

Harvey, Hanna & Associates, Inc.

Announce Broker of the Year

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January 10, 2012

Brokers of the Year - 2011

Steve Italiano – CB Richard Ellis

Ken Musi – Musi Commercial Properties, Inc.

Harvey, Hanna & Associates, Inc. (HHA) is pleased to announce that Steve Italiano of CB Richard Ellis and Ken Musi of Musi Commercial Properties have been jointly selected as its “2011 Brokers of the Year.”

In the midst of a challenging real estate market, both gentlemen contributed to HHA’s continued success in 2011.

Mr. Italiano successfully negotiated the lease for MAGCO Incorporated, a wholly-owned subsidiary of The Kissner Group of Ontario, Canada, now leasing 618 Lambson Lane, Delaware River Industrial Park, New Castle, DE. The Kissner Group (kissner.com) produces a wide array of award-winning earthen and ice-melting products applicable to both commercial and residential applications. At the New Castle facility, organic materials, including compost, are stored and processed as feedstock for subsequent product formulation and application. [The Kissner Group is leasing more than 94,000 sq ft at this site, including warehouse and office space over a span of 6 acres.](#) As a consequence of this lease, 15 full-time jobs were created in Delaware.

Mr. Italiano was the first-ever recipient of the HHA “Broker of the Year” in 2000, and now returns as an honoree eleven years later.

Mr. Musi successfully negotiated the lease for The Tile Market of Delaware to relocate to a new commercial/retail space at 405 East Marsh Lane in the Newport Industrial Park, home to numerous redevelopment projects in 2011. The Tile Market of Delaware (tilemarketofde.com) is the premier Tri-State importer, distributor and retailer of fine ceramic tile, marble and granite throughout the world. The 55,960 sq ft long-term leased space encompasses a design center and retail showroom for a wide array of products, including tile, stone, and custom granite countertops. The leased space proves a central location for product import, storage, fabrication, distribution, and sales of tile and stone products, with a product inventory of over 1 million sq ft of tile, stone, and slabs routinely in stock. The new facility employs 45 persons.

“Both Steve Italiano and Ken Musi leveraged their respective expertise in bringing high-value business enterprises to the most suitable and strategic locations in Delaware,” stated Thomas J. Hanna, HHA vice president.

“It was impossible to choose between the talent, business savvy, and the hard work that culminated in both of these transactions, and we therefore are pleased to recognize the immense contributions of both Steve and Ken for 2011,” Mr. Hanna added.

In recognition of the achievements of both Mr. Italiano and Mr. Musi, HHA will donate \$3,000 in the name of CB Richard Ellis and Musi Commercial Properties, respectively, 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.

Congratulations, Steve and Ken, and thank you for your splendid accomplishments!



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Special Points of Interest for 2011

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Leasing activity continued at **Twin Spans Business Park (TSBP)**, HHA's premier 21st Century business campus managed located in New Castle, Delaware. Strategically located near interstates I-95, I-295, and I-495, TSBP offers inherent operations efficiency and competitive advantage to an array of diverse businesses operating at the business park. TSBP features 1.8 million sq ft of centrally located warehouse, logistics, office, and distribution space over 135 acres. **PODS of Philadelphia**, which provides state-of-the-art residential and business solutions for moving, storage, packing, relocation, and disaster recovery assistance, renewed its lease at TSBP.

Leasing renewals continued in 2011 at the **Delaware River Industrial Park** located near the Port of Wilmington. **Federal Express**, a global leader of document, package, and freight shipments, renewed its lease. **Carlyle Cocoa**, which manufactures, handles, and ships cocoa powder, renewed its lease. **Bestway Transport LLC**, a premier mid-Atlantic general commodities and bonded carrier, also renewed its lease in 2011.

HHA continued its trailblazing energy with a major redevelopment project in the **Newport Industrial Park**, welcoming **TotalTrax, Inc.**, a leading national provider of real-time material handling vehicle, driver and inventory tracking technologies for manufacturing and warehouse operations. **TotalTrax** (totaltraxinc.com) is leasing nearly 15,000 sq ft of a new 20,000 sq ft warehouse reconstructed from a 1940s-vintage steel building formerly home to Allied Steel Products, which discontinued operations in 2008. A warehouse expansion to 31,200 sq ft is envisioned for 2012 and beyond. **Grieco Management**, a new tenant, leased 6,000 sq ft for equipment supply along Copper Drive. Lease renewals in the **Newport Industrial Park** included **Phoenix Restoration, ServiceMark, Total Bakery, Gable Signs, Tenmat, and C-Sert.**

The Commons Boulevard/Bellecore Drive properties welcomed **Champion Windows** and **Radio Shack** to new business homes in the New Castle area.

Hockessin Crossing shopping center enjoyed an exceptional year with the uptick in retail activity. HHA welcomed **Physiotherapy Associates, Polished Salon, and Step N'Style Dance Studio** to its diverse family of tenants, and was further pleased to renew **J. Christian Studio**. At the **Limestone Shopping Center**, a Ribbon Cutting for **MySherpa**, a world class information technology firm, featured Governor Jack Markell and other local dignitaries in January 2011.

In total, HHA leased new space encompassing **187,627 sq ft** and further extended leases in excess of **550,943 sq ft** in 2011.

The Company's hospitality segment captured additional nominations from the Best of Delaware and the News Journal award series. The **Premier Wine & Spirits - Limestone** store (7,000 sq ft) features an extraordinary selection of 3,500 wines, beers, and spirits; and complements the earlier launch of the **James Street Tavern** as part of an initial wave of redevelopment activity in Newport.

The HHA leadership team was recognized again in 2011 for its business achievements and community outreach. HHA President **Thom Harvey** was honored as a **Distinguished Alumnus** by the **University of Delaware** College of Business and Economics in June 2011. HHA Vice President **Thomas J. Hanna** was named the **Entrepreneur of the Year** by the **New Castle County Chamber of Commerce** in May 2011.

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



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