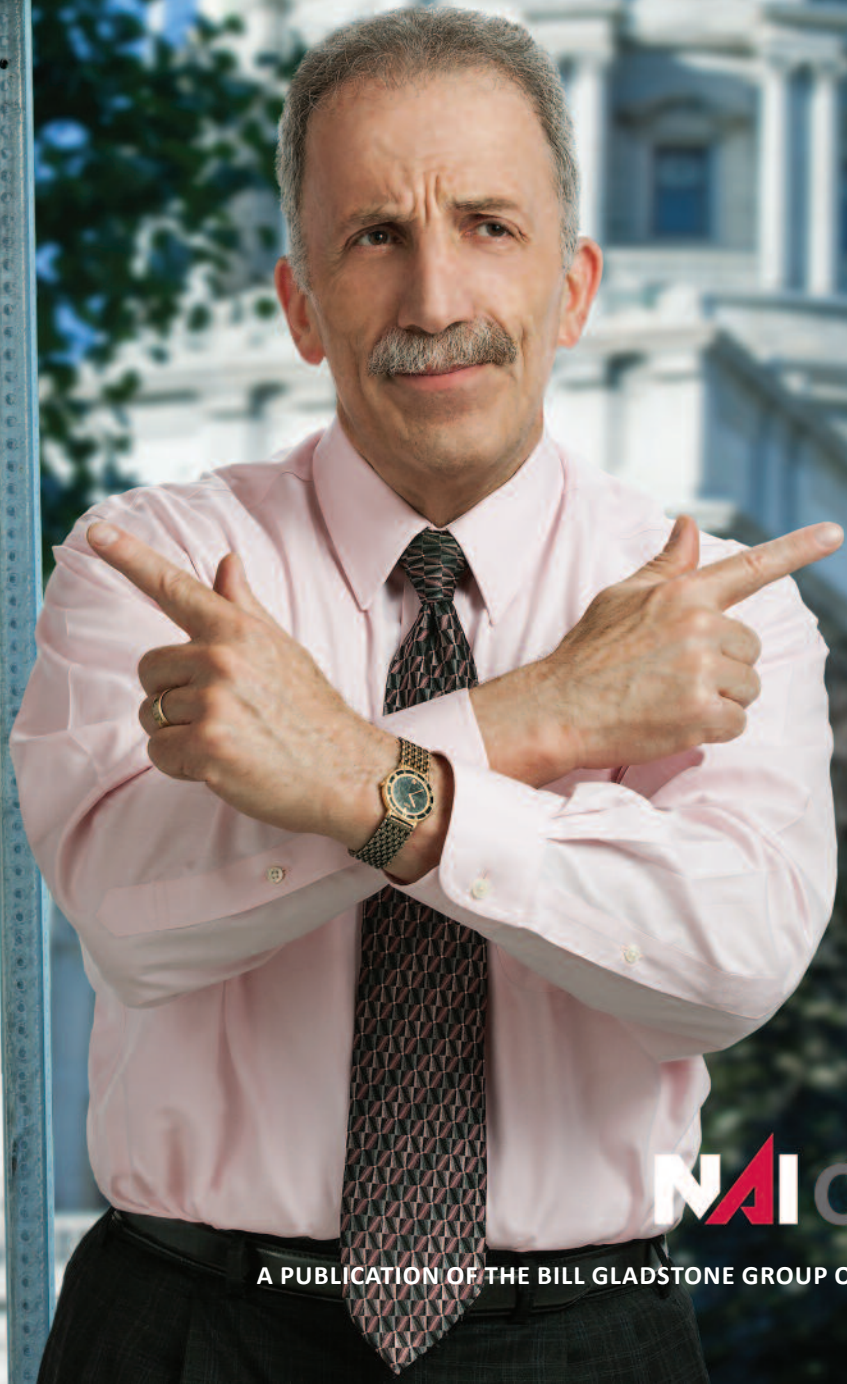


SECOND QUARTER 2015

HARRISBURG COMMERCIAL

# real estate

## REVIEW



**NAI** CIR

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## "Value-added" Services

BILL GLADSTONE, CCIM, SIOR

The words "value-added services" make me cringe sometimes. Those words can be important in so many things you do. However, depending on the context in which they are said and who utters them, they can be meaningless. In situations that could be very price or time sensitive- to have everything come crashing down because somebody did not carry through on their promise to provide "value-added services" or realize it might be beyond just doing your job, is just a shame. You as the client, had such high hopes the value-added services would bring the project in under budget, and put you in good esteem with the people to whom you report. Unfortunately that did not happen. There were no value-added services performed. They were just empty words spoken by individuals who thought they were appropriate "buzz" words to use.

How can it get to the point that when somebody says "value-added services" you feel the hair going up on the back of your neck? Perhaps it is because people who use those words have heard them from others. Regardless of whether or not they provide value-added services, to them it just sounds good. How could words so important to so many have dwindled to such a lowered level of meaning? In many cases the individual's value-added services that are being referenced are not even implemented because they are not anything that resembles going "above and beyond," a course of action that should happen when value-added is being discussed.

It is a catch phrase that sounds good and is used by a variety of different people in their quest to obtain work or win the contract. For me, the only times I really believe that phrase is when I know the people who uttered those words or if I have worked with them in the past and know their skill set. These are people I know and trust. If they say value-added services will be provided, they will be. I give great credibility to those individuals or companies that will "work their magic" in an effort to provide their services so the project moves forward with the desired end results. In many cases it depends on the credentials of the people who are using the phrase. Do they know what they have just said or committed to? Do you know what you are expecting and what you could end up getting? Have you explored the difference? Otherwise there is a good possibility the phrase has no meaning at all to the unfortunate displeasure of everyone involved. ☒

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# REVERSING COURSE

BY **RETURNING** ITS ROADS TO ITS RESIDENTS,  
HARRISBURG BEGINS THE **PROCESS**  
OF **WEAVING** ITSELF BACK TOGETHER.





With spring past and summer finally upon us, thoughts turn to better days ahead after a particularly long, cold and snowy winter. In a similar way, Harrisburg is poised to emerge from a half-century-long “winter” of misguided urban planning and destructive transportation infrastructure with several upcoming projects that will reverse many of the mistakes made during the 1950s and give way to better days ahead.

Starting this summer, much of Front Street, historically Harrisburg’s most important road, will get a makeover with the addition of a bike lane, repaving, curb improvements and, most significantly, a reduction from three to two lanes of vehicle traffic. Then, perhaps in the next couple of years, N. 2nd Street will return to two-way traffic from Forster to Division streets. Both plans, approved by PennDOT and promoted by Mayor Papenfuse, are long overdue transportation improvements that have been talked about since the 1970s.

Most immediately, both changes will improve safety for residents and visitors alike by slowing vehicular traffic and encouraging pedestrians and bicycles. The Susquehanna River, physically divided from the city by two three-lane “highways” running through residential neighborhoods, will be reconnected to those neighborhoods that border it. Property values and the overall condition of the Midtown and Uptown neighborhoods will improve as the highways shrink in favor of the original residential streets and traffic patterns. Currently, property values for similar-sized homes on 2nd Street are about one-third less between Forster and Division streets, where traffic is one-way, compared to properties north of Division Street, where traffic is two-way. No one really wants to live next to a three-lane highway, and market prices reflect that.

