

SECOND QUARTER 2018  
COMMERCIAL

# real estate

## REVIEW



**NAI CIR**

A PUBLICATION OF THE BILL GLADSTONE GROUP OF NAI CIR

# Accepting Donated Items For Summer Event

*Support Children with Special Needs in Central PA*



For the seventh consecutive year, **the Bill Gladstone Group of NAI CIR** is hosting a special event to support **TrueNorth Wellness Services**. We have arranged a private, live theatrical performance of Mary Poppins, JR. on July 31, 2018 at The Grace Milliman Pollock Performing Arts Center in Camp Hill, Pennsylvania for children with special needs and their families. Our goal is to provide a free and fun family activity in a supportive and understanding environment. **Thank you for your support!**

- **We are looking for kid-friendly** promotional/give-away items to be donated to children attending our "Mary Poppins, JR." event this summer.
- **Kid-friendly item examples:** toothbrushes, notepads, crayons, markers, small toys, stress balls, water bottles, bags, cups, coupons, activity books, gift cards and more! **Accepting items until July 24, 2018.**
- **Receive recognition** in print and online marketing mediums as well as event handouts.

**Contact: Leah Wentz at (717) 710-3528 or [lwentz@naicir.com](mailto:lwentz@naicir.com)**



#### **Monetary donations also accepted:**

TrueNorth Wellness Services  
5351C Jaycee Avenue, Suite 1  
Harrisburg, PA 17112  
ATTN: Elspeth Williams

Checks should be made payable to:  
'TrueNorth Wellness Services'







BY JIM GILLESPIE

## Is Business Coaching Right for You?

Business coaching has become very popular within recent years. The idea of working with someone who can help you produce better results within your business has really caught on with business owners across America. But what really is business coaching and could it really be a good fit for you?

Business coaching, generally speaking, is when you work with someone one-on-one to help you take your business results and income to the next level. People who hire business coaches are people who are already successful, but know they're capable of even greater success. With this in mind, here are three reasons why you might consider hiring a business coach:

- 1) You are looking for new ideas to take your business to the next level.
- 2) There are ideas, systems, and approaches you've considered implementing into your business, but you still haven't taken the next steps.
- 3) You recognize that you need someone to hold you accountable within your business, because you're not accomplishing your desired goals. Once you've decided you want to hire a business coach, how do you find the best one for you? If you know anyone in your line of business who has worked with a business coach, you might ask them about their experience in working with that person, and then contact the coach directly. Or you could do an online search that includes the keywords for your profession, along with the word "coach" in the search and see if you can find some coaching candidates.

It is possible that your ideal coach will be someone who doesn't necessarily specialize within your industry. Such an individual can bring ideas, technology, and approaches to your business that other coaches within your industry might not be aware of, potentially offering your business a competitive advantage.

Before you ever hire your coach, make sure they will inspire you to take the action necessary to move you to even higher levels within your business. You don't want your coach to be someone who doesn't light that blowtorch within you to get you revved up, excited, and motivated to implement new ideas. A good sports coach is someone who will motivate their team and inspire them to move onto higher levels of excellence, and this is exactly what you want your business coach to do for you.

So in putting all of this together, where are you at right now in your business? Could you use some new ideas and some inspiration, motivation, and accountability to make big things happen for you? If so, then hiring a business coach could be exactly what you need to take your business to the next level.

**Jim Gillespie is America's Premier Commercial Real Estate Coach<sup>SM</sup>. He's been in the coaching business for 20 years and recently released the Amazon #1 bestselling book, "Commercial Real Estate Power Brokers: Interviews with the Best in the Business," which includes an interview with Bill Gladstone. You can learn more about Jim by visiting his website at [CommercialRealEstateCoach.com](http://CommercialRealEstateCoach.com).**

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### Commercial Real Estate Review

is produced four times per year by the Bill Gladstone Group of NAI CIR to serve the region's business, commercial and industrial real estate decision makers.

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Cover Photo: Joe Cicak  
Publication Design: Gmuender Designs  
Print and Mailing: Hotfrog Print Media

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ACQUISITIONS BUILDING CONSTRUCTION RENOVATIONS EXISTING EQUIPMENT FINANCING REAL ESTATE DEBT ENGINEERING ARCHITECTURAL FEES PERMITS ENVIRONMENTAL STUDIES APPRAISALS INTEREST



FINANCIAL





# NEW SBA 504 LOAN TERM MAKES PURCHASING COMMERCIAL REAL ESTATE MORE AFFORDABLE

On April 4, 2018, the U.S. Small Business Administration (SBA) announced a new longer-term SBA 504 loan to further assist small businesses with financing owner-occupied commercial real estate. Historically, small businesses had the option of a 10-year or 20-year fixed rate SBA 504 loan. The 10-year loan is typically used to finance equipment purchases and the 20-year loan is used for real estate. Now the SBA has a third option – a 25-year fixed rate loan.

## WHAT IS AN SBA 504 LOAN?

The SBA 504 loan is a government-backed loan that can be used for fixed asset acquisitions (long-term machinery or equipment, or commercial, office, industrial, agricultural, or warehouse properties), building construction and renovations, and in some cases the refinancing of existing equipment and/or real estate debt. Other costs such as engineering and architectural fees, permits, environmental studies, appraisals, and interest during construction can also be included. Real estate must be owner-occupied, meaning that the small business borrower must occupy at least 51% of the space (60% initially for new construction, with no more than 20% leased out on a permanent basis).



## HOW DOES AN SBA 504 LOAN WORK?

SBA 504 loans work in partnership with a commercial loan from a financial institution. Typically, the financial institution provides 50% of the financing, the SBA 504 loan provides between 30-40% of the financing depending on the history of the business and the type of property being occupied, and the small business provides the remainder.

Small businesses work with a Certified Development Company to underwrite and submit an application to the SBA for approval. Once approved, the financial institution closes on their permanent loan as well as a temporary or bridge loan to cover the SBA 504 loan until the acquisition or construction is complete. In some cases, third-party financing could be involved to cover the bridge loan, especially for construction projects. Then, when the SBA 504 loan funds, the proceeds pay off that temporary or bridge loan. The small business will then have two monthly payments - one to the financial institution and one to the SBA.



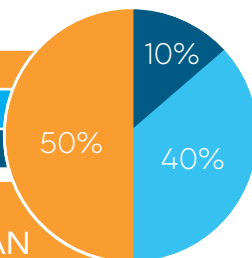


## WHO CAN QUALIFY FOR A 504 LOAN?

To qualify for an SBA 504 loan, a small business must be organized as for-profit. The SBA defines a small business for the 504 program as having a net worth less than \$15 million and an average net income of less than \$5 million over the past two years. For existing businesses (minimum two years of operations), the 504 loan can finance up to 40% of the project cost. For start-up businesses (those operating less than two years or in some cases with a change in ownership), the SBA 504 loan can finance up to 35%. If the real estate being acquired or constructed is special-purpose in nature, the SBA 504 loan is further reduced by 5%. In the case of a start-up or special-purpose property, the financial institution must provide at least 50% of the financing. For existing businesses, the financial institution's loan must be equal to or greater than the 504 loan.

