

CAPANO
MANAGEMENT

BEYOND
THE
BRICKS

2020 IN REVIEW

Welcome to Beyond the Bricks.

A message from our CEO, Louis Capano III

As we reflect on 2020, the silver lining for me was that life seemed to briefly slow down. I was able to spend a different kind of “time” with my family and also engage in a more unique bonding experience with many of our team members.



We worked together to maintain our businesses to the best of our abilities as we contemplated and brainstormed (albeit virtually) as to what resources we had at our disposal to contribute back to the community that has been so good to us for so many years.

I will cherish that time spent with my family – homeschooling, shooting baskets in the driveway and taking nature walks on brisk 35-degree March days. I will look back fondly and with pride on those late-night Zoom calls with team members – exploring every possible solution to keep our tenants safe and our businesses open, as well as supporting the courageous essential workers who were on the front line of this battle.

I will never forget the unwavering support and trust of our employees. Your efforts allowed us to accomplish so much, in such a short and challenging period of time – we kept our tenants in business, residents safe and healthy while also maintaining all of our financial responsibilities. Our guiding priority was, and always will remain, to keep every team member employed through good times and bad. I am most proud to say that we achieved that together.

Thank you for your steadfast and loyal dedication in keeping this company moving in the only direction possible – forward!

Here's to a New Year!

– Louis Capano III, CEO, Capano Management

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2020 has been difficult.
On top of that ours is never a
predictable industry – there
are always variables,
challenges and disruptions,
and yet, together we managed
to meet most of our goals.
I am grateful for your loyalty,
work ethic and determination
to get the job done!

- Bill Krapf,
Chief Development Officer

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2020 | BY THE NUMBERS

25

local charities
supported

120

single family
homes sold
(\$50+MM)

25

new commercial
tenants

2,500

essential
workers fed

85

home loans
financed
(\$27+MM)

150,000

commercial
square feet
leased

BY THE NUMBERS | 2020

64,432

Charcoal Pit
burgers served
(and counting!)

296

lots sold

313

rental units
completed

733

rental units under
construction

340,567

drinks served at
Irish Kevins
(and counting!)

346

lots under
development

2,057

rental units in
development

30,000

square feet of new
amenity space
under construction

*A greeting from the desk of
Matt Plourde, our COO/CFO*

If this year has taught us anything, it is to be prepared for anything. While we could not have predicted what 2020 would bring, we found ourselves well-positioned to manage the change.



Looking out the window at the new-fallen snow one evening last week, I was reminded of a favorite poem by Robert Frost, “Stopping by Woods on a Snowy Evening.” While traveling through a wooded forest that is “dark and deep” on the “darkest day of the year,” the speaker stops to reflect on this place, and then continues the journey, underscoring “But I have promises to keep, and miles to go before I sleep... and miles to go before I sleep.”

As 2020 draws to a close, while reflecting upon the unprecedented challenges and great uncertainty that our communities, families and businesses have traversed this year, I am reminded of the unwavering “promise” and commitment to excellence that Capano team members, vendors and business partners have made during the darkest, most uncertain days.

Through perseverance and collaboration, our teams have accomplished a great deal together in 2020, with the common goal of providing exceptional homes and living spaces for our residents and places of business for our commercial tenants and their customers. While new challenges await in 2021, I am confident in our collective strength, and I am thankful for what we have accomplished this year together.

Wishing you and your families the warmest holiday wishes this season, and a safe, happy New Year!

- Matt Plourde, COO/CFO, Capano Management

CAPANO RESIDENTIAL

Capano Residential's leasing and property management expertise delivers proven returns across a diverse portfolio comprised of over 5,000 multi-family apartment residences, with an additional 2,000 residences in development.

"Where you live, your home, is one of the most important places in your life. We have to anticipate - 3 years ahead - how we can build a place residents will feel safe, comfortable, and happy."

