

FIRST QUARTER 2017  
COMMERCIAL

# real estate

## REVIEW



**NAI**CIR

A PUBLICATION OF THE BILL GLADSTONE GROUP OF NAI CIR



## NEW SUBLEASE OPPORTUNITY

in completely renovated and updated suite on the 4th floor. This historic building faces the Capitol Complex with great window lines. All the downtown amenities are just a few steps from the doors and parking is available one block in every direction.

208 N. THIRD STREET, SUITE 400, HARRISBURG  
SF AVAILABLE: 4,542 SF



## ZONING is DC Downtown Center\*

### Permits:

- Associations
- Lobbyists
- Attorneys
- Investment Advisors
- Asset Managers
- Consultants
- HR Practitioners
- IT Services
- Certified Public Accountants

\*Zoning formerly PB-1 Planned Business Zone No. 1.

Existing furniture can stay as part of the lease deal at an additional cost.

For more information, please contact Bill Gladstone at 717-761-5070 ext. 120.



Team building can be a very constructive, positive, and profitable experience within your organization.

BILL GLADSTONE, CCIM, SIOR

There is no specific way in which a team needs to be developed or structured. The team building activities should be designed to get the maximum out of interpersonal relations on any given day at work. Because people are so different in their thinking, work habits, and chemistry there is nothing set in stone on how they should function in a group setting. As they are being formed, the team needs to help establish their boundaries and the rules of conduct they will follow.


Our group at one time had seven individuals (including myself). We only had a couple of rules and regulations. Everyone had a say in how we structured ourselves and how these rules came into play. There was some cross training but duplication of efforts was minimized. Decisions were made on the spot if there was no cost involved. If the cost was one thousand dollars or less we have 24 hours to say "yes" or "no". We had up to 72 hours if the cost of making the decision was in excess of one thousand dollars. If those decisions were not made within those timeframes, they were taken off the table. We all liked that process, and we kept those rules and worked them (along with additional rules) to our advantage. We all had ownership, and we got better because of it. Forming productive attitudes and relationships allowed us to drop from seven people to a team of five through attrition and with the help of technology.

Looking for tangible signs of our success in team building? We are always on the hunt. We look at our deal making record and our exclusive listing performance as measurements. We have now achieved a level higher than ever before. We have been able to push our deal signing to one every seven to ten days. Some are small and others much larger, but they average out. And we all benefit. We collectively instituted a bonus program which team members can opt into or out of at specific times. It was a collaborative effort and one of the reasons we work so well together is because our financial (and to some degree our social wellbeing) is vested not only within ourselves, but we have allowed others to help us as we commit to helping them. There is also a different dynamic in play. I am a Boomer while the other four members of the team are Millennials. Is there a cultural gap between these two generations? There is, but it is one that can be molded and shaped so it works well for all parties, if the ultimate goal of perfecting interpersonal relations is the focus. That gets back to the nature of team building. You need to work on the right chemistry, structure and the ability to take into consideration ideas that belong to the other team members. Through sincere and efficient collaboration by all parties, a team can be structured so the sum of the parts is much greater than the parts by themselves.

Best wishes for continued success in the New Year. ☺

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### ON THE COVER:

The Bill Gladstone Group of NAI CIR meet in Suite 400 of the Mary Sachs Building (208 N. 3rd Street) in Downtown Harrisburg, PA. See details on page 2 and page 26. L-R: Leah Wentz, Audrey Kimmel, Bill Gladstone, Katie Warrell and Chuck Bender.

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# PennDOT's I-83 Capital Beltway Improvement Project

The I-83 Capital Beltway Improvement Project includes the I-83 portion of the Harrisburg Capital Beltway along with portions of I-81 and PA 581. Route 83 of the Beltway is a limited access highway with no shoulders and at times can be a traffic nightmare.



The entire improvement project will consist of three sections being referred to as Sections I, II, and III. This article will focus on Section I known as the I-83 East Shore Section that begins with the widening of three bridges to accommodate six to eight lanes for traffic and ramps.





The acquisition of real estate for Section I began in 2015 and is expected to be completed by the fall of 2018. PennDOT's District 8-0 is responsible for this project that consists of 84 real estate parcels, with some tenants, for a total of 92 claims for leasehold and leased fee interests totaling \$10 million for the right-of-way acquisition. The number of parcels involved were kept to a minimum with the use of underground support structures and retaining walls. The most impact to properties occurred on Revere Street, resulting in residential relocations and at the Union Deposit Interchange area that involves partial acquisitions of business properties and their tenants, resulting in 34 relocations.

Property interests acquired included fee simple and various easements such as: slope, drainage, underground structure support, private access, stormwater, and stormwater access easements.

Also affected were several outdoor advertising devices and on-premise signs. Impacts to parking lots occurred on several of the parcels. Sound wall barriers are being constructed to minimize traffic noise.

Acquisition of real estate for linear projects can be very different from most real estate transactions. What is a linear project? Examples of linear projects are: highway projects for new alignments or upgrades, airport expansions, railroads, and transit lines and pipelines. In Pennsylvania, an agency can only acquire what is needed to construct the project and this often leaves a portion of the property after the acquisition. Sometimes this has little or no effect on the value or use of the remaining property; other times the acquisition can diminish the value of the remaining property or change its use.



The Right-of-Way Process is just one aspect of the I-83 Capital Beltway Project in Dauphin County, Pennsylvania. The Right-of-Way Process begins with a signed Right-of-Way plan to authorize the acquisition of the real and personal property and ends with clearing the right-of-way to allow for construction.

These types of projects can have various funding sources or a combination of federal, state, and local money. The funding source, nature of the project, and the agencies involved will determine what laws, regulations, and policies must be employed. The I-83 Capital Beltway Project received both federal and state money and required the right-of-way process to follow Uniform Relocation Assistance and Real Property Acquisitions Act of 1970, as amended (The Uniform Act); PennDOT's PUB 378 The Right of Way Manual; the PA Eminent Domain Code; and case law.

The Right-of-Way Process consists of four functional areas: the appraisal process, the acquisition process, the relocation process, and property management.



The Right-of-Way process begins with the **Appraisal Process** that consists of four basic appraisal formats: the Appraisal Waiver Valuation Process, Strip Appraisal, Total Take, and the Before and After Appraisal. The purpose of the appraisal process is to determine the amount of compensation to offer property owners for the purchase and possible condemnation of their property and to provide the right-of-way agent with an estimate of the compensation to be offered to each property owner for the taking of their private property for public purposes.

The Total Take format is developed when the entire property needs to be acquired. The term Take refers to all property or property rights that the condemnor will acquire either in fee or by easement, either permanently or temporarily. A Partial Taking is the taking of only part of a property for public use under the power of eminent domain for which compensation must be paid, taking into consideration the damages and/or special benefits to the remainder property. The appraisal formats for a Partial Taking can be the Appraisal Waiver Valuation when the appraisal problem is non-complex, the nature of the acquisition does not diminish the value of the remainder of the property, and results in damages of \$25,000 or less. The Strip Appraisal is the value of the part taken, does not result in a diminution of value to the remainder of the property, and has no dollar limit associated with this format. The purpose of the Before and After Appraisal is to estimate the fair market value of the subject property before the taking and as unaffected thereby and the fair market value after the taking and as affected thereby. The difference are the damages or amount paid to all parties involved.