### Typical SBA 504 Project Loan Structure: (\$1,000,000 project example)

Bank Loan	50%	\$500,000
SBA 504 Loan	40%	\$400,000
Owner's Equity	10%	\$100,000



## BENEFIT OF A 25-YEAR 504 LOAN

Assume you are an existing business and qualify for 40% SBA 504 financing. For a \$1 million building acquisition at the current fixed rate, a 25-year SBA 504 loan will save about \$220/month in debt service compared to a 20-year SBA 504 loan. For a \$3 million acquisition, the savings becomes around \$650 each month. Also, the requirements for the minimum term of the partnering financial institution loan and the prepayment penalty on the SBA 504 loan are the same for a 25-year loan as they are for a 20-year loan. The minimum term of the financial institution loan is 10 years and the prepayment penalty on the SBA 504 loan ends after the tenth year.

## WHAT ARE THE BENEFITS OF AN SBA 504 LOAN?

### There are several benefits to small businesses using an SBA 504 loan:

- SBA 504 loans have a fixed rate for the life of the loan. As interest rates rise, the risk small businesses have in financing real estate on a variable or short-term fixed rate is that the monthly payment may increase as the loan matures. With the SBA 504 loan, the monthly payment on that portion of the financing will never increase as rates rise. So an SBA 504 loan matched with a conventional commercial loan can partially hedge against rising interest rates.
- Use of the SBA 504 loan allows the borrower to put less money down than if they were financing their real estate through a normal commercial loan. Most lenders will require a minimum of 20% (sometimes more depending on the type of real estate). For existing businesses, the use of the SBA 504 loan can lower the down payment to as little as 10%.
- SBA 504 loans are fully amortizing. This means the small business owner will not face a balloon payment at some point during the loan.
- The SBA 504 loan has a competitive rate compared to conventional financing, especially considering that most financial institutions typically do not fix their rate for more than five or seven years. The SBA 504 loan is loosely tied to U.S. Treasury rates (5-year Treasury for 10-year SBA 504 loans and 7-year Treasury for 20 or 25-year SBA 504 loans). The current 20-year effective rate is 5.03%. The first 25-year loans will fund in July 2018 and are expected to run about 35-40 bps higher than 20-year rates. For the current month, that would equate to a 25-year fixed rate between 5.38% and 5.43%.





## REFINANCING ABILITY OF THE 504 LOAN

Small businesses that wish to refinance their real estate and/or equipment debt might be able to use a SBA 504 loan. While there are some restrictions on what debt would qualify, an SBA 504 loan could be used either if the sole purpose of the loan is to refinance debt or if the refinancing is part of an expansion (i.e., additional money needed for new equipment or real estate). Generally speaking, if a loan is secured by fixed assets (equipment and/or real estate), the assets have equity based on a current appraisal, the loan has been on the books for at least two years, and payments have been current for the last 12 months, it might qualify for 504 financing.

## WHAT IS THE DIFFERENCE BETWEEN SBA 7(a) LOANS AND 504 LOANS?

While there are some overlaps in what each SBA program can finance, SBA 7(a) loans (which are loans made by financial institutions guaranteed by the SBA in case of a loss) are best suited for working capital, inventory, furniture and fixtures, leasehold improvements, and business acquisitions. SBA 504 loans were designed to finance long-term fixed assets such as equipment and real estate. Another factor is that for larger deals, the fees for SBA 7(a) loans increase as a percentage of the loan, while the fees for the SBA 504 loan are the same regardless of the loan amount.





## SUCCESSES WITH THE SBA 504 LOAN

A manufacturing company was looking to expand by acquiring the assets of another business. The acquisition consisted of real estate and equipment. The company actually received two separate SBA 504 loans – one toward the real estate (20-year loan) and the other for the equipment (10-year loan). The two SBA 504 loans were key in completing the overall financing package for the deal.

A service and retail company needed additional space to consolidate into one central location. By using the SBA 504 loan, the company saved on its down payment, which left more money available for their growing business.

A seasoned hotel owner and operator wished to purchase and renovate an existing hotel. Through the use of the SBA 504 loan, he was able to secure financing for the project and save 5-10% on his down payment compared to the amount that would have been required had he financed it solely with a conventional commercial loan.


## NEW 25-YEAR 504 LOAN PROVIDES GREATER FINANCING OPTIONS

Now that small businesses have the added option of a 25-year SBA 504 loan, various financing structures can be tailored to meet their needs. If they are interested in the lowest monthly payment, then a 25-year 504 loan would be a good option. If they want the benefit of a long-term, fixed rate loan but wish to pay it off sooner, then a 20-year 504 loan might be what they need. If they have a need for both real estate and equipment and wish to match the repayment with the useful life of the asset, then possibly a combination of a 10-year 504 loan for equipment and a 20-year 504 loan for the real estate would be a good option. Either way, the SBA's introduction of a 25-year SBA 504 loan is another reason why small businesses should look at the SBA 504 loan program for their real estate or equipment financing needs. ☺



John Reichard is Senior Relationship Manager II at SEDA-COG Local Development Corporation, a Certified Development Company in Central Pennsylvania offering SBA 504 loans to small businesses throughout the State. He received his bachelor's degree from Dickinson College and his master's degree from Bucknell University. John has 23 years of SBA 504 lending experience. For more information on the SBA 504 loan program, visit [www.sedacogldc.org](http://www.sedacogldc.org). You can reach John at (570) 524-4491 or [jreichard@sedacog.org](mailto:jreichard@sedacog.org).





# ADVENTURES IN SUBDIVISION & LAND DEVELOPMENT



DEVELOPMENT





# ADVENTURES IN *Subdivision & Land Development*

Take a break from your busy day. Look out the window. The landscape you are viewing — a farm field, office building, or residential development — required some level of planning. Ownership needed to be determined. Property lines required delineation. Buildings were designed and positioned. Streets required routing and construction. How does this all happen?

The Pennsylvania Municipalities Planning Code (MPC), Pennsylvania's legislation that authorizes municipal land use planning, requires preparation of a plan for all subdivision and land development (S/LD) activities. What exactly is a subdivision or a land development? Simply put, a subdivision is the creation or modification of property lines while a land development includes the physical construction of buildings on a given lot.

Municipalities (and some counties) adopt subdivision and land development ordinances (SALDO) that define the contents of a S/LD plan. Site characteristics such as property lines, building locations, utilities, water supply, sewage facilities, natural features, and transportation access are often shown on the plans.

Every piece of property that is subdivided or developed, aside from a single-family home on an existing lot, must be accompanied by a S/LD plan that is submitted to the municipality and county planning commission for review and approval before the project can be constructed. Final approved plans are recorded in the County Recorder of Deeds Office where they serve as the official, permanent land record for the subject parcel. Sounds pretty straightforward, right?

Simple mention of the subdivision and land development plan review process often brings head shaking, sighs, and other outward expressions of frustration. Dramatic stories of multiyear approval processes for a two-lot subdivision or the abysmal quality of a land development plan quickly follow. While the cause of frustration is often debated, municipalities and developers alike can agree that the S/LD plan approval process can be challenging.





S/LD plans represent the intersection of public and private sector interests. Municipalities use the S/LD plan review process to safeguard residents' health, safety, and welfare as development proposals are carefully vetted for compliance with plans and ordinances.

S/LD plans represent the intersection of public and private sector interests. Municipalities use the S/LD plan review process to safeguard residents' health, safety, and welfare as development proposals are carefully vetted for compliance with plans and ordinances. Private sector applicants must follow the S/LD process to secure approvals to construct their projects. As such, the applicant seeks a prompt approval within a predictable timeframe that facilitates business decision-making. The S/LD plan review process attempts to balance those two seemingly competing interests.