- *Christie Haupt,*
Director of Multifamily Development



RESERVE ON EAST

Modern farmhouse-inspired apartments featuring high-end amenities and stylish finishes. Located in Camden, Delaware, renters will be only steps away from hip eateries, entertainment, shopping, Dover Air Force Base and prime employers in Dover and Camden. Opening 2021! [Learn more or Live on East](#)

CAPANO RESIDENTIAL

Introducing secluded waterfront living on the Brandywine: The Falls

With its unique combination of location, amenities and access to dining and entertainment, living at The Falls is “city life surrounded by nature.”

[Learn more or Live on The Falls](#)



“ Our residents love Capano Residential!

“I love the sense of community here. I feel like I actually have neighbors! I’ve never had that before. And the ease of access if I need to reach management is the best.”

– Tanner, Newark, DE (Deacons Walk)

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While we reflect on the challenges of a year we won't soon forget, the root of our success continues to lie with our amazing employees who persevered in maintaining essential services during this crisis. This has been an amazing gift for which we are very thankful. May we never see another year like 2020, but if we do I am confident we shall be prepared to continue to provide exceptional service for those places people call home.

- Ann McDonald,
Director of Residential Properties

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COMMERCIAL PROPERTIES

“Delaware retail is alive and well! The key is understanding what commercial tenants need to succeed, and finding the right place for the right business. I always look for ‘the perfect spot.’”

– Madison Rogers, Director of Commercial Leasing



A Place to Land in Landing Square

Construction crews at Landing Square have been working hard to prepare the 62,700 square feet of office space for the Delaware State Police. A 4,200-square-foot pad site on the property is still available, with drive-through potential. That site will service the hundreds of thousand total square feet of planned office space (and the proposed mixed-use development still to come). Landing Square serves a population of nearly 70,000 in a 5-mile radius. Area destinations include the Dover International Speedway, Dover Mall, Dover Air Force Base, government courts and offices, colleges and universities.

Contact Madison Rogers 302-429-8700 for more information.



COMMERCIAL PROPERTIES

Renovation Spotlight: Branmar Shopping Center

Branmar Shopping Center, located within 5 miles of 160,000 residents, is a North Wilmington destination. Home to the essentials – grocery, pharmacy, hardware, retail and services – it is getting an upgrade, welcoming both new and longstanding tenants to the refreshed space.

Our planned renovations will help transform the plaza to align more consistently with the quality and appearance of our existing (and future) retail portfolio. We look forward to welcoming new tenants, like Kid Shelleen's, when the updates are complete in 2021.



[Read more on the Branmar Shopping Center renovation.](#)

“We have to stay three steps ahead and anticipate our tenants’ needs. We invest in keeping our properties beautiful, well-maintained. We’re a part of the community and we’re here for the long haul.”

– Phil Schneider, Chief Commercial Officer



MAKING A HOME

The Importance of Home

In 2020, “home” took on an entirely new meaning. It became a safe space, a haven. It became office, school and family gathering place. Instead of going out to eat, going to the movies or traveling to vacation destinations, we shared takeout, cooked, watched movies and played games at home. Home improvement and landscaping returned as great American pastimes. Demand is sky-high for starter homes, bigger homes for growing families – and the more upscale, boutique homes we are focusing on now.

“Owning a home is part of the American Dream – and we build new homes for families in every phase of their life cycle.”

– Pat Feeney, Director of Home Building



Lighthouse View

Fenwick Island, DE

These luxury townhomes are going quickly. Offering waterfront living a quick half-mile walk to the Atlantic Ocean, life at Lighthouse View is a rare opportunity to own a new home so close to the waves.

[Learn more](#)

MAKING A HOME

Breakwater Beach

Bethany Beach, DE

Breakwater Beach is a multi-million-dollar project offering eight luxury home-lot packages beginning north of \$1.7 million. These homesites are regarded as "the final jewels in Delaware's crown beach residential community." Built on a timber bridge, this ambitious project opened access to exquisite lots while preserving valuable wetlands.

[Learn more](#)



Highlands Mortgage

This year Highlands Mortgage expanded into Pennsylvania, and grew its team with new hires. This group delivers Highlands' signature personal service, local market knowledge and passion for helping clients afford the homes of their dreams. To top it off, we also launched a new website!

