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REVIEW



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If I had paid more attention to my health when I was younger, I would not have to pay as much attention to it as I do now. I am not out of shape, I do not feel poorly, and there is generally nothing wrong with me. It is just an observation that anything that could have been taken care of at an earlier age should have been, so "maintenance work," if any, would now be minimal. I notice that within my group of peers there are fewer still working. Some have retired gracefully, others not so gracefully. Some are still in excellent health while others, retired or not, are not. Some have died naturally, others simply due to the onset of poor health, which in some cases may have been caused by lack of attention to their health.

Maybe some of the aches and pains, discomforts and general illnesses that the general population gets could be avoided if individuals took better care of themselves. Improving health can be done in an interesting and personalized fashion. For example, I go to the gym regularly around the lunch hour two to three times Monday through Friday. I am also there on Saturday and Sunday mornings for twice as long so I can do cardio on the elliptical. On those two weekend days, I "run" two to three miles in no more than 8:20 per mile, which is a personal goal. When I am having a better day, I can drop that to under eight minutes per mile. Last time I had a medical checkup, my resting heart rate was 61. And then there are the dance classes I attend one night per week. If I choose, I can stay for the group class and/or attend a group class on Saturday.

Excellent posture is another personal goal. I go to the chiropractor once a week for 90 minutes to improve my posture. Have you ever seen people who are bent over as they walk instead of having their ears, shoulders and heels aligned?

Going to the gym, visiting the chiropractor, taking dance classes – it is definitely a personalized plan. I selected what I like to do and in the process have lost weight while having my vital signs and blood work looking good. These are activities I enjoy and I believe the benefits help me perform better at work on a daily basis. I have often joked to people in the past that getting old with no money is not a good thing to have happen to you in this country. But there is one thing that is worse – getting old, having no money **and being in poor health.**

Whether you are active or not as active as you want to be, if you still have items to complete in your lifetime, then you need to pay attention to your health. Keep in mind a personalized plan is so simple. It can be walking, jogging, playing golf, seeing a chiropractor – the list goes on and on. You just have to implement it. You owe it to yourself to maximize your potential and to your family (and friends) to stay alive and in good health. Live healthy, live long, and enjoy your work! ☒

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ON THE COVER

Bill Gladstone of the Bill Gladstone Group of NAI CIR unveils the new version of his bobblehead being released this year.

Contact Kay Shuey at 717.454.9179 or kay.shuey@gmail.com for information on advertising specifications.

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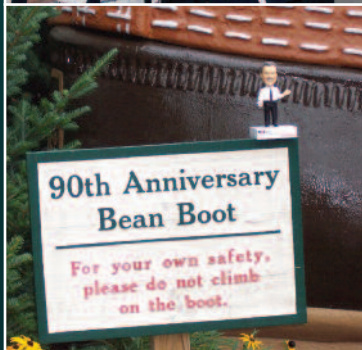
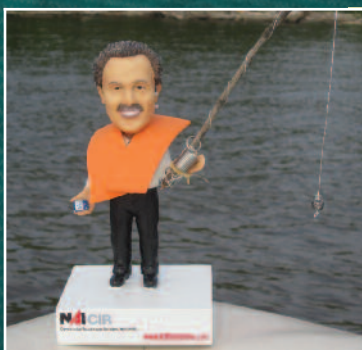
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BRANDING WITH BOBBLEHEADS

REALTOR leaves lasting impression
with unique marketing tool

Open your desk drawer. Go ahead. I'll wait. What's in there? My bet is that you have five or 10 pens from various firms that you do business with or that want to do business with you. Those ubiquitous pens pile up, move from desk to desk or sometimes just get thrown into the trash on their way to the landfill.



Did any of those pens create a memorable impression to last longer than a handshake? Chances are they didn't. A pen is a great, easy, inexpensive marketing tool, and we will probably be handing pens out for years to come. But here at Bill Gladstone Group of NAI CIR, we are out to create a long-lasting relationship with you, and to do that, we knew we needed to go big or go home.

Enter the Bill Gladstone Bobblehead.

In 2005, Bill underwent a physical transformation. His marketing team decided it was the ideal time to transform the group's marketing and branding efforts and proposed the creation of a customized bobblehead. Initially, Bill was slightly hesitant but with the encouragement of his family and marketing team, he charged ahead and ordered 1,000 bobbleheads. Designed from a sketch and a photo, Bill's inaugural run of bobbleheads

reflected his fashion and business sense, from the black pants and tie to the cellphone and earpiece.

Bill started giving clients a bobblehead as a gift at settlement or upon full execution of a lease document. He would mail them out with a personal note, thanking individuals for their business and developing lasting relationships with clients.

What happened next exceeded the expectations of Bill and his marketing team. The Bill Gladstone Bobblehead took on a life of its own.

Bobblehead aficionados contacted Bill to request a bobblehead for their collections. Bill was stopped by a UPS deliveryman who said, "I know you! I see your bobblehead in offices all over town!" A local receptionist was puzzled as to why so many Bill Gladstone Bobbleheads were being mailed to her office.

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A GLANCE AT BOBBLEHEADS

The first mention of a bobblehead was made in the 1840s in Nikolai Gogol's story, *The Overcoat*. There, Gogol describes a character with a neck "like the necks of plaster cats which wag their heads."

Throughout the 20th century, figurines with bobbing heads were periodically produced in limited quantities for sports figures and rock stars, such as the four-piece set of The Beatles. The earliest bobbleheads were created from paper mache, which had limited durability. The next iterations were ceramic, which were fairly fragile.

Bobbleheads regained popularity in the 1990s when manufacturers began to create plastic bobbleheads. Bobbleheads took off at the start of the 21st century when individuals could customize bobbleheads with personalization of tattoos, hairstyles and clothing choices.



The bobblehead has danced on the larger-than-life digital screen at Harrisburg Mall and has been highlighted in several newspaper articles and YouTube videos. Bill donated bobbleheads to a local center that specializes in helping children with disabilities. The children loved shaking the bobblehead.

The bobblehead was so well-received, Bill and the marketing team created a caricature based on it. That image has appeared on many marketing materials, including proposals, tour packets, envelopes, calendars, water bottles, settlement photos and more. The image will even dance as you flip the pages of a Bill Gladstone notepad.

The team created a Bobblehead Photo Gallery at BillGladstone.com, where photos of the bobblehead traveling around the world are posted. The bobblehead has been spotted across the United States and as far away as Dubai, United Arab Emirates. From time to time, the bobblehead makes an appearance on the firm's various social media outlets.

Ten years after the initial Bill Gladstone Bobblehead started showing up on desks throughout central Pennsylvania, what's the verdict? Some might assess the bobblehead as a fun marketing gimmick. Others might see it as a marketing concept that experienced unanticipated success and became an important tool in the Bill Gladstone branding toolbox.

No matter how you look at it, the Bill Gladstone Bobblehead made a lasting impression. And that is smart marketing.

"As a real estate agent in a competitive market, the last thing you want is to be average or ordinary," Bill says. "Personal marketing makes the phone ring. It helps build relationships, which is the essence of the real estate business."

Bill has always been a fan of fresh, innovative marketing ideas to differentiate his firm from the competition. The bobblehead is a concept that has kept clients talking for close to a decade.

Even the most successful marketing strategy must be kept fresh, so what's next in the local legacy of the Bill Gladstone Bobblehead?

A redesigned bobblehead, of course.

To mark the bobblehead's 10th anniversary, the Bill Gladstone Group is releasing the second incarnation of the Bill Gladstone Bobblehead (Bobble 2.0). The new bobblehead was updated based on a new photo of Bill. Keeping in line with Bill's reputation for always working and being connected, Bobble 2.0 features a Bluetooth, smartphone and tablet. Bobble 2.0 also sports a few more gray hairs of wisdom and wrinkles of experience.

Only 500 Bobble 2.0s were produced for targeted distribution. Where will one pop up next?

"With Bobble 2.0, we anticipate the continuation of a fun and memorable marketing strategy that has become a core component of our branding efforts," Bill says. "With so many voices clamoring for our attention via social media and traditional media (television, radio, print), it is increasingly challenging to stand out in the marketplace. With all our marketing efforts, our goal is two-fold. First and foremost, we want to establish and strengthen relationships that will stand the test of time. Second, we want to create an impression that will have existing and potential customers thinking of Bill Gladstone Group of NAI CIR first to meet their commercial real estate needs."