The MPC requires municipalities to forward all S/LD plans to the county planning agency for "review and report." In my tenure as Director of Planning for Cumberland County, my staff and I have reviewed thousands of S/LD plans for all 33 county municipalities. Each municipality has its own SALDO, planning commission, elected officials, and procedures for conducting business. Likewise, each municipality has differing numbers and types of S/LD activity in a given year, thus creating a variety of applicants who are submitting S/LD plans for review.

Through active participation in this diverse flurry of countywide S/LD activity, the Cumberland County Planning Commission has a front row seat to the negotiations between public and private sector interests. We concur that the S/LD plan approval process is confusing, frustrating, and can be improved. either side, public nor private, bears more or less responsibility in the challenges associated with the process. However, as an objective, third-party observer, we do offer the following suggestions for improvement.





### RTO! (*Read the Ordinance*)

S/LD plans are often submitted with varying degrees of completeness. A plan's completeness and resulting timely approval is based upon its compliance with the regulations established in the SALDO. Meet the standards and the plan is approved. After reviewing plans that neglect to include the basic requirements such as lot dimensions, property corners, ownership information, and stormwater plans, we often ask, "Has this applicant even looked at the ordinance?" Plans with blatant errors and omissions are bound for tabling, revision, and rework, thereby costing precious time and money. Plans approved and recorded with such deficiencies create further problems when those land records are reviewed and evaluated in the future.

### RTO! (*Review the Ordinance*)

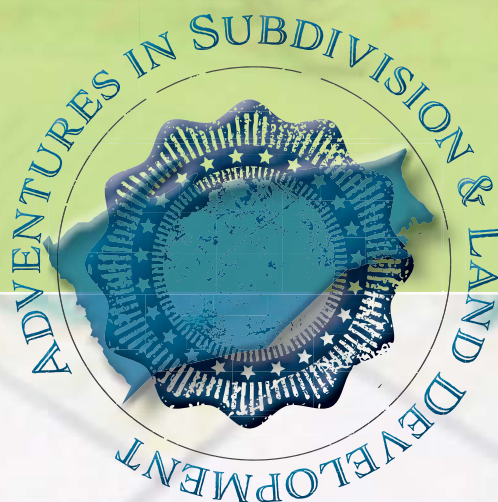
Ordinances old and new alike often contain provisions that can place undue burden on applicants with little value added. "Picky" provisions that request needless information on plans should be revised or deleted. Administrative requirements, while seemingly innocuous, should be evaluated for their impact on the S/LD review process. Are 14 plan sets really needed for review? How soon before the planning commission meeting are they needed? Municipalities should regularly perform technical reviews of their SALDO to make sure provisions are reasonable, meaningful, and likely to be enforced. Private sector applicants are excellent resources in helping to identify potential process improvements.

### RTO! (*Revise the Ordinance*)

Municipalities often have S/LD ordinances that are out of date. SALDOs from the 1970s prescribe outdated standards that are inconsistent with modern development practices. If your S/LD ordinance is over 20 years old, it might be time for an overhaul. If your SALDO was prepared with an old style typewriter on yellowing paper, perhaps now is a good time to move into the digital era.

### *Proactive project coordination*

S/LD plans consume time and money. Many applicants prepare a fully engineered plan before having any discussion with the municipality. As issues arise, costly and potentially delaying revisions are required to adequately address municipal concerns. Developers should actively seek pre-application meetings with municipalities to discuss lightly engineered conceptual plans for projects. Input gathered during such meetings allows for alterations without major reengineering work. Subsequent formal S/LD plan submissions are much more likely to smoothly navigate the review process and receive timely approvals.







## Provide Training

Municipal planning commissions are the first touch point for an applicant in the S/LD process. Planning commission members are expected to be knowledgeable of local plans and ordinances and how they apply to the S/LD plan review process. Regrettably, many planning commission members are appointed with no guidance or formal training.

In 2011 the Cumberland County Planning Commission launched the award-winning "Planning Commission University" (PCU), an intensive training course aimed at enhancing the planning skills of citizen planners and elected officials. Since its inception, we have trained hundreds of citizen planners and elected officials on the roles and responsibilities of a planning commission member. At the start of each class, students are asked how much training they have received. Normally over half the class has no training and many have not been given the municipal zoning ordinance or SALDO. Municipalities should invest in their volunteer citizen planners and provide them the basic training they need for the execution of their duties which has a direct impact on the quality and timeliness of S/LD plan reviews.

## Engage

S/LD activity has a lasting impact on a community, thus developers, residents, and elected officials all have a vested interest in the planning process. The S/LD plan review process should be viewed as a proactive opportunity to cooperatively develop a project with a positive triple bottom line that is good for the economy, good for the environment, and good for the community.

Developers should actively engage the communities where they are working. Mailings, emails, and in-person focus groups with residents impacted by your S/LD plan may not be pleasant and may seem outside of the scope of your S/LD

plan. However, such interaction provides input on what is important in the community and gives clear guidance on how to improve the design of a project. The transparency and trust developed during such outreach goes a long way in securing timely approvals for projects that meet public expectations.

Likewise, municipal officials and residents should be "open for business" and welcome new opportunities for growth that is consistent with community plans and aspirations. Successful communities require homes for all income levels and businesses that provide employment and necessary services. Developers should be respectfully treated as members of the community and investors in its future, not as out-of-towners looking to make a quick buck.

Debate will continue to rage on how to improve the 50-year old S/LD process in Pennsylvania and its nearly 2,600 units of local government. The public sector may blame the private sector and vice versa for the challenges experienced on the "long road to yes." Residents may blame both parties. Public and private sector interests, while disagreeing on the semantics of a project, all share the common goal of improving the communities in which they live and work. Keeping a keen focus on that shared goal will help both parties make the best of the S/LD plan review process. ☺



Kirk Stoner, AICP is the Director of Planning for Cumberland County where he manages land use, transportation, and environmental planning initiatives in cooperation with the county's 33 municipal governments. He is a current member of the Pennsylvania State Planning