From an economic development perspective, the change could add tens of millions of dollars in increased value over the coming decade. From a civic perspective, the change is priceless.

Meanwhile, commuter traffic into and out of the downtown will experience slower traffic moving north to I-81. I personally take these streets several times a day from my downtown office to my home near Italian Lake and look

forward to a more leisurely commute instead of the frantic current pace. Some traffic that uses these streets to go through the city as a route to somewhere outside of it will no doubt find alternative routes, to the benefit of all.

Just as important as the immediate practical impacts on safety, economic development and beautification is the profound symbolic and philosophical impact of these changes. They signal nothing less than the city beginning to reclaim itself as the central place in the region while simultaneously shaking off a 50-year-old view of cities as places to leave as quickly as possible, as reflected in their transportation infrastructure.

To understand the broader contextual impact, one must first understand why these streets were changed from their original two-way nature in 1956 by then-Mayor Nolan Ziegler. While the stated reason was “easing congestion,” ironically, Ziegler’s inspiration came not from local residents but from his traffic engineer Eugene Simms, a transplant from New York City. Simms’ ideas had their roots in the ideas of an urban planner who had reinvisioned the nature of cities themselves.



Ziegler and Simms, it turns out, were mere applicants of the ascendant urban design and planning philosophy of the 1950s, known broadly as Modernism. One of the chief architects and leading proponents of Modernism (and perhaps its most destructively influential one) was the architect and city planner Charles-Edouard Jeanneret-Gris, better known as Le Corbusier. The Swiss-French Le Corbusier envisioned a clean and modern city that separated where people work and live, and he placed great value upon speeding the flow of traffic through cities with the creation of multi-lane superhighways.

Although offered as a solution to restore cities that were no doubt neglected and tired in many ways after the Great Depression and World War II, Le Corbusier's planning ideas actually caused great harm and have been largely rejected today by New Urbanism and a more mixed-use, pedestrian-friendly view of urban areas. Even at the time, Jane Jacobs, a prominent critic, pointed out in her book, "The Death and Life of Great American Cities," that the Modernist view was

profoundly at odds with the essential nature of cities that requires density, sidewalks and walkability, multiple overlapping uses, and the mixing and mingling of people of all natures to achieve vibrancy and full potential.

Put plainly, cities should be built and function foremost for their residents and visitors, not for commuters. A vibrant city that is a great place to live, work and play will attract residents, businesses and visitors. As we've learned and has been borne out in many cities now, the ease of getting in and out is secondary. Anyone who has been to Manhattan realizes that it is not easy or fast to drive in or through. That hardly limits the multitude of visitors, residents and workers who choose to live and visit one of the greatest cities in the world. Of course, this reality isn't limited to New York. Nearly all great urban centers have traffic and congestion, but people want to live and visit them nonetheless.

So too Harrisburg, in order to realize its full potential, must function first and foremost to the benefit of its residents, not for the ease of commuters entering or leaving. The fact that this has not been the case for more than 60 years is ironic on at least two levels. First, if Harrisburg were vibrant and aesthetically pleasing, more people from the surrounding area would want to live, work and visit, not just pass through.







Secondly, when Harrisburg regains its place as the vibrant heart of Central Pennsylvania, the city and all of the region will benefit from a vibrant core. The racing in and out results in the worst of all worlds for both urban and suburban residents.

Most importantly, though, the coming change reflects an improvement in the very civic nature of Harrisburg. With three-lane super-highways racing up and down its best real estate, Harrisburg can never be thought of as anything more than a place to go through on the way to some other, “better” place. However, with restored residential neighborhoods and lovely homes and businesses along the Susquehanna, Harrisburg can once again be the best destination and address for those who choose to live and work in the region, just as it was a century ago. The few extra minutes to arrive and depart—if you must—will be well worth the effort. In 1956, a mistaken philosophy was thrust upon Harrisburg, and it ripped apart several of the city’s best neighborhoods, helping to hasten

decline in the name of progress. Long after the philosophy crumbled under its own weight, Harrisburg has been living with its consequences and enduring legacy. We are now on the cusp of a major restoration for our neighborhoods, for our city and for our own self-determination and civic pride. It can’t come soon enough. ☒



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CAUSE FOR

OPTIMISM

In addition to **resolving**  
its financial **crisis**, Harrisburg  
is **benefitting** from  
a **growing** preference  
for **urban living**  
and **working**.







## WE ARE AT A PROMISING TIME IN THE HISTORY OF HARRISBURG.

This is due, in no small part, to obvious and recently well-publicized reasons that include the election of a new, pro-business mayor; the resolution to a debt crisis caused by the city's incinerator; and the comprehensive foundation laid out by the Commonwealth's and Mayor's teams to address a decades-long structural deficit. Optimism, after many difficult and uncertain years, is finally, welcomingly warranted.

There is, however, an additional and more fundamental reason to be optimistic about our city. For the first time in more than 60 years, certain trends in residential preferences and business location decisions—or economic geography, as it is sometimes called—favor urban centers like Harrisburg.

These trends have been well-documented and analyzed, most notably by the urban economist Richard Florida in his book, "The Rise of the Creative Class" and more recently by journalist Leigh Gallagher in her book, "The End of the Suburbs." As Florida, Gallagher and many other observers have pointed out, these trends are animated by a few key, interconnecting factors:

- 1 The shift in the economy to increasingly creative, knowledge-based industries.
- 2 The emergence of a generation—born between 1979 and 1996, known as Millennials—whose living and work preferences favor walkability, access to mass transit, unique architecture and design, close proximity to restaurants and shops, and a diversity, authenticity and an overall "cool factor" generally not found in the suburbs.
- 3 The labor market alignment of Millennials with the knowledge, technology and innovation industries, which together fashion a new creative-class economy and metropolitan geography.



ANYONE WHO HAS VISITED NEW YORK, SAN FRANCISCO, PHILADELPHIA, BOSTON OR WASHINGTON, D.C., LATELY WILL HAVE SEEN THE IMPACT THESE TRENDS ARE HAVING ON THOSE DOWNTOWNS AND SURROUNDING NEIGHBORHOODS.

# REVIVAL

After six decades of decline, each of these cities registered significant gains in new residents in the 2010 census. In fact, according to the Pew Research Center, the 30 largest U.S. cities (not metropolitan areas, which are sometimes conflated with the word city, but actual center cities) have gained population by a median of 5.5 percent from 2000 to 2010. And the Brookings Institution recently released a report showing that, between 2011 and 2012, center cities within the 51 largest U.S. metropolitan regions grew more than their surrounding suburbs *for the first time* since 1920.

Talk of a national urban revival is no longer just wishful thinking by city boosters. The trends and supporting data are real. We are at an inflection point in metropolitan migration patterns throughout the country, driven in large part by the living and work preferences of young adults ages 20 to 34. Charles Lesser & Co., a real estate consulting firm, recently surveyed the preferences of this age group and found that:

- 31 percent prefer to live in a center city (twice that of previous generations of the same cohort).
- Two-thirds seek walkable places or town centers.
- One-third are willing to pay a premium to be within walking distance to shops, restaurants, bars and other amenities.
- Half are willing to give up living space in order to live in a walkable neighborhood.
- Diverse neighborhoods, close proximity to jobs, authenticity and places that foster social connectedness are highly valued.