If you spot Bobble 2.0 around town or if one lands on your desk, join the fun and email a picture to contact@billgladstone.com or post it to our Facebook page at facebook.com/GladstoneGroup. If there is somewhere you'd like to see Bobble 2.0 out and about in the community, be sure to let us know. You never know where one will appear! ☒



UNDERSTANDING THE BASICS OF THE GIFT TAX

While it is true that **many aspects** of the U.S. tax code are **not easily** understood, the parts pertaining to the **gift tax** seem to be among the **least** understood.

Misconceptions about the tax are prevalent and unnecessarily confuse what is a relatively straightforward set of tax concepts. Perhaps it is because so few people actually encounter situations that make filing a gift tax return necessary. Whatever the reasons for the misunderstanding, the intent of this article is to shed some light on the concepts behind the gift tax.

A Brief History

Transfer taxes have been around for centuries, mainly to fund war efforts. In the early years of the United States, sporadically enacted taxes on transfers of wealth provided an extra source of revenue in times of armed conflict and other national emergencies. Once the conflict ended, the transfer tax would be repealed.

From the beginning the gift tax has been closely related to the estate tax. It wasn't until 1916, with World War I looming, that Congress officially enacted the gift tax to go along with the estate tax. Once the war was over, though, the taxes remained and became more of a tool for social engineering for the government.

After a brief repeal during the late 1920s, the gift tax came back for good with the Revenue Act of 1932. At that time, the U.S. government was experiencing the perfect storm of challenges brought about by stock market crash of 1929 and the ensuing economic downward spiral of the Great Depression. There was a prevailing backlash against the excesses of the wealthy and the concentration of wealth among a relative few. Against this backdrop, and not wanting to borrow more money or raise taxes on the common man, Congress dramatically expanded the estate tax and simultaneously reenacted the gift tax. The aim was not only to raise much needed revenue, but to redistribute the wealth. As an inducement to get wealthy individuals to make transfers of their wealth sooner, and in turn pay taxes sooner, Congress made gift tax rates 25 percent lower than estate tax rates. The strategy was largely a success and was a factor in bringing the country out of the depression. The Revenue Act of 1932 had a lasting effect and helped to shape present-day taxation philosophy.

CONTINUED ON PAGE 10

The same concepts, with tweaks here and there, have largely remained to the present day. The following chart, while not comprehensive, shows historical rates, exemptions and exclusions for estate and gift tax through the years.

Year	Estate Tax Exemption	Lifetime Gift Tax Exemption	Annual Gift Tax Exclusion	Maximum Estate Tax Rate	Maximum Gift Tax Rate
1916	\$50,000	None	None	10%	0%
1932	\$50,000	\$50,000	\$5,000	45%	34%
1950	\$60,000	\$30,000	\$3,000	77%	58%
1978	\$134,000	\$134,000	\$3,000	70%	70%
1986	\$500,000	\$500,000	\$10,000	55%	55%
2002	\$1,000,000	\$1,000,000	\$11,000	50%	50%
2009	\$3,500,000	\$3,500,000	\$13,000	45%	45%
2012	\$5,120,000	\$5,120,000	\$13,000	35%	35%
2014	\$5,340,000	\$5,340,000	\$14,000	40%	40%
2015	\$5,430,000	\$5,430,000	\$14,000	40%	40%

The Basics of Gift Tax

What is a gift? Gifts include but are not limited to the transfer of cash, stock, real estate, loan forgiveness, interests in a closely held business and payments into a trust. If it has value and you wish to transfer it to a loved one or friend, you can gift it. If there is tax due on a gift that was made during a given year, the gift giver pays the gift tax, not the recipient. Gift tax is reported on Form 709, the United States Gift (and Generation-Skipping Transfer) Tax Return. It has the same due date as Form 1040, April 15. Just like the 1040, it may be extended for six months until October 15.

Fortunately most of us will never pay gift taxes because of the annual exclusion and the life-

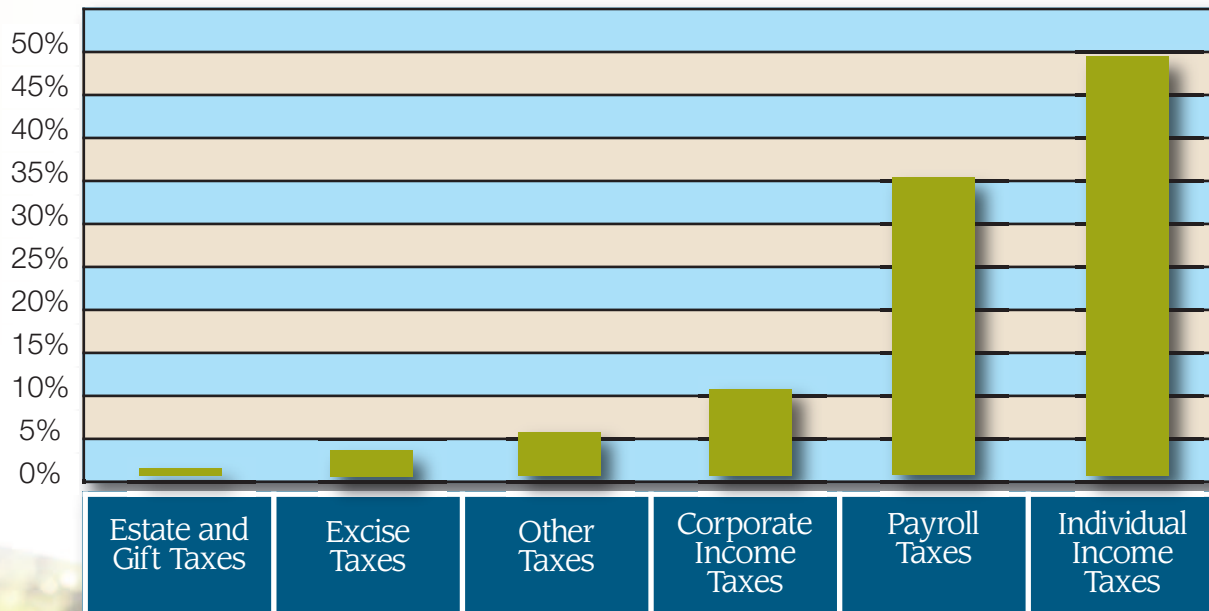
time exclusion. In all my years of preparing gift tax returns, I have only seen one couple exhaust their entire lifetime exclusions. For 2014, the federal gift tax annual exclusion is \$14,000, which means you can make a gift of \$14,000 to each of an unlimited number of individuals during the year. Once the value of a gift to an individual exceeds the annual exclusion, the lifetime exclusion covers the excess. For 2014, the lifetime exclusion is set at \$5,340,000, meaning you can make gifts in excess of the annual exclusion cumulatively during your lifetime in the amount of \$5,340,000.

For example, if Mr. Whitaker gives cash gifts in the amount of \$12,000 on December 15, 2014,

to each of his three children and those are the only gifts he makes to them during the year, the annual exclusion would cover each gift. Not only would there be no gift tax due, but there would be no need to file a gift tax return. If he instead gave \$20,000 to each child, an annual exclusion would cover \$14,000 of each gift with the lifetime exclusion covering the remaining \$6,000 for each gift (or \$18,000). If this was the first time during his lifetime he made gifts, his remaining lifetime exclusion would be \$5,322,000 (\$5,340,000 – 18,000).



With the advent in recent years of much higher lifetime exemptions from the estate tax and gift tax, along with increased annual exclusions, the number of taxable estate and gift tax returns filed has declined, as well as the revenue from them. The following chart shows the percentage of U.S. tax revenue by source.



Gift-Splitting

Unlike the 1040, there is no such thing as a joint gift tax return. If both spouses make gifts during the year, they must each file Form 709. Married couples are, however, permitted to “split” gifts. Gift splitting allows a doubling up of annual exclusions, where the annual exclusions are combined (\$28,000 for 2014). So in the example above where \$20,000 was given to each child, if Mr. and Mrs. Whitaker agreed to split the gift — \$10,000 from each spouse — now each gift is covered by the annual exclusion and none of either spouse’s lifetime exclusion is used. Now let’s say each of their three children is married.

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Mr. Whitaker and his wife may make a gift of \$56,000 to each couple (for a total of \$168,000) with gift splitting, without cutting into their lifetime exclusion. One thing to keep in mind with gift splitting is that if it is employed, a gift tax return for each spouse must be filed, regardless of the gift amount. When gifts are split, each spouse must sign a consent statement to gift splitting on their own return, and the separate gift tax returns must be filed together in the same envelope.