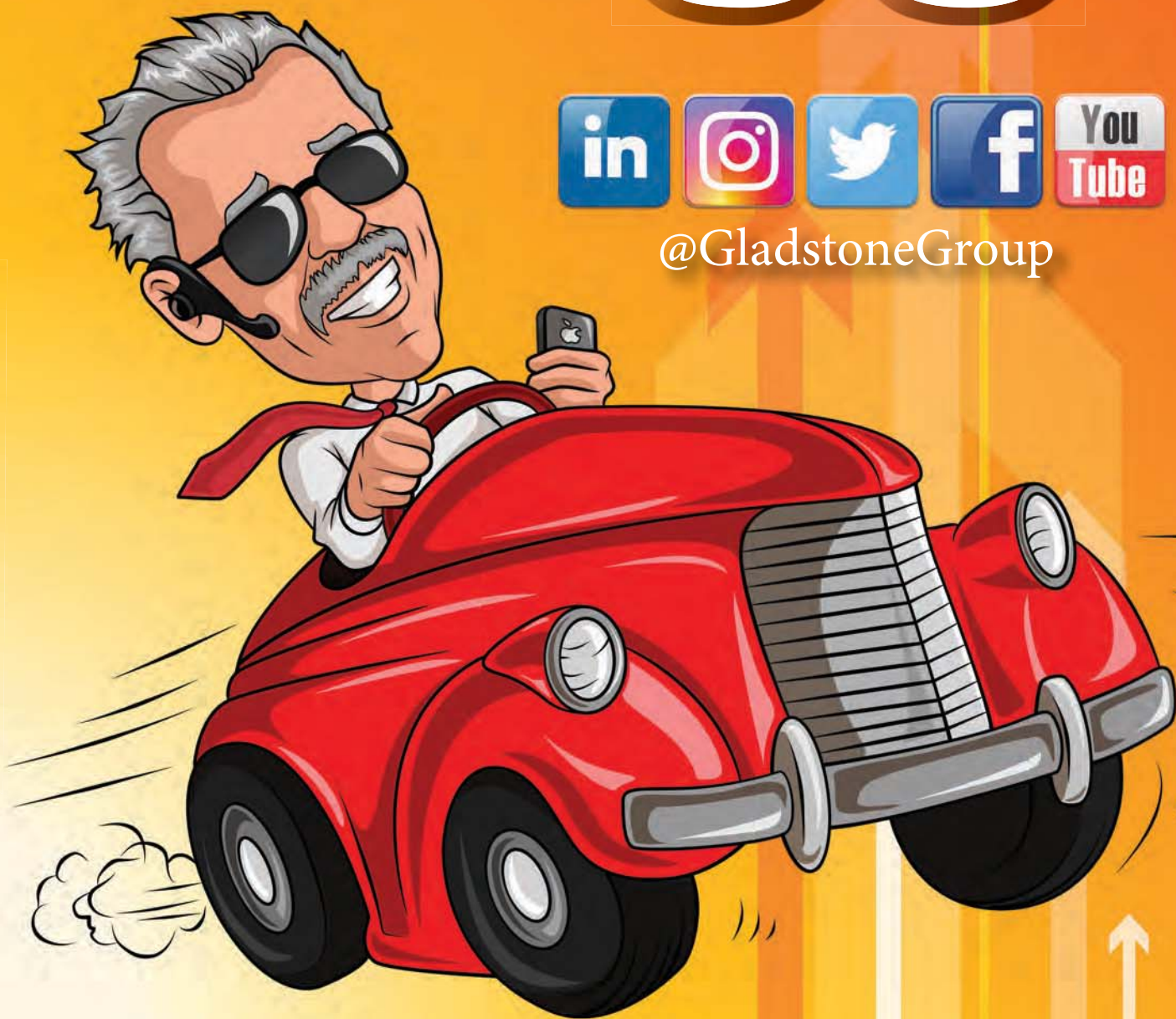
Board where he advises the Governor's Office on planning, development, and land use issues. He has served as President of the Planning Directors Association of Pennsylvania and Chairman of the South Middleton Township Zoning Hearing Board. As a member of the American Institute of Certified Planners, he received both a BS and MS from Shippensburg University in Geoenvironmental Studies with a land use specialization. Kirk resides in Boiling Springs, PA, and is an avid husband, father, golfer, and outdoorsman. You can reach Kirk at (717) 240-5381 or [kstoner@ccpa.net](mailto:kstoner@ccpa.net).



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# ROUTINE & RESTORATIVE CLEANING

THERE IS A DIFFERENCE.



Investing in regular, preventative, or restorative cleaning can be a low priority for building owners and facility managers. With competing demands for limited dollars, cleaning beyond the basics of emptying the trash, vacuuming, and disinfecting the restrooms can easily fall by the wayside.

The fact is this: You can save money, sometimes substantial money, by investing in a good building cleaning program. By properly cleaning your building, you can do more than simply avoid unnecessary maintenance costs — you can actually extend the useful life of your building. On the other hand, improper cleaning can lead to expensive maintenance costs and irreversible damage.





**Let's take a look at** two key components of your building that, while seen every day multiple times a day, may have escaped your attention: the exterior and the flooring. There are several reasons why cleaning the exterior of your building makes good business sense.



**Preserve the exterior.** Cleaning the building surface does more than simply remove dirt and external contaminants. While dirt and pollutants pose more of an aesthetic concern than anything else, the threat posed by water-storing fungi has serious performance implications for the building. When mold spores attach to the building surface — whether the exterior is masonry, limestone, or precast concrete — they start a cycle of life that mars the appearance of the building with water stains. The fungi retain the moisture on the building exterior and manifest themselves in the form of green, black, and grey stains on your building. The destructive properties of water are heightened in that process. The mold that develops on the exterior can lead to deeper problems within the building. It can contribute to so-called “sick building” syndrome, which can threaten more than just the health of the building; it can threaten the health of the tenants, employees, and visitors.

**Extend the life of caulks and sealants.** Simply, properly cleaning your building exterior regularly is far less costly than a major refurbishment of caulking, sealant, and flashing. The safe cleaning of a building protects and enhances the existing caulk and sealant by gently lifting mold, mildew, and dirt off the surface. The best way is to use a light-duty power washing system to gently remove all dirt, mold, other grime, and fungi.

**Return the original beauty of the building.** In many cases, building owners or property managers have simply forgotten the appearance of the original surface. The most obvious reason to remove the matter is to restore the building to its original state. In addition to mold, mildew, and dirt, carbons created by vehicle and industrial emissions often damage buildings located within city limits.

**Portray a professional operation.** A clean building is a good investment and a magnet for prospective tenants. A dirty, dreary building is tough, if not impossible, to sell to a prospective tenant and makes it difficult to justify a rent increase to existing tenants. A clean building will help improve tenant and employee morale and be more attractive to customers. The first impression is a lasting impression.

BY JAMES J. GREEN, JR.



# NOW ONTO CARPETING



Carpet cleaning greatly enhances office health, employee morale, and your office's image to visitors and customers.





Most interior flooring of professional office buildings consists of carpeting. Carpet cleaning greatly enhances office health, employee morale, and your office's image to visitors and customers. But how do you know if your carpet is in need of cleaning or if restoration is necessary? Most people are not even aware that there is a difference, but there is. Understanding those differences will determine the long-term quality of your carpet.

**Regular cleaning** is usually necessary for carpets that have heavy foot traffic on a consistent basis. The carpets experience heavy soiling and require spot and stain removal. This is usually rectified with one or two cleanings. It is widely known that it costs about \$600 to remove a pound of dirt from carpet.



**Restorative cleaning** is typically required when the carpet has been significantly worn down because of foot traffic and a lack of a good cleaning program. More often than not, the carpet fibers are so heavily damaged that the life expectancy of the carpet is greatly reduced.

**Many building managers** shy away from restorative carpet cleaning because of the time it takes for the carpets to dry. This is why you want to use a contractor who employs a low-moisture system to remove surface soils. These technologies consume, on average, 10 times less water compared to conventional cleaning methods. For most applications, only water is used, thus greatly reducing the environmental impact of chemicals while improving indoor air quality. It also reduces re-soiling. With low-moisture systems, carpets are dry and ready for traffic within an hour.



**During the next** budget review, take a hard look at your current exterior and interior building cleaning regimens. Assess what's working and what could be improved. Listen to tenant feedback regarding their concerns. Then formulate a plan and schedule and make the necessary investment for both regular and restorative building cleaning. The resulting dividends? Improved building appearance, reduced maintenance costs, and enhanced tenant morale and retention. 😊



James J. Green, Jr. is the Co-Owner/VP of Allied Maintenance Systems (AMS), a family-owned company that has been doing business in Central Pennsylvania for over 30 years. James was born and raised in Camp Hill, PA, and has been involved with AMS since 1990. He participates in all aspects of the company, but primarily focuses on business development. AMS provides commercial cleaning services, specialty floor work, gym floor restorations, and high-pressure cleaning services.

You can reach James at (717) 774-5481 or [jimgreenjr@alliedgroupa.com](mailto:jimgreenjr@alliedgroupa.com). For more information visit [www.alliedmaintenancesystems.com](http://www.alliedmaintenancesystems.com).