In other words, the places with attributes that Millennials prefer (walkability, social amenities and cool factor, i.e., cities) have an inherent competitive advantage to their surrounding region in growing their economies and population. Furthermore, unlike







the “old economy” model of labor-market geography, where workers tended to follow the jobs, now the jobs, at least in the creative, knowledge-based industries, are increasingly following the workers. A recent article in *The Wall Street Journal* entitled “Companies Say Goodbye to the ‘Burbs” stated that, “... U.S. firms have begun a new era of corporate urbanism.... The bottom line: Companies are under pressure to establish an urban presence that projects an image of dynamism and innovation [to attract younger workers].”

Despite being a smaller, third-tier market, Harrisburg is not immune to these trends. In fact, for the first time since 1950, the city of Harrisburg registered a modest, but still meaningful, population gain in the 2010 census. Not surprisingly, the gain was driven by young adults. The 2010 census revealed that Harrisburg increased its share of 20 to 34 year olds by 8.7 percent, or 979 residents. In fact, this increase in young adults is actually larger than the total population gain of 578 residents, underscoring the trend’s strength in offsetting losses in other age groups. As this census data indicates, Harrisburg, despite some popular negative perceptions, actually offers many of the positive qualities that young adults now prefer and is successfully attracting them.

Our real estate development company, WCI Partners, witnessed this trend firsthand with our Olde Uptown

neighborhood redevelopment project. In 2007, we began renovating vacant, historic row homes in a blighted part of Midtown that had suffered from four decades of disinvestment, decline and concentrated poverty due to the aftermath of the Agnes flood. Since that time, we have renovated more than 100 properties and built 16 new ones within a four-block area, in addition to completing numerous neighborhood improvements like new sidewalks, streetlights, street trees and banners.

As a result of these efforts, we have seen an influx of about 250 new residents to the area over the last six years, which, in turn, has created a vibrant community with a 90 percent drop in crime. The majority of these new residents (but certainly not all) fit the Millennial profile of professionals and creative types ages 24 to 34, who prefer the walkability, diversity, interesting design and architecture, and proximity to bars, restaurants, coffee shops and downtown jobs that the neighborhood affords. The trend, if not quite the magnitude, is as real in Harrisburg as it is in Philadelphia or Washington D.C. As we say in the real estate business, there is demand for city living, at least from a certain, not so insignificant segment of the market.

Consistent with the creative-class economy model of geographic preferences described above, there is also demand from knowledge and technology-based



businesses to locate in the city. At WCI Partners, we have also seen this trend. In fact, in 2014, we completed the full gut-renovation of a historic Front Street mansion in Midtown for WebpageFX, an Internet marketing company currently located in Carlisle that moved more than 50 college-educated employees (almost all of them in their mid-20s) to the city last spring.

WebpageFX casually began its search almost three years ago and more officially in 2013, considering locations around the central Pennsylvania region. The company ultimately decided to locate in Harrisburg due to one overriding factor: the city—with its attributes that Millennials prefer—provided the strongest competitive advantage in attracting and retaining young, place-conscious talent. As WebpageFX's owner Bill Craig told me, "The city is where our employees want to be. They want the proximity to restaurants, bars, coffee shops, the riverfront and other amenities that it offers. Everyone was really excited about the move."

This and other examples (and Culture, Red Privet, Pavone, WebClients and others) demonstrate the virtuous cycle that these "new economy" trends generate: vibrant cities attract creative, young people who, in turn, attract creative businesses who together create more vibrant cities.

This virtuous cycle can be seen more widely in recent development projects and the emergence of creative-class services and amenities in the city.

Apartment and condominium projects like COBA and LUX by Brickbox, as well as our own apartment projects downtown, confirm the demand created by the trend in urban living preferences. Student housing projects, like International House, in concert with the HACC Midtown Campus and Harrisburg University as educational anchors, reinforce the city as a new economy location. Millennial preferences for urban amenities have driven the development of 2nd Street in downtown, as well as the creation of neighborhood businesses like Little Amps, Midtown Scholar, Midtown Cinema, The Millworks, Stash, TheMakeSpace, St@rtup and others. And continually growing organizations like Harrisburg Young Professionals help to provide the social activity, civic engagement and consumer spending necessary to sustain and bolster this positive cycle of urban growth.

To be sure, most cities, like Harrisburg, still have a variety of serious challenges to overcome, many of which cannot be easily solved and some of which serve as obstacles to the trends that would alleviate them. Nonetheless, it remains encouraging that the prospects of meaningful growth for cities (including Harrisburg) are real and even seem to be strengthening. For decades cities have struggled, with frequently frustrating results, against the predominant trends of suburbanization. Now that some of these trends are reversing, it will be the job of public officials, business leaders and various other stakeholders to implement the policies, initiatives and strategic partnerships that will effectively harness them. ☒

# TREND



**David Butcher is President and Partner of WCI, based out of Harrisburg, PA. He is engaged in all aspects of planning, development, and management of WCI's projects and daily operations. Prior to joining WCI, he worked at the City of Harrisburg as an Urban Planner, coordinating the review and approval of various development projects throughout the city. You can reach him at (717) 236-1010 or [david.butcher@wcipartners.com](mailto:david.butcher@wcipartners.com).**





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# INNOVATIVE BANKS

## ADDRESS BLIGHT AND INFRASTRUCTURE NEEDS

A once-deteriorating rancher that was a neighborhood eyesore in Susquehanna Township is now remodeled and ready to be sold.

In West Hanover Township, a dangerous intersection is being fixed and Middletown's downtown revitalization efforts are getting some needed help.

These are among the first projects made possible by two innovative "banks" established by the Dauphin County Commissioners as a way to help municipalities address blight and fix critical transportation infrastructure that can attract additional investment.

The Dauphin County Land Bank and the Dauphin County Infrastructure Bank are the first of their kind in Pennsylvania. While they have different missions, the goal is the same: leverage public dollars to encourage development and help municipalities address issues they otherwise would not be able to afford to address.





## Dauphin County Infrastructure Bank Projects

The following projects are receiving low-interest loans through the Dauphin County Infrastructure Bank:

- **\$1.2 million to Middle Paxton Township** to replace a one-lane, 1940s-era bridge over Fishing Creek that serves as a parallel route to Fishing Creek Valley Road and provides needed capacity when traffic is diverted from Route 322 during incidents. The project is expected to cost \$2.1 million.
- **\$825,000 to West Hanover Township** to realign the intersection of Route 39 and Devonshire Heights Road and install traffic signals. The intersection poses a safety hazard when traffic is backed up waiting to enter Route 39. The project is expected to cost \$840,000.
- **\$1.5 million to Middletown** for streetscape improvements on South Union Street from Ann to East Emaus streets that will include decorative sidewalks, crosswalks, bump-outs, landscaping, street lighting and traffic signals. The multi-phase project is expected to cost \$4.2 million.
- **\$350,000 to Harrisburg** to reconstruct portions of Hale Avenue, South 17th Street and sections of road in Belview Park including Pentwater Road. The loan is expected to cover the project cost.
- **\$925,000 to Londonderry Township** to replace three township-owned bridges: Braeburn Road Bridge, Beagle Road Bridge and the Hollendale Road Bridge. Construction on the three bridges is expected to be completed this year. The loan is expected to cover the project cost.
- **\$256,960 to Derry Township** to install traffic signals at the intersection of Route 743 and Homestead Road. The installation follows complaints from residents about the intersection and a study that found the volume of traffic warrants the signalization. The loan is expected to cover the cost of the project.

