

## SUNDAY NEWS

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BUSINESS★★

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# Realty firm finds home near ballpark

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Select Services, a fast-growing business that operates real estate, mortgage and settlement companies, is moving into the James Street Improvement District.

It's buying the WorkPlace Essentials site at 1000 N. Prince St., which is still a part of the JSID. WorkPlace Essentials, formerly known as Lancaster Office Equipment & Supplies, Inc., expects to relocate to 812 N. Queen St. next month.

Ryan C. Hess, president of Select Services, said the brick-and-stucco building will house about 75 employees of Realty Select, Select Funding and Select Transfer, 50 of whom are real estate agents. Settlement is scheduled for June 30, he said.

When Select Services started three years ago June 1, there were 12 employees. Expansion has been "pretty fast," Hess said.

In 2004, 948 transactions were generated, producing \$149 million in sales volume. Realty Select agents charge a \$1,500 fee, with a 3 percent commission going to the other agent involved in the deal.

## Tripling in size

Once owned by auctioneer Sanford G. Leamen, the North Prince Street location is around three times the size of the 7,500 square foot Select Services currently rents at 217 Granite Run Drive, Hess said, with 17,000 square feet on the first and second floors and 4,500 on the lower level.

About 80 percent of that will be used by Select Services; two tenants on the second floor will continue to lease space, he said.

"There's plenty of room for growth," Hess said.

The lower level will be an employee

lounge with a pool table, a kitchen and showers, he said. An elevator is also being installed. In addition to offices, the first floor will include a seminar and training room, conference rooms, and a self-service area with refreshments where the public can come in and do research. "We'll help them look up assessment info and county maps, for example," Hess said.

For close to two years, he and partners Quentin Miller and Ron Felpel have been looking for larger headquarters, he said.

"In the commercial market, it's hard to find a freestanding building over 10,000 square feet in a central location," he said.

Tom McDermott of Penn Partners Commercial Real Estate was instrumental in helping them, Hess said. The North Prince Street site "is really convenient."

"Everybody who comes into town on Lititz or Fruitville pikes will see the office."

He said he likes the proximity to downtown. With the relocation, Realty Select will be closer to the city than any other major real estate company, Hess said.

As of April, Select Services is also doing property management, he said, and some of those properties are in the city.

EGStoltzfus will renovate the WorkPlace Essentials building prior to the move-in, which should take place before Sept. 1, he said.

## Remaining in JSID

Kathi Twiford-Graham, president of WorkPlace Essentials, said the full-service office products company, which has 15



From left, Quentin Miller, Ryan Hess and Ron Felpel, partners in Select Services, stand in front of 1000 N. Prince St., where their business will be moving this summer.

Jeff Ruppenthal/SUNDAY NEWS

employees, expects to lease space at 812 N. Queen St. and move in June 10.

"We're really glad it's in the city," she said, as well as the JSID.

It's also near Clipper Magazine Stadium, for which WorkPlace Essentials got the contract for skybox and banquet room furniture.

Because so much of its business is Web-based, "we don't need the overhead of a big building," Twiford-Graham said, explaining the move.

Lisa Riggs, executive director of the James Street Improvement District, said she's "really delighted" WorkPlace Essentials is staying in the JSID, and Select Services is coming in.

She said Manheim Township officials were very cooperative in handling zoning issues concerning the 1000 N. Prince St. property, easing the way for Select Services. "We have a great working relationship."

Both businesses "seem well-positioned to grow," Riggs said.

"It's a huge win-win across the board."