# Regional Data

## Commercial/Retail

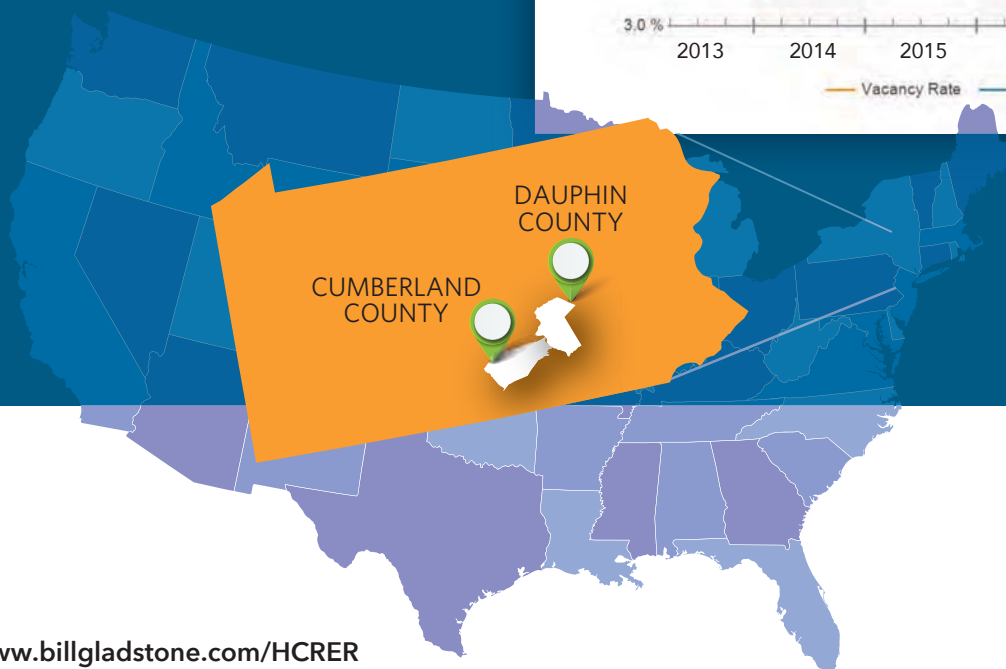
REGIONAL DATA

AVAILABILITY	SURVEY	5-YEAR AVG
NNN Rent Per SF	\$15.06	\$12.28
Vacancy Rate	4.2%	5.1%
Vacant SF	1,328,289	1,593,989
Availability Rate	7.4%	8.5%
Available SF	2,341,715	2,652,822
Sublet SF	15,331	32,394
Months on Market	14.7	21.8
DEMAND	SURVEY	5-YEAR AVG
12 Mo. Absorption SF	39,883	166,779
12 Mo. Leasing SF	531,105	474,314
INVENTORY	SURVEY	5-YEAR AVG
Existing Buildings	2,109	2,089
Existing SF	31,663,051	31,316,747
12 Mo. Const. Starts	43,990	94,136
Under Construction	36,790	63,550
12 Mo. Deliveries	66,585	96,555
SALES	PAST YEAR	5-YEAR AVG
Sale Price Per SF	\$126	\$105
Asking Price Per SF	\$274	\$168
Sales Volume (Mil.)	\$149	\$141
Cap Rate	8.5%	8.1%

Absorption, Deliveries, Vacancy



Vacancy & Rental Rates

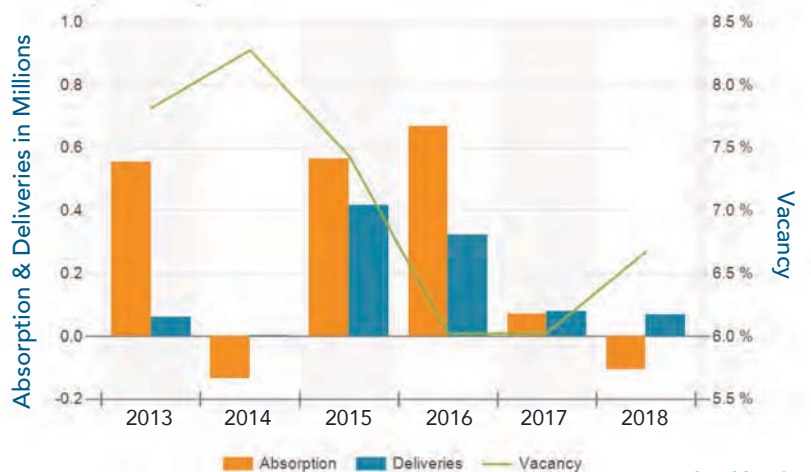




In an effort to bring our readers pertinent information regarding commercial real estate in the Greater Harrisburg Area, we are including the following graphs as part of the *Commercial Real Estate Review*. This edition focuses on the Commercial/Retail and Office markets in Dauphin and Cumberland County.

## Office

Absorption, Deliveries, Vacancy



CLASS A & B

Vacancy & Rental Rates



CLASS A & B

AVAILABILITY	SURVEY	5-YEAR AVG
Gross Rent Per SF	\$18.48	\$18.00
Vacancy Rate	6.7%	7.2%
Vacant SF	1,753,829	1,843,482
Availability Rate	10.2%	11.7%
Available SF	2,681,052	3,042,637
Sublet SF	142,924	163,793
Months on Market	14.9	23.7
DEMAND	SURVEY	5-YEAR AVG
12 Mo. Absorption SF	-98,036	325,919
12 Mo. Leasing SF	961,147	792,416
INVENTORY	SURVEY	5-YEAR AVG
Existing Buildings	774	762
Existing SF	26,264,563	25,694,463
12 Mo. Const. Starts	30,000	188,382
Under Construction	0	213,901
12 Mo. Deliveries	91,000	185,352
SALES	PAST YEAR	5-YEAR AVG
Sale Price Per SF	\$90	\$109
Asking Price Per SF	\$97	\$101
Sales Volume (Mil.)	\$51	\$101
Cap Rate	7.3%	7.9%





# ARE YOU SABOTAGING YOUR SHOULDERS?

BY BOB GORINSKI, DPT

WE RARELY THINK ABOUT OUR SHOULDERS UNTIL SOMETHING GOES WRONG. WE ASK A LOT OF OUR SHOULDERS, SO IT SHOULD BE NO SURPRISE THEY ARE FREQUENTLY PROBLEMATIC. OUR SHOULDERS MOVE FREQUENTLY, IN ALL DIRECTIONS, AND THROUGH AN EXTREMELY LARGE RANGE OF MOTION.

How can we care for and nurture our shoulders? We must be aware of **four ways** that we often sabotage our shoulders.

## 1. **Reaching and lifting with poor form:**

Shoulders function best when the top portion of the humerus (the upper arm bone) has margin to spin and glide in the socket formed by the shoulder blade (scapula) and collar bone (clavicle). If you lift and carry objects with the palm of the hand facing downward and your elbow out to the side, the humerus is less stable in the shoulder socket, and the rotator cuff muscles and bursa can easily get pinched between the moving bones.