They are **dedicated** to the acquisition, repair and resale of blighted **properties** to become assets to the **community** and **return** to the tax rolls.



## FIGHTING BLIGHT WITH THE DAUPHIN COUNTY LAND BANK

With glass in the front picture window replaced by a plywood sheet, the roof in need of repair and the grounds a tangled mess, the three-bedroom rancher at 3504 Centerfield Street threatened the value of neighboring homes in the quiet Susquehanna Township neighborhood.

Last fall, the house was the first in Pennsylvania to be restored under a state law passed at the end of 2012 that allows counties, cities and municipalities to create land banks. They are dedicated to the acquisition, repair and resale of blighted properties to become assets to the community and return to the tax rolls. Land banks offer opportunities to municipalities and school districts that lack the financial resources to tackle these projects.

Following the bank's creation by the Dauphin County Commissioners, Philadelphia, Harrisburg, Pittsburgh and several municipalities in the western part of the state have either established land banks or are in the process of creating one. Michigan, Ohio, New York and Georgia are among the states with similar programs. To start the Dauphin County Land Bank, the commissioners used \$250,000 of gaming revenue from the Hollywood Casino at Penn National in East Hanover Township. Ongoing funding will come from the sale of restored homes or businesses as well as agreements between the county and host municipalities and school districts to give half of the post-sale property taxes to the land bank for five years.

Besides allowing land banks to acquire and redevelop residential and commercial properties, Pennsylvania allows banks to take property through eminent domain and pursue projects regardless of local government and school district approval.

The Dauphin County Commissioners, however, elected to limit projects to vacant properties to avoid potential disputes over occupied homes or businesses. The county's land bank is also required to obtain support from the host municipality and school district.

Pennsylvania's land banks are set up as independent authorities. The Dauphin County Land Bank Authority is made up of the five members of the county's Redevelopment Authority and two additional members appointed by the commissioners. The county's Department of Community & Economic Development provides staff support.

Dauphin County Commissioner George P. Hartwick III said the county is fortunate to have casino gaming revenue, which not only was used to set up the land bank but also helped with the first project. The commissioners gave the Home Builder's Project Trade a \$78,500 gaming grant in June to buy the home and construction materials so it could be used to train the county's inmates in construction. Bruce Foreman, the assistant Dauphin County solicitor who helped set up the land bank, said many of the properties will come from the repository unsold at tax sales. Besides supporting projects through property tax remittance, Foreman said municipalities are asked to waive any building and inspection fees and help with minor maintenance such





as grass cutting or shoveling snow. If a municipality contracts with a third party, such as an electrician, for inspections, those costs are picked up as part of the project.

## ATTRACTING DEVELOPMENT THROUGH TRANSPORTATION INFRASTRUCTURE IMPROVEMENTS

From fixing deteriorating roads to making traffic improvements needed as part of development that will bring jobs to a community, the Dauphin County Infrastructure Bank is the first of its kind in Pennsylvania created to help municipalities address transportation infrastructure needs.

Municipalities and developers are able to borrow money at interest rates of below 1 percent from the bank.

The bank, created in 2013, was made possible because over the past 30 years, county boards of commissioners kept to a strict policy of using the state liquid fuels money – generated from taxes on petroleum products – to repair or replace the county's bridges. With the completion of the last bridge project at the end of 2014, all 51 spans will only require routine maintenance, allowing the county to combine its funding with additional state dollars for use in municipal transportation-related projects.

To leverage up to \$30 million from PennDOT's Pennsylvania Infrastructure Bank, Dauphin County is committing the roughly \$1 million it receives annually in liquid fuels money. Additionally, municipalities that receive the low-interest loans will have to pledge liquid fuels revenue and a letter of credit will be required from private companies. As the loans are paid back, they will be returned to the county's infrastructure bank for use with future projects. This program will offer municipalities the resources they need to attract and retain companies that provide employment in the community.

The application process for infrastructure bank funding will be similar to the method used in distributing the county's share of gaming money. Municipalities and developers submit applications to the Dauphin County Gaming Advisory Board, which will review the projects through an open process

that includes public hearings. County engineer Herbert, Rowland & Grubic, Inc. will help oversee the implementation of the projects. Municipalities can also apply for gaming money grants to help repay the loan.

The Dauphin County Infrastructure Bank helps municipalities improve infrastructure and quality of life for their residents without placing an additional tax burden on taxpayers ☒



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# GAINING THE COMPETITIVE EDGE

Gaining the competitive edge is critical in today's marketplace. For most of us, working for the same company from college graduation to retirement is not a reality. Today it's far more likely for professionals to find themselves in a new position or at a different company, perhaps even completely changing their career trajectory by choice or by necessity. To survive and thrive – mentally, emotionally and financially – attaining and maintaining the competitive edge is essential.

Being competitive is often interpreted as being aggressive, bold, maybe even cutthroat, but the truth is, you gain the competitive edge by being astute about people and your product or service. Even if you don't have a competitive bone in your body – and some of us don't – you can achieve your personal and professional goals by employing the foundational skills necessary for lifelong success: people skills, sales skills and entrepreneurial skills.

## Know Your People

**People.** They can be fabulous, challenging, amazing. And there's no escaping them. People are integral to our success, whether they are our superiors, colleagues or customers (both existing and potential). There are two key elements to working with people: listen without the intent to reply and having a genuine interest in others.

Listening is becoming a lost art in a world where we can barely hear ourselves think over the cacophony of messages being blared 24/7 over radio, television, the Internet and the

phones that call themselves "smart." We are a distracted people. But if you cannot listen to the person in front of you, in your inbox or on the other end of the phone, you will not gain a competitive edge. You will lose out to those who focus on the needs of others!

Listening is more than just waiting for the other person to stop talking so you can present the preformed solution you calculated before the communication began. Listening means hearing what the other person is saying, considering the situation from their perspective; asking probing and clarifying questions; and then bringing your experience and expertise to bear in the form of a customized response.

I have been listening to people since one of my first jobs as a golf caddy. I discovered then that successful listeners have a genuine interest in the other person. Having sincere interest in another individual does not necessarily mean you need to know the brand of their favorite golf ball or if they are allergic to

# THE MOST SUCCESSFUL INDIVIDUALS

## WRITE DOWN THEIR GOALS IN DETAIL.

peanuts – but it might. My definition of sincere interest is to make the other person feel as if they are the most important person in the room.

When meeting with a prospect, find out where the company has been, where they are now and where they want to go. By implementing the dual skills of listening and genuine interest at the very start of a relationship, you will set the stage for building a strong relationship for the future.