Once the fair market value of the property is determined, the **Acquisition Process** begins. This program has been structured to: ensure that owners of real property to be acquired are treated fairly and consistently; encourage and expedite acquisition

by agreements with such owners; minimize litigation and relieve congestion in the court; promote public confidence in the acquisition program; and ensure that persons displaced as a result of a project are treated fairly, consistently, and equitably so that they will not suffer disproportionate injuries as a result of projects designed for the benefit of the public.

**Relocation Assistance** ensures, to the maximum extent possible, the prompt and equitable relocation of persons, businesses, farms, and nonprofit organizations displaced as a result of highway construction.

**Property Management** responsibilities, as related to right-of-way acquisition, include the maintenance and protection of lands and improvements acquired for highway purposes from the time of acquisition until construction begins or the property is sold or otherwise transferred.

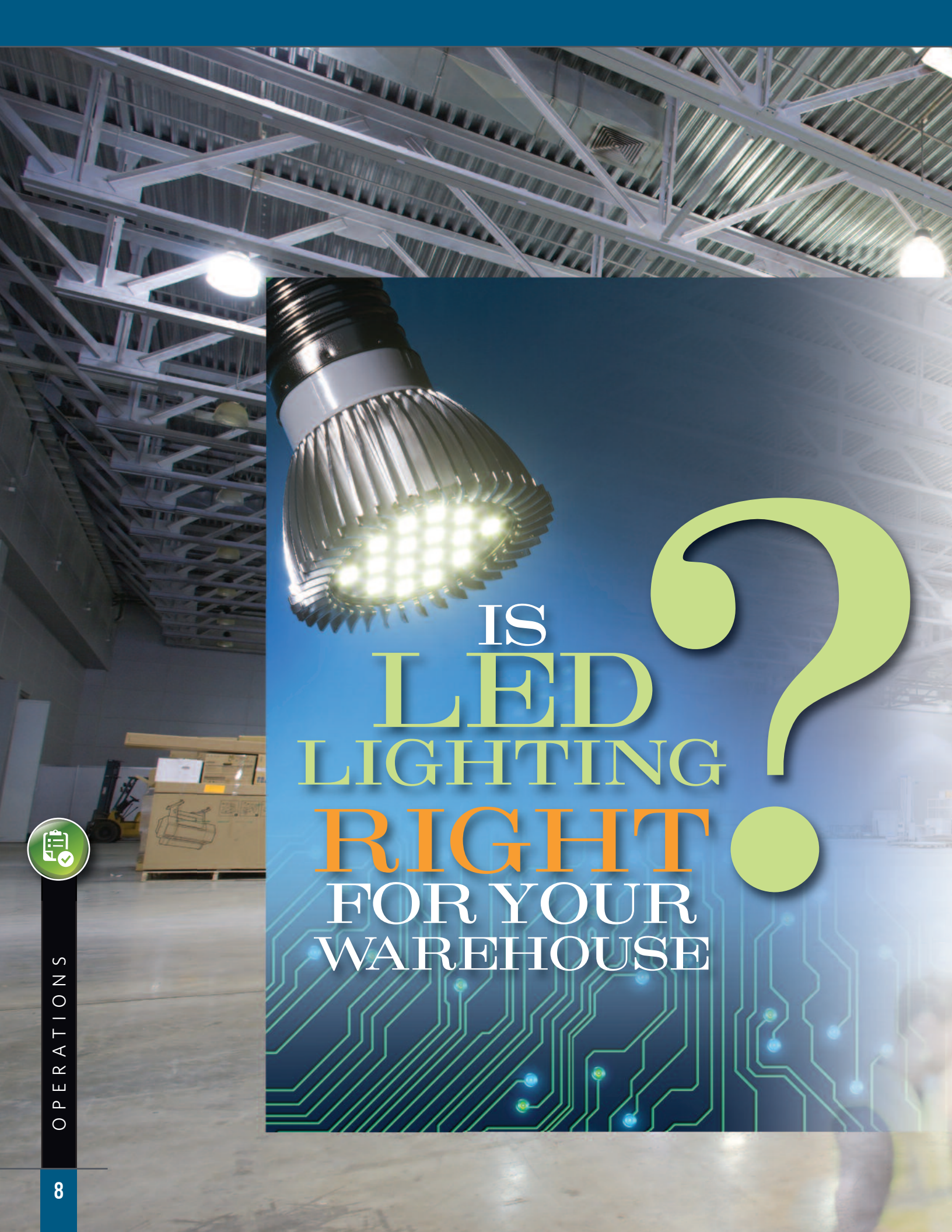
This includes the removal or demolition of improvements, maintenance and leasing of property, and the disposal of excess land not needed for present or future transportation needs. This also includes the leasing of right-of-way land outside the traveled portions of highways after construction is completed.

Of the 84 parcels, there were nine unknown owners. Most of the properties consisted of a partial take of the property and were valued by using the Appraisal Waiver Format, Strip Appraisal, and the Before and After concept. Fifteen properties were total takes and there were 34 relocations, most of which were residential relocations along Revere Street. There was only a minor acquisition of the Lowe's property but that involved a large monopole outdoor advertising device. Several business properties lost some of their parking because of the widening of I-83 and Rt. 22 because of the need to erect sound walls and to accommodate slope easements. In the area of I-83 and the Union Deposit Interchange, some business properties and their tenants were affected. ☺

**For more information about the I-83 Capital Beltway Project for this section and the other sections, you can go to <http://www.i-83beltway.com>.**




Carol Myers is a Senior Right-of-Way Agent with Century Engineering, Inc. Carol has more than 35 years of experience in real estate and education. Prior to her current role, she had 25 years of service with PennDOT specializing in right-of-way (project scoping, appraisal/appraisal review and organizational management). While at PennDOT, she coordinated and implemented program planning, regulation and policy, and training development to ensure consistency and effective delivery of transportation projects on a statewide basis. Throughout her time with PennDOT she provided technical assistance and guidance to field staff, co-workers and business partner, and authored or co-authored procedural and course manuals. She has developed and taught courses in real estate, appraisal/appraisal review and related right-of-way courses for the National Highway Institute, PennDOT, Penn State University and Polley Associates. You can reach her at (717) 901-7055 or [cmyers@centuryeng.com](mailto:cmyers@centuryeng.com).



IS  
LED  
LIGHTING  
RIGHT  
FOR YOUR  
WAREHOUSE







Is LED (Light Emitting Diode) lighting right for your warehouse today? The short answer is, *probably*. When evaluating an LED system to replace your existing legacy system, the first line of questions you should consider is:

**Budgetary:** Do you have the capital to perform an upgrade?

**Operational:** What are your hours of operation and will other accommodations need to be made in order to complete an upgrade of your system? What time of the year would be best for a new lighting system to be installed?

**System:** What type of system do you currently have and how old is it? Do you have an exorbitant amount of outages? Have you “upgraded” your lighting systems in the past?

**Utility:** Does your local utility offer rebate incentives for upgrading your system? Does the utility still have funds available for this year? Should you combine energy savings measures (HVAC, mechanical, controls) during this process?

