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Meridian and MacKenzie Partner to Serve The World Trade Center Baltimore

Meridian Management Corporation, an award-winning facilities management company, has selected MacKenzie Commercial Real Estate Services, one of the largest providers of commercial real estate services in Maryland, to address the leasing needs of The World Trade Center Baltimore (WTC).

Meridian, which has managed operations and mechanical services at the World Trade Center since 1996, chose MacKenzie for the subcontract after a rigorous selection process. Under the agreement MacKenzie will be responsible for the collection of rents and leasing of the nearly 300,000 square foot building located at 401 E. Pratt Street.

"MacKenzie Commercial Real Estate Services was highly recommended," said Elliot Horne, President of Meridian Management Corporation. "Their aggressive leasing strategy, comprehensive market knowledge, and similar business philosophy, centered on building long-term tenant relationships, made them a good fit for Meridian."

The 33-story building is owned by the Maryland Department of Transportation. Its modal unit, the Maryland Port Administration (MPA), currently manages and operates the WTC and occupies 2 floors. The WTC is now anchored by Schulman, Treem, Kaminkow, Gilden and Ravenell, PA, a law firm, and a long-term, full-floor tenant. McKennon Shelton & Henn LLP, is currently in the process of expanding to an entire floor and is another anchor tenant in the building. In the near future, the State's business arm, the Department of Business and Economic Development, will relocate to 77,255 square feet, which is now under renovation in the building.

"The prestigious address and excellent waterfront location, at the heart of the Inner Harbor, make the World Trade Center an ideal location for Baltimore businesses," said Mark Deering, a Senior Vice President and Principal with MacKenzie Commercial Real Estate Services. "We look forward to continuing the Maryland Port Administration's long-standing commitment to the World Trade Center tenants, and building on the superior customer service framework they have put in place."

"We were pleased to be selected by Meridian as their leasing subcontractor on this project. Their historical knowledge paired with our market knowledge will allow us to best serve the State," said Gary Gill, President and CEO of MacKenzie Commercial Real Estate Services. In the last year, MacKenzie has nearly doubled the size of its downtown team, priming them for this and future listings.

"We are pleased to welcome MacKenzie Commercial Real Estate Services to The World Trade Center Baltimore," said James J. White, Executive Director Maryland Port Administration. "The new partnership with Meridian and MacKenzie will allow both organizations to combine coordinated efforts to return the World Trade Center to full occupancy. The World Trade Center, with its architectural and historic place in the Baltimore business community, deserves only the best in management."

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