### Hone Your Sales Skills

For some of us, selling is our lifeblood. We are pumped when we complete a sale and juiced for the next opportunity. Others avoid the word “sales” like the plague. The truth is, any successful professional must have sales skills. Most business school curriculums do not include sales training courses, and many companies expect their employees to be able to sell a product or service but offer little or no training that will equip employees with the knowledge and ability to successfully close a deal. Instead, many people fumble around for much of their careers, sometimes being lucky enough to stumble upon success. Dale Carnegie courses provide a great foundation for establishing a sales skill set. Much of what I teach clients incorporates their principles, as well as wisdom from other great teachers including Steven Covey, Zig Ziglar, Earl Nightingale and Tony Robbins.

In my experience, all professionals can benefit from professional sales training because we are all selling, whether we're straight commission on the front line with customers, selling our product and services on the web, or striving to convince a boss to listen to our ideas or take a new strategic direction. All professionals can benefit from learning how to know the customer, identify customer needs, present potential solutions and closing the deal.

### Don Your Entrepreneurial Hat

Entrepreneurs are often seen as risk-takers who have out-of-the-box ideas, prefer to work alone and may show up on an episode of Shark Tank. These characteristics are true to varying degrees, but the most important skills for an entrepreneur to have are stick-to-it-iveness, a long-term outlook for goals as many take years to achieve, an open mind to new ideas, the ability to change quickly and of course a fantastic work ethic.

The most successful individuals write down their goals in detail. That sounds so elementary and it is. But the truth is most professionals have never written down a single goal and multiple studies have shown that people who write down their goals are far more likely to achieve them. I use Strength Finders 2.0 by Tom Rath to help my students learn what their passions are in life. Do only what you are passionate about and delegate everything else.

Make your goals as specific as possible. Most people are visual, so a vision board works well to display both personal and business goals. Set a timetable for each goal, and consider using a support group or mentor who can offer insight and constructive criticism as you work to achieve your goals. Writing them down makes your goals more of a reality and can serve as a contract you sign with yourself. So sharpen your pencil or break out your stylus. What do you want to accomplish personally? Professionally? What is most important to you? Where do you want to be in one year, five years, 10 years?

The first step to improving your bottom line and becoming financially secure is to know what you want and to write down the details. Growing up, as soon as I could, I started working. As a golf caddy, I spent a good bit of time around successful people which made me start to think about what I wanted to achieve in life. So I wrote down some goals I wanted to achieve by age 30, setting the standard high and pushing myself.



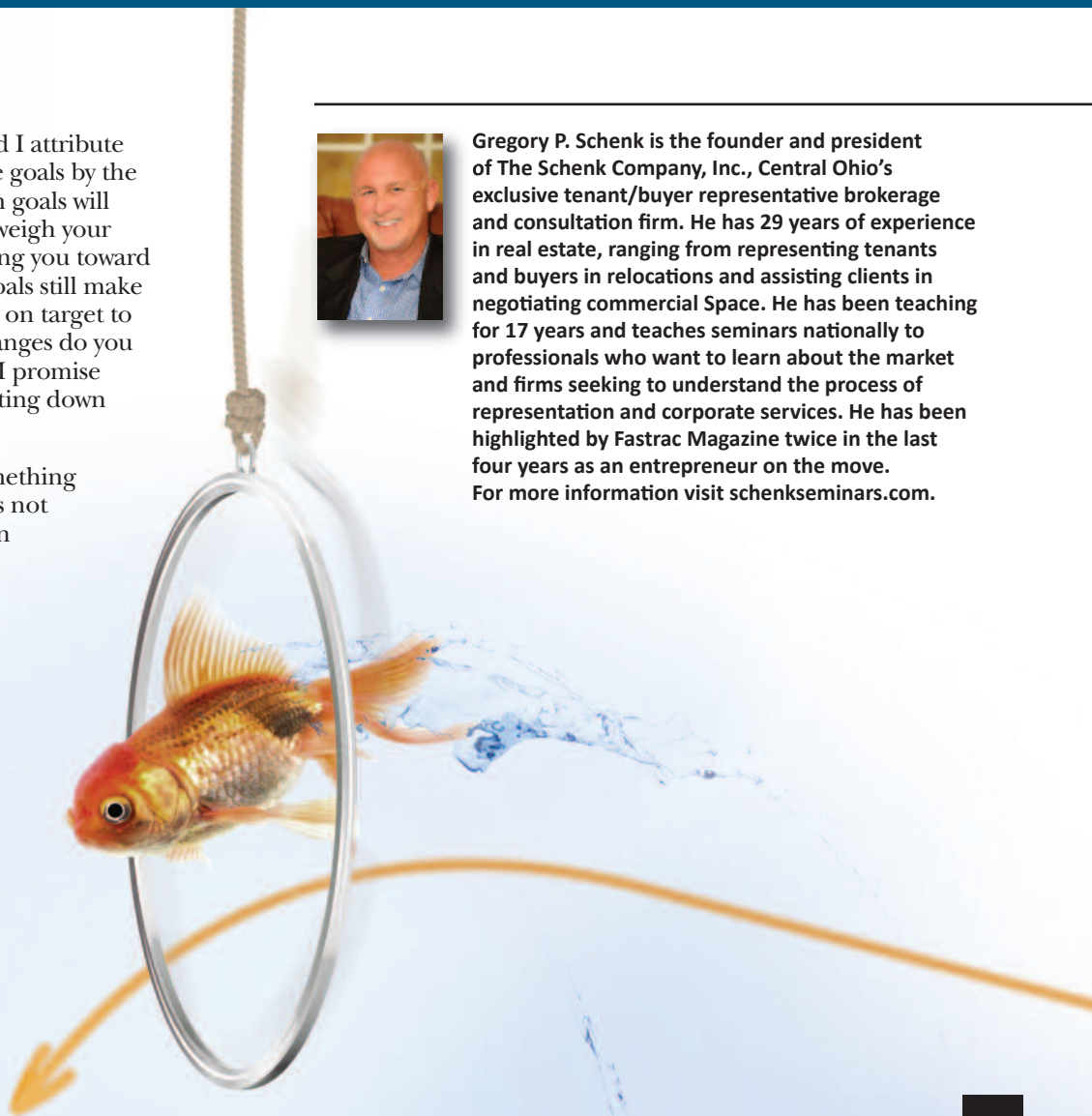
I achieved those goals by age 28, and I attribute much of my ability to focus on those goals by the fact that I wrote them down. Written goals will help you clarify your direction and weigh your decisions. Are your choices propelling you toward or away from your goals? Do your goals still make sense as you move forward? Are you on target to meet your goals and if not, what changes do you need to make to get back on track? I promise you this: You will not ever regret writing down your goals.

Gaining the competitive edge is something any professional can achieve. It does not require you to become ruthless in an endeavor to win at any cost. It does require you to capitalize on your personal strengths and abilities and to finesse your people, sales and entrepreneurial skills. When you focus on these fundamental principles, you will find yourself on the winning side of success.

The mantra I focus on is "what the mind can perceive and believe, it can achieve." It has worked for me and I believe it can work for you as well. ☒



Gregory P. Schenk is the founder and president of The Schenk Company, Inc., Central Ohio's exclusive tenant/buyer representative brokerage and consultation firm. He has 29 years of experience in real estate, ranging from representing tenants and buyers in relocations and assisting clients in negotiating commercial Space. He has been teaching for 17 years and teaches seminars nationally to professionals who want to learn about the market and firms seeking to understand the process of representation and corporate services. He has been highlighted by *Fastrac Magazine* twice in the last four years as an entrepreneur on the move. For more information visit [schenkseminars.com](http://schenkseminars.com).



