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HARRISBURG COMMERCIAL

real estate REPORT

It Flows Downhill

Joshua C. George



For millennia, runoff has flowed wherever Mother Nature intended. This powerful force carved the Grand Canyon in Arizona, the New River Gorge in West Virginia, and the Snake River Canyon in Idaho (which is partially famous because of Evel Knievel but that's another story). These amazing natural places are a testament to the power of water.

In more recent human history, water has become commoditized. It is diverted, stored, managed, purified, and treated before the cycle starts all over again. It is also used for manufacturing,

cooling, and processing of almost everything we use every day. In short, water surrounds us all of the time.

Our dependence on water has led to a whole host of laws, regulations, and restrictions that impact the way we use water. From safe drinking water requirements to groundwater withdrawal regulations to stormwater management, nearly everything we do with water is subject to some type of rule, policy, or procedure. And, the labyrinth of regulations continues to grow every year.

"Our dependence on water has led to a whole host of laws, regulations, and restrictions that impact the way we use water."

In the real estate development industry, many of us are familiar with these requirements. Want to drill a well for a single-family residence? Pull a permit from the Township. Want to put a walking bridge across a stream channel? Get a permit from the PA Dept. of Environmental Protection (DEP). Want to add impervious area to a site? Get an NPDES permit from the Conservation District. And these three examples just scratch the surface.

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Audif Kimmel, left, is not a licensed REALTOR.



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Turning keys in commercial real estate for over 30 years.



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New Listings



48,949 SF

NEW Office Sale/Lease - 346 York Road, Carlisle

- This nearly 50,000 SF property offers immense versatility and opportunities
- Located just moments from the Carlisle Crossing Shopping Center, Carlisle Airport, and I-81
- Over 240 lined parking spaces



485 - 12,340 SF

NEW Office Lease - 301 Chestnut Street, Harrisburg

- Located 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

Commercial Listings



4,594 SF

Sale - 110 Altoona Avenue, Enola

- 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
- The previous use was a daycare



953 SF

Lease - 1421 N. Third Street, Harrisburg

- 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

(Featured article...Continued from page 1)

Some of the recent trends in stormwater regulation involve municipally based stormwater management authorities, impervious coverage taxes (fees), watershed based TMDLs (total maximum daily load – the amount of pollutants that can be discharged into a stream to allow it to maintain its water quality standard), and MS4s (municipal separate storm sewer systems). For most of these, the regulations are relatively new and how they impact real estate development will continue to evolve in the coming years.

Why are MS4s important to us in the real estate development industry? Because the stormwater management requirements placed upon local municipalities are universally passed down to developers, builders, and residents. In York County, for example, 35 of the county's 72 municipalities are part of the MS4 program. These 35 municipalities must create a stormwater management plan to minimize the impacts of runoff in six different focus areas ranging from public education to construction site runoff control.

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As someone who spends their days representing development interests, I've seen firsthand the impacts of these MS4 requirements. In 1999, when the MS4 program was expanded to include small MS4s (the program began in 1990 but only included large cities and urban areas), places like Central PA were suddenly required to view stormwater runoff in a different light. Stormwater quality and volume controls were first introduced into municipal ordinances about this time. Then, in 2002, stormwater volume was made a part of the NPDES program and stormwater management reviews became the two-headed monster of municipality and conservation district.

Keep in mind that there are 953 small MS4s in Pennsylvania so it's highly likely that the Township where your development project is located has to follow DEP's requirements for MS4. Specifically, each of these small MS4s must obtain NPDES permit coverage for discharges from their storm sewer systems.

New development brings new stormwater discharges. So any township-level MS4 requirements will be passed on to the developer. We see this today with operation and maintenance agreements, escrow accounts for long-term municipal inspection of stormwater facilities, and mandated quarterly inspections by property owners.

In March, 2018, the PA DEP general permit (PAG-13) that governs the MS4 program was updated to require many municipalities (including those in the Chesapeake Bay watershed – which includes most of Central PA) to prepare Pollutant Reduction Plans (PRP). The goal of these PRPs is to reduce the discharge of nutrients and sediment into the Chesapeake Bay. Specifically, Chesapeake Bay PRPs must reduce their loadings of sediment, total phosphorous, and total nitrogen by 10%, 5%, and 3% respectively. Interestingly, DEP expects that reducing the total sediment loading by 10% will achieve the reductions in phosphorous and nitrogen concurrently.

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Commercial Listings



Sale - 5 N. Market Street, Duncannon

- Prime retail/commercial space in the Borough of Duncannon
- Former bank boasts a notable exterior facade and a clean, functional interior with vault
- Call for additional details to view floorplans and schedule a tour



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



Lease - 7040 Jonestown Road, Harrisburg

- Former bank located at a 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



Sale - 2801 North Third Street, Harrisburg

- Stunning landmark in the City of Harrisburg available for sale
- The Zombo Shrine Center was beautifully constructed with the Moorish Revival style architecture and has been well-maintained throughout its years



The municipal PRPs, which had to be submitted to PA DEP in September, 2017, must include baseline measurements of the pollutants in streams and the municipality's load reduction goal for each stream. Determining the baseline requirements necessitates measurements and estimates of the pollutants coming from each watershed which varies significantly from watershed to watershed. Thereafter, determining how to reduce the pollutant loadings is where the real work begins.