Generation Skipping Transfer (GST) Tax

In the past, wealthy individuals transferred their money and property to their grandchildren, skipping a generation and thus avoiding paying estate taxes.

The GST tax was created to prevent such transfers. The GST applies when a transfer is made to a person who is two or more generations below the gift giver. GST tax is only due when amounts are transferred in excess of the GST estate tax credit. A direct skip occurs when a grandparent makes a direct transfer to a grandchild. An example of an indirect skip would be when a grandparent makes a transfer into a trust of which the grandchild is a beneficiary.

529 Plan Contributions

Contributions to a college savings account (529 plan) are a great way to fund your children's education. Under gift tax rules, a five-year lump-sum contribution may be made in one year but spread over five years for gift tax purposes. For 2014, the amount that may be contributed by an individual is \$70,000 (\$14,000 x 5 years). When gift-splitting is used, a contribution of \$140,000 per child may be made without cutting into either parent's lifetime exclusion. If any other gifts are made to the same children during the subsequent five years by the parents, those gifts would reduce the parents' lifetime exclusions.

Gifts Not Subject to Tax

Some gifts are not subject to the gift tax. The following types of gifts are not subject to the gift tax and do not require a Form 709 to be filed:

- Gifts to your spouse (if they are a U.S. citizen)
- Gifts paying another person's medical expenses, if paid directly to the medical care provider
- Gifts paying another person's tuition, if paid directly to the educational institution
- Gifts to charities approved by the IRS – you actually get a dollar-for-dollar tax deduction in most cases

Gift Taxes and Estate Taxes

As alluded to previously, gift taxes are closely associated with estate taxes. Your lifetime credit against gift taxes is more technically referred to as "the unified credit" because as of 2011, the exclusion amount for both gift tax and estate tax was "unified" at the same amount, which for 2014 is \$5,340,000. Gifts made during your lifetime that exceed the annual exclusion reduce your lifetime exclusion and, in turn, reduce your estate tax exclusion. In any given year there is a taxable gift, you have the option to pay the gift tax to preserve your lifetime exclusion and in turn, your estate tax exclusion. For married couples, if one spouse dies before using all of his or her lifetime exclusion, the surviving spouse may add the deceased spouse's remaining lifetime exclusion to their own. In this sense the lifetime exclusion is "portable."

As we have seen, the gift tax is more straightforward than might be expected. We've only covered the basics, and while far more complicated scenarios related to property transfers occur, the same rules apply. Gifting in conjunction with valuations and the annual exclusion is a commonly used tool in estate planning, when business interests and family wealth are transferred to younger generations. If you've made gifts during 2014 or are planning to make gifts in the future, I hope this information has been helpful. ☒



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☐ Soccer registration for kids

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TECHNOLOGY

In any profession, a **competitive advantage** will always belong to the **early adopters** of **technology**.

The industry leaders who seamlessly blend new technology into existing operations always seem to be one step ahead. Despite being an estimated \$12 trillion industry, commercial real estate has typically done very little toward adopting technology change. For years, the profession has been considered a technology laggard, with previous generations of brokers believing only in conventional methods such as cold calling and reviewing spreadsheets of property data in order to close deals. But the industry is finally embracing and adopting the concept of utilizing the surplus of advanced tools available and realizing that technology tools can help make professionals more successful.

Trying to change the way an industry has worked for decades is not easy. It takes time and involves a fundamental shift in thinking. But to stay relevant in today's commercial real estate landscape, brokers are learning they have to adapt. This new technology revolution may also be directly related to the simple fact that the industry is getting younger. Millennials are becoming a huge part of commercial real estate and are generally more tech savvy than older generations. They were born into a world with an assortment of constantly evolving tools and new technological methods that improve general efficiencies. They appreciate that automation and the digital domain is here to stay.

These younger professionals are also dispelling the notion that tech-savvy professionals just work for some innovation start-up or app developer. They are moving

up the leadership ranks in commercial real estate as debt and equity professionals, brokers, even developers.

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The robust participation at these events indicates the strong impact the partnership of CRE and tech is having on this once stodgy industry. The goal of these conferences is to chart a course for the future and continue to make life for commercial real estate professionals easier and more streamlined.

Going Mobile

Mobile devices remain the best way for professionals to carry and manage their data, particularly for busy brokers who are onsite at a development or with a client. Now all the information and data you need is in the cloud – this kind of easy access to information was unheard of in previous generations. There can be hesitation with adopting mobile technologies, especially for brokers who have been using the same phone for years. But the occasional upgrade of your device may be the only way to stay ahead of the technology curve. There are a few tips that will make the transition easier:

- Organize contacts: separate into two groups, business and personal.
- Select a calendar that will work across all platforms.
- Organize all of your passwords and logins for easy access.
- Make a list of all of the apps you may want.

Enhancing What You Already Have

Overall, there are several technology tools that the industry is embracing, including property listing systems, real estate analysis software, customer relationship management systems, e-mail marketing distribution systems, lead generators – even comprehensive news sites and blogs to follow industry trends. But before investing in new technology, it's important for brokers to see what they already have. A current device may be enhanced with just a few tweaks. Here are four ways to do just that:

- Create a Custom E-Mail Signature: Mobile devices come with a pre-set signature, like "Sent from my iPad," that goes out at the end of every message you send. CRE professionals should invest a few minutes in creating their own signature, with their name, contact information, logo and maybe even a personal note. That's a way of reinforcing a brand with every email.

One of the important things a broker can do is to get comfortable with new tools that are available. The commercial real estate professional willing to spend 10 minutes in the morning reading a tutorial on new and relevant technologies will eventually see a difference in their day-to-day business life. They are also the same people who have come to understand how technology can save time and bring the kind of insight needed to close deals – particularly important for brokers. This new generation of brokers is differentiating itself and separating from the pack simply by leveraging what's out there and available to them. There are even industry events focusing on CRE technology that bring together thought leaders and professionals to discuss the new technology being embraced by the commercial real estate industry.



- **Keep Your Website and Social Media Current:** Whether Facebook, LinkedIn or Twitter, it's important to update profiles on a regular basis.
- **Business E-Mail Domain:** Having an e-mail address at a business domain makes every message look exponentially more professional.
- **Get a Wireless Card or Mobile Hot Spot:** Most major companies offer this service with fast speeds to connect a phone, tablet, laptop and other wireless devices from anywhere.

Although the latest technology may be diminishing the role of the broker as the intermediary between the consumer and the product being sought, those in the industry believe the commercial agent will remain a vital key to a successful deal because of the expertise and the personal human relationship that the agent brings to the process.

Delivering quality service to your clients requires consistency. In every business clients expect accuracy, precision and a predictable outcome.

In addition, there is a wealth of digital "big data" and content just waiting to be mined, which offers incredible opportunity for commercial real estate professionals to understand the mindset of clients.

The most successful organizations are designing solutions that help organize data, all of which can help in the closing of deals. Social media is a prime example of big data and its reach – on facebook alone, more than 30 billion pieces of content are shared daily. There are platforms that are incorporating software to track user behavior on these social media sites. This data can be extremely helpful to the industry as a whole. Big data is out there and is another key technology component that is changing the industry.

As we move into this year and beyond, technology-driven change will accelerate as more and better solutions are delivered and the industry continues to strive to enhance efficiency. But for the commercial real estate professionals who are still hesitant and resistant to change, it's wise to just keep it simple. Start by choosing two or three new technologies to learn. Narrowing down what can sometimes feel like an infinite list of concerns/curiosities is the best approach. But embrace change and embrace technology. Things are only going to get better and the end results will be a new commercial real estate industry that is no longer left behind when it comes to technology advancements. ☒



Matthew Smith is the Vice President of Business Development for RealNex (www.goREA.com). He establishes strong relationships with potential and existing customers and educates commercial real estate brokers on how to use their commercial real estate product suite to help them more effectively win business. You can reach him at (858) 458-1063 or MSmith@realnex.com.

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PAST DUE



A CAUTIONARY TALE ABOUT THE COLLECTION OF SOCIAL SECURITY OVER-PAYMENTS FROM INNOCENT RELATIVES

TRUE STORY: ABOUT 40 YEARS AGO SUSIE'S MOM WAS RECEIVING SURVIVORS BENEFIT PAYMENTS FROM SOCIAL SECURITY FOR THE CARE OF HER AND HER 4 YOUNG SIBLINGS AFTER HER FATHER DIED UNEXPECTEDLY.