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# Regional Data: COMMERCIAL/RETAIL

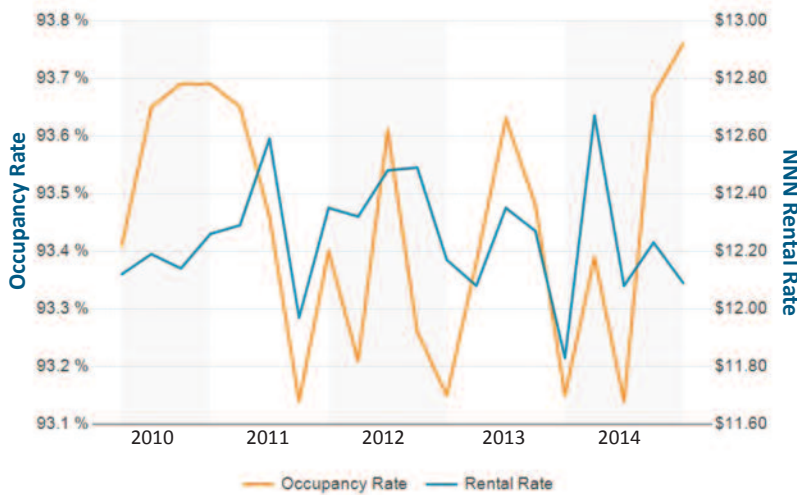
The following information focuses on the Commercial/Retail market in Dauphin and Cumberland County.

**Absorption, Deliveries and Vacancy:** In the fourth quarter going into the first quarter of 2015 there was up to 23,000 square feet of net absorption. The fourth quarter pretty much mirrored the three quarters prior to it in 2014 with the up and down vacancy throughout each quarter. With the up and down of the absorption there were some new deliveries during the fourth quarter but only minimally at around 12,000 - 13,000 square feet.

The vacancy decreased to its lowest point in 2014 at 6.2%. It would not be surprising to see this trend go through the first quarter and the balance of 2015 as long as jobs are continuously added monthly to the U.S. economy and there becomes more discretionary income available.

**Months to Lease:** It is taking more than two years to get spaced leased. However, the space now being absorbed was previously just sitting on the market for long periods of time. With the vacancy so low, the available space is catching up to itself so that with less space available I think we will see a drop in the amount of time lease-up takes during the first and second quarters of 2015.

## Commercial/Retail – Occupancy and Rental Rates



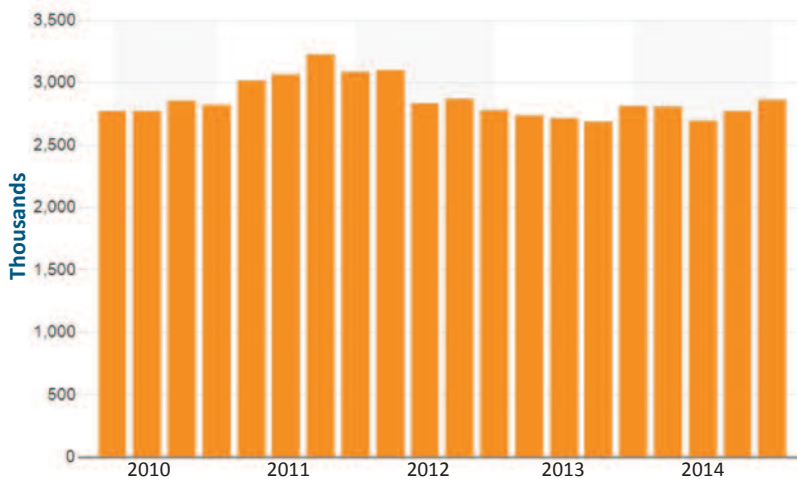
AVAILABILITY	SURVEY	5-YEAR AVG
NNN Rent Per SF	\$12.23	\$11.81
Vacancy Rate	5.9%	6.6%
Vacant SF	1,656,358	1,808,839
Availability Rate	10.3%	10.4%
Available SF	2,903,692	2,862,641
Sublet SF	9,958	126,463
Months on Market	25.9	19.2

DEMAND	SURVEY	5-YEAR AVG
12 Mo. Absorption SF	299,675	73,923
12 Mo. Leasing SF	426,462	429,156

INVENTORY	SURVEY	5-YEAR AVG
Existing Buildings	1,753	1,700
Existing SF	28,249,165	27,554,228
12 Mo. Const. Starts	0	66,581
Under Construction	0	49,424
12 Mo. Deliveries	109,184	66,922

SALES	PAST YEAR	5-YEAR AVG
Sale Price Per SF	\$107	\$89
Asking Price Per SF	\$88	\$91
Sales Volume (Mil.)	\$213	\$111
Cap Rate	7.8%	7.8%

## Commercial/Retail – Available SF



AVAILABILITY	SURVEY	5-YEAR AVG
NNN Rent Per SF	\$12.23	\$11.81
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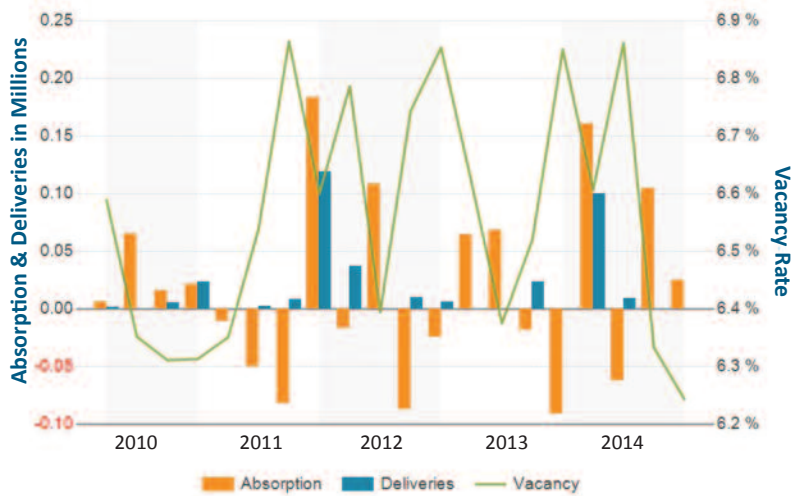
The vacancy being pushed as low as it has been (6.2 %+/-) the occupancy rate is well above 93%. The average net rental rate has gone to some of the highest peaks of the fourth quarter (above \$12.60/SF NNN) but started falling through the lag period (60 - 90 days) as the economy picked up and more deals were made absorbing the large quantity of available space in the market.

As we progress through 2015 if the occupancy rate stays high and as the available space gets absorbed the rate will turn around and by mid-year you will start to see the rate exceed the \$12.60/SF as it did in the fourth quarter of 2014.

### Available Square Footage

In the fourth quarter of 2014 the available square footage pretty much stayed the same even though the rental rate was dropping due to amount of space on the market. But the occupancy rate was starting to increase due to the velocity of the leasing. However, with the amount of space being absorbed in the market I think we will find that once the first quarter numbers of 2015 are available, the vacant space will decrease as long as the economy stays strong.