**New System:** Do you retrofit your existing lighting fixtures or completely replace each of them? Do you want to include controls and/or intelligent lighting software? What is your desired outcome?





## WHY LED?

One of the most common statements is LED saves money. Most people think in terms of energy and maintenance cost reduction. When assessing the needs of your warehouse, it's important to understand the tasks that are being performed on a daily basis because you have an opportunity to light your warehouse correctly, increasing employee productivity and satisfaction. This is often an overlooked area during the evaluation process. Each of these benefits can have a significant impact on your business.

Two things can be accomplished by getting feedback from the employees prior to an upgrade: (1) comments on pitfalls of the existing system and (2) mitigating some of the resistance to change. The first is very critical in this process. You see the opportunity to save money with a lighting upgrade: however, you may not see the workarounds your employees are performing in that space due to inadequate lighting. A good lighting job is unrecognizable to the layman, but a poor lighting job is recognized by everyone working in the space.

Asking the staff members who are more familiar with the space often results in the identification of additional opportunities which can generate more value than energy savings alone. Common feedback includes identification of an area that is under-lit which requires employees to spend twice as long reading labels in order to perform a task. By using this information, you can increase light in that area

to increase productivity in the future. The second part of this process is employee acceptance. When walking the space, most employees like the idea that their workspace is being improved; however, there is always one "Grumpy Gus" who will not like the decision to change regardless if they actually like the improvement. I can't say Gus will change, but you may be able to influence "On-the-Fence-Frannies" to appreciate the change.

## THINGS TO CONSIDER WITH LED'S

You've probably seen LED screw-in light bulbs gaining prevalence on the shelves of your hardware or home improvement stores. Many of these boast the Energy Star ([www.energystar.gov](http://www.energystar.gov)) label established by the Environmental Protection Agency (EPA) in 1992. While many of the products are quality products by reputable manufacturers, there is a difference between residential and commercial grade LED lighting products. This is important during the evaluation process.

In addition, many electric utilities have adopted the use of the DesignLights Consortium (DLC) Qualified Product List to simplify their rebate approval process. The DLC's Qualified Product List sets technical requirements and performance metrics for product categories which include two levels: DLC Standard and DLC Premium. More information about DLC can be found at [www.designlights.org](http://www.designlights.org). A qualified lighting professional can help you navigate these differences.



## WAREHOUSE LIGHTING

Since becoming commercially viable for general lighting in the mid-to-late 2000s, LEDs have become a feasible solution for warehouses and distribution centers. The LED technology advancements are more closely aligned with software development than the historical legacy lighting systems. Due to the constant evolution of the LED technology, some have been reluctant to pursue upgrading in the fear of missing out on the newest technology. Don't be. If this is your fear, there are intelligent lighting systems that will allow you to scale or upgrade your system through software updates for years to come.

This brings us to controls and software. One of the biggest developments of LED technology in recent years is the combination of LEDs and controls. Historically we think of controls as motion sensing which either dim or turn off your light fixtures when a space is unoccupied. When evaluating a new system, you should consider the full breadth of what you are buying.

**A networkable controls package incorporates a system that speaks to an interface with interpretable data that allows you to:**

- Tune the light levels (Task Tuning) in your space individually or in groups based on actual activities that are occurring or due to seasonal changes
- Easily modify flex spaces
- Modify lighting zones if a space is repurposed
- Monitor activity throughout your space through heat mapping
  - Identify bottlenecks in the warehouse
  - Modify racking systems based on findings in order to improve warehouse operations

Another important factor to consider when evaluating intelligent lighting systems is the ease of updates and scalability.

**TLED:** This option is a direct replacement of a fluorescent T5 or T8 lamp that is often compatible with the existing ballast. Fluorescent ballasts are different from LED drivers. In some instances, a driver will be installed in place of the ballast. In other cases, the ballast will be removed and the contractor will wire directly to the socket. This is primarily limited to one-for-one replacement projects because you will be using the existing legacy fixture housing and sockets. This is typically a low-cost solution that does not usually include advanced lighting controls.

**Retrofit Kits:** This alternative utilizes the existing fixture housing while removing the lamps, ballasts and sockets of your existing fixture to incorporate LED. An LED system which includes an LED driver is installed. This is also primarily limited to one-for-one replacement projects and represents a mid-range cost solution where advanced controls systems may be used.

**New Fixtures:** The entire existing fixture will be removed and a new LED fixture will be installed in its place. When changes in a space are necessary, this is the most common approach. Implementation of advanced lighting systems is widely available through various manufacturers.

Regardless of the system you move forward with, we recommend using a qualified lighting professional, Certified Lighting Management Consultant (CLMC), Electrical Contractor or ESCO (Energy Services Company) partnered with a reputable manufacturer. While LED's last much longer than legacy systems, there is an inaccuracy about LED failures. In larger facilities you will probably have failures at some point within five years. Choosing a manufacturer and an installer that handles warranty and the replacement failures is very important.

## EVALUATION

There is a lot to take in during the evaluation process. When it comes to deciding between the available options, many decision-makers lean on the Return on Investment (ROI) method. Most companies have established ROI targets, most commonly three years or less. A simple return on investment is:  $(\text{Cost of the New System} - \text{Utility Rebates}) / (\text{Annual Energy Cost} - \text{Proposed Annual Energy Cost})$ . Some ROI calculations will include estimated maintenance savings. Hours of operation, utility rates, and utility rebates (if applicable) will influence your ROI. While ROI is an acceptable metric when evaluating LED systems, a Total Cost of Ownership (TCO) or Total Lifecycle Cost comparison is more prudent. TCO takes into consideration some of the long-term benefits of the system throughout its entire life. This is important because, as we discussed earlier, the system is more similar to a computer or software system. An HID lamp (or light bulb) will have an average lamp life of around 20,000 hours and a fluorescent lamp around 30,000-40,000 hours. Many LED systems will have useful lives of 50,000+ hours (many of which are boasting over 200,000 hours).

**At the beginning of this article, we stated that your warehouse could “probably” benefit from an LED upgrade. Following these steps in concert with the guidance of a lighting professional, you should be able to make a confident decision for your warehouse or distribution center’s LED lighting system. ☺**



Jacy Carey Everett is the Director of Business Development for Aetna Corp. For the past five years he has worked with Aetna Corp assisting customers throughout the Northeast and Mid-Atlantic moving toward sustainable lighting options that improve employee satisfaction and productivity while reducing energy and maintenance costs. Prior to Aetna Corp, Jacy worked for The Reflex Lighting Group in Boston, Massachusetts and Genlyte/Lightolier (now Philips) in the Baltimore/Washington market. Jacy holds a Bachelor of Science – Marketing degree from UMass Dartmouth and is currently pursuing an MBA with an Entrepreneurship concentration from Babson College. You can reach him at (800) 544-4836 or [jeverett@aetnalighting.com](mailto:jeverett@aetnalighting.com).

# Mitigating Risks

SIDESTEP THE PITFALLS OF

# Redeveloping Brownfields

FOR RETAIL SITES



**Retail development in urban areas with high concentrations of millennials, empty nesters, and other influential consumers often means dealing with challenges associated with the prior land uses. During the past 20 years, the federal government and states have begun to amend the 1980s-era environmental regulation discouraging the development of previously used, potentially polluted sites.**

At the same time, pollution insurance products have evolved to protect landowners and developers from the potential regulatory and civil liability associated with brownfield redevelopment.

