

January 2019

HARRISBURG COMMERCIAL

real estate REPORT

This Real Estate Company Figured Out a Simple Way to Offer the Homeless a House and a Job

By Adele Peters



It's now started a nonprofit to help spread its simple solution: hire people who've lost their jobs and homes to be property managers—and have them live for cheap on-site.

When Antonio Puryear lost his job in Washington, D.C.—and then, shortly thereafter, his apartment—he and his two daughters were temporarily forced to move from couch to couch. “We moved in with my dad, just trying to find a way,” he says. In the same situation, many people eventually end up living in a shelter. But Puryear became part of a program that offered an unusual route to simultaneously get new housing and a new job—working at a large apartment complex.

It's common for apartment complexes to offer discounted rent, or free rent, to property managers and other staff. In 2014, Chris Finlay, managing partner of Middleburg Real Estate Partners, a D.C.-area real estate company, saw an opportunity to connect these jobs with people who were struggling with homelessness. Finlay had read an article about the number of people who are homeless because of job loss or other temporary circumstances. He realized that his preconceptions about homelessness, shaped by the chronically homeless people he saw living outside, were wrong.

"In 2014, Chris Finlay, managing partner of Middleburg Real Estate Partners, a D.C.-area real estate company, saw an opportunity to connect these jobs with people who were struggling with homelessness."

“The majority of homeless are people that we never really see because they are trying to work, they're getting day labor,” he says. “They're living out of their cars. They're not panhandling and living under the bridge . . . These are all people that were employed, had good job histories. There was just really no issue that would preclude them from working other than they didn't have an address.”

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A publication of the Bill Gladstone Group of NAI CIR

New Listings



Office Lease - 1100 N. Mountain Road, Suite 1, Harrisburg

- Large, open office suite in this brick, single-story office building in Lower Paxton Township
- Great signage and visibility on Mountain Road
- Close proximity to I-81



Office Lease - 3507 Market Street, Suite 102, Camp Hill

- Located within the heart of the West Shore, this aesthetically pleasing building has one suite available for lease
- The property is centralized on Camp Hill's main travel artery and is close to many restaurants and businesses
- 45 Parking spaces available



Office Sale - 3759 Peters Mountain Road, Halifax

- Freestanding brick building located along heavily traveled Peters Mountain Road
- The 2,464+/- SF building has been well-maintained
- Perfectly suited for a professional office or retail user



Office/Warehouse Lease - 28 E. Main Street, New Kingstown

- Hard to find flex space in Silver Spring Township
- The suite features approximately 1,376 SF of freshly updated (new paint, cleaned carpets) office space and an adjacent 720+/- SF of warehouse space
- Former use was office for a transportation company



Commercial Lease - 611 N. 12th Street, Lebanon

- Join Save-A-Lot grocery store in this newly constructed shopping center located in Lebanon City
- Tenants can acquire one suite (25' x 64') or all five up to 8,000+/- SF for retail or office use
- The vanilla shell is ready for your finishing touches



Industrial Lease - 151 Allendale Road, Mechanicsburg

- Hard to find, completely updated warehouse space available
- Tenant's suite features frontage along Simpson Ferry Road, vanilla shell office space, ready to be built-out and a warehouse with 14'6" clear ceilings, two drive-in's (12 x 12) and sprinklers
- The location is convenient to easily access Route 15, Route 581, and I-81



Finlay decided to test the idea of hiring homeless candidates for positions in some of his own properties and partnered with local nonprofits to find those candidates. At each of his properties, around five and eight people work on-site; typically, there's an opportunity to hire one or two people who are homeless per property. When the experiment worked, Finlay decided to launch a nonprofit, Shelters to Shutters, to connect other property companies with candidates in other cities.

Many business owners were skeptical about hiring someone who is homeless, and shared Finlay's own original stereotypes about the prevalence of mental illness and drug abuse (of the half million Americans that are homeless on any given night, an estimated 20% to 25% have a severe mental illness and around 17% chronically abuse substances; most do not). But the organization's statistics help make the case, Finlay says. The turnover rate for entry-level employees in the industry is around 50%.

"For the formerly homeless people hired through Shelters to Shutters—who may feel more loyalty to the job because of their circumstances—the retention rate is more than 87%."

Hiring fairs, which the organization hosts in key cities with property companies, are also helping persuade more companies to participate. "You combine hiring managers with these candidates and it really breaks down so many stigmas and barriers," Finlay says. "All of a sudden, the things that we've been telling them, they're like, oh, now I get it."