### Commercial/Retail – Absorption, Deliveries, Vacancy



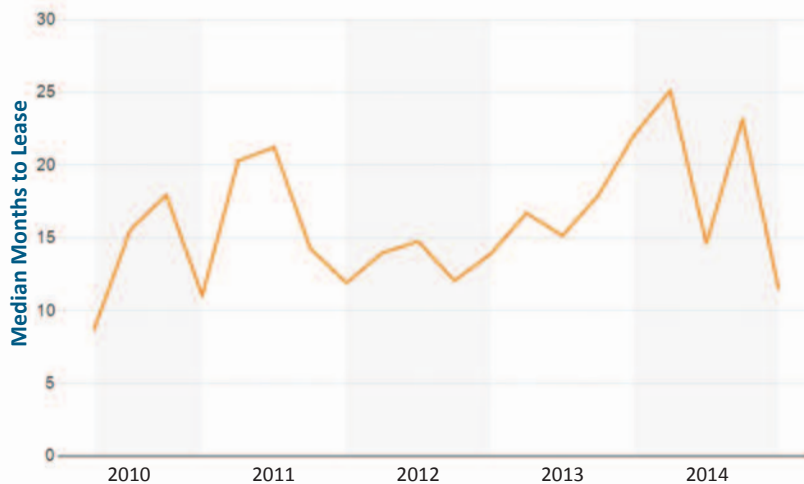
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### Commercial/Retail – Months to Lease



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## CURRENT LISTINGS

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

INVESTMENT	CITY	PAGE
3101 N. Front Street	Harrisburg	25
914 S. 13th Street	Harrisburg	25
5620-5630 Derry Street and 5650-5670 Lancaster Street 2701, 2703, 2705, 2707 Horseshoe Pike	Harrisburg Palmyra	25 25

COMMERCIAL	CITY	PAGE
1727 N. 2nd Street	Harrisburg	26
182 2nd Street	Highspire	26
660 Firehouse Road	Grantville	26
850 Wesley Drive	Mechanicsburg	26
8 Tristan Drive	Dillsburg	26
322 South Front Street	Wormleysburg	27
1319 E. Chocolate Ave	Hershey	27
415 Market Street	Harrisburg	27
Carlisle Pike	Silver Spring Township	27
3460 Paxton Street	Harrisburg	27
1111 Gap View Road	Dauphin	28
5660-5670 Lancaster Street	Harrisburg	28
1650 Walnut Street	Harrisburg	28
2500 North 3rd Street	Harrisburg	28

INDUSTRIAL	CITY	PAGE
101 S. 17th Street	Harrisburg	29
651 Alricks Street	Harrisburg	29
2969 N. 7th Street	Harrisburg	29
6 Pine Hill Drive	Carlisle	29
1779 W. Trindle Road, Building 400	Carlisle	29
2408 Park Drive (lower level)	Harrisburg	29
144 Reno Street	New Cumberland	29

LAND	CITY	PAGE
700 S. Baltimore Street	Dillsburg	30
Allentown Boulevard	Harrisburg	30
5148 E. Trindle Road	Mechanicsburg	30
7700 Derry Street, Lot 4	Harrisburg	30
1175 Walnut Bottom Road (Lots 2 and 3)	Carlisle	30
6325 Chelton Avenue	Harrisburg	30
Lena Drive, Lot 15		
Westport Business Center	Mechanicsburg	31
Waterford Square, Carlisle Pike (Route 11)	Mechanicsburg	31
Linglestown Road	Harrisburg	31
Lockwillow Avenue	Harrisburg	31
Chiara Drive and Jaycee Avenue	Harrisburg	31
Clover Hill Business Park		
Allentown Blvd. and N. Hershey Road	Harrisburg	32
Route 114 & Gettysburg Pike (NEC)	Mechanicsburg	32
850 Wesley Drive	Mechanicsburg	32
Route 114 & Gettysburg Pike (NWC)	Mechanicsburg	32
Route 441, SWC and Orchard Drive	Harrisburg	32

LAND	CITY	PAGE
Bent Creek Boulevard	Mechanicsburg	33
E. Cumberland Street (Route 422)	Lebanon	33
7940 Grayson Road, (Rear lot)	Harrisburg	33
330 South Third Street	Lemoyne	33
730 Limekiln Road	New Cumberland	33
Eisenhower Boulevard	Harrisburg	33

OFFICE	CITY	PAGE
3029 N. Front Street	Harrisburg	34
2090 Linglestown Road	Harrisburg	34
Suite 104 (Sublease)		
156 Cumberland Parkway	Mechanicsburg	34
2090 Linglestown Road	Harrisburg	34
4705 E Trindle Road	Mechanicsburg	34
5275 E. Trindle Road	Mechanicsburg	34
30 North Third Street	Harrisburg	35
1707 S. Cameron Street	Harrisburg	35
4386 Sturbridge Drive	Harrisburg	35
4661 Trindle Road	Camp Hill	35
1711 N. Front Street	Harrisburg	35
415 Market Street	Harrisburg	35
148 Reno Street	New Cumberland	36
2505 North Front Street	Harrisburg	36
1801 Oberlin Road	Middletown	36
36 S. River Street	Halifax	36
800 N. 3rd Street	Harrisburg	36
801 E. Park Drive	Harrisburg	36
212 N. 3rd Street	Harrisburg	37
3552 Old Gettysburg Road	Camp Hill	37
895 S. Arlington Avenue	Harrisburg	37
774 Limekiln Road	New Cumberland	37
3601 N. Progress Avenue	Harrisburg	38
130 State Street	Harrisburg	38
2408 Park Drive	Harrisburg	38
1779 W. Trindle	Carlisle	38
208 N. Third Street	Harrisburg	38
1335 N. Front Street	Harrisburg	38




**SALE**
**3101 N. Front Street, Harrisburg**

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


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

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


**PENDING**
**SALE**
**914 S. 13th Street, Harrisburg**

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


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

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





## COMMERCIAL LISTINGS

**LEASE**



**1727 N. 2nd Street, Harrisburg**

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

**LEASE**



Similar Building

**660 Firehouse Road, Grantville**

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

**SALE**



**182 2nd Street, Highspire**

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

**SALE**



**850 Wesley Drive, Mechanicsburg**

4,050 SF Class "B" office building on a 0.96 acre lot for sale. An additional 1.53 acres adjoins the 0.96 acres totaling 2.49 acres for sale. The site is zoned for a variety of retail and commercial uses. Great West Shore location with easy access to Route 15 and PA Turnpike, and minutes from Rossmoyne Business Park.

**LEASE**



**8 Tristan Drive, Dillsburg**

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




**SALE**
**322 South Front Street, Wormleysburg**

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


**SALE**
**Carlisle Pike – Silver Spring Township**

6,500 SF well known restaurant/diner now for sale along heavily traveled Carlisle Pike. Additional information available with a signed Confidentiality Agreement.


**PENDING**
**SALE**
**1319 E. Chocolate Ave, Hershey**

Great opportunity to purchase or lease a single-story, 2,050+/- SF retail property located in Hershey, PA. The building sits on a 0.30+/- parcel along highly traveled E. Chocolate Avenue with good parking, visibility and signage.