### ALLEVIATING LIABILITY

For decades, the population migration to the suburbs, as well as the high cleanup costs and potential health concerns associated with urban brownfields, have been reasons enough for many developers to avoid such locations and instead focus on greenfield suburban development. Additionally, the Comprehensive Environmental Response, Compensation, and Liability Act of 1980 made brownfield redevelopment nearly impossible.

The U.S. Congress enacted CERCLA in 1980 due to the public's growing concern about abandoned hazardous waste sites, such as Love Canal in New York. The Act imposes strict liability on several categories of potentially responsible parties. Concerns about being saddled with CERCLA liability simply as a consequence of purchasing a previously contaminated site caused developers to shun brownfields and all but eliminated lenders' appetite to fund them.

By the 1990s, however, CERCLA's detrimental effect on brownfields and sprawl was recognized. In 1995, the U.S. Environmental Protection Agency initiated a formal Brownfields Program and began entering into contractual agreements with developers that provided assurance they

would not face CERCLA liability if they abided by certain criteria.

The U.S. Congress codified many of the EPA's brownfield initiatives in the 2002 Small Business Liability Relief and Brownfields Revitalization Act. The Brownfields Act amended CERCLA to encourage companies to redevelop brownfields by protecting bona fide prospective purchasers, contiguous property owners, and innocent landowners from CERCLA liability.

It also provides tax incentives to brownfield developers, funding grants for assessment and cleanup, and money to state and local brownfield programs. The Brownfields Act enables a developer to achieve BFPP status without having to enter into a prospective purchaser agreement with the EPA. States and municipalities also enacted legislation encouraging the voluntary cleanup and reuse of brownfields.

Despite the liability protection afforded to developers by the Brownfields Act and state and local laws, companies looking to redevelop brownfields still face regulatory and tort liability. Moreover, developers still bear the vast majority of costs to remediate and clean up contaminated sites. Even after Phase I and Phase II Environmental Site Assessments and/or remediation of known contaminants, developers of brownfields risk uncovering previously unknown contamination while working on-site.

### NAVIGATING THE PERILS

Developers and owners cannot rely on traditional liability and property insurance policies to cover these unexpected costs. The potential liability and costs to remediate a developer's land and adjacent properties are not covered by traditional insurance policies.

Insurance carriers introduced the first "Sudden and Accidental" Pollution Exclusion in 1972 in response to the growing environmental tort and regulatory liability. Since 1972, insurers further restricted pollution coverage in their commercial general liability policies.



Commercial Property  
Insurance  
Pollution Legal Liability  
Contractors  
Pollution Liability

Today, a CGL policy is likely to include most, if not all, of the following: the standard “absolute” pollution exclusion; the more restrictive “total pollution exclusion;” a mold/silica exclusion; a lead exclusion; and an asbestos exclusion. Commercial Property Insurance policies - the insurance that generally covers damage to the insured company’s own real estate and personal property - incorporate the same exclusions, but may afford a very small amount of insurance for cleanup of polluted land or water.

### REDEVELOPING BROWNFIELDS

The market for pollution liability insurance has changed dramatically since 2000. The environmental liability insurance market is a \$1.5 billion annual premium industry that has grown more than 20 percent each

year over the past five years. The increased competition and capacity in the environmental marketplace has led to multiple carriers offering broader coverage terms and conditions. In response to the need for protection against pollution risks, underwriters have developed a group of insurance products addressing the special needs of companies that are involved in the remediation of contaminated real estate. Pollution insurance is found in two types of policies: Pollution Legal Liability and Contractors Pollution Liability.

### PROTECTING ASSETS

Pollution Legal Liability insurance protects property owners and developers from liability associated with pollution-related property damage, cleanup, and bodily injury. In today’s environmental

insurance market, PLL policies can be tailored to address the diverse needs of each property, as well as meet several requirements and objectives. These may include regulatory obligations, contract and lender requirements, landlord obligations, and business objectives. Insurers offer PLL policies addressing the issues specific to brownfield remediation projects. Some risks arising from brownfield transactions include:

- overreliance on clean Phase I/II property assessments that are not guarantees against contamination;
- contaminants from known and unknown historical usage and operations or neighboring properties; and
- investigation and defense due to local and regional soil and groundwater contamination.

Other risks involve construction debris containing hazardous materials; dangerous chemical storage; lead, asbestos, polychlorinated biphenyl and radioactive material; and methane contamination from buried material. If a brownfield transaction includes remediation activities, additional insurable risks include the possibility that contaminants could be released from the site during the remediation process through construction. This could cause third-party bodily injury, result in property damage, or require additional cleanup at the site or on the property of others.



Even if regulators approve an ineffective remediation plan, the owners could be liable. Another risk is the environmental contractor exacerbates the contamination by performing an incomplete remediation.

Savvy companies and their environmental attorneys use PLL insurance to either replace the indemnification and hold harmless agreement, or wrap around the indemnification. Modern PLL policies are flexible enough to provide coverage for existing contamination. Moreover, insurers will write policies to cover cost overruns on remediation activities and the risks associated with releases caused by cleanup activities at the site.

Owners and developers can find PLL coverage with a single insurer written for up to a 10-year term, with a maximum of \$50 million in limits to address site legacy liability associated with a brownfield site. PLL insurance can play a crucial role in developing a contaminated property by limiting the pollution and regulatory risks faced by both developers and lenders.

## SHELTERING CONTRACTORS

In addition to property owners and developers, contractors face liability arising from their work at a brownfield site.

Some of the issues contractors encounter include the inadvertent disturbance of pre-existing

contamination in the form of asbestos-containing materials; naturally occurring asbestos in subsurface soils; lead paint; and contaminated soils, surface, or groundwater. Contractors can also be sued or fined for accepting supposedly “clean” fill from unknown origins, only to learn later it was contaminated with petroleum or other hazardous substances.

These exposures can be mitigated by a comprehensive Contractors Pollution Liability policy. CPL provides coverage for third-party liability resulting from bodily injury, property damage, defense, and cleanup due to pollution caused by operations performed by or on behalf of the contractor. The coverage has been considerably broadened during the last few years to include emergency response costs, transportation, mold, site pollution for contractor yards, and professional liability.

During the past few years, CPL coverage has expanded to include emergency response costs to mitigate sudden pollution incidents, crisis management for pollution events to offer contractors additional public relations support, and professional liability coverage. Due to competition, the policy forms have vastly

improved with minimum premiums for new policies falling well below \$50,000 and easily obtained for under \$20,000. Moreover, CPL claims-made policies have rapidly been replaced by occurrence forms, meaning the liability coverage purchased for a given year will be available to the contractor for its activities during that period of time, even if the property damage or bodily injury does not become known until years later.

## CHANGING PARADIGMS

The generational shift away from the suburbs and to the cities shows no sign of slowing. To build in these urban centers, owners, developers, and lenders must deal with the unusual challenges associated with brownfields. During the past 20 years, the federal government and states have begun to amend environmental regulation that discouraged the use of previously used, even potentially polluted, sites.