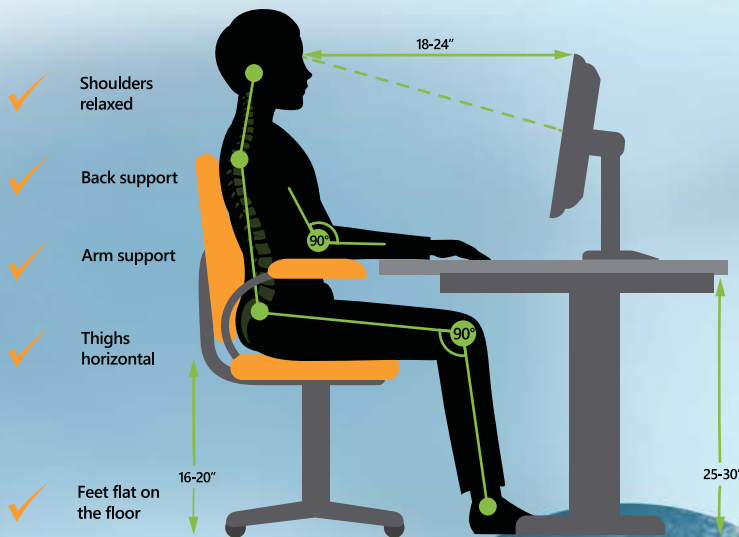
Whenever possible, reach overhead and lift with the palm of the hand facing up and your elbow more toward the center of your body rather than out to the side.



## 2. Slumping when we sit:

The foundation of many shoulder issues is poor sitting posture. Much of adult life is sit-sit-sit-sit. And after that, we sit. Sitting itself is not stressful on the shoulder joint, but problems can easily occur when stiffness and poor alignment has developed over months and years.

The first key to good shoulder health is being aware of the poor posture that many of us apply to our bodies. Sit up tall. Stand up and move. Pull your head and shoulder blades back.



## 3. Weekend projects:

High-performing athletes diligently train their bodies and closely monitor use of their shoulders. In contrast, the average adult frequently dives into weekend painting, trimming, and cleaning projects with little physical preparation to protect their shoulders. Even with perfect posture and lifting technique, chances are slim that the shoulder muscles, ligaments, and tendons will hold up.

Be aware of the demands that weekend projects will place on the shoulders. Take time to prepare by stretching and strengthening the muscles of the shoulders and upper back.



## 4. Exercising our shoulders:

Exercise programs are one of the biggest risk factors for shoulder injuries. Many people with the best of intentions take on too much too soon, perform exercises that are simply not a good idea, or fail to address postural and alignment issues prior to performing typical upper body strengthening and stretching.

To minimize shoulder injury during exercise:

■ **Stay off machines.** Most resistance exercise machines do not require you to activate the core muscles that support good posture and movement of the shoulder blades. If a machine, rack, or person has to hold the weight for you, it may be more than the shoulder is prepared to handle. In contrast, sitting or standing dumbbell presses are self-limiting. These exercises demand support from the stabilizing muscles in the torso and you will not attempt to shoulder more than you can handle.

■ **Stretch what is tight** but avoid indiscriminately stretching what's already loose. Instead of aggressively stretching the shoulder joints, stretch the upper back and pectoral muscles.

■ **Strengthen what is loose** but not what is already tight. Most of us need more upper back strengthening work and less work on the chest and biceps as these muscle groups pull the shoulder blades forward.

Shoulder pain is the third most common musculoskeletal problem treated by physical therapists and our risk increases as we age. Protect your shoulders by practicing good posture, not pushing your body to do more than it safely can, and selecting exercises to strengthen and stretch your upper back and pectoral muscles. 😊



Bob Gorinski, DPT, is a physical therapist and owner of Full Reps Physical Therapy in Camp Hill, PA. He specializes in orthopedic rehabilitation and has provided detailed personal training to athletes, young and old, to

maximize their physical performance and prolong their years of high level function. He loves helping others feel, look, and perform their best! You can reach him at [bobg@fullrepstraining.com](mailto:bobg@fullrepstraining.com) or on the web at [www.fullrepstraining.com](http://www.fullrepstraining.com).





# CURRENT LISTINGS

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

INVESTMENT	CITY	PAGE	OFFICE	CITY	PAGE
Confidential	Camp Hill	25	1801 Oberlin Road	Middletown	32
1779 W. Trindle Road	Carlisle	25	208 N. Third Street, Suite 400	Harrisburg	32
Confidential	Harrisburg	25	156 Cumberland Parkway	Mechanicsburg	32
5620-5630 Derry Street,			<b>NEW</b> 5441 Jonestown Road	Harrisburg	32
5650-5670 Lancaster Street	Harrisburg	25	2151 Linglestown Road	Harrisburg	32
LAND	CITY	PAGE	5275 E. Trindle Road	Mechanicsburg	32
Allentown Blvd. and N. Hershey Road	Harrisburg	26	30 North Third Street	Harrisburg	33
Eisenhower Boulevard	Harrisburg	26	1001 S. Market Street	Mechanicsburg	33
8001 Grayson Road	Harrisburg	26	800 W. Hersheypark Drive	Hershey	33
W. Trindle Road	Mechanicsburg	26	130 State Street	Harrisburg	33
Gettysburg Pike			1707 S. Cameron Street	Harrisburg	33
& Spring Lane Road	Dillsburg	26	1779 W. Trindle Road, Building 200	Carlisle	33
Route 441 and Orchard Drive	Harrisburg	26	208 N. Third Street	Harrisburg	34
7700 Derry Street, Lot #4	Harrisburg	27	4386 Sturbridge Drive	Harrisburg	34
E. Cumberland Street (Route 422)	Lebanon	27	535 E. Chocolate Avenue	Hershey	34
Bent Creek Blvd, Lot 2	Mechanicsburg	27	3507 Market Street	Camp Hill	34
Lancer Street	Harrisburg	27	800 N. 3rd Street	Harrisburg	34
730 Limekiln Road	New Cumberland	27	415 Market Street	Harrisburg	34
Eisenhower Boulevard	Harrisburg	27	5006 E. Trindle Road	Mechanicsburg	35
370 W. Main Street	Leola	28	3029 N. Front Street	Harrisburg	35
3050 Heidlersburg Road	York Springs	28	400 Bent Creek Boulevard, Suite 150	Mechanicsburg	35
Waterford Square, Carlisle Pike	Mechanicsburg	28	5010 E. Trindle Road	Mechanicsburg	35
2600 Delta Road	Brogue	28	<b>NEW</b> 301 Chestnut Street	Harrisburg	35
Route 75 & William Penn Highway	Mifflintown	28	<b>NEW</b> 4825 Trindle Road	Mechanicsburg	35
I-81 and W. Trindle Road	Carlisle	28	24 Northeast Drive	Hershey	36
700 S. Baltimore Street	Dillsburg	29	3425 Simpson Ferry Road	Camp Hill	36
Allentown Boulevard	Harrisburg	29	<b>NEW</b> 1100 N. Mountain Road	Harrisburg	36
St. Johns Road	Camp Hill	29	4405 N. Front Street	Harrisburg	36
503 Jonestown Road	Jonestown	29	1 Rutherford Road	Harrisburg	36
300 S. Sporting Hill Road	Mechanicsburg	29	<b>NEW</b> 346 York Road	Carlisle	36
7700 Derry Street, Lot #8	Harrisburg	29	INDUSTRIAL	CITY	PAGE
COMMERCIAL	CITY	PAGE	142 Reno Avenue	New Cumberland	37
2801 N. Third Street	Harrisburg	30	507 N. York Street, Suite 7	Mechanicsburg	37
6490 Carlisle Pike	Mechanicsburg	30	20 Woodcraft Drive	Mount Holly Springs	37
1421 N. Third Street	Harrisburg	30	151 Allendale Road	Mechanicsburg	37
110 Altoona Avenue	Enola	30	26 Northeast Drive	Hershey	37
415 Market Street	Harrisburg	30			
5 N. Market Street	Duncannon	30			
7040 Jonestown Road	Harrisburg	31			
3424 North 6th Street	Harrisburg	31			
5129 E. Trindle Road	Mechanicsburg	31			
2 N. Main Street	Biglerville	31			


**SALE**

# Confidential

No Photos Available

**Confidential – Camp Hill**

Good opportunity available for an Investor/User with this 40,000+ SF building. Excellent visibility along a major corridor. 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. Signed CA needed for additional information.

