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## **Flier, Manzo and Byrne come full circle rejoining forces after almost 40 years**

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Life is full of clichés, such as: "You can't go home again" or "Let's get the Band back together". Richard Flier, Michael Manzo Sr. and William Byrne Jr. are out to prove that although "home" no longer exists in its original form, the three have re-connected after several decades and numerous individual adventures in the Greater Boston commercial real estate community

As the story goes, the "Three Amigos", Flier, Manzo Sr. and Byrne Jr., began their commercial real estate careers as young disciples of Richard Spaulding, the late Hank Spaulding and George Slye of the former Spaulding & Slye Corp. in the late 1960s / mid-1970s. Within a few months of each other, shortly before Thanksgiving in 1974, macro-economic turmoil, among other factors, forced all three to be let go from the company. Although in retrospect it was a nerve wracking and tumultuous time, the three friends went their separate ways, persevered and moved on to have very successful careers.

Flier founded several companies encompassing real estate investment, development and consulting, including Richard A. Flier Interests, Farmer & Flier and most recently, The Visionary Institute. Manzo spent nearly 38 years helping to build and grow the Beal Companies into a regional investment and development powerhouse, leaving his role as partner, senior vice president and member of the senior executive team in 2012 to partner with his son, Michael Manzo Jr., and form The Manzo Company, LLC. Byrne, a Registered Professional Engineer and experienced construction manager, went on to have successful stints with Urban Investment, Ryan-Elliott, a later, longer, stint with Spaulding & Slye and then, onto the Beal Companies, prior to teaming up with the Manzos at The Manzo Co.

All of which brings this tale full circle, as Flier and Visionary Institute have joined forces with The Manzo Co. to form Visionary Partners, to seek out unique, value-added real estate development opportunities throughout greater Boston and southern New Hampshire. The combined teams have kick-started the relationship by gaining control of over 50 acres of commercial land in Londonderry immediately adjacent to the Manchester Boston Regional Airport to develop the New Hampshire Science Park. The site, capable of handling upwards of 600,000 s/f of new development, fronts on Aviation Park Dr. and Harvey Rd. in the center of incredible highway and airport transportation infrastructure, has all public utilities (gas, electric and water) accessible in the street and is one of only two remaining land parcels in the red hot southern N.H. region capable of institutional scale development.

Although the original "home" where the trio's relationship began has come and gone, what it represented early in their lives and careers still rings true for Flier, Manzo and Byrne. Each Amigo continues to be energized, building their own successful new businesses and truly believe "the best is yet to come" in their adventures together.

Property Highlights:

- \* New Hampshire Science Park will be located on Aviation Park Dr. in Londonderry, near the south end of the Manchester-Boston Regional Airport. The first proposed building is 100,000 s/f with at least 20' ceilings, stone block walls, and energy saving mechanical systems. Space can be provided in this building in 25,000 s/f increments. The site can also accommodate up to 600000 s/f footprint.
- \* Overall site consists of 44± acres, 36 of which are zoned Industrial, available with potential expansion to 55 contiguous acres
- \* Developers are looking into the possibility of having an anaerobic digester that will create steam heat, further offsetting energy costs for users in the park
- \* Developers are open to all user/investor options
- \* Cost of occupancy will be tailored to user requirements.

Developers: Richard Flier, Visionary Institute, raf@vmail.org; Michael Manzo Sr., The Manzo Co., mamanzo@manzocompany.com; William Byrne Jr., The Manzo Co., wbyrne@manzocompany.com; and Michael Manzo Jr., The Manzo Co., mkmanzo@manzocompany.com.

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