At the same time, a new insurance market was born and has evolved to protect landowners, developers, and contractors from the potential regulatory and civil liability associated with brownfield redevelopment. By involving an insurance professional knowledgeable in pollution law and insurance coverage early in the planning process, property owners, developers, and contractors can secure protection from pollution liability at a defined cost and reduce lenders’ concerns about the effect of regulatory fines, delays, and legal liability on a brownfield project. ☺



**Micah Knapp, Esq. is an insurance broker and attorney at The Graham Company, one of the largest insurance and employee benefits brokerages in the Mid-Atlantic region, in Philadelphia. Contact him at [mknapp@grahamco.com](mailto:mknapp@grahamco.com).**

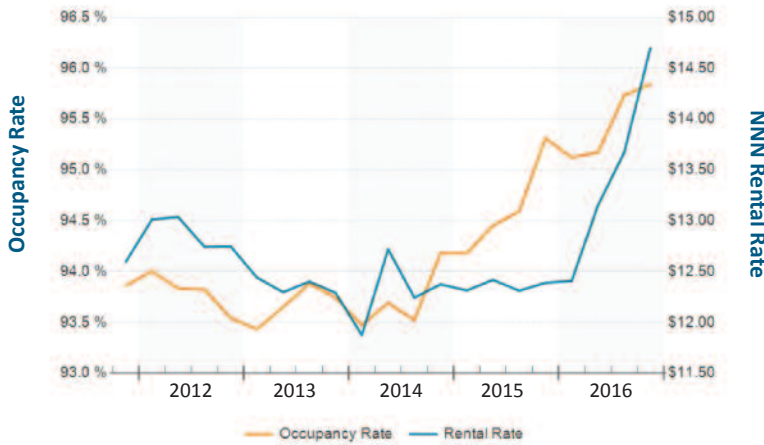
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# Regional Data: COMMERCIAL/RETAIL

REGIONAL DATA

## Occupancy and Rental Rates



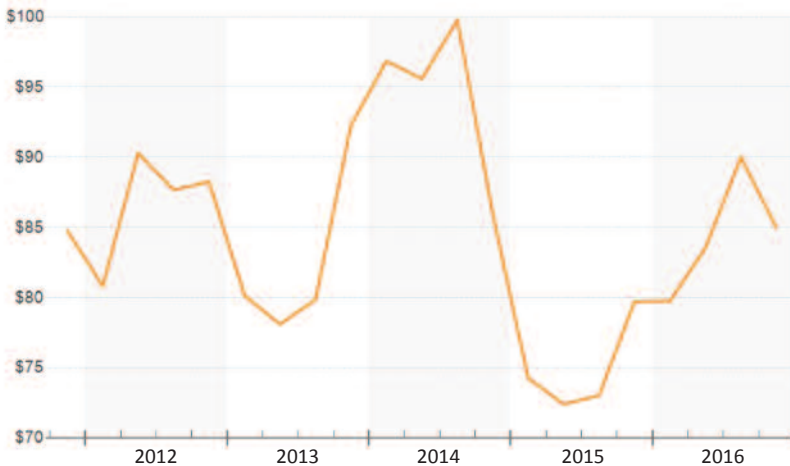
AVAILABILITY	SURVEY	5-YEAR AVG
NNN Rent Per SF	\$14.77	\$11.89
Vacancy Rate	4.2%	5.8%
Vacant SF	1,247,348	1,719,318
Availability Rate	8.5%	9.5%
Available SF	2,552,145	2,833,466
Sublet SF	14,179	82,459
Months on Market	15.2	21.9

DEMAND	SURVEY	5-YEAR AVG
12 Mo. Absorption SF	494,602	164,402
12 Mo. Leasing SF	495,082	449,484

INVENTORY	SURVEY	5-YEAR AVG
Existing Buildings	2,026	1,990
Existing SF	30,002,046	29,714,726
12 Mo. Const. Starts	68,640	78,502
Under Construction	21,325	56,590
12 Mo. Deliveries	176,908	176,908

SALES	PAST YEAR	5-YEAR AVG
Sale Price Per SF	\$101	\$91
Asking Price Per SF	\$102	\$97
Sales Volume (Mil.)	\$112	\$143
Cap Rate	7.3%	7.9%

## Asking Price Per SF



AVAILABILITY	SURVEY	5-YEAR AVG
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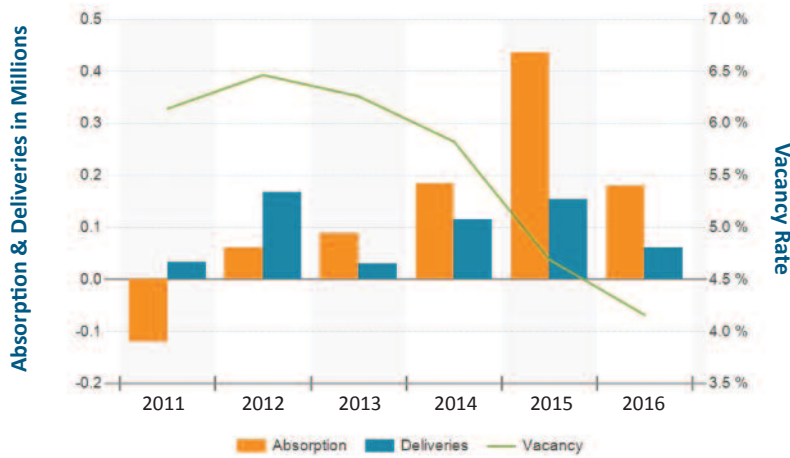
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12 Mo. Const. Starts	68,640	78,502
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SALES	PAST YEAR	5-YEAR AVG
Sale Price Per SF	\$101	\$91
Asking Price Per SF	\$102	\$97
Sales Volume (Mil.)	\$112	\$143
Cap Rate	7.3%	7.9%



In an effort to bring our readers pertinent information regarding commercial real estate in the Greater Harrisburg Area, we are including the following graphs as part of the *Commercial Real Estate Review*. This edition focuses on the Commercial/Retail market in Dauphin and Cumberland County.