Susie was the oldest girl in the family but she had an older brother who turned 18 a few years after the benefits started and her mom forgot to report that fact to the government. So the benefits continued longer than they should have and eventually a bill for the overpayments came to her mom but somehow it was never paid. Susie never knew any of this. Fast-forward 40 years. Susie is now married with children and grandchildren of her own, her older brother has died and her mom died 15 years ago. She filed her income tax return early as she always does so she can get her refund check and spend it on her grandchildren. Low and behold, without any advance notice, she gets a letter from the Treasury Department saying that the federal government has confiscated

her 2013 tax refund of \$2,000.00 and applied it to the 40 year old delinquent overpayment made to her mother. What? How could this happen you ask?

The Washington Post reported earlier this year that the Treasury Department has intercepted \$1.9 billion in federal and state tax refunds this year alone; \$75 million of that on debts delinquent for more than 10 years. Apparently this aggressive effort to collect old debts began three years ago as a result of a single sentence buried into an agricultural bill passed by the Senate and House and signed by President Obama in 2008, which erased the 10-year statute of limitations on old debts to Uncle Sam for overpayment of benefits.

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Since the drive to collect on old debts began in 2011, the Treasury Department has collected \$424 million in debts that were over 10 years old. Prior to the change in the law buried in the farm bill, the debts of individuals to the federal government were only collectible for a period of 10 years. This applied to overpayment of benefits and also underpayment of taxes.

This season, with the elimination of a statute of limitations for collection of overpaid benefits, the Social Security Administration has found over 400,000 taxpayers who collectively owe \$714 million on debts older than a decade. In some cases, like the story about Susie above, an ancestor or his or her dependent's received Social Security payments that were improper. But, if you look at the Federal Trade Commission website, they advise Americans that "family members typically are not obligated to pay the debts of a deceased relative from their own assets." But Treasury officials told the reporter from the Washington Post that if the children, like Susie, indirectly received assistance from public dollars paid to a parent, the childrens' money can be taken, no matter how long ago any overpayment occurred. And no matter if they never even knew about the debt. Isn't this sad! And scary too!

I researched the Agricultural Act to try to find the section that eliminated the 10-year statute of limitations on debt collection by the federal government. It is called the Food, Conservation, and Energy Act of 2008. You can find it at 7 USC Section 8701 (Pub.L. 110-234, H.R. 2419, 122 Stat. 923, enacted May 22, 2008, also known as the 2008 U.S. Farm Bill). This was a

\$288 billion, five year agricultural policy bill that was passed into law by the United States Congress on June 18, 2008. The bill was a continuation of the 2002 Farm Bill. It continues the United States' long history of agricultural subsidy as well as pursuing areas such as energy, conservation, nutrition, and rural development. Some specific initiatives in the bill include increases in Food Stamp benefits, increased support for the production of cellulosic ethanol, and money for the research of pests, diseases and other agricultural problems. Also contained within the bill is Section 14219, *Elimination of Statute of Limitations Applicable to Collection of Debt by Administration Offset*, which provides as follows:

(a) *Elimination.*—Section 3716(e) of title 31, United States Code, is amended to read as follows:

—(e)(1) *Notwithstanding any other provision of law, regulation, or administrative limitation, no limitation on the period within which an offset may be initiated or taken pursuant to this section shall be effective.*

(Page 122 STAT. 2245) —(2) *This section does not apply when a statute explicitly prohibits using administrative offset or setoff to collect the claim or type of claim involved.*—(b) <<NOTE: 31 USC 3716 note.>> *Application of Amendment.*—The amendment made by subsection (a) shall apply to any debt outstanding on or after the date of the enactment of this Act.

Even though I knew that the statute of limitations was repealed in the law, it took me over an hour to find the section cited above. And I was looking for it! It was buried in the last third of a bill that was 628 pages long! Even the index would not point me to the correct section.



Not so funny is the fact that no one seems to be eager to take credit for reopening all of the long-closed cases. A Social Security spokesman told the reporter from the Washington Post that the Social Security Agency did not lobby for the change. The Treasury Department also reportedly said “it wasn’t us.” No matter how it got there the impact is significant on friends and family now having to pay the debts of their long deceased relatives by having their hard-earned federal and state income tax refunds confiscated; or probably worse yet, having their own social security benefits reduced until the sums owed by their relatives are repaid.

A month or so after the story broke people were lining up to tell their sad tales to the media and their Senators and Congressmen. The news media began relating the sorry stories like Susie’s. It wasn’t long before Sens. Boxer and Mikulski asked the Social Security Administration to stop targeting taxpayers for debts they didn’t incur.

Interestingly, the Social Security Administration announced on April 14, 2014 that it was ceasing efforts to collect on taxpayer’s debts to the government by offset of their income tax refunds that are more than 10 years old. “I have directed an immediate halt to further referrals under the Treasury Offset Program to recover debts owed to the agency that are 10 years old and older pending a thorough review of our responsibility and discretion under the current law,” the acting Social Security commissioner,

Carolyn Colvin, said in a statement. Colvin said anyone who has received Social Security or Supplemental Security Income benefits and “believes they have been incorrectly assessed with an overpayment” should contact the agency and “seek options to resolve the overpayment.”

Since April when the Social Security Administration reversed their position and at least temporarily stopped its collection activity against relatives of the original debtor, the chairman of the House subcommittee that oversees Social Security, Rep. Sam Johnson (R Tex.), pledged to “take the needed actions” to make certain that the government treats taxpayers well. “While Social Security has a responsibility to the American taxpayer to collect overpayments,” he said, The Post’s account “raises serious questions as to how the agency is administering the law.”

Many of my clients who learned of this story contacted me to ask if the statute of limitations elimination also applied to the collection of underpayment of income taxes to the Internal Revenue Service. Up until this point we had been proceeding with the understanding that the IRS could only do collection for underpayment of income taxes for a period of 10 years after assessment of the tax. Many of my clients who are ineligible for bankruptcy as a way to discharge such taxes were counting on this 10-year statute of limitations provision to save them

from a lifetime of collection activity by the IRS after a failed business or the necessity to delve early into an IRA left them with an income tax problem.

After researching the actual provision in the 2008 U.S. Farm Bill, I don’t believe that it applies to the collection of the underpayment of income taxes as it focuses on overpayment of benefits and the collection of these by offset such as income tax refunds and reduction of social security benefits. It also says that if another federal statute has a provision within its terms relating to using administrative offset, this Farm Bill provision will not apply. Since the IRS has their own statutory rules and regulations, I don’t believe that this Farm Bill statute of limitations repeal section can be used to disavow the existing 10-year statute of limitations on the collection of underpayment of federal income taxes.

But I caution you to stay tuned to the continuing developments with this legislation. And maybe the next time you gather for an intergenerational family holiday meal, pose the question to your older relatives about any notices they may have received concerning overpayments of social security benefits of any type... ☒



Deborah A. Hughes, Esquire is a sole practitioner in Harrisburg, Pennsylvania, whose practice is concentrated in the bankruptcy area for both debtors and creditors. Ms. Hughes is a member of the Bankruptcy Committee of the Section on Corporation, Banking and Business Law of the Pennsylvania Bar Association, as well as the American Bankruptcy Institute, NACBA and Counsel of Certified Bankruptcy Specialists. Ms. Hughes earned her undergraduate degree from Dickinson College, and her law degree in 1979 from Dickinson School of Law. You can reach her at (717) 651-1772 or DHughes@ssbc-law.com.



Regional Data: OFFICE

The following data focuses on the Office Market in Dauphin and Cumberland County.

Vacancy and Rental Rates: The fourth quarter continued the dramatic rise in vacancy in Class A space to almost 12%. Class B space had a more modest increase of a little over 8%. Headed into the first quarter of 2015, the A space vacancy was trending down about a point after increasing almost 2 points in the first part of the fourth quarter 2014. The B space vacancy was still trending up, but at least 2.5 - 3 points lower than the vacancy in the Class A arena. Although vacancy was increasing during the first part of the fourth quarter, the B rental rate still increased for another 60 days due to the lag time between rates catching up with vacancy. When the rates finally caught up with the increase in vacancy, they did as expected- started declining. Again there was another period of lag time. Then the B rental rates started rising at the end of 2014 and into 2015 with the rates remaining strong. The A space rates are averaging around \$20/SF, while B space rates were closer to \$16.50/SF range.