**SALE**

**1779 W. Trindle Road, Carlisle**

Six buildings available totaling over 35,000 SF available for an Investor/User. Located 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**

**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), 10% CAP rate. **Price reduced!**





# 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.

**PENDING**

**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**



**Eisenhower Boulevard, Harrisburg**

Over 5 acres of relatively level land with 770' of frontage on Eisenhower Boulevard. Property is located next to Cindy Rowe Auto Glass and close to the PA Turnpike and Route 283. Great for a commercial or retail user.

**SALE**



**Gettysburg Pike &  
Spring Lane Road, Dillsburg**

14.92 and 14.68 Acres available in this developable site adjacent to restaurants, convenience stores, office, and lots of residential units. Property has good highway visibility and access via a traffic controlled intersection.

**LEASE**



**8001 Grayson Road, Harrisburg**

2.25 Acres available in a high-profile and convenient location along Route 322 with access from Grayson Road. There are several opportunities for redevelopment. Building size(s) is (are) flexible.

**SALE**



**Route 441 & Orchard Drive, Harrisburg**

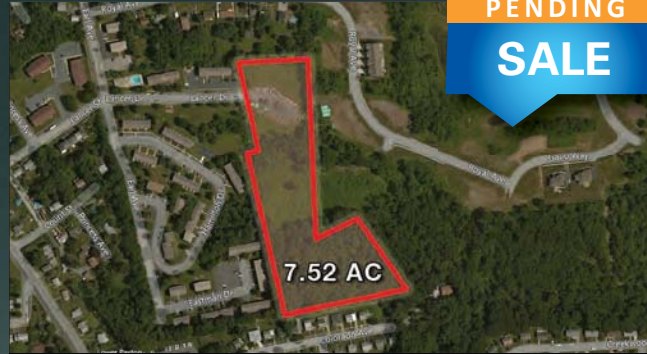
8.34 Acres available with controlled intersection and utilities on-site. Ideal opportunity for a church relocation or home business on this vacant parcel. Close to the Harrisburg Mall, TecPort Business Campus and great access to Route 283, I-83 and the PA Turnpike (I-76).



**SALE**

**7700 Derry Street, Lot #4, Harrisburg**

1 Lot remains - 2.12 acres available for sale. Take advantage of current interest rates and join in on the expansion of this prime location between Hershey and Harrisburg. You can spec design your next space from the ground up. Flexible zoning allows for a variety of commercial, office and light flex uses. Easily accessible to US Route 322 and all of the Central PA highway network.

**PENDING 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. **Price reduced!**

**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.

**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!**





# 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 in Juniata County. The new store (their 63rd location) opened in the summer of 2016 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. **Public water and sewer available.**

**SALE**



**Waterford Square, Carlisle Pike (Route 11), Mechanicsburg**

Located on Mechanicsburg's rapidly expanding Carlisle Pike, Waterford Square is perfectly positioned to cater to the strong business growth in the area. Over 9.5 acres remain in the park. Excellent access to major transportation routes.

**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



503 Jonestown Road, Jonestown

7.91 Acres of commercial land located at a signalized intersection of Route 72 and Jonestown Road. Quick access to Route 22 and 322, and I-78.

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.

SALE



St. Johns Road, Camp Hill

Great opportunity to purchase a site zoned for professional/medical office use and commercial/retail use. There are many professional neighbors surrounding the site, including two business parks. Close location to the Capital City Mall and its surrounding commercial/retail neighbors. Quick connection to US Route 15 and the PA Turnpike (I-76).

LEASE



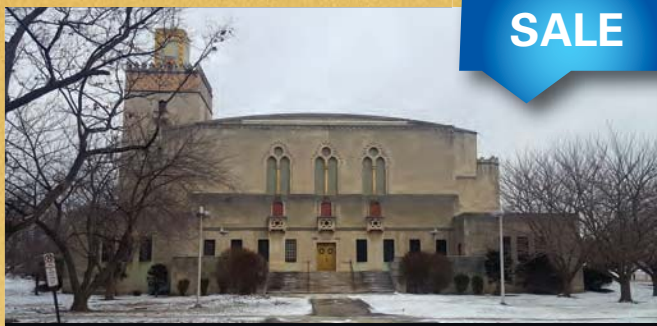
7700 Derry Street, Lot #8, Harrisburg

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.





## COMMERCIAL LISTINGS



**SALE**

2801 N. Third Street, Harrisburg

62,621 SF available for sale in this stunning landmark in the City of Harrisburg. The Zembo Shrine Center was beautifully constructed with the Moorish Revival style architecture and has been well-maintained throughout its years. Over 300 lined parking spaces.



**SALE**

110 Altoona Avenue, Enola

4,594 SF freestanding commercial building with good visibility. Property has been well-maintained over the years and offers an open floorplan which allows for a variety of uses.

**SOLD**



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. **Price reduced!**



**LEASE**

415 Market Street, Harrisburg

5,918 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.

**LEASE**



1421 N. Third Street, Harrisburg

953 SF available in this great leasing opportunity in completely renovated and updated building in the heart of thriving Midtown Harrisburg. Neighbors include HACC Technology & Trade Campus, Susquehanna Art Museum, Midtown Cinema, Broad Street Market, The Midtown Scholar Bookstore (two blocks away), Millworks, Yellow Bird Cafe and much more.



**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. **Price reduced!**



## LEASE



7040 Jonestown Road, Harrisburg

2,676 SF available in this former bank at signalized intersection on the corner of Jonestown Road and Allentown Boulevard. Well-maintained property with a large, open reception area and multiple private offices. It is hereby disclosed that the owner is a PA Licensed Real Estate Agent affiliated with NAI CIR.

## SOLD



2 N. Main Street, Biglerville

4,544 SF former bank on the corner of N. Main Street and W. York Street, in the heart of Biglerville. The 0.53+/- acre property has two entryways and a large parking area (over 20 lined spaces). The first floor is an open layout with a few offices and break area. The second floor features a few large rooms. It could be modified for a variety of uses.

## SALE



3424 North 6th Street, Harrisburg

2,500 SF gorgeous café available located along North 6th Street in Harrisburg. The beautifully decorated restaurant has great seating options, including a courtyard and a full kitchen. Recently updated, the second floor apartment allows for the Owner to stay on-site or for additional income. **Price reduced!**

## LEASE



5129 E. Trindle Road, Mechanicsburg

Brand new retail or office space along Trindle Road. Great visibility and parking. The 4,000 +/- SF is an open shell - ready for your finishing touches. **Price reduced!**



## Seeking New Articles

**The Bill Gladstone Group of NAI CIR** is looking to fill editorial content in our quarterly magazine and monthly newsletter publications.

### What Are We Looking For?

Industry related articles that our readership of nearly 5,000 business decision makers and industry leaders would benefit from reading in print and online through social media. Articles are typically 1,200 – 1,500 words and include an author bio, headshot, and mentioning of your company.

We can suggest a topic that would be a good fit for your expertise. We can even help draft the article for you.

