

HANNA COMMERCIAL NEWSLETTER

1st Quarter 2016

POWER. REACH. EXPERIENCE.

In this issue:

Kelly & Visconsi joins
Hanna Commercial

Introducing the KVA
Leadership Team

KVA Transaction
Highlights



KELLY & VISCONSI JOINS HANNA COMMERCIAL

We are pleased to announce the joining of Kelly & Visconsi with Hanna Commercial. The union of the Ohio-based commercial team with Hanna Commercial is a great opportunity for both our organizations.

Kelly & Visconsi was founded with the objective of providing the highest quality representation for retailers interested in expanding in the Northern Ohio market, and for landlords seeking to lease their commercial retail properties. The company was created on the principles of teamwork and integrity with a commitment to providing a team approach, dedicated to achieving clients' goals. They will bring this dedication to the Hanna Commercial group of 130+ professionals throughout the region.

Numerous clients, including national and local brands, chain franchises, regional and local retailers and restaurants work with Kelly & Visconsi in order to evaluate new markets and negotiate either purchase or lease agreements. Among them are Costco, Dunkin' Donuts, Macy's, Meijer, Pet People, Save-A-Lot, Sherwin-Williams, Target, Ulta, and many more. The firm is also a longtime member of Chain Links Retail Advisors, a national network for retail brokerage.

"We are truly excited about the opportunity to join forces with Hanna Commercial and be able to offer our retail clients a powerful platform of services and marketing horsepower," said Anthony T. Visconsi, partner at Kelly & Visconsi.

Rich Kelly, partner at Kelly & Visconsi, is also thrilled to be joining Hanna Commercial. "When we formed Kelly & Visconsi over 20 years ago, our objective was to become the best retail brokerage firm in northeast Ohio, providing our clients with the best possible service and expertise in the market," he said. "We accomplished that goal, and now joining Hanna Commercial will enable us to take our service to the next level. We look forward to the combined companies, and we believe our associates and our clients will benefit greatly."

Hanna Commercial is the largest commercial broker in Northeast Ohio with more than 100 years of combined experience, world-class expertise, and unsurpassed

attention to client detail. Division offices in Pittsburgh along with Cleveland have the ability to service both regional and global commercial business.

Hobby Hanna believes that the combination of the largest commercial broker in the region with the expertise, integrity, and dedication of Kelly & Visconsi spells growth and success in the coming year for the Ohio commercial landscape. "We made a commitment to the Ohio marketplace back in 2013 with our desire to expand our commercial service operations," he said. "Since then, we've grown exponentially; this is our fourth acquisition of a commercial broker in 18 months since creating that vision. The team at Kelly & Visconsi is a welcome addition to Hanna Commercial. We are so pleased that we are now in the position to offer the best in commercial real estate throughout Ohio, nationally, and even internationally."

President of Hanna Commercial, Mac Biggar, is excited to welcome Kelly & Visconsi, and to increase the company's commercial footprint. "We have always valued and respected Kelly & Visconsi's retail expertise. Working together will make all of us stronger and better able to serve our client base. Many of us have worked together in the past and look forward to the opportunity of working more closely together in the future. We see it as a win for both firms, and most importantly a big win for our clients!" said Biggar. "They are a very solid team that has always handled themselves with the highest degree of integrity, and have an outstanding willingness to serve the market. Their reputation is second to none."

In Ohio and Pennsylvania, the Howard Hanna commercial division has listed more than 480 units with a written volume of \$432 million and a listing volume of \$321 million. The addition of the team at Kelly & Visconsi will help expand these commercial numbers as well as the retail side of the business, allowing Hanna Commercial to begin 2016 with a new, more comprehensive and dynamic focus.