In the future, real estate developers should expect to be part of the municipality's plan. For example, municipalities may identify parcels of land that they deem ideal for a stormwater best management practice (BMP). Once identified, these parcels could be added to a municipality's Official Map much like roadway improvements have for decades. Then, when development is proposed on that parcel, the developer will have a responsibility to work with the municipality to implement the desired BMP. These BMPs could include riparian stream buffers (even in watersheds not designated as high-quality or exceptional value), stormwater infiltration facilities, or mandatory open space areas.

The current version of PAG-13 will expire in 2023. During the next five years, each MS4 municipality will be required to document the effectiveness of its program with hopes of avoiding the more onerous TMDL restrictions. Put simply, the PRPs and TMDLs are to the MS4 program what General and Individual permits are to the NPDES program. Meeting the goals outlined in the PRP is definitely in a municipality's best interest.

Not all recent trends in stormwater regulation specifically target real estate development. On a broader scale, stormwater management fees can affect each property owner within a municipality. Act 62 of 2016 allows second class townships to enact fees "for the purposes of funding the construction, maintenance, and operation of storm water management facilities, systems, and management plans." These fees may be assessed (1) on all properties in the township, (2) on all properties benefited by a specific stormwater management project, and (3) by creating a stormwater management district and assessing the fee on all properties in the district.

Locally, Derry Township was one of the first municipalities to enact a stormwater management fee. Contemporaneously, the Township shifted control of its stormwater program to the Derry Township Municipal Authority (which was permitted by

(Continued on page 6)

Office Listings



1,843 SF

Lease - 156 Cumberland Parkway, Suite 200 Mechanicsburg

- 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



500 - 5,074 SF

Lease - 1801 Oberlin Road, Middletown

- Charming three-story stone structure with professional office tenants
- Convenient access to both Harrisburg and Lancaster
- Easy access to Harrisburg International Airport



4,542 SF

Sublease - 208 N. Third Street, Suite 400, Harrisburg

- New sublease opportunity in completely renovated and updated suite on the 4th floor
- Historic building faces the Capitol Complex with great window lines
- Downtown amenities are just a few steps from the doors and parking is a block in every direction
- **SIX MONTHS FREE RENT (CALL FOR DETAILS)**

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 over 4,500 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.

Topics Can Include: Finance, development, law, architecture, technology, engineering, environmental, wellness, current trends, security, business operations, and much more.

Need Assistance With A Topic?

We can suggest one that would be a good fit for your expertise.

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

Please forward this information to any colleagues you feel could be a good fit for our publications as well. We look forward to hearing from you!

Office Listings



1,478 SF

Lease - 3029 N. Front Street, Harrisburg

- Second floor 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



266 - 4,719 SF

Lease - 415 Market Street, Harrisburg

- Attractive office spaces at the Harrisburg Transportation Center
- In walking distance to all the downtown restaurants, amenities, and Riverfront Park
- Located in Technology Corridor Enterprise Zone



900 - 5,500 SF

Lease - 142 Reno Avenue, New Cumberland

- Good space for a light manufacturing or small warehousing operation
- Located in the heart of New Cumberland with 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 the space



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(Featured article...Continued from page 4)

Act 68 of 2013). As part of this effort, the Township identified \$27 million in stormwater management needs over a 20 year period. Through a study, the Township determined that a fee of \$78 per year for a typical residential property and linearly higher for commercial properties would generate the necessary funds. However, up to 45% of this fee can be offset through implementation of specific BMPs on each property.

Despite the public discussions about regulatory reform and a reduction in the number of regulations that affect our daily lives, the regulatory environment surrounding stormwater management has only just begun. As real estate development professionals, we experience it every day in our work. As citizens, we're also beginning to see it at home. There's little doubt that good water quality is critical to our needs as human beings but the lens must focus on the cost benefit relationship that these regulations place upon us. That daredevil Evel Knievel failed more than he succeeded. As those involved in real estate development, we must work closely with the regulatory agencies that surround us to ensure that we succeed far more than we fail. ■



About the Author:

Joshua C. George is a licensed professional engineer in both Pennsylvania and Maryland. He has 20+ years of experience in land development design, permitting, municipal approvals, and navigating the ever-changing seas of stormwater management. He leads the York office of Snyder, Secary & Associates, LLC. Contact him at (717)781-2929 x105 or by email at jgeorge@snydersecary.com.

Office Listing



Lease - 535 E. Chocolate Avenue, Hershey

- 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

Featured Land



Sale - Allentown BLVD & N. Hershey Road, Harrisburg

- 1 lot remaining at this 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



Check Out Our Recent Deals

Visit www.billgladstone.com to view listings not included in this issue.