**SALE/LEASE**
**3460 Paxton Street, Harrisburg**

12,640 SF Former Planet Fitness located on heavily traveled Paxton Street, directly across from the Harrisburg Mall. Don't miss this opportunity to own or lease this prime real estate.


**LEASE**
**415 Market Street, Harrisburg**

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





## COMMERCIAL LISTINGS

**SALE**



**1111 Gap View Road, Dauphin**

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

**PENDING**

**SALE**



**1650 Walnut Street, Harrisburg**

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

**LEASE**



**5660-5670 Lancaster Street, Harrisburg**

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

**SALE**



**2500 North 3rd Street, Harrisburg**

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




**SALE/LEASE**

**101 S. 17th Street, Harrisburg**

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

**LEASE**

**1779 W. Trindle Road, Building 400, Carlisle**

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

**LEASE**

**651 Alricks Street, Harrisburg**

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

**LEASE**

**2408 Park Drive (lower level), Harrisburg**

1,300 – 4,990 SF available in this flex space for a company in need of a storage or shipping area. It features a dock door, a potential drive-in and is open, clean and competitively priced. The park is situated right off Progress Avenue at the I-81 interchange with amenities in close vicinity.

**SALE/LEASE**

**2969 N. 7th Street, Harrisburg**

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

**LEASE**

**144 Reno Street, New Cumberland**

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

**SALE**

**6 Pine Hill Drive, Carlisle**

83,544 SF large, clean warehouse facility built in 1996 and recently expanded. Location is ideal off the Miracle Mile at I-81 and the PA Turnpike (I-76) in Carlisle. Approximately 8,900 SF of finished office space and 74,644 SF of warehouse space.





# LAND LISTINGS

**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**



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

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

**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. Call us for details!

**SALE**



**1175 Walnut Bottom Road (Lots 2 and 3), Carlisle**

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

**SALE**



**5148 E. Trindle Road, Mechanicsburg**

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

**SALE/LEASE**



**6325 Chelton Avenue, Harrisburg**

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



SALE



### Lena Drive, Lot 15, Mechanicsburg Westport Business Center

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

PENDING

SALE



### Linglestown Road, Harrisburg

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

SALE



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

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

SALE



### Lockwillow Avenue, Chiara Drive and Jaycee Avenue, Harrisburg

3.68 Acres available in one of the last developable tracks. Highly popular and targeted area of Route 22. The five parcels are zoned Commercial General. Call for additional details!





# LAND LISTINGS

**SALE**



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

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

**SALE**



## **850 Wesley Drive, Mechanicsburg**

4,050 SF Class "B" office building on a 0.96 acre lot for sale. An additional 1.53 acres adjoins the 0.96 acres totaling 2.49 acres for sale. The site is zoned for a variety of retail and commercial uses. Great West Shore location with easy access to Route 15 and PA Turnpike, and minutes from Rossmoyne Business Park.

**SALE**



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

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

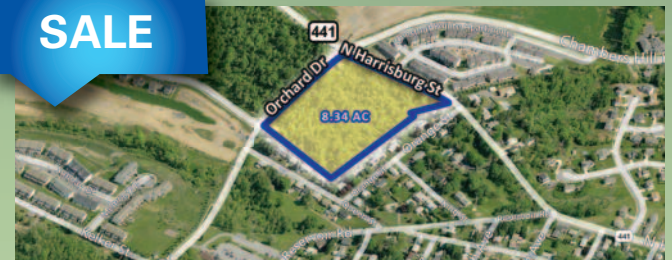
**SALE**



## **Route 114 & Gettysburg Pike (NWC), Mechanicsburg**

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

**SALE**



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

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




**SALE/LEASE**
**Bent Creek Boulevard, Mechanicsburg**

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


**SALE**
**330 South Third Street, Lemoyne**

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


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

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


**SALE**
**730 Limekiln Road, New Cumberland**

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

**PENDING**
**SALE**

**7940 Grayson Road, Harrisburg (Rear lot)**

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


**SALE**
**Eisenhower Boulevard, Harrisburg**

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





## OFFICE LISTINGS

### SALE



#### 3029 N. Front Street, Harrisburg

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

### LEASE



#### 2090 Linglestown Road, Harrisburg

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

### LEASE



#### 2090 Linglestown Road, Suite 104, Harrisburg (Sublease)

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

### SALE/LEASE



#### 4705 E Trindle Road, Mechanicsburg

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

### LEASE



#### 156 Cumberland Parkway, Mechanicsburg

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

### LEASE



#### 5275 E. Trindle Road, Mechanicsburg

Updated and open, this corner office suite, 7,018 SF, offers functionality, style and usability. The many private offices and large conference room(s) lining the perimeter all have great views out the oversized windows. This professional office space features glass doors, executive sized offices, and two entrances.




**LEASE**
**30 North Third Street, Harrisburg**

1,869 – 20,112 SF contiguous available in Class A office building. Skywalk to Strawberry Square, Harrisburg Hilton and connected parking garage directly across from the Capitol Complex. Great window lines.


**LEASE**
**4661 Trindle Road, Camp Hill**

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


**SALE**
**1707 S. Cameron Street, Harrisburg**

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


**SALE/LEASE**
**1711 N. Front Street, Harrisburg**

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


**LEASE**
**4386 Sturbridge Drive, Harrisburg**

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


**LEASE**
**415 Market Street, Harrisburg**

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





## OFFICE LISTINGS

**LEASE**



**148 Reno Street, New Cumberland**

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

**PENDING  
SALE/LEASE**



**36 S. River Street, Halifax**

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

**LEASE**



**2505 North Front Street, Harrisburg**

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

**LEASE**



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

Prominent downtown office building across from the State Museum. One block from the Capitol Complex; perfect location for attorneys and associations. On-site parking and many other amenities are available to tenants. Suites range from 760 SF to 1,075 SF. **Price reduced!**

**LEASE**



**1801 Oberlin Road, Middletown**

200 – 7,538 SF available in this unique, charming 40,000 SF, three-story stone structure with tenants. Convenient access to Harrisburg, Lancaster, and Harrisburg International Airport.

**LEASE**



**801 E. Park Drive, Harrisburg**

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



**LEASED**

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

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

**SALE/LEASE**

**895 S. Arlington Avenue, Harrisburg**

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

**Price reduced if you lease!**

**LEASE**

**3552 Old Gettysburg Road, Camp Hill**

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

**LEASE**

**774 Limekiln Road, New Cumberland**

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





## LEASE



### 3601 N. Progress Avenue, Harrisburg

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

## LEASE



### 1779 W. Trindle Road, Building 200, Carlisle

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

## LEASE



### 130 State Street, Harrisburg

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

## LEASE



### 208 N. Third Street, Harrisburg

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

## LEASED



### 2408 Park Drive, Harrisburg

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

## LEASE



### 1335 N. Front Street, Harrisburg

2,000 SF functional first floor office space includes four offices, a work room, reception area, kitchen, and two bathrooms. Grand windows overlook beautiful Susquehanna River in downtown Harrisburg. Good on-site parking with 8 spaces for first floor tenant. Conveniently located minutes from I-81 and I-83.



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Natalie Fortenbaugh, center, is not a licensed REALTOR.

## BILL GLADSTONE GROUP OF NAI CIR

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



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