**Contact:** Leah Wentz (717) 761-5070, ext. 116 or [lwentz@naicir.com](mailto:lwentz@naicir.com).

**Connect With @GladstoneGroup**



[www.billgladstone.com](http://www.billgladstone.com)





## OFFICE LISTINGS

### LEASE



1801 Oberlin Road, Middletown

500 - 5,074 SF available in this charming three-story stone structure with professional office tenants. Convenient access to both Harrisburg and Lancaster. Easy access to Harrisburg International Airport.

### NEW SALE



5441 Jonestown Road, Harrisburg

1,172 SF available in this quaint, convenient and affordable professional office. The property was renovated in 2007 and 2008 (furnace, roof, water heater, sump pump and more). It is a strong Colonial Park/Paxtonia location with quick access to Route 22, Route 39 and I-81.

### 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 and 6 months free rent with a 3-5 year deal!**

### SALE/LEASE



2151 Linglestown Road, Harrisburg

2,023 SF first floor condominium in the Saratoga Office Center available for sale or lease. Currently built for a medical user, but would work well for other office users. Located close to Colonial Park, Downtown Harrisburg and all Interstate Highways in the general area.

### LEASE



156 Cumberland Parkway, Suite 200,  
Mechanicsburg

1,843 SF first floor office space available in this Class A, high-profile building. The location offers easy access to Route 15 and the PA Turnpike (I-76), plus great local amenities. It is hereby disclosed that a partner in the ownership of this property is a licensed real estate salesperson in the Commonwealth of Pennsylvania.

### 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

1,443 – 20,112 SF Class A office building with many desirable features including a marble lobby and a skywalk to Strawberry Square, Walnut Street garage, Harrisburg Hilton, Whitaker Center, etc. The building is Energy Star Certified and utilizes the latest energy management systems for optimal energy efficiency. The building offers a 24-hour security system with on-site management. Located directly across from the Capital Complex and Federal Building and a few blocks from the City and County Administrative Offices/Courthouses.

## SALE/LEASE



130 State Street, Harrisburg

955 SF available for lease 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. Entire 3,060 SF building available for purchase. **Price reduced!**

## SALE/LEASE



1001 S. Market Street, Mechanicsburg

2,380 SF available in this two-story professional medical office. Recently renovated with high quality finishes and an efficient floorplan. Desirable location in Southpoint Office Center at the intersection of Market Street and Shepherdstown Road and near Cumberland Parkway exit of Route 15.

## SOLD



1707 S. Cameron Street, Harrisburg

15,098 SF property with 4,202 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!**

## PENDING

## 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.

## 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.





## OFFICE LISTINGS

**LEASE**



**208 N. Third Street, Harrisburg**

1,167 SF suite 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. **Price reduced!**

**LEASED**



**3507 Market Street, Camp Hill**

Located within the heart of West Shore, this aesthetically pleasing building has one 1,200 SF suite available for lease. The property is centralized on Camp Hill's main artery and is close to many restaurants and businesses.

**LEASE**



**4386 Sturbridge Drive, Harrisburg**

3,600 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**



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

Suites ranging from 440 – 782 SF available in prominent downtown office building across from the State Museum and one block from the Capitol Complex. This is a perfect location for attorneys and associations. On-site parking available and many other amenities are available to Tenants.

**LEASE**



**535 E. Chocolate Avenue, Hershey**

20,000 SF Class A, build-to-suit office in desirable Hershey location. Excellent opportunity for user/tenant to help design and customize their new facility to meet their unique space needs. Over 50 parking spaces available and more available in shared parking area.

**LEASE**



**415 Market Street, Harrisburg**

Suites ranging from 266 – 4,719 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.



**SALE/LEASE**

**5006 E. Trindle Road, Mechanicsburg**

Condominium units now available for sale or lease in this building. Four suites in this building with 2,113 – 5,113 SF contiguous available. They can be sold individually for owner/user or together as an investment. This is an excellent location in a newly developed area of Hampden Township.

**SALE/LEASE**

**5010 E. Trindle Road, Mechanicsburg**

Excellent location in newly developed area in Hampden Township. Two condominium units available for sale. Can be sold individually for owner/user or together as an investment. Suite 200 can be combined with Suite 201 for a total of 5,775+/- SF. The properties could also be available for lease.

**LEASE**

**3029 N. Front Street, Harrisburg**

1,478 SF of office space for lease in this beautiful, 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 turn this space into efficient professional office space.

**NEW  
LEASE**

**301 Chestnut Street, Harrisburg**

485 – 12,340 SF available at Pennsylvania Place. This is a one-of-a-kind development for the Harrisburg market that includes over 288,000 SF of premier Class A office, commercial and residential space in the City's thriving downtown district. The building offers an ultimate level of visibility, functionality and sophistication. On-site parking, workout facility, a swimming pool and high-end finishes embody the urban luxury of this high-rise mixed-use building.

**LEASE**

**400 Bent Creek Boulevard, Suite 150  
Mechanicsburg**

5,445 SF available in this professional office space located within the Pennsylvania School Boards Association building. The building and suite have been well-maintained and updated since being constructed in 2005. Over 200 lined parking spaces available.  
**Price reduced!**

**NEW  
SALE**

**4825 E. Trindle Road, Mechanicsburg**

1,304 SF available in this E. Trindle Road location. The building lays out well for a small professional/business office. As an investment there is one acre of land for a potential larger office or construction of multi-family units behind the office building. There are numerous possibilities with this property.





## 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.

## SOLD



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.

## LEASE



3425 Simpson Ferry Road, Camp Hill

One suite available (2,746 SF). Office area has great perimeter window lines designed for professional users. There is ample parking on-site and easy access to Route 15, Route 581 and the PA Turnpike (I-76). Amenities close by include banks, restaurants, shopping and convenience stores.

## SALE



1 Rutherford Road, Harrisburg

7,320 SF available in this corner property at the signalized intersection of Rutherford Road and Locust Lane with great visibility and parking. Single-story, brick office building can easily be utilized by a single user or multiple tenants. **Price reduced!**

NEW  
SALE1100 N.  
Mountain  
Road,  
Harrisburg

5,612 SF available in this brick, single-story office building in Lower Paxton Township. The property features two tenants and another 1,276 SF suite for the owner/user. It offers great signage and visibility on Mountain Road as well as close proximity to I-81.

NEW  
SALE/LEASE

346 York Road, Carlisle

This nearly 50,000 SF property offers immense versatility and opportunities. It is located just moments from the Carlisle Crossing Shopping Center, Carlisle Airport and I-81.



## LEASE



**142 Reno Avenue, New Cumberland**

Good space for a light manufacturing or small warehousing operation. The available 900 - 5,500 SF is located in the heart of New Cumberland. Good access to I-83 and the PA Turnpike (I-76). There is both a shared dock door and a ramped drive-in door available with space.

## LEASE



**151 Allendale Road, Mechanicsburg**

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

## SUBLEASE



**507 N. York Street, Suite 7, Mechanicsburg**

4,101 SF clean, functional space available (270+/- SF of office space and 3,831+/- of open warehouse space). The suite has one drive-in door (10x12) and a common dock area.

## LEASED



**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.

## SALE/LEASE



**20 Woodcraft Drive, Mount Holly Springs**

9,948 - 16,400 SF available in this industrial building located just off of Route 34 with easy access to Route 15, I-81 and the PA Turnpike. The property has varying ceiling heights and offers several drive-in doors and a dock door. Building sits on 1.28+/- acres and is zoned Industrial.



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A  
TINY  
BIT  
MORE  
SPACE

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Audrey Kimmel (L) is not a licensed REALTOR.

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