### Absorption, Deliveries, Vacancy



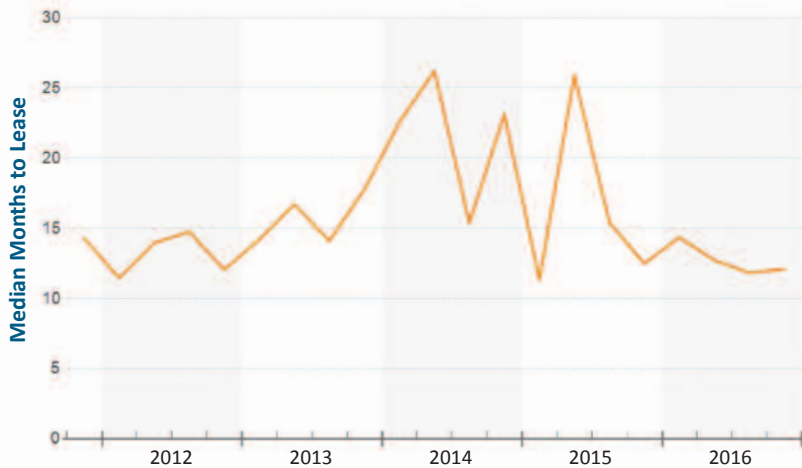
AVAILABILITY	SURVEY	5-YEAR AVG
NNN Rent Per SF	\$14.77	\$11.89
Vacancy Rate	4.2%	5.8%
Vacant SF	1,247,348	1,719,318
Availability Rate	8.5%	9.5%
Available SF	2,552,145	2,833,466
Sublet SF	14,179	82,459
Months on Market	15.2	21.9

DEMAND	SURVEY	5-YEAR AVG
12 Mo. Absorption SF	494,602	164,402
12 Mo. Leasing SF	495,082	449,484

INVENTORY	SURVEY	5-YEAR AVG
Existing Buildings	2,026	1,990
Existing SF	30,002,046	29,714,726
12 Mo. Const. Starts	68,640	78,502
Under Construction	21,325	56,590
12 Mo. Deliveries	176,908	176,908

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### Months to Lease



AVAILABILITY	SURVEY	5-YEAR AVG
NNN Rent Per SF	\$14.77	\$11.89
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Vacant SF	1,247,348	1,719,318
Availability Rate	8.5%	9.5%
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Sublet SF	14,179	82,459
Months on Market	15.2	21.9

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# CURRENT LISTINGS

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

INVESTMENT	CITY	PAGE
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Confidential	Harrisburg	19
5620-5630 Derry Street		
5650-5670 Lancaster Street	Harrisburg	19
100 Chestnut Street	Harrisburg	19

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Route 114 & Gettysburg Pike (NEC)	Mechanicsburg	20
5148 E. Trindle Road	Mechanicsburg	20
<b>NEW</b> W. Trindle Road	Mechanicsburg	20
Route 114 & Gettysburg Pike (NWC)	Mechanicsburg	20
Route 441, SWC and Orchard Drive	Harrisburg	20
7700 Derry Street, Lots #4-8	Harrisburg	21
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7940 Grayson Road (Rear lot)	Harrisburg	21
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COMMERCIAL	CITY	PAGE
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639 South Street	McSherrystown	24
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8926 Jonestown Road	Grantville	25
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151 Allendale Road	Mechanicsburg	31
26 Northeast Drive	Hershey	31



**SALE**

**Confidential**  
No Photos Available

**Confidential – Camp Hill**

Great investment opportunity now available with this 40,000+ SF building. Signed Confidentiality Agreement needed for additional information.



**SALE**

**Confidential**  
No Photos Available

**Confidential – Harrisburg**

28,000 SF well-maintained, 3-story masonry building overlooking the Susquehanna River. Five (5) year lease renewal starts January 1, 2019. No deferred maintenance. On-site parking available. Can be sold with Confidential, Camp Hill.

**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 which includes three existing buildings and a 3 acre vacant parcel. Two buildings are leased to Brightwood until 2019 with an extension option. Great upside potential with the development of the vacant parcel and leasing the apartments (16 units: 8 two-bedroom, 8 three-bedroom), 9.03% CAP rate.

**SALE**



**1779 W. Trindle Road, Carlisle**

Six buildings for sale on 4.72 acres immediately off of W. Trindle Road and within 0.5 miles of I-81 (Exit 49). Tenants are a mix of industrial and commercial users.

**SALE**



**100 Chestnut Street, Harrisburg**

Great investment opportunity! 43,510 SF now available. This is a multi-tenanted office building that is 100% leased. The prominent downtown location is in the Central Business District, which is just a short walk to nearby restaurants, Federal Building, State Capitol Complex, Strawberry Square, Pinnacle Hospital campus, hotels, and other attractions.

REAL ESTATE REVIEW



# 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**

**SALE**



**W. Trindle Road, Mechanicsburg**

Approximately 4 acres available for sale next to Mechanicsburg Mystery Book Shop. This level parcel is one of the few vacant tracts in the Township zoned Highway Commercial. Many opportunities are available.

**SALE**



**Route 114 & Gettysburg Pike (NEC),**  
Mechanicsburg

2.166 – 2.996 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.

**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.

**PENDING**

**SALE**



**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.

**SALE**



**Route 441, SWC and Orchard Drive, Harrisburg**

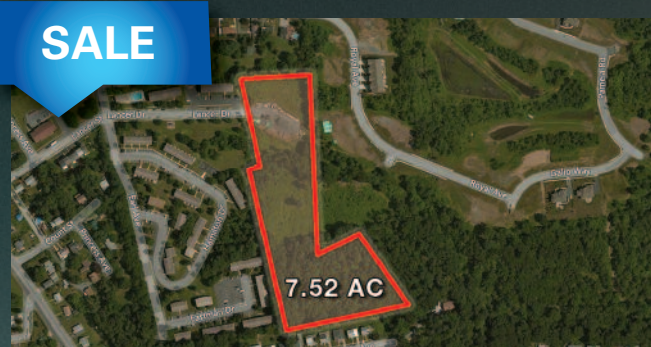
8.84 Acres available with controlled intersection and utilities on-site. Ideal opportunity for a church relocation or home business on this vacant parcel. Close to the Harrisburg Mall, TecPort Business Campus and great access to Route 283, I-83 and the PA Turnpike (I-76).



**SALE**

**7700 Derry Street, Lots #4-8, Harrisburg**

10.19 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 next space from the ground up. Easily accessible to US Route 322 and all of the Central PA highway network.



**SALE**

**Lancer Street, Harrisburg**

Over 7.5 acres of semi-wooded, multi-family ground for sale in well-established, multi-family community. Excellent proximity to all services, shopping, transportation and more. Perfect for townhome development (approved for 37 units).



**SALE**

**E. Cumberland Street (Route 422), Lebanon**

2.2 Acres available at Route 422 and Narrows Drive intersection. Stormwater management plan and driveway permits approved by Township. Level topography; Holiday Inn Express hotel adjacent. **Price reduced!**



**SALE**

**730 Limekiln Road, New Cumberland**

Over 8 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.



**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!**

REAL ESTATE REVIEW



# LAND LISTINGS

**SALE/LEASE**



**370 W. Main Street, Leola**

Two pad sites available in a growing area with high visibility, and easy access. Join the new Rutter's Farm Store on Main Street/New Holland Pike in Leola.

**SALE/LEASE**



**2600 Delta Road, Brogue**

Two parcels totaling 9.15 acres available for sale or lease in York County next to Rutter's Farm Store. Properties have good visibility on Delta Road (Route 74) and easy ingress/egress.

**SALE/LEASE**



**3050 Heidlersburg Road, York Springs**

Excess land around the new Rutter's in York Springs. Over 18 acres available for multiple users. Quick access and good visibility from Route 15.

**SALE/LEASE**



**Route 75 & William Penn Highway, Mifflintown**

Join Rutter's as they expand north to Juniata County. The new store (their 63rd location) opened this summer and excess land is available for a variety of users. The site is located right off the Port Royal, PA. exit and easily accessible for large trucks and heavy volumes of car traffic.

**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. All lots in the park are serviced with underground power, water, gas, sewage and telecommunications.

