



951 Route 73 North | Suite D | Marlton, NJ 08053
P 856 857 6300 | F 856 283 3950
www.wolfcre.com

3 Logan Square | 1717 Arch Street | Suite 3950 | Philadelphia, PA 19103
P 215 799 6900 | www.wolfcre.com

February 10, 2020

Dear Friends, Family & Associates,

This week the WCRE team marks our eighth anniversary. Our success is the result of the trust and support we receive from our clients, colleagues, and community.

The growing team at WCRE had an exceptional year in 2019!

2020 is off to a very fast start, and we wanted to pause just long enough to reflect upon our anniversary and share some of the highlights since last year.

The year started with a bang as we opened our Philadelphia office at 3 Logan Square, fully establishing WCRE's Philadelphia presence and positioning us for continued growth in a major urban market. We are now fully staffed to service the Southern New Jersey, the Greater Philadelphia region, Southeastern Pennsylvania, Northeastern Pennsylvania and the Lehigh Valley.

As we mark eight years in business, we are currently entrusted with over 215 properties for sale and lease, comprising approximately 5.0 million square feet of office, retail, medical, industrial space, educational and investment properties in Southern New Jersey, the Lehigh Valley, and the greater Philadelphia region.

Our core business grew this year, we continued to expand our Pennsylvania operations, and developed new media and proprietary software to support our pioneering digital marketing and social media strategies as we meet the evolving needs of the commercial real estate business.

Our entire WCRE team grew their production in 2019, as compared with 2018, both in the number of completed transactions as well as the size of the deals. Our dynamic, diverse and growing professionals have proven their capability to execute real estate transactions on behalf of clients in the office, medical/healthcare, education, non-profits, retail, industrial, investments and multi-family sectors.

Team

It was a strong year for recruitment, as we added five new members to the sales team to service our growing presence in Pennsylvania & New Jersey; We added Mike Scanzano, Sean Kelly, Victor DeJesus, Chris Jerjian and Phil Costa to our brokerage ranks (we love Phil even though he played for the Dallas Cowboys).

Below is a brief background of each of our newest WCRE colleagues. Our new team members contribute high-level business skills and community-oriented values that align very well with WCRE's mission and goals.

Mike Scanzano joined WCRE as a sales associate focusing on the Southern New Jersey commercial real estate market. Mike will help WCRE continue to build successful relationships in



951 Route 73 North | Suite D | Marlton, NJ 08053
P 856 857 6300 | F 856 283 3950
www.wolfcre.com

3 Logan Square | 1717 Arch Street | Suite 3950 | Philadelphia, PA 19103
P 215 799 6900 | www.wolfcre.com

the South Jersey region and will specialize in sales and leasing, tenant and landlord representation, investment sales, and multi-family dwellings.

Mike graduated from the University of Pittsburgh where he was an All Big East baseball player. After college, Mike played 6 years of professional baseball, ending his career in 2010 with the Camden Riversharks. After baseball, Mike took a sales position with the Southern Illinois Miners. In 2015 Mike opened up Scanzano Sports in Cherry Hill, New Jersey where they specialize in baseball training.

<https://wolfcre.com/team/michael-scanzano/>

Victor DeJesus joined WCRE as a Senior Associate and specializes in sales and leasing, tenant and landlord representation for office, investment sales, and industrial properties in Central New Jersey. He has developed a wide network of business relationships and will focus to help landlords, investors, tenants and users develop strategies to achieve their goals.

<https://wolfcre.com/team/victor-dejesus/>

Sean Kelly joined WCRE as sales associate. He will focus on the Pennsylvania and New Jersey market. Sean specializes in sales and leasing, tenant and landlord representation for office, investment sales, and industrial properties.

Previously, Sean sold medical devices for 18 months at Stryker Orthopaedics where he was responsible for growing their trauma orthopedic business in the South Jersey area. Working with all major health systems in the area, he was responsible for driving growth, customer engagement, account management, and operational efficiency.

Sean was also a member of the Rutgers University, New Brunswick baseball team between 2014 and 2016. He pitched for the Scarlet Knights during his tenure there. While there, Sean contributed four years of volunteer services to St. Peters Childhood Cancer programs.

<https://wolfcre.com/team/sean-kelly/>

Chris Jerjian joined WCRE as a Business Advisor & Consultant. Chris specializes in office and other commercial properties in Southern and Central New Jersey, and the Philadelphia Region. He has developed a wide network of business relationships over the past 30 years in his capacity as a CRE landlord and investor. His focus is to help landlords, investors and users develop strategies to achieve their goals. He brings these skills and his experience to the entire team at Wolf Commercial Real Estate.