Finlay argues that government programs focus more on chronic homelessness, and his organization is attempting to help fill a gap for those who are situationally homeless—people who, like most Americans, don't have enough money in their savings account to cover even a \$400 emergency, and who might not be able to pay rent if they have an unexpected medical bill, or who might lose their job if they can't afford to repair their car.

The combination of cheap housing and a job, along with training for advancement, is unique. Most people hired through the program get a steep discount on rent from their employers, around 77% off, while a small percentage get free rent. "I think you have to put people in a position to become economically self-sufficient," he says.

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Industrial Listings



Sale - 638 & 651 Alricks Street, Harrisburg

- Freestanding warehouse along the 6th Street industrial corridor
- The building is clean, well-maintained, functional, and offers convenient access to I-81, Route 22/322 and the City
- Additional land across the street (638 Alricks Street) is also available for sale, all as one parcel including the street between them (Alricks Street, which has been vacated, paved, and fenced)
- Opportunity for additional car parking, truck parking or outside storage



Sale - 700 Angenese Street, Harrisburg

- Functional warehouse property for sale along the Sixth Street industrial corridor
- Convenient access to I-81, Route 22/322 and the City
- This property can be purchased in conjunction with 638 and 651 Alricks Street and/or 3243 Pennwood Road
- A 5,500 SF temporary canvas building has been setup at this location, which can also be purchased for an additional cost

Commercial Listing



Lease - 415 Market Street, Harrisburg

- First floor space available in the Harrisburg Transportation Center in Downtown Harrisburg
- Within walking distance to all the downtown restaurants, amenities, and Riverfront Park

(Featured article...Continued from page 3)

To date, it's a relatively small program. The organization currently works in 15 cities, from Houston to Seattle, but has placed individuals in only 50 properties. In San Francisco, where Shelters to Shutters soon plans to pilot a program with 20 people, there are around 7,000 homeless people now. Ultimately, the organization believes that it can place several hundred people in jobs and housing every year—a fraction of the total people who are currently homeless in the city. Still, for those who can participate, the program seems to work. Ninety-three percent of people who have been hired through Shelters to Shutters still have a job. ■

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Original publication date: 9/21/18

About the Author:

Adele Peters is a staff writer at Fast Company who focuses on solutions to some of the world's largest problems, from climate change to homelessness. Previously, she worked with GOOD, BioLite, and the Sustainable Products and Solutions program at UC Berkeley.

Commercial Listings



1,000 SF

Lease - 665 Market Street, Lemoyne

- Join Classic Drycleaners at this desirable commercial location
- Open floorplan allows for good retail space
- Business ID sign available for your business



7,357 SF

Sale - 326 Herman Avenue, Lemoyne

- Your chance to purchase the former West Shore Bureau of Fire station
- The firehouse has kept some of its original charm and features but also had renovations including additions, an upgraded AMP service, updated kitchen area and ADA restroom
- Office and retail uses would be allowed with a zoning change



Price Reduced

30,080 SF

Sale/Lease - 5610 Derry Street, Harrisburg

- Move-in ready, aggressively priced flex retail and office space with a warehousing component (as an accessory use) along a heavily traveled section of Derry Street
- Located near major retailers such as Home Depot, Sheetz, and McDonalds
- This one-story building features a large, open showroom and multiple warehouse areas with 21'- 25' (18'6" clear) ceiling heights



2,000 - 4,000 SF

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

2,854 SF

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

Would You Like to be Featured?



The Bill Gladstone Group of NAI CIR is looking to fill editorial content in our quarterly magazine and monthly newsletter publications for the 2019 calendar year.

What Are We Looking For?

Industry related articles that our readership of over 4,600 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 recognition for 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



2,318 - 7,018 SF

Lease - 5275 E. Trindle Road, Mechanicsburg

- Open corner office suite offers functionality and usability
- There are many private offices and large conference room(s) lining the perimeter
- 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



10,000 SF

Sale/Lease - 920 Linda Lane, Camp Hill

- Single-story brick office building conveniently located on the SWQ of Route 15/581 interchange
- The property features good parking and signage
- A District Judge office currently occupies one suite (3,570+/- RSF) and the other suite (5,754+/- RSF) is vacant



2,113 - 5,113 SF

Sale - 5006 - 5010 E. Trindle Road, Mechanicsburg

- Five condominium units available for sale (2,113 - 5,113 SF)
- Excellent location in newly developed area in Hampden Township
- Can be sold individually for owner/user or together as an investment