INTRODUCING THE KVA LEADERSHIP TEAM



RICHARD W. KELLY

Richard W. Kelly is a leading figure in the Northeast Ohio real estate community. His real estate career spans more than two (2) decades, featuring extensive tenant representation for major national retail brands and exclusive representation of quality retailers,

including Target, Costco, and Bed Bath & Beyond. Additionally, his work has included leasing new and existing retail developments, disposition of properties and land acquisition for many retailers. Prior to co-founding Kelly & Visconsi Associates, LLC, Rich served as Vice President of the Realty and Development divisions of the Visconsi Companies. His in-depth knowledge of Cleveland's retail real estate market includes ten (10) years of service with two (2) other notable brokerage firms. Clients appreciate Rich's considerable industry experience and the level of sophistication he brings to every retail brokerage assignment.



ANTHONY T. VISCONSI

Anthony T. Visconsi has over twenty (20) years of experience in retail real estate, and is a principal and co-founder of Kelly & Visconsi Associates, LLC. Tony's brokerage career began in 1988 as a sales associate with the Ostendorf-Morris Company, a large Cleveland-based

real estate company. In 1995, Mr. Visconsi and Rich Kelly created a new brokerage firm specializing in commercial retail real estate.

As a tenant representation specialist, Mr. Visconsi has provided services for such notable national retailers such as Starbucks, Borders, Gap/Old Navy, Best Buy, Talbot's, ULTA Beauty, and First Watch. He has also been involved extensively in commercial land assemblage for both large shopping center parcels and corner drugstore sites.



GREG SLYMAN

Greg Slyman joined Kelly & Visconsi in 2003, after starting his real estate career in Chicago. In 2007, Greg became a partner in the firm. He has been in the retail industry for over eleven (11) years, focusing on tenant and landlord representation, land assemblage and site acquisition.

Greg has completed over 300 deals in Ohio for retailers including: Key Bank, Sleep Outfitters, Mattress Warehouse, Goodwill, Roses Department Stores/MaxWay, Aldi Foods, and Sheetz. He is also responsible for marketing and leasing over 2 million square feet of new and existing shopping centers in Northeast Ohio, including Kamms Plaza, and properties owned by Regency Centers, Rini Realty, Zeisler Morgan, Albrecht Inc., and Toys R Us.

Greg has won CoStar's Power Broker award in 2006, 2007, 2008, and 2009. He was awarded the 2010 IMS Broker of the Year for his outstanding representation of Sleep Outfitters and Mattress Warehouse. Goodwill Industries presented Greg with their Ambassador of the Year award in 2011.



WILLIAM R. CAROTHERS

William R. Carothers has developed a solid reputation in the retail real estate industry over nearly three (3) decades, representing retailers and property throughout Ohio.

Bill joined Kelly & Visconsi in March, 1999, as a partner. Previously, Bill had been brought into Ostendorf-Morris/Colliers to head up their retail division. Prior to that, he was vice president of a smaller commercial retail brokerage company in the Cleveland area.

As a tenant representative, Bill's clients have included Aspen Dental; with, to date, thirty five (35) completed deals in Ohio, The Sherwin-Williams Company, and Life Time Fitness.

**“ WORKING TOGETHER WILL MAKE ALL OF US STRONGER
AND BETTER ABLE TO SERVE OUR CLIENT BASE. ”**

- MAC BIGGAR



Hanna Commercial
 1350 Euclid Avenue, Suite 700
 Cleveland, OH 44115
 (216) 861-7200 / Fax: (216) 861-4672
 HannaCRE.com

HANNA COMMERCIAL NEWSLETTER



1st Quarter 2016

KELLY & VISCONSI TRANSACTION HIGHLIGHTS



Meijer
 Avon & Mentor, OH
 Rich Kelly



Costco - 17.24 Acres
 Boston Heights, OH
 Rich Kelly



ULTA - 10,000 SF
 Wooster & Parma, OH
 Tony Visconsi



True Value - Kamms Plaza
 10,130 SF - Cleveland, OH
 Greg Slyman & Sean Wall



Save-A-Lot - 16,996 SF
 Akron, OH
 Randy Markowitz



Harbor Freight Tools
 23,477 SF - Sheffield, OH
 Randy Markowitz



Stein Mart - 34,740 SF
 Canton, OH
 Randy Markowitz



Sherwin-Williams - 3,500 SF
 Macedonia, OH
 Bill Carothers