<https://wolfcre.com/team/chris-erjian/>

Phil Costa joined WCRE as a sales associate in Pennsylvania and New Jersey. He specializes in sales and leasing, tenant and landlord representation for office and industrial properties. Additionally, Phil brings experience as a multifamily real estate investor, property manager and landlord across the two states.



951 Route 73 North | Suite D | Marlton, NJ 08053
P 856 857 6300 | F 856 283 3950
www.wolfcre.com

3 Logan Square | 1717 Arch Street | Suite 3950 | Philadelphia, PA 19103
P 215 799 6900 | www.wolfcre.com

Phil is a former NFL player for the Dallas Cowboys and a graduate of Columbia Business School with an MBA. He earned his undergraduate from the University of Maryland, where he was a two-time ACC honor roll member and Team Captain in football his senior year.

Phil is active in the local community and serves on the Board of Directors for The AthLife Foundation, which provides opportunities for deserving kids from our nation's most promising communities by combining academics and sports.

<https://wolfcre.com/team/phil-costa/>

Our team has grown to 25 incredible and committed experts along with an incredibly talented supporting cast of third-party vendors that all help to make us shine. To each of these people, we are all incredibly grateful and thank you for your support and services.

Most importantly, and what we are most proud of with our team is watching everyone grow together and lead! Over the past several years, we have created many internal leadership roles which allow for company leadership and growth.

This year, 2 of our firm's key staff members who have been an integral part of our success were also promoted. Without our incredible support team, our WCRE service providers would be unable to succeed at a high level.

Our very own Tammi Coppinger continues to raise the bar for client services and has been instrumental in helping WCRE to grow our property management business. Tammi is a member of BOMA and brings a highly detail oriented and proactive approach to her property management clients. This is an area of the company that WCRE will continue to grow in 2020.

Tammi Coppinger joined WCRE over 5 years ago and has rapidly grown from our administrative assistant to Director of Operations and Executive Property Manager. Tammi not only just gets it, but she keeps our entire firm in check and handles almost every operational issue at WCRE with complete focus, dedication and care.

Mitch Russell was also promoted from Associate to Senior Associate. In less than 2 years, Mitch has shown his ability to learn, be a team player, create ideas, take chances, get community involved and strategize with the entire team. Mitch has helped to grow not only his business, but others as well. Mitch is always willing to learn and has become a great influencer for the younger guys at WCRE. Mitch eats and sleeps his work and it shows by the results.

It's the people that makes a company successful and our firm will ALWAYS be about its people. We believe in a culture that promotes success, encourages community engagement and most importantly having the "Work Hard, Play Hard" mentality.

Achievements/Accomplishments

In September 2019, WCRE participated as the host city for the annual CORFAC International Fall Conference in Philadelphia, where we networked and collaborated with commercial real estate experts from around the globe. Learn more about CORFAC @ www.corfac.com.



951 Route 73 North | Suite D | Marlton, NJ 08053
P 856 857 6300 | F 856 283 3950
www.wolfcre.com

3 Logan Square | 1717 Arch Street | Suite 3950 | Philadelphia, PA 19103
P 215 799 6900 | www.wolfcre.com

Ty Martin, MBA worked closely with the leadership team to launch the Broad Street Brokers podcast (www.TheBroadStreetBrokers.com). This podcast focuses on business themes throughout the greater Philadelphia region and guests have included; Alan Domb, Rick Forman, Matt Pestronk, Brad Molotsky, Dave Meltzer, Mike Mumola, Brent Celek, Michele Schina, Nick Bayer and Wayne Kimmel amongst other highly accomplished business and community leaders.

Another huge WIN was the addition of Andrew Beauchemin, who heads up WCRE Capital Advisors (www.WCRECapitalAdvisors.com). This gives WCRE the in-house capability to provide the full scope commercial mortgage services, both debt and equity.

Philanthropy

Our team at WCRE was humbled and honored to be recognized at the 40th Annual Ruby Gala by Samaritan Healthcare & Hospice as the 2020 “40th Anniversary Distinguished Honoree”.

Innovations

While our highly skilled team is the foundation of our company, we also constantly seek forward-thinking approaches and value-added solutions to identify and fulfill our clients' business needs.