Class A Office – Vacancy and Rental Rates



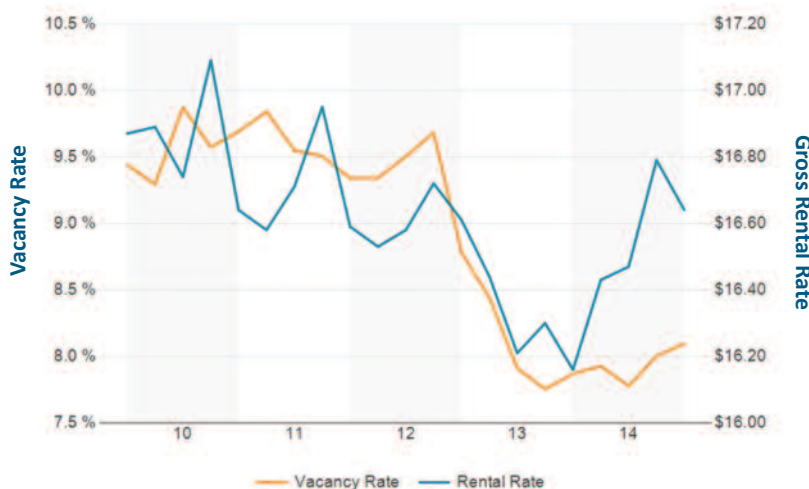
AVAILABILITY	CURRENT	5-YEAR AVG
Gross Rent Per SF	\$20.02	\$20.08
Vacancy Rate	11.6%	9.2%
Vacant SF	838,741	649,633
Availability Rate	15.6%	12.7%
Available SF	1,125,320	902,747
Sublet SF	94,232	103,103
Months on Market	34.1	25.1

DEMAND	CURRENT	5-YEAR AVG
12 Mo. Absorption SF	-296,145	-15,506
12 Mo. Leasing SF	167,735	223,889

INVENTORY	CURRENT	5-YEAR AVG
Existing Buildings	69	67
Existing SF	7,204,178	7,072,231
12 Mo. Const. Starts	0	31,047
Under Construction	0	24,798
12 Mo. Deliveries	0	34,118

SALES	PAST YEAR	5-YEAR AVG
Sale Price Per SF	\$52	\$67
Asking Price Per SF	\$166	\$166
Sales Volume (Mil.)	\$73	\$23
Cap Rate	5.0%	6.5%

Class B Office – Vacancy and Rental Rates



AVAILABILITY	SURVEY	5-YEAR AVG
Gross Rent Per SF	\$16.64	\$16.64
Vacancy Rate	8.1%	9.0%
Vacant SF	1,344,621	1,483,279
Availability Rate	12.8%	12.4%
Available SF	2,132,482	2,037,281
Sublet SF	137,914	92,194
Months on Market	25.5	20.1

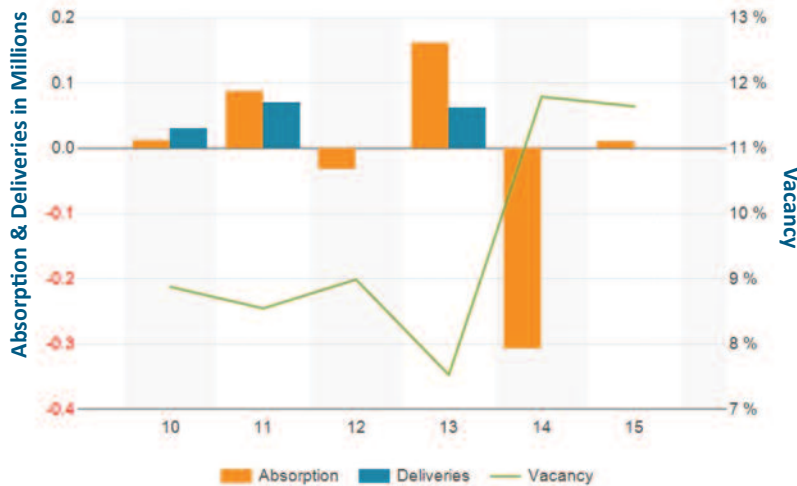
DEMAND	SURVEY	5-YEAR AVG
12 Mo. Absorption SF	-45,966	63,518
12 Mo. Leasing SF	454,077	370,518

INVENTORY	SURVEY	5-YEAR AVG
Existing Buildings	641	633
Existing SF	16,609,688	16,477,208
12 Mo. Const. Starts	10,000	18,271
Under Construction	0	23,268
12 Mo. Deliveries	12,100	30,757

SALES	PAST YEAR	5-YEAR AVG
Sale Price Per SF	\$137	\$111
Asking Price Per SF	\$87	\$88
Sales Volume (Mil.)	\$125	\$61
Cap Rate	7.7%	8.0%

Absorption, Deliveries and Vacancies: In 2014 there was a very large decrease in net absorption (approximately 300,000 SF) in the Class A market due to some large tenants shifting to B space. As we approached 2015 the swing in A space was about 10,000 SF of positive net absorption. The 2014 vacancy rose, but as the net absorption started to pick up (even slightly) the vacancy started leveling off around 11.5% for Class A space. The B space was not as volatile, even with net absorption being about 10,000 – 20,000 SF. This caused some (small) deliveries to the market followed by much smaller negative net absorption going into 2015. The new deliveries were only 5,000 – 10,000 SF but the market was just starting to tighten up. The vacancy rate (again at that point) was just over 8% but with a forecast showing a need for Class B space, the balance of 2015 will most likely heat up and will provide higher rental rates for the B market.

Class A Office – Absorption, Deliveries, Vacancy



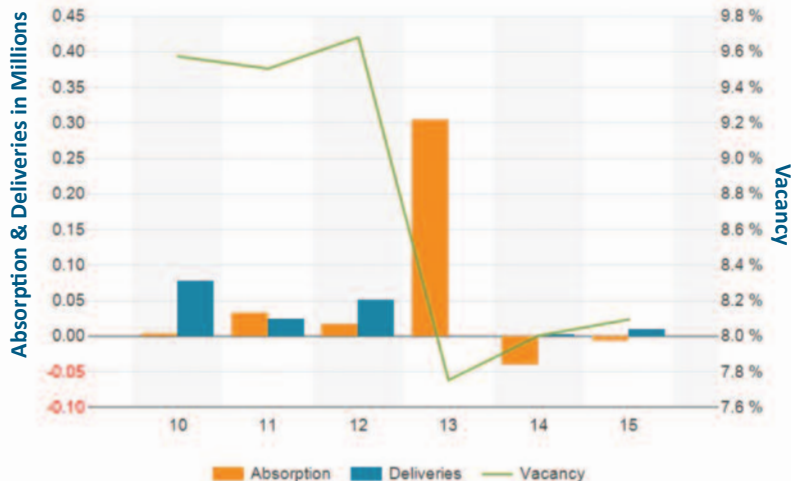
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Sublet SF	94,232	103,103
Months on Market	34.1	25.1

DEMAND	CURRENT	5-YEAR AVG
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12 Mo. Leasing SF	167,735	223,889

INVENTORY	CURRENT	5-YEAR AVG
Existing Buildings	69	67
Existing SF	7,204,178	7,072,231
12 Mo. Const. Starts	0	31,047
Under Construction	0	24,798
12 Mo. Deliveries	0	34,118

SALES	PAST YEAR	5-YEAR AVG
Sale Price Per SF	\$52	\$67
Asking Price Per SF	\$166	\$166
Sales Volume (Mil.)	\$73	\$23
Cap Rate	5.0%	6.5%

Class B Office – Absorption, Deliveries, Vacancy



AVAILABILITY	SURVEY	5-YEAR AVG
Gross Rent Per SF	\$16.64	\$16.64
Vacancy Rate	8.1%	9.0%
Vacant SF	1,344,621	1,483,279
Availability Rate	12.8%	12.4%
Available SF	2,132,482	2,037,281
Sublet SF	137,914	92,194
Months on Market	25.5	20.1

DEMAND	SURVEY	5-YEAR AVG
12 Mo. Absorption SF	-45,966	63,518
12 Mo. Leasing SF	454,077	370,518

INVENTORY	SURVEY	5-YEAR AVG
Existing Buildings	641	633
Existing SF	16,609,688	16,477,208
12 Mo. Const. Starts	10,000	18,271
Under Construction	0	23,268
12 Mo. Deliveries	12,100	30,757

SALES	PAST YEAR	5-YEAR AVG
Sale Price Per SF	\$137	\$111
Asking Price Per SF	\$87	\$88
Sales Volume (Mil.)	\$125	\$61
Cap Rate	7.7%	8.0%



CURRENT LISTINGS

GROW YOUR BUSINESS BY EXPANDING INTO
ONE OF THESE LISTINGS FOR COMMERCIAL,
INDUSTRIAL, LAND OR OFFICE SPACE.

