managing partner HHA, will ultimately include 105 luxury residential condominiums; a first-ever in Delaware **Hyatt Place Hotel** and conference center; recreational baywalk and expanded public beach.

Past Winners of the "Broker of the Year" Award:

- 2000 – Steve Italiano, CB Richard Ellis
- 2001 – Peter Greenhalgh, Cushman & Wakefield
- 2002 – Bart Mackey, Patterson Woods
Dave Veldman, Veldman Commercial
- 2003 – George Gowen, Avir Realty Group
Fran Mahoney, Cushman & Wakefield
- 2004 – Greg West, Colliers L&A
Mark Chubb, Colliers L&A
- 2005 – Bill Goodwin, CB Richard Ellis
Mike Hines, CB Richard Ellis
- 2006 – Pete Davisson, Jackson Cross Partners
Cindy Fleming, Jackson Cross Partners
- 2007 – Harry Thomes, The Staubach Company
- 2008 – Patrick Gioffre, Jim O'Hara Realty Associates
- 2009 – Stan Danzig, Cushman & Wakefield
Jules Nissim, Cushman & Wakefield
- 2010 – Ken Parker, Newmark Knight Frank
- 2011 – Steve Italiano, CB Richard Ellis
Ken Musi, Musi Commercial Properties, Inc.



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