During the past year, we:

- Expanded our network of specialty commercial real estate blog web sites to highlight our corporate services and investment practices. WCRE now maintains 80 plus distinct SEO driven blog websites that present content tightly targeted to audiences seeking specific information about types of properties and locations. This ensures that prospective investors, tenants, and landlords can always find services and listings that closely match their needs.
- Adopted industry-leading software to generate and distribute marketing materials, allowing brokers to more quickly and creatively feature clients' properties.
- Grew our Social Media network of followers to over 16,000 contacts. This is a 33% increase year over year!!

WCRE is now on Facebook, LinkedIn, Twitter, Instagram and YouTube.

Feel free to click any of the below links to Follow Us.

FOLLOW us on our WCRE Facebook page at <https://www.facebook.com/wolfcre/>

FOLLOW us on our WCRE LinkedIn page at <http://bit.ly/2ksM43C>

FOLLOW us on our WCRE Twitter page at <http://bit.ly/1GTxErE>

FOLLOW us on our WCRE Instagram page at <https://instagram.com/wcre1/>

FOLLOW us on our WCRE YouTube page at <http://bit.ly/1QxNcvM>



951 Route 73 North | Suite D | Marlton, NJ 08053
P 856 857 6300 | F 856 283 3950
www.wolfcre.com

3 Logan Square | 1717 Arch Street | Suite 3950 | Philadelphia, PA 19103
P 215 799 6900 | www.wolfcre.com

Charitable Commitment

A passionate commitment to the health, well-being, and success of our neighbors is one of the core values on which WCRE was founded. That is why we dedicate a portion of our transaction proceeds to a local charity, and we encourage our staff to volunteer and support charitable causes. Our clients may choose the designated charity from our preferred list, or they may direct the charitable portion of their transaction to a charity of their choice.

In 2019, The WCRE Foundation raised more than \$115,000 for local charities through our Fourth Annual WCRE Celebrity Charity Hockey Game and our Second Annual WCRE Charity Golf Outing, featuring Philadelphia Flyers alumni and leaders from the local business community. The hockey tournament and golf outing are now our signature annual events. In the past 4 years, The WCRE Foundation has raised approximately \$315,000 to support so many great organizations within our communities.

See 2019 WCRE hockey event video link here:

<https://www.youtube.com/watch?v=OZ-xUbkk-Ag#action=share>

We also donated, sponsored and supported over 30 other events and causes throughout the region, providing support for healthcare, youth sports, religious institutions, education, medical research, and assistance for the less fortunate.

This past year, WCRE also supported Attitudes in Reverse, at their annual Taste of Hope event in support of preventing teen suicide and completed our 6th Annual WCRE Thanksgiving Food Drive to support JFCS of Southern New Jersey. Over 100 bags of food and \$1,525 in donations and gift cards were collected to support their food pantry.

Additional information on our Community Commitment can be found at

<http://wolfcre.com/community-commitment/>.

By retaining WCRE, you have taken part in this transformative charitable activity, and we thank you for supporting it. We are proud to make these charitable contributions with your help.

Whatever market conditions may come, our entire team at WCRE is here to help service your commercial real estate needs. WCRE is genuinely grateful to our clients, prospects, and industry colleagues for helping us to reach this point. Big things are ahead in 2020 and we look forward to having you be a part of that story.

Our focus always remains on providing first-class commercial real estate brokerage, advisory and management services to our clients.

The WCRE team is as committed and excited as ever to grow along with you.



951 Route 73 North | Suite D | Marlton, NJ 08053
P 856 857 6300 | F 856 283 3950
www.wolfcre.com

3 Logan Square | 1717 Arch Street | Suite 3950 | Philadelphia, PA 19103
P 215 799 6900 | www.wolfcre.com

With sincere appreciation,

Jason

Jason Wolf

Chris

Christopher Henderson

Kevin

Kevin Coleman

Andrew

Andrew Beauchemin

Lee

Lee Fein

Tony

Tony Banks

Ryan

Ryan Barikian

John

John Mozzillo

Mike

Mike Scanzano

Mitch

Mitch Russell

Ty

Ty Martin

Sean

Sean Kelly

Victor

Victor DeJesus

Phil

Phil Costa

David

David Spector

Chris

Chris Jerjian

Brian

Brian Propp

Scott

Scott Seligman

Andrew

Andrew Becker

Tom

Tom Bove

Eric

Eric Flocco

Stephanie

Stephanie Carroll

Tammi

Tammi Coppinger

Luke

Luke Majewski

Nora

Nora Farghaly