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4805, 4807 & 4809 E. Trindle Road	Mechanicsburg	25
5620-5630 Derry Street	Harrisburg	25
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2701, 2703, 2705, 2707 Horseshoe Pike	Palmyra	25

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660 Firehouse Road	Grantville	26
5007 Carlisle Pike	Mechanicsburg	26
8 Tristan Drive, Suite #4	Dillsburg	26
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Lena Drive, Lot 15		
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Waterford Square,		
Carlisle Pike (Route 11)	Mechanicsburg	31
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1175 Walnut Bottom Road (Lots 2 and 3)	Carlisle	31
Clover Hill Business Park		
Allentown Blvd. and N. Hershey Road	Harrisburg	32
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2090 Linglestown Road	Harrisburg	34
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1201 Fulling Mill Road	Middletown	34
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1335 N. Front Street	Harrisburg	38


SALE
3101 N. Front Street, Harrisburg

28,000 SF, well-maintained, 3-story masonry building overlooking the Susquehanna River. Five (5) year lease renewal started January 1, 2014. No deferred maintenance and on-site parking available.


SALE
4805, 4807 & 4809 E. Trindle Road, Mechanicsburg

Corner parcel zoned Apartment Office Limited, fronting on Trindle Road (641) is available for sale at new, aggressive price. The property is over an acre with a traffic-controlled intersection. Good location near other commercial and industrial users.


PENDING
SALE
914 S. 13th Street, Harrisburg

Great opportunity to purchase a fully occupied, freestanding building with high exposure to more than 90,000 vehicles daily. The site is 2.440 acres with 28,492 SF available, situated alongside I-83, just north of the South Bridge.


SALE
**5620-5630 Derry Street
5650-5670 Lancaster Street, Harrisburg**

Portfolio of four properties; three existing buildings and 3 acre vacant parcel. Two buildings are leased to Kaplan Career Institute until 2016. Great upside potential with development of the 3 acre site and leasing of the apartments/dorms (16 units: 8 two-bedroom units, 8 three-bedroom units), 9.16%± CAP rate.


SOLD
9974 Molly Pitcher Highway, Shippensburg

12,032 SF single-story building available with plenty of parking. Investment opportunity with positive cash flow. Property is a multi-tenant, flexible commercial building with a good rental history. Located approximately 1 mile from the Shippensburg Borough Square and 3 miles from I-81.


SALE
2701, 2703, 2705, 2707 Horseshoe Pike, Palmyra

10,715 SF available with property consisting of two commercial units (Antique Store and Gun Shop), one apartment (above Gun Shop) and two single-family houses. Available as an investment or redevelopment opportunity at one of South Londonderry Township's busiest intersections.



COMMERCIAL LISTINGS

LEASE



1727 N. 2nd Street, Harrisburg

1,500 SF available in this midtown section of Harrisburg. It sits at a signalized corner in a densely populated residential area. Classic Drycleaners is also a tenant in the building. Owner will assist in remodeling to suit tenant's needs.

LEASE



Similar Building

660 Firehouse Road, Grantville

10,000 SF [to-be-built] functionally designed warehouse/shop space. The price is right and the East Hanover Township location is convenient to I-81.

SALE



1161-1181 Westminster Avenue, Hanover

20,468 SF available; 9,639 SF on lower level and 10,829 SF on upper level. Restaurant, bar and banquet facility with a Restaurant Liquor License is located on the edge of the South Hills Golf Club. 2,448 SF residence included in the sale price. All existing furniture, fixtures and equipment can be included.

LEASED



5007 Carlisle Pike, Mechanicsburg

3,000 SF available in this newly remodeled, highly visible space. The two 1,500 SF suites can be combined if needed. Newly finished suites offer bright open floor plans, modern carpet tiles, updated lighting, and large private bathrooms. Multiple signage options are available along busy Carlisle Pike.

SALE



182 2nd Street, Highspire

8,123 SF available in this great location. Building can be used for any number of retail, personal service businesses or flex-type uses. Location has some off-street parking and easy access to the PA Turnpike and Route 283. **Price reduced!**

LEASE



8 Tristan Drive, Dillsburg

1,160 SF (Suite #4) space available in this newly constructed, modern facility. This end-unit has an open floor plan and can easily be modified for a commercial, retail or office user. There is easy access and exposure to Route 15.


SALE
322 South Front Street, Wormleysburg

8,000 SF beautiful historic schoolhouse turned successful furrier business is now available for sale. Real estate only. Potential user/investor opportunity available. Property has four apartment rentals (second floor) and can be subdivided into space for up to three businesses on the first floor.


LEASE
1319 E. Chocolate Ave, Hershey

2,050 SF single-story former restaurant available. Located along busy Chocolate Avenue with excellent visibility and accessibility. The property has been remodeled with attractive finishes and fixtures. There is ample parking in the front and rear.


LEASE
415 Market Street, Harrisburg

7,395 SF available on the 1st floor in the Harrisburg Transportation Center in downtown Harrisburg. Reserved parking below deck at lower level and metered spaces in front of building.

Support

A Worthwhile Cause With Us!


Donate Items or a Service

Bill Gladstone Group of NAI CIR is looking for kid friendly promotional items to be donated for us to give to children attending a special event we are hosting this summer!

Examples of items may be toothbrushes, combs, notepads, pens, markers, small toys, stress balls, water bottles, bags, cups, and more.

Your company will receive recognition in our 3rd Quarter 2015 Magazine, August Newsletter, event fliers and on our website and social media.

Interested or Have Questions?

Call Leah Wentz at (717) 761-5070 ext. 116 or email lwentz@naicir.com.

The Bill Gladstone Group of NAI CIR is hosting the special event to support TrueNorth Wellness Services and children with special needs and their families this summer. Our Goal is to provide a free and fun family activity in a supportive and understanding environment!

NAI CIR
www.billgladstone.com

trueNorth
 WELLNESS SERVICES
 inspiring healthy living
TrueNorthWellness.org



COMMERCIAL LISTINGS

PENDING

SALE



1111 Gap View Road, Dauphin

10,500+/- SF flex space now available for sale. The property is large, clean and very functional for a variety of uses. Sale of the property includes 8+/- acre fully fenced in yard and three adjacent lots.

SALE



1650 Walnut Street, Harrisburg

7,140 SF well positioned building with a large gated parking lot. Close to the major Harrisburg roadways and can easily serve both the West and East Shore.

LEASE



5660-5670 Lancaster Street, Harrisburg

5,220 SF available. Lower level space in a three-story building used for dormitories to Kaplan Career Institute. The space is self-contained with its own exclusive entrance.

SALE



2500 North 3rd Street, Harrisburg

This beautiful synagogue has been a Harrisburg landmark for many years. Special features include over 19,000 SF of usable space, a large sanctuary and social hall with two fully equipped kitchens and a host of various smaller rooms. This corner property is well-maintained and in good condition.


LEASE

1779 W. Trindle Road, Building 400, Carlisle

2,000 – 3,465 SF office and warehouse space available. Landlord will divide to suit tenant requirements. Easy access to I-81 and the rapidly growing Carlisle area. Adjacent to Target anchored Carlisle Crossing Shopping Center. Truck parking is also available.

SALE/LEASE

101 S. 17th Street, Harrisburg

20,611 SF functional, clean and inexpensive warehouse or can be an alternative use – grocery store or variety shop. Space just off I-83. 4 dock doors and 1 drive-in. Fully fenced yard. Across from the new Hamilton Health Center.

LEASE

2408 Park Drive (lower level), Harrisburg

1,300 – 4,990 SF available in this flex space for a company in need of a storage or shipping area. It features a dock door, a potential drive-in and is open, clean and competitively priced. This space can be combined with the first floor office suite (accessed through the inside stairwell). The park is situated right off Progress Avenue at the I-81 interchange with amenities in close vicinity.

