

A Vision For Change
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When looking for a new location to grow and develop your business, often finding the perfect building is like looking for a needle in the haystack. Why is it so hard to find **EXACTLY** what you are looking for?

Having the ability to look beyond the four (or more) walls that stand in front of you is the skill of creative thinking which comes more easily to some than others. In the instance of searching for a new location for [AIM Services](#) to grow their Salisbury branch and better serve their clients on the Delmarva Peninsula, it was their vision for the property located on Snow Hill Rd that ultimately lead to a successful outcome of this transaction.

The building that has been a variety of uses including a church, commercial printer, and bakery and known by its vibrant blue roof, has been sold to AIM Services. The buyer is already hard at work on plans for the property, office fit out, and an additional warehouse on the vacant lot. While on its face, the property needed a great deal of changes in order to suit AIM's needs, their creative thinking and proactive planning has allowed them to hit the ground running and will be fully functional at their new location in no time.

[AIM Services](#) is an environmental, abatement, remediation, HAZMAT, and demolition contracting company. They were founded in 2003 and have been providing top notch contracting services to government, maritime/shipboard, industrial, commercial, and residential customers ever since. With locations in Chesapeake, Virginia and Salisbury, Maryland, AIM's primary service area is the Mid-Atlantic region, but they have performed work throughout the country and internationally. Providing quality work and excellent customer service are their highest priorities.

It was my pleasure to work alongside and represent AIM Services in this transaction. Their team was extremely proactive and I look forward to their future growth on Snow Hill Rd. **Mike King, Regional Manager for AIM Services said**, *“John’s tenacity and follow through really helped us get this deal across the finish line. Through John’s contacts and connections, we were able to proactively start planning for our relocation and business needs. John helped us understand building codes and overcome zoning obstacles to make this an extremely desirable location for our business growth.”*

Andy Ball with SVN-Miller Commercial Real Estate represented the seller in this transaction and Jeff Badger with Long, Badger, and Sheller completed the settlement for this transaction