Price Reduced

5,445 SF

Lease - 400 Bent Creek Boulevard, Suite 150, Mechanicsburg

- Professional office space located within the Pennsylvania School Boards Association's building
- The building and suite have been well-maintained and updated since being constructed in 2005
- Over 200 lined parking spaces available in-common



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Office Listings



524 - 10,918 SF

Lease - 301 Chestnut Street, Harrisburg

- Located at Pennsylvania Place, this is a one-of-a-kind development for the Harrisburg market that includes over 50,000 SF of Class A office 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



155 - 5,910 SF

Lease - 112 Market Street, Harrisburg

- Great downtown location, directly across from the Dauphin County Courthouse and accessible to all the downtown business and entertainment districts
- Suites available in all sizes, from a single office to an entire floor
- The fifth floor suite was recently renovated with expansive views of the Susquehanna River
- Parking is available in the Market Square Garage at market rates



Price Reduced

Sale/Lease - 130 State Street, Harrisburg

- 955 SF available for lease along the State Street corridor leading to the steps of the Capitol Complex
- The entire 3,060 SF building is also available for sale
- Ideal for lobbyist, attorney or other professional who visit the City frequently and could benefit from having a local office
- A nearby parking lot for 6-7 parking spaces is included in the sale (call us for details)



1,542 - 8,552 SF

Lease - 205 Grandview Avenue, Camp Hill

- Class B medical/office building available for lease
- The building is located in a prestigious West Shore location and boasts gorgeous views
- The property is undergoing major renovations including new HVAC units and exterior painting
- 3 months free base rent on a three year deal or 5 months free base rent on a five year deal (promotion ends 3/8/19)



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

Featured Land



Lease - 7700 Derry Street, Lot 8, Harrisburg

- 2.3 Acres available in high traffic area at a signalized corner
- Adjacent to Rutter's Farm Store, Members 1st Credit Union and Susquehanna Bank branches
- The surrounding area is densely populated with residential, business and office parks as well as other commercial/retail businesses

Investment Listing



Sale - Confidential, Harrisburg

- Well-maintained, 3-story masonry building overlooking the Susquehanna River
- Five (5) year lease renewal starts January 1, 2019
- No deferred maintenance and on-site parking available
- Signed Confidentiality Agreement needed for additional information

Land Listings

Location	Acres	Zoning	Type
370 W. Main Street, Leola, Lancaster County	1.3 - 2.8	General Commercial	Sale/Lease
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
Price Reduced - I-81 and W. Trindle Road, Carlisle, Cumberland County	2.18 (2 parcels)	Commercial Highway	Sale
Price Reduced - 100 Narrows Drive, NEC of US Route 422 & Narrows Drive, Lebanon	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
Peters Mountain Road & River Road, Halifax, Dauphin County	5.1	None	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
W. Suncrest Drive and Spring Road, Carlisle, Cumberland County	6.72 (5 parcels)	Commercial/Light Industrial	Sale
1706 Good Hope Road, Enola, Cumberland County	6.78	Office Park	Sale
Pending - Lancer Street Extended, Harrisburg, Dauphin County	7.52	Medium Density Residential (R-2)	Sale
Pending - 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
1900 State Road, Duncannon, Perry County	9.46	Commercial	Sale
Carlisle Pike (Route 11) Waterford Square, Mechanicsburg, Cumberland County	8.78 (8 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, York County	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
349 Pleasant View Road, New Cumberland, York County	45.48	Commercial Business	Sale
Price Reduced - Linglestown Road, Harrisburg, Dauphin County	61.55	Agricultural Residential	Sale

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Check Out Our Recent Deals

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



LEASED – 400 Bent Creek Boulevard, Suite 100, Mechanicsburg

Next Level Administrators, LLC leased 5,361 SF of office space located at 400 Bent Creek Boulevard in Mechanicsburg. The Bill Gladstone Group of NAI CIR facilitated the transaction along with David Besserer of Transwestern.



SOLD – Carlisle Pike (Route 11), Lot #13, Mechanicsburg

Rusty Rudder Real Estate LP purchased 0.88 acres, Lot #13, at Waterford Square in Mechanicsburg. The Bill Gladstone Group of NAI CIR represented the seller and Laura Martin of SVN Latus Commercial Realty represented the buyer. Other vacant lots are available at Waterford Square. Call for details.



LEASED - 1423 North Third Street, Harrisburg

Jackson Hewitt leased a small commercial space located in the City of Harrisburg. They will use the space for tax preparation service. The Bill Gladstone Group of NAI CIR handled the transaction.