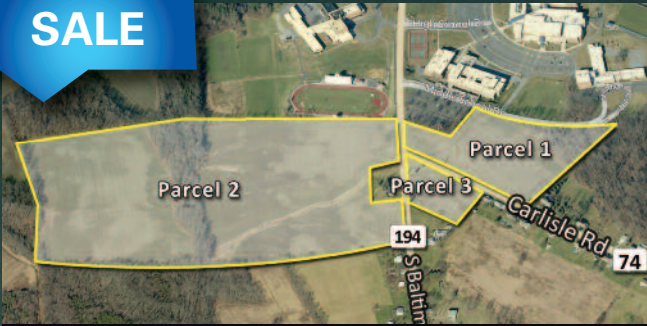
**SALE**



**I-81 and W. Trindle Road, Carlisle**

Two parcels for sale along W. Trindle Road, directly off I-81. Build on parcel 1 for maximum exposure. Additional parking as needed would be available on the 0.55+/- acre Parcel 2.

**SALE**



**700 S. Baltimore Street, Dillsburg**

5.23 – 57.5 Acres available made up of three parcels with great topography and accessibility from Baltimore Street (Route 74). Only moments from Route 15, a truly unique opportunity with a great country setting for a residential neighborhood. Properties can be sold together or individually.

**SALE/LEASE**



**7700 Derry Street, Lot #8, Harrisburg**

2.3 Acres available at high traffic area at a signalized corner, adjacent to new Rutter's Farm Store, Members 1st Credit Union and Susquehanna Bank branches. Surrounding area is densely populated with residential, business and office parks, and other commercial/retail businesses.

**SALE**



**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. **Price reduced!**

**SALE**



**300 S. Sporting Hill Road, Mechanicsburg**

Over an acre of level land available, located along Sporting Hill Road. Average daily traffic along S. Sporting Hill Road is 17,023. Great location for professional or business offices.

**PENDING**

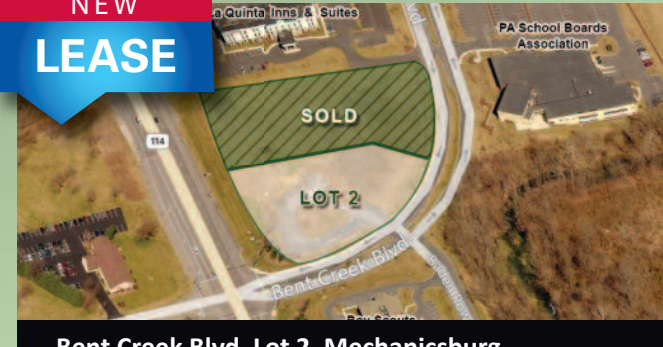
**SALE/LEASE**



**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. **Price reduced!**

**NEW LEASE**



**Bent Creek Blvd, Lot 2, Mechanicsburg**

2.02 Acres available in highly visible corner at the entrance at one of West Shore's most prominent business parks. 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.



# COMMERCIAL LISTINGS



**LEASE**

**3939 Derry Street, Harrisburg**

1,748 SF freestanding corner retail shop with good access, two drive-in doors, and ten lined parking spaces. Great visibility with over 100' of frontage on Derry Street.



**SOLD**

**639 South Street, McSherrystown**

2,858 SF single-story, brick retail building available for sale in the heart of McSherrystown. Former PNC bank, which features two drive-thru lanes and 12 on-site parking spaces.

**SALE/LEASE**



**6490 Carlisle Pike, Mechanicsburg**

11,550 SF former Yale Electric building available for sale or lease on heavily traveled Carlisle Pike. The building features a large showroom/office area and warehouse space. Great location with many retailers and restaurants nearby.



**LEASE**

**415 Market Street, Harrisburg**

7,395 SF available on the first floor in the Harrisburg Transportation Center in Downtown Harrisburg. In walking distance to all the downtown restaurants, amenities, and Riverfront Park.

**NEW LEASE**



**210 Walnut Street, Harrisburg**

It doesn't get much better than this – prime location in the Central Business District. 725 SF available with open, functional floorplan and priced competitively. Enjoy all the perks of a prominent downtown location as Walnut Court is just a few steps from the Capitol Complex, Strawberry Square and restaurant row.

**NEW SALE**



**5 N. Market Street, Duncannon**

2,854 SF prime retail/commercial space in the Borough of Duncannon. This former bank boasts a notable exterior facade and a clean, functional interior.





PENDING  
**SALE**

**8926 Jonestown Road, Grantville**

8,071 SF former VFW available for sale. The building has large rooms and a fully equipped commercial kitchen, which can accommodate many users. There is good parking and 4.24+/- acres of land.



**SALE**

**4359 Linglestown Road, Harrisburg**

This property has it all! Over 13,000+ SF including offices, open areas, flex space, and warehouse area. Situated on a corner at a signaled intersection. There are many options available for the next user.



**LEASE**

**7800 Linglestown Road, Harrisburg**

2,000 SF available in great location at PA Route 39 & I-81 Interchange. The Exit 77 Travel Plaza is a tobacco shop with light refreshments (some restrictions due to adjacent Subway), and gas and diesel operation as well. This area is a premier industrial and commuter rest and convenience area for the I-81 traffic just 10 miles east of Harrisburg.



**LEASED**

**4301 Jonestown Road, Harrisburg**

3,930 SF restaurant space available across from Red Lobster and the Colonial Park Mall. Nice corner location at very busy, heavily traveled signaled intersection along Route 22.



**SOLD**

**240 Silver Spring Road, Mechanicsburg, PA**

**River Keys Realty Partners, LP** purchased 12,430+/- SF of flex space at 240 Silver Spring Road in Hampden Township. The Bill Gladstone Group of NAI CIR represented the Seller and Melissa McCord of Coldwell Banker represented the Buyer. Photographed at settlement above is John Brady, the former owner of 240 Silver Spring Road.

REAL ESTATE REVIEW



# OFFICE LISTINGS

**SALE**



**3029 N. Front Street, Harrisburg**

4,744 SF three-story office building with lovely character and amazing river views. The property has been well-maintained over the years and was fully renovated in 2008. It is obvious that great attention to detail was made to modernize the property while keeping the early 1900's feel. **Price reduced!**

**SALE**



**1029 Mumma Road, Wormleysburg**

Attractive office building available in well-established business park along the West Shore business corridor. Quick access to all major business hubs on both East and West Shores. Property has been well-maintained, features modern upgrades and has ample on-site parking. 9,750 +/- SF is currently leased until October 2017. **Price reduced!**

**SUBLEASE**



**208 N. Third Street, Suite 400, Harrisburg**

4,542 SF sublease opportunity in completely renovated and updated suite on the 4th floor. This historic building faces the Capitol Complex with great window lines. All the downtown amenities are a few steps from the doors and parking is a block in every direction. **Price reduced!**

**SALE**



**5006 E. Trindle Road, Mechanicsburg**

Unit 101 First floor, brick condominium available for sale. The space features a large, open floorplan which allows for a multiple number of uses. The location is ideal along rapidly growing Trindle Road and allows for quick access to Routes 581 and 15. **Price reduced!**

**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. **Price reduced!**

**LEASE**



**5275 E. Trindle Road, Mechanicsburg**

2,318 – 7,018 SF available in this open, corner office suite offering functionality and usability. There are many private offices and large conference room(s) lining the perimeter. This professional office space features executive sized offices, private in-suite restrooms and two entrances. Space can be left as one large suite or made into two suites; Suite A - 2,318 RSF and Suite B - 4,133 RSF.