LEASE

651 Alricks Street, Harrisburg

20,000 SF well-maintained freestanding warehouse along the 6th Street industrial corridor. Convenient access to I-81, Route 22/322 and the City. Additional land across the street is also available for sale all as one parcel including the street between them.

LEASE

144 Reno Street, New Cumberland

8,900 SF space is ideal for any kind of light manufacturing or distribution need. 3,200+/- SF office area in the front, extra storage area on the second floor and a large warehouse space (5,700+/- SF) in the back. Offers quick access to I-83 and the PA Turnpike (I-76). Property can be leased with 148 Reno Street (for an additional cost).

SALE/LEASE

2969 N. 7th St., Harrisburg

85,000 SF of clean and functional industrial space. Features eight 8' x 8' dock doors and one 18' x 15' drive-in. Excellent for assembly or light industrial uses.



LAND LISTINGS



700 S. Baltimore Street, Dillsburg

5.23 – 57.5 Acres available on this exceptional property with great topography and accessibility from (Route 74). Only moments from Route 15, this is a truly unique opportunity with a great country setting for a residential neighborhood.



7700 Derry Street, Lot 4, Harrisburg

2.12 Acres available! Take advantage of current interest rates and join in on the expansion of this prime location between Hershey and Harrisburg. You can design your space from the ground up. Easily accessible to US Route 322, I-83 and I-283.



Allentown Boulevard, Harrisburg

17+ Acres available for sale along busy Allentown Boulevard with over 2,200' of frontage. Zoned Commercial Highway (CH) with multiple uses being possible. Call us for details!



Route 15 and N. Baltimore Street, Dillsburg

1.14 Acres for retail or office development. Well-situated parcel with high visibility to Route 15; surrounded by commercial development. Located in expanding commercial corridor.



5148 E. Trindle Road, Mechanicsburg

Vacant commercial land located along Trindle Road in Mechanicsburg. Heavily traveled secondary corridor with good surrounding demographics and commercial development.



6325 Chelton Avenue, Harrisburg

3.75 Acres of office land sites with potential signage exposure to over 57,000 cars daily on I-81. Less than one mile from Route 22 and I-81. Can be subdivided to 1.0+ acre lots.

SALE


Lena Drive, Lot 15, Mechanicsburg Westport Business Center

Great opportunity to design your own office building on a prestigiously situated office lot in the Westport Business Center. With 6.92 acres available, this lot overlooks Route 15, Camp Hill and Mechanicsburg and is convenient to a full interchange of Route 15 and the PA Turnpike (I-76).

PENDING
SALE


Linglestown Road, Harrisburg

9.48 Acres available in one of Linglestown Road's last remaining commercial parcels. Very desirable location in Lower Paxton Township among numerous restaurants, offices, and business services. In close proximity to I-83 and I-81. Average daily traffic on Linglestown Road is 17,000.

SALE


Waterford Square, Carlisle Pike (Route 11), Mechanicsburg

Over 16 acres remain in the park, with over 8 acres having frontage along Carlisle Pike. Waterford Square offers excellent access to major transportation routes - I-81, the PA Turnpike (I-76) and Routes 11/15. All lots in the park are serviced with underground power, water, gas, sewage and telecommunications.

SALE


1175 Walnut Bottom Road (Lots 2 and 3) Carlisle

1.74 – 4.07 Acres available in this commercial cul-de-sac off heavily traveled Walnut Bottom Road. Sites have utilities and are accessed by a signal at the intersection. Ideal location for an office or medical user.



LAND LISTINGS

SALE



Clover Hill Business Park Allentown Blvd. and N. Hershey Road, Harrisburg

1.35 Acres (1 lot) remains in this 44-acre park. Excellent location between Hershey and Harrisburg with quick access to I-81, Route 22, Route 39, Route 322, and I-83. Rapid growth is bringing over 1,500 new homes within five miles of this site over the next several years. New business park tenants include Highmark, PinnacleHealth Systems, CBHNP, State Police and an auto dealership.

SALE



850 Wesley Drive, Mechanicsburg

1.53 Acres, pending land development approvals. Zoning permits a wide variety of commercial and retail uses. Convenient West Shore location with easy access to Route 15 and PA Turnpike and minutes from Rossmoyne Business Park. **Price reduced!**

SALE



Route 114 & Gettysburg Pike (NEC), Mechanicsburg

2.140 – 2.970 Acres available in this high-profile corner lot. Located at signalized intersection situated off the PA Route 114/US Route 15 interchange. Area is populated with affluent, upper middle class neighborhoods and is continuing to expand. **Call about price incentive.**

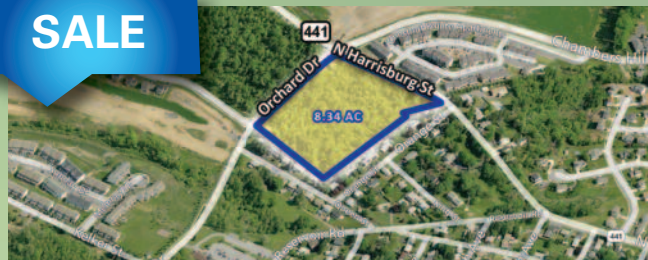
SALE



Route 114 & Gettysburg Pike (NWC), Mechanicsburg

3.340 – 7.120 Acres available. Located directly across from Mechanicsburg Middle School and situated just off the PA Route 114/US Route 15 interchange. Area is populated with affluent, upper middle class neighborhoods and is continuing to expand. **Price reduced if you lease!**

SALE



Route 441, SWC and Orchard Drive, Harrisburg

8.34 Acres available with controlled intersection and utilities on-site. Ideal opportunity for a church relocation or home business on this vacant parcel. Close to the Harrisburg Mall, TecPort Business Campus and great access to Route 283, I-83 and the PA Turnpike (I-76).

SALE



4805, 4807 & 4809 E. Trindle Road, Mechanicsburg

Corner parcel zoned Apartment Office Limited, fronting on Trindle Road (641) is available for sale at new, aggressive price. The property is over an acre with a traffic-controlled intersection. Good location near other commercial and industrial users.


SALE/LEASE

Bent Creek Boulevard, Mechanicsburg

Highly visible corner at the entrance of one of the West Shore's most prominent business parks. The two lots can be sold separately or as the entire 4.44+/- acres. Being at a corner with a traffic light and within close proximity to the Wal-Mart and Giant shopping centers, this tract offers a great location for a variety of retail/commercial uses. **Price reduced!**


SALE

330 South Third Street, Lemoyne

Development opportunity, 8.5 acres. High profile retail site or medical complex along I-83; just over the I-83 bridge in Lemoyne. Great visibility for a retail center or a medical complex. Easy access from all road networks in this area.


SALE

E. Cumberland Street (Route 422), Lebanon

2.2 Acres available at Route 422 and Narrows Drive intersection. Storm water management plan and driveway permits approved by Township. Level topography; Holiday Inn Express hotel adjacent.


SALE

730 Limekiln Road, New Cumberland

Over eight acres of land available within a 1/4 mile of the Limekiln Road exit off I-83. Good for a variety of commercial uses. Some visibility to travelers going eastbound on the PA Turnpike.

PENDING
SALE


7940 Grayson Road, Harrisburg (Rear lot)

Approximately 1.6 acres available for sale with quick access to Route 322 (Paxton Street). This property is perfect for your storage or parking needs. Zoning is Limited Manufacturing District. Call for additional details!


SALE

Eisenhower Boulevard, Harrisburg

Nice 10-acre site on Eisenhower Boulevard with easy access to Route 283, I-83 and PA Turnpike (I-76). This site is surrounded by commercial, retail and industrial development and the Commercial General zoning permits virtually any of these like uses for future development. **New pricing!**



OFFICE LISTINGS

SOLD



1822 Market Street, Camp Hill

1,440 SF available in this functional, small office building for sale in the heart of Camp Hill. It can accommodate a variety of commercial and office users. Paved parking area for 6 vehicles, plus drive-thru carport area. Monument sign in front for your business.

LEASE



2090 Linglestown Road, Harrisburg

2,500 – 3,060 SF available in Class A building located in populated business area with easy access to Front Street and I-81, Route 322, and I-83. Office space has been finished nicely and comes competitively priced. Large open areas for cubicles.

