

March 28, 2011

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MacKenzie Congratulates Heavy Hitter Tom Fidler

MacKenzie Commercial Real Estate Services, LLC is proud to announce that Tom Fidler has been named the *Baltimore Business Journal's* Heavy Hitter and Retail Deal of the Year recipient for the second year in a row for his role in the purchase of 74 undeveloped acres in Havre de Grace on behalf of Upper Chesapeake Health System in the tune of \$16.1 million. This unprecedented achievement marks the first time an individual has taken the award in consecutive years.

"Tom did what he does best; he created an opportunity from a challenging scenario and leveraged his experience to get the job done," said Bob Aumiller, President of MacKenzie Commercial Real Estate Services, LLC. "This business is about identifying opportunities and helping clients move in a positive direction".

The transaction brought together seven separate parcels, more than two dozen stakeholders, and was completed in an astonishing four months. A combination of the falling market and credit crunch led the original buyer to pull out of the deal in the Fall of 2009, lining up what was to be perfect timing for Upper Chesapeake to acquire 70 additional acres in which to expand its medical campus.

"The success of this deal hinged more on leveraging relationships, managing expectations, and organizing multiple schedules," Fidler said. "By maintaining clear channels of communication and a little luck on timing the market, we were able to bring together a deal where everyone walked away happy."

Upper Chesapeake intends to spend up to \$350 million in the construction of a new replacement facility for Harford Memorial Hospital including a new surgery center and medical office park to support the anticipated influx of residents and businesses from BRAC growth. The project is also expected to include a retail component to service visitors, staff, the surrounding community of Havre de Grace, and BRAC employees. Upon completion, the project is anticipated to employ approximately 650 highly qualified medical staff and generate more than \$100 million in annual tax revenue.

Tom Fidler, a Senior Vice President and Principal at MacKenzie, has more than 16 years of commercial real estate experience. An active member in Harford County Public Schools Board of Education, the Maryland Association Board of Education, and the Maryland Association for Higher Education, he has received the Heavy Hitter award eight times.

For more information on Upper Chesapeake Health System, please visit www.uch.org. For additional opportunities, contact Tom Fidler of MacKenzie Commercial Real Estate Services, LLC at tfidler@mackenziecommercial.com or 410.494.4860.

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Lutherville-based MacKenzie Commercial Real Estate Services, LLC provides a full range of commercial real estate services, including leasing and sales, tenant and landlord advisory services, corporate consulting, commercial and residential development, general construction, property and asset management, market research, and debt and equity capital placement. With offices strategically located throughout the State of Maryland and 120 employees, MacKenzie is one of the largest commercial real estate service firms in Maryland. Please visit www.mackenziecommercial.com for more information.

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