LEASE



30 North Third Street, Harrisburg

24,814 SF available (1,969 – 8,058 SF contiguous) in Class A office building. Skywalk to Strawberry Square, Harrisburg Hilton and connected parking garage directly across from the Capitol Complex. Great window lines.

NEW  
SALE



130 State Street, Harrisburg

955 SF available along the State Street corridor leading to the steps of the Capitol Complex. Ideal for lobbyist, attorney or other professional who visit the City frequently and could benefit from having a local office. The space features three offices, conference room and a private restroom. First floor conference (with private kitchen and restroom) is available for use.

SALE



1707 S. Cameron Street, Harrisburg

17,748 SF property with 6,852 SF office, 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, 2020 (right to terminate after 3 years.) **New competitive pricing!**

NEW  
SALE



800 W. Hersheypark Drive, Hershey

34,500 SF available in this two-story, brick professional office building located next to the Giant Arena at Hersheypark. Well-maintained building with large lot.

SALE



3609 Derry Street, Harrisburg

22,150 SF two-story, red brick office building on Derry Street. The building has perimeter windows on both levels. Parking ratio is approximately 5 vehicles per thousand square feet.



# OFFICE LISTINGS

**LEASED**



**148 Reno Street, New Cumberland**

4,741 SF flex space featuring a clean, open floorplan 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). **Price reduced!**

**SOLD**



**219 State Street, Harrisburg**

900 – 2,280 SF available in this newly renovated space with prestigious State Street address, just below the Capitol Complex. Ideal for lobbyist, law firm, accounting or association offices. Flexible leasing arrangements – lease one, two, or all three floors. Third floor could also be used as a private efficiency apartment.

**LEASE**



**1801 Oberlin Road, Suite 300, Middletown**

783 SF available in this charming three-story stone structure with professional office tenants. Convenient access to both Harrisburg and Lancaster and easy access to Harrisburg International Airport.

**LEASE**



**800 N. 3rd Street, Harrisburg**

Prominent downtown office building across from the State Museum. 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 150 to 1,207 SF. **Price reduced!**

**LEASE**



**4386 Sturbridge Drive, Harrisburg**

5,400 SF available – open floorplan. Newly constructed Class A office space for medical or professional use. Located along Linglestown Road (Route 39) with close access to lodging, Super Giant store, eateries, gas, banking, and all major transportation corridors. **Price reduced!**

**LEASE**



**415 Market Street, Harrisburg**

Suites ranging from 566 – 3,113 SF on the second and third floors. Located in Enterprise Zone; permits professional offices, personal services and other common office use. In walking distance to all the downtown restaurants, amenities, and Riverfront Park. **\*50% Off Base Rent For First Lease Year.**

**LEASE**



**3601 N. Progress Avenue, Harrisburg**

1,375 SF 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.

**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**



**4400 Deer Path Road, Harrisburg**

1,768 SF available in this Class A, suburban high profile two-story office building at signal-controlled intersection. Close proximity to I-81 and Downtown Harrisburg. Space includes a reception/waiting area, conference room, two private offices with windows, large open area (for cubicles), kitchenette and an IT room. Professional finishes throughout.

**LEASE**



**1335 N. Front Street, Harrisburg**

2,000 SF functional first floor office space includes four offices, a work room, reception area, kitchen, and two bathrooms. Grand windows overlook beautiful Susquehanna River in Downtown Harrisburg. Parking available in a lot on the next block for the first floor tenant. Conveniently located minutes from I-81 and I-83.

**LEASE**



**2400 Park Drive, Harrisburg**

2,043 – 4,421 SF available office space for lease in prestigious East Shore business location, Commerce Park. Easy access to all major highways from I-81, convenient to major retail, shopping and dining.

**NEW  
SALE**



**56 Erford Road, Camp Hill**

2,370 SF single-story, brick office/medical space on a corner parcel. Very clean and well-maintained. Functional floorplan and on-site parking make this property well-designed for a variety of users.



# OFFICE LISTINGS

**LEASE**



**4231 Trindle Road, Camp Hill**

3,600 SF available in this two-story property with tremendous exposure at a signalized intersection. Former bank with an open first floor and offices with windows on the second floor. The layout can be altered to allow for a variety of users.

**LEASE**



**208 N. Third Street, Harrisburg**

335 – 2,000 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**



**24 Northeast Drive, Hershey**

3,000 – 4,403 SF available in this functional, single-story office building in prominent Hershey location. Perimeter window line can be expanded to suite tenant's specs. 35+/- parking spaces in common with all tenants in building, and over 100 parking spaces available.

**SALE**



**4405 N. Front Street, Harrisburg**

3,224 SF available in this well-kept office building along the Susquehanna River with beautiful views. Attractive curb appeal and 20+ parking spaces available. Great access to I-81 and Routes 11/15 and various amenities such as restaurants and hotels are close by.



**SOLD**

**835 Sir Thomas Court, Harrisburg, PA**



**SLE East Realty Partners LP** purchased 835 Sir Thomas Court in Harrisburg. The Bill Gladstone Group of NAI CIR represented the Buyer and Dan Alderman of NAI CIR represented the Seller. Settlement took place in November 2016. The 9,400 SF facility will be an animal emergency & specialty center. Photographed are (left to right sitting) Sharon Pryor, Ivan Pryor, (left to right standing) Mike Cherewka and Charles Wasson.



**NEW**  
**SALE**



**415 Railroad Avenue, Shiremanstown**

Large warehouse available for sale in highly desirable Hampden Township. Over 42,000 SF available between the two office areas and two warehouse areas.

**LEASE**



**151 Allendale Road, Mechanicsburg**

70,710 SF functional warehouse, with 1,000 SF being office, available in convenient West Shore location. Includes six docks: 8' x 8'. Easily accessible from Route 15, Route 581 and I-81.

**SALE**



**1039 S. 13th Street, Harrisburg**

24,000 SF large, functional warehouse available. Property features some office area (with kitchen/break room, conference room and storage), a counter/showroom area and large warehouse spaces. Quick access to major local highways. The 1.82+/- acres sits on a corner and is partially fenced. **Price reduced!**

**LEASE**



**26 Northeast Drive, Hershey**

4,800 SF large, open flex space conveniently located near many Hershey attractions and major thoroughfares. Tall ceilings and open floorplan allow for many types of uses.

**LEASE**



**1779 W. Trindle Road, Bldg. 600, Carlisle**

2,560 – 4,000 SF available in this shop space along busy Trindle Road. Easy access to I-81 and the rapidly growing Carlisle area. Located right in the heart of new retail and industrial parks. Adjacent to the Target anchored Carlisle Crossing Shopping Center.



**Bill Gladstone, CCIM, SIOR**

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Audrey Kimmel (L) is not a licensed REALTOR.

**BILL GLADSTONE GROUP  
OF NAI CIR**

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!