LEASE



2090 Linglestown Road, Suite 104, Harrisburg (Sublease)

820 – 3,050 SF available in Suite 104 in Class A building. Located in a populated business area with easy access to Front Street and Routes 81, 83 and 322, this professional office space is competitively priced and ready for a new lessee.

SALE/LEASE



4705 E Trindle Road, Mechanicsburg

Brand new space available along heavily traveled and highly desirable Trindle Road location. The 3,300 +/- square foot, single-story office space has been recently renovated and well maintained by the Owner. Good parking ratio, visibility and open layout.

LEASE



156 Cumberland Parkway, Mechanicsburg

3,103 SF available in Suite 100. High-profile building offers quick access to Route 15 and PA Turnpike, plus great amenities. Over 200' frontage on Cumberland Parkway. It is hereby disclosed that a partner in the ownership of this property is a licensed real estate salesperson in the Commonwealth of Pennsylvania.

LEASED



1201 Fulling Mill Road, Middletown

Up to 23,600 SF of suburban corporate office space for lease. Join Mid Atlantic Corporate Federal Credit Union in this functionally designed, well-maintained office facility with shared amenities and quick access to PA Route 283. Also for sale with partial leaseback. Very close to Harrisburg International Airport.

LEASE

30 North Third Street, Harrisburg

1,998 – 20,112 SF contiguous available in Class A office building. Skywalk to Strawberry Square, Harrisburg Hilton and connected parking garage directly across from the Capitol Complex. Great window lines.

LEASE

PROPOSED RENOVATION
Commerce Park, 2400 Park Drive, Harrisburg

1,800 – 7,300 SF available for lease in prestigious East Shore business location, Commerce Park. Easy access to all major highways from I-81 and convenient to major retail, shopping and dining.

SALE

1707 S. Cameron Street, Harrisburg

17,396 SF property with 6,500 SF office and an adjoining warehouse and two additional storage garages on-site. The office space and storage garages will be vacated by the current occupant; the main warehouse is leased by a strong credit tenant until September 30, 2015, providing income to the buyer.

SALE/LEASE

1711 N. Front Street, Harrisburg

8,620 SF office building along highly desirable North Front Street. Large front window allow for plenty of natural light and beautiful views of the Susquehanna River. On-site parking and quick access to I-81, I-83 and the West Shore. **Call about new lower rental rate!**

LEASE

4386 Sturbridge Drive, Harrisburg

7,000 SF available – can be subdivided. Newly constructed class A office space for medical or professional use. Space is in shell condition, ready to accept a build-out designed to suit tenant. Located in Sturbridge Business Park along Linglestown Road (Route 39) with close access to lodging, Super Giant store, eateries, gas, banking, and all major transportation corridors.

LEASE

415 Market Street, Harrisburg

Suites ranging from 500 – 2,738 SF on the second and third floors. Reserved parking below deck at lower level; metered spaces in front of building. Located in Enterprise Zone; permits professional offices, personal services and other common office use. ***50% Off Base Rent For First Lease Year.**



OFFICE LISTINGS

LEASE



148 Reno Street, New Cumberland

4,741 SF flex space featuring a clean, open floor plan with multiple offices, good storage and a dock. Offers quick access to I-83 and the PA Turnpike (I-76). Property can be leased with 144 Reno Street (for an additional cost).

**PENDING
SALE/LEASE**



36 S. River Street, Halifax

Freestanding, 4,080 SF brick building located off Peters Mountain Road. The 2,040+/- SF of turnkey medical space on the first floor is perfectly suited for an owner/user of a small medical practice or office use. There is an additional 2,040+/- SF in the lower level that is currently leased month-to-month. **Call about new lower price!**

LEASE



2505 North Front Street, Harrisburg

Great opportunity to lease a full floor (4,500 SF) in a professional office building on Front Street in Harrisburg. The building has attractive window lines and splendid views of the Susquehanna River. There is also a shower on this floor for the exclusive use of the tenant if they choose to walk along Riverfront Park.

LEASE



800 N. 3rd Street, Harrisburg

Prominent downtown office building across from the State Museum and one block from the Capitol Complex. Perfect location for attorneys and associations. On-site parking and many other amenities are available to tenants. Suites range from 440 – 2,510 SF. **Price reduced!**

LEASE



1801 Oberlin Road, Middletown

200 – 9,338 SF available in this unique, charming 40,000 SF, three-story stone structure with tenants. Convenient access to Harrisburg, Lancaster, and Harrisburg International Airport.

LEASE



801 E. Park Drive, Harrisburg

1,000 – 1,440 SF available in recently renovated building. Good parking ratio and easily accessible from I-83/Union Deposit interchange. Zoning is Business Campus; permits Professional and Medical Office uses.

LEASED

212 N. 3rd Street, Harrisburg

Two suites - 1,148 SF and 1,872 SF available in this attractive brick office building, perfectly suited for attorneys, lobbyists, associations or any other professional user. The building is centrally located just steps from the Capitol Complex as well as many eateries, retail shops and downtown attractions. New aggressive rates include in-suite janitorial.

LEASE

5275 E. Trindle Road, Mechanicsburg

Entire second floor now available (10,834 SF). Can be split into two separate suites. Updated and open office suites offer functionality, style and usability. Seven private offices and large conference room(s) line the perimeter with great views through oversized windows.

LEASE

3552 Old Gettysburg Road, Camp Hill

2,150 – 2,208 SF available in this beautifully renovated building. Quick connections to Route 15 and Route 581 make this site attractive for many users. The large panoramic window lines make it appealing for the tenants and eye catching to customers and passing traffic.

SALE/LEASE

895 S. Arlington Avenue, Harrisburg

4,200 SF attractive office available in prestigious professional center. Currently built for medical use, but could easily be retro-fitted for any professional office user. Conveniently located to the Pinnacle Health Community General Osteopathic Hospital. Easily accessible to I-83, I-81 and the PA Turnpike.

Price reduced if you lease!

LEASE

774 Limekiln Road, New Cumberland

7,481 – 25,942 SF available in this beautiful, large office building located just minutes off I-83 and I-76 (PA Turnpike). The functional layout offers the ability for a single user, or multiple users. Completely renovated in 2006, the property boasts high-end finishes, large windows and an open floorplan.

LEASE

4661 Trindle Road, Camp Hill

Exclusive, first-floor professional or medical suite now available in this red brick, window-lined, Class 'A' building. The 1,760+/- square foot suite features upgraded finishes throughout and is in a prime location with easy access to the East Shore, I-81, I-83 and the PA Turnpike.



LEASE



3601 N. Progress Avenue, Harrisburg

Prominent, two-story office building with Progress Avenue frontage is now offering medical/professional office space for lease. Lobby and common areas in the building have recently been renovated. The 1,375 SF suite features five private offices/exam rooms, a large reception/waiting and check-in area, a private bathroom and incredible views.

LEASE



1779 W. Trindle Road, Building 200, Carlisle

1,000 – 3,218 SF office/retail space along busy Trindle Road. This property offers great visibility. Landlord will divide to suit tenant requirements. Easy access to I-81 and the rapidly growing Carlisle area. Located across from the Sheetz convenience store and adjacent to Target anchored Carlisle Crossing Shopping Center.

LEASE



130 State Street, Harrisburg

955 SF available on the third floor. Located in the CBD along State Street leading to the steps of the Capitol Complex. Ideal for lobbyists, attorneys or other professionals who visit the City frequently. Turn-key condition and offered at a competitive full-service rate.

LEASE



208 N. Third Street, Harrisburg

250 – 4,371 SF turn-key suites available in prime CBD location. This historic building faces the Capitol Complex with the largest expanse of glass window lines in a privately owned building overlooking the Capitol. Multiple parking garages available within 1 block.

LEASE



2408 Park Drive, Harrisburg

1,300 SF office suite for a professional service company with 3-6 employees. The space is within a well-maintained, functional office building, located in prestigious, East Shore Commerce Park. The park is situated right off Progress Avenue at the I-81 interchange with many amenities in close vicinity.

LEASE



1335 N. Front Street, Harrisburg

2,000 SF functional office space with beautiful river views in downtown Harrisburg. Fully furnished office with 16 parking spaces. carpet, paint and more!

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Natalie Fortenbaugh, center, is not a licensed REALTOR.

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If you are in the market for commercial, industrial, office or land property in the Greater Harrisburg Area, the Bill Gladstone Group of NAI CIR can help. Let them be your first step in finding a solution for your commercial real estate needs!



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