

Harvey, Hanna & Associates, Inc.

Announce Broker of the Year

For Immediate Release

January 25, 2011

Special Points of Interest For 2010

Leasing activity continued at **Twin Spans Business Park** (TSBP), HHA's premier 21st Century business campus located in New Castle, Delaware. **The Speakman Company** (84,000 sq ft), founded in 1869 and now a world-renowned supplier of commercial plumbing products, renewed its lease. **Nova Records Management LLC** expanded its lease space (64,000 sq ft) with an Open House in September. At the **Delaware River Industrial Park** (DRIP), located near the Port of Wilmington, **Iron Mountain Inc.** (134,000 sq ft), a global leader in data protection and records management, renewed its lease. **All-Star Shredding LP** (41,000 sq ft), an onsite mobile paper shredding business, leased the former space occupied by Waste Management, Inc.

HHA welcomed **My Sherpa**, a world class information technology firm (3,000 sq ft), to the redeveloped Limestone Shopping Center. Founded in 2001, **MySherpa** provides customized information technology solutions to businesses of all sizes, ranging from new entrepreneurs to established multinationals. Additional new tenants welcomed at Limestone included **Liberty Tax Service** (1,000 sq ft), **Christina Pappoulis, Esq.** (1,900 sq ft), and **The Barber Shop** (800 sq ft). These tenants join our diversified Limestone family, including **Wawa Food Markets**, **Buffalo Wild Wings**, **Limestone Open MRI**, **Premier Wine & Spirits**, and **Total Health & Rehabilitation, Inc.**

The Company's hospitality segment captured State-wide recognition with several prestigious **Best of Delaware Awards**. **Premier Wine & Spirits Limestone** was named the **Best Wine Store Upstate - Critic's Choice**. **James Street Tavern** in Newport was named the **Best Pub Tavern Upstate - also Critic's Choice**. **Premier Wine & Spirits** celebrated its First Anniversary in December. The new **Premier Limestone** package store (7,000 sq ft) features an extraordinary selection of wines, beers, and spirits; and complements the earlier launch of the **James Street Tavern** and **Premier Wine & Spirits - Newport**, as part of an initial wave of redevelopment activity in Newport, Delaware.

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



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Ken Parker of Newmark Knight Frank named "Broker of the Year - 2010"

Harvey, Hanna & Associates, Inc. (HHA) is pleased to announce that Ken Parker of Newmark Knight Frank has been selected as its "2010 Broker of the Year."

In the midst of a challenging real estate market, Mr. Parker successfully negotiated the lease for Tri-Starr Management Services, Inc. (TMSi), to lease 98,159 sq ft of warehouse space at the Twin Spans Business Park in New Castle, Delaware. TMSi Logistics is a leading distribution, technology, and integrated logistics supplier throughout the U.S. As a consequence of this lease, 100 jobs were retained in Delaware.

TMSi Logistics, a nationally recognized Top 100 third party logistics provider and "Inc. 5000" company, has built a powerful reputation in the industry by successfully managing costs and optimizing customer service. For over 15 years, TMSi Logistics has differentiated itself through a unique performance-driven culture resulting in sustainable cost savings and improved service levels. With organizational experience in designing, building, and executing multi-dimensional and flexible logistics solutions, TMSi Logistics has helped many companies create highly-efficient worldwide supply chains.

Ken Parker brings versatility and experience to the Newmark Knight Frank (NKF) family. With his educational background in industrial and systems engineering from the Georgia Institute of Technology (Georgia Tech), coupled with his 15+ years experience in global warehouse operations, Mr. Parker enjoys his relatively new career as a real estate broker. Mr. Parker is specifically experienced in warehouse design, operations, and functionality – thereby adding value to many NKF clients and prospects. NKF provides client-focused real estate advisory services through world-class intellectual capital and resources across the globe.

"Ken impressively leveraged his warehouse operations expertise to reduce the cycle time in putting this deal together," stated Thomas J. Hanna, vice president, HHA.

The Twin Spans Business Park (TSBP) is a 135-acre state-of-the-art preplanned industrial warehouse campus redeveloped by HHA over the past decade. Located adjacent to I-95, I-295, and I-495, with springboards to Pennsylvania, New Jersey, Maryland, and points beyond, TSBP offers inherent operations efficiency and competitive advantage to an array of diverse businesses. TSBP features 1.7 million sq ft of centrally located warehouse, logistics, office, and distribution space. TSBP is privileged to include Five Below, Tire Rack, Hibbert, Mattress Giant, Speakman Company, Nova Records Management, and Philadelphia Gear Company among its family of tenants.

In recognition of Mr. Parker's achievement, HHA will donate \$3,000 in the name of Newmark Knight Frank 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 support for hunger, shelter, and tuition scholarships.

Congratulations, Ken, and thank you for your splendid accomplishment!



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.