[Check it out here](#)



HOSPITALITY

Columbus Inn

The team at the iconic dining destination on Pennsylvania Avenue truly united this year to overcome the challenges of serving during a pandemic.

Things changed and so did we! Indoor dining restrictions prompted innovative solutions, such as:

- Creating takeout menus and special packages for holidays and promotions
- Offering beverages to-go for the first time
- Introducing themed take-out dinners - Taco Tuesdays and weekend BBQ Packs for four
- Thanksgiving - serving families in-house and offering a take-home menu for groups of four to six
- Crafting a Christmas Eve takeout menu that includes a holiday-inspired appetizer and cocktail menu (New Year's Eve menu coming soon...)

Join us!



We are optimistic that 2021 has good changes in store. We put off our 10-year anniversary party in the hope that we can celebrate next year!

For now, we are encouraging our guests to stay safe, practice social distancing and support local businesses. It's now more than ever that we need to be there for our communities.

HOSPITALITY

Charcoal Pit

The historic Charcoal Pit locations made many changes to keep our staff and guests safe so we can continue serving our community.

In addition to limiting on-site dining capacity, requiring masks and gloves, and distancing, Charcoal Pit joined three delivery services (Grubhub, Uber Eats and Doordash).

[Place an order!](#)

Our Concord Pike redesign is ready for construction to start in early 2021, and will be followed by a reimagining of the Kirkwood Highway location.



Serving our Hometown Heroes

Early in the pandemic, Capano Management's restaurant affiliates Columbus Inn, Taste Catering and Charcoal Pit opened their kitchens to make and deliver meals to frontline healthcare workers through the Hometown Heroes program. The restaurants partnered with local ER and ICU branches as well as City, County and State Police and Fire Departments to provide 50+ meals per day to their staff working hard to protect and heal local residents during COVID-19. During two months, we fed over 2,500 essential workers.



LOUIS CAPANO FAMILY FOUNDATION

We are coming to the end of an unusual and challenging year. In 2020, LCFF donated to over 25 local nonprofits, and worked with as many partners as possible to apply our annual donations toward programs that were in desperate need of the anticipated funding.

MEET A FEW OF OUR 2020 BENEFICIARIES

Brandywine Counseling and Community Services (BCCS)

For almost 40 years, BCCS has provided education, prevention and treatment services to Delawareans touched by mental illness, substance use, and multiple occurring diagnoses. Capano sponsored the BCCS virtual auction, which raised \$31,000.

[Learn more](#)



Ronald McDonald House of Delaware (RMHDE)

RMHDE provides guest houses and emotional support for families of sick children. Capano served as the Lead Sponsor of the RMHDE virtual 5K walk/run fundraiser, which included proud employee participation.

[Learn more](#)



Boys and Girls Clubs of Delaware (BGCD)

BGCD is the largest licensed provider of childcare in Delaware. The LCFF donation helped convert BGCD centers into virtual school sites, providing safe, well-equipped learning environments for children with inadequate virtual support at home.

[Learn more](#)



LOUIS CAPANO FAMILY FOUNDATION

EXCEPTIONAL CARE FOR CHILDREN: 2019 GOLF TOURNAMENT BENEFICIARY UPDATE

As Delaware's first and only pediatric skilled nursing facility and a Top-100 Nursing Home, Exceptional Care for Children (ECC) provides residents with as normal a childhood as possible despite their medical challenges.

"ECC is a haven for healing fragile bodies when improvement is possible, and a refuge for nurturing vulnerable spirits when a cure is unattainable. The skill and dedication of the ECC staff is extraordinary, and we are proud to support their work."

- Louis Capano III, LCFF President and Capano Management CEO

The 2019 Golf Tournament raised \$225,000 for ECC, ensuring the continuation of the ECC Bridge Unit project. This new building will house up to 20 patients transitioning out of pediatric services. The teen patients will maintain services from their current pediatric providers as well as services from Christiana Care, preparing them for adult care facilities.



[Learn more and support our mission.](#)

WISHING YOU
A SUCCESSFUL
2021!

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