SOLD - 6490 Carlisle Pike, Mechanicsburg

Fireworks Leasing, LLC purchased this 11,550 SF building located in Mechanicsburg. This commercial property will house Jake's Fireworks, a national distributor. The Bill Gladstone Group of NAI CIR handled the transaction.



SOLD - 1707 S. Cameron Street, Harrisburg

Initiative Properties, LLC purchased this 15,098 SF building located in Harrisburg. The property is an office with an adjoining warehouse with tenants. The Bill Gladstone Group of NAI CIR represented the seller and John Russell of Iron Valley Real Estate of Central PA represented the buyer.



LEASED - 20 Erford Road, Suite 110, Lemoyne

XpertVantage, LLC leased 968 SF in Lemoyne. The company is a complete human capital solution provider. They offer a range of hiring strategies and recruitment solutions to build and develop a workforce within the budgeted financial and time bound business commitments. The Bill Gladstone Group of NAI CIR represented the lessee and Roy Brenner of Landmark Commercial Realty, Inc. represented the lessor.

Industrial Listings



Sale/Lease - 20 Woodcraft Drive, Mount Holly Springs

- 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



Sublease - 507 N. York Street, Suite 7, Mechanicsburg

- 270+/- SF of office space and 3,831+/- SF of warehouse space available
- This property offers a clean, open space
- 1 Drive-in door (10 x 12) and a common dock area available

Investment Listing



Sale - 5620-5630 Derry Street, 5650-5670 Lancaster Street, Harrisburg

- Investment Analysis available with signed Confidentiality Agreement
- Stable income from strong credit tenant and tremendous upside from the vacant 3 acres that can accept additional office/commercial buildings
- High visibility and excellent parking

Land Listings

Location	Acres	Zoning	Type
370 W. Main Street, Leola, Lancaster County	1.3 - 2.8	General Commercial	Sale/Lease
300 S. Sporting Hill Road, Mechanicsburg, Cumberland County	1.19	Apartment Office Limited (AOL)	Sale
Allentown Boulevard and N. Hershey Road, Harrisburg, Dauphin County	1.35 (1 lot)	Business Enterprise District	Sale
Bent Creek Boulevard, Lot 2, Mechanicsburg, Cumberland County	2.02	Community Commercial	Lease
7700 Derry Street, Harrisburg, Dauphin County	2.12 (lot 4)	Commercial District General	Sale
I-81 and W. Trindle Road, Carlisle, Cumberland County	2.18 (2 parcels)	Commercial Highway	Sale
East Cumberland Street (Route 422), Lebanon, Lebanon County	2.2	Commercial	Sale
8001 Grayson Road, Harrisburg, Dauphin County	2.25	Commercial	Lease
7700 Derry Street, Harrisburg, Dauphin County	2.3 (lot 8)	Commercial District General	Lease
2600 Delta Road, Brogue, York County	2.5	General Commercial	Sale/Lease
St. Johns Road, Camp Hill, Cumberland County	3.05	General Commercial District	Sale
Pending - W. Trindle Road, Mechanicsburg, Cumberland County	4.13	Highway Commercial	Sale
700 S. Baltimore Street, Dillsburg, York County	5.23 - 57.5	Agricultural - Conservation (AC)	Sale
Eisenhower Boulevard, Harrisburg, Dauphin County	5.39	Commercial General	Sale
Pending - Lancer Street Extended, Harrisburg, Dauphin County	7.52	Medium Density Residential (R-2)	Sale
503 Jonestown Road, Jonestown, Lebanon County	7.91	Commercial	Sale
Route 441 and Orchard Drive, Harrisburg, Dauphin County	8.34	Single Family Residential District	Sale
Price Reduced - 730 Limekiln Road, New Cumberland, York County	8.64	Commercial Business	Sale
Carlisle Pike (Route 11) Waterford Square, Mechanicsburg, Cumberland County	9.6 (11 lots)	Community Commercial (C2)	Sale
Eisenhower Blvd & Highspire Road, Harrisburg, Dauphin County	10	Commercial District General	Sale
Route 75 & William Penn Highway, Mifflintown, Juniata County	11	Industrial Commercial	Sale/Lease
Gettysburg Pike & Spring Lane Road, Dillsburg NWC and SWC, York County	14.68 & 14.92	Commercial	Sale
Price Reduced - Allentown Boulevard, Harrisburg, Dauphin County	17+	Commercial Highway (CH)	Sale
3050 Heidlersburg Road, York Springs, York County	18.16	Highway Commercial	Sale/Lease

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Accepting Donated Items For Summer Event

Support Children with Special Needs in Central PA



- **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

For the seventh consecutive year, the Bill Gladstone Group of NAI CIR is hosting this 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!**

Please mail monetary donations to:

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

Checks should be made payable to:

‘TrueNorth Wellness Services’

To donate online: bit.ly/donate_marypoppins

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