

September 2019

HARRISBURG COMMERCIAL

real estate REPORT

Power in Knowledge

Knowing an industrial project's utility needs and the necessary infrastructure — now and into the future — will help ensure success.

By Grant Miller and Don Moss



Flip a switch, the light turns on. Put a plug in a socket, the electricity flows. Turn the faucet, water gushes. Utilities are essential to the operation of any property, but they are often overlooked because it's easy to take them for granted.

But in commercial real estate, many companies overlook utility costs and capabilities during the site selection process. Workforce development and logistics are hot topics in commercial real estate, but don't overlook other necessities.

In today's competitive landscape, the timeframe for corporate site selection from start to finish continues to tighten. Decision-makers expect sites for new construction or buildings with new operations to have the necessary utility capacity from the get-go. Utility providers, therefore, can add significant value to the site-selection process by working with communities, site selectors, and their clients to have plans and approvals in place for system or capacity expansions.

Two sites in the same community can have very different development and utility costs. Providers need to be fully aware of how they assist in the site-selection process. They also need to engage the brokerage community to communicate capacities and discuss potential upgrades for planned uses of the property. Such collaboration would ease approvals and expansions, helping commercial real estate professionals both in locating new facilities and expanding existing ones.

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(Continued on page 3)

In This Issue

- 1, 3-4.....Featured Article
- 1.....Seeking Authors
- 2-7.....Featured Listings
- 5.....Introducing Nick
- 8.....Recent Deals

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The Bill Gladstone Group of NAI CIR is searching for articles to fill editorial content.



What Are We Looking For? Industry related articles that our readership of nearly 5,000 business decision makers and industry leaders would benefit from reading in print and online through social media and our website.

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



A publication of the Bill Gladstone Group of NAI CIR

New Listings



Office Lease - 101 N. Pointe Boulevard, Lancaster

- Class A, multi-tenanted building in the heart of Lancaster County's business area
- This beautiful building boasts large window lines, in-suite cooling/heating, in-suite music system, a guarded lobby, a common area breakroom and many high-end finishes
- Great central location with ample parking available



Office Sublease - 3 Kennedy Street, Lancaster

- This 2,875 SF former bank has modern features and an intelligent layout for a variety of users
- The design includes 3 drive-thru lanes (1 ATM), 4 private offices, conference room, and a break room
- Located just minutes from the Route 30 interchange at Greenfield and Old Philadelphia Pike and Route 222



Office Sale - 75 Evelyn Drive, Millersburg

- Well-maintained, large office building located just minutes from Routes 147 and 209
- Functional layout offers the ability for a single user or multiple users
- Property boasts excellent parking, large windows and a versatile floorplan

Industrial Listing



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'), sprinklers, new LED lighting, and a dock could also be added if needed
- Convenient access to Route 15, Route 581, and I-81

Investment Listing



Sale - 905 E. Chocolate Avenue, Hershey

- 15 unit Travel Inn ideally located off E. Chocolate Avenue with excellent roadside visibility and moments from Hershey attractions
- This facility is made up of 2 buildings consisting of 10 exterior guest rooms, 5 apartments and a spacious on-site manager's suite with three bedrooms, living area and kitchen
- The Hershey Travel Inn has been renovated over the years and also has solid revenue history for many years

Commercial Listing



Lease - 418 Market Street, Lemoyne

- Highly visible location in Lemoyne
- Store front windows and off-street parking
- Open floorplan will allow for a variety of uses

Availability and Cost

By far, the most important way a utility company can assist with site selection is fully understanding the service availability and excess capacity to all sites and available buildings in the community and/or communities served. If there currently isn't any excess capacity, the utility company needs to be prepared to expand that capacity in a given area, depending on growth patterns.

Installing new service or adding capacity is not an overnight process. It often requires weeks or months to complete the entire process, which includes several layers of approvals, cost/benefit analyses, and easement procurements. Specifically, commercial real estate professionals can easily fall into the trap of thinking that just because a site has access to a certain utility means that the utility can adequately serve it.

For example, if early suppression fast response means a sprinkler system is required, a current waterline running in front of a property might not be adequately sized with the right pressure and flow rate in gallons per minute. This could make the difference between installing a pump for the sprinkler system or adding a costly water storage tank.

"For example, if early suppression fast response means a sprinkler system is required, a current waterline running in front of a property might not be adequately sized with the right pressure and flow rate in gallons per minute."

Knowing what a project will demand in terms of electrical, water, sewer, natural gas, and telecommunication services will allow parties to vet the site quickly and completely. Additionally, this vetting of a potential site should be a standard practice before planning an on-site tour.

Keep in mind that any costs for extending utility service or adding capacity are typically passed along to the client, and these costs need to be calculated upfront to determine the feasibility of the project. The last thing that you want after visiting a location is to realize that a water tank must be installed to accommodate the building's sprinkler system.

Incentives and/or Grants

Should the proposed project require adding new or expanded service to meet a minimum demand, many states and communities offer incentives to eliminate or defray costs to the company or developer. Cost-avoidance grants include money for water/sewer upgrades or extensions, road improvements, natural gas upgrades or extensions, and electrical improvements. The grants can be paid upfront directly to the company or over a certain time period. Typically, these incentives are performance-based, and the company receiving the grant is required to create and maintain new jobs and investment for a specified time period. Other incentives from utility companies could include rebates (often on a sliding scale over a certain time period) based on the company's utility usage, which can be advantageous for a company during the beginning stages of a project.

Again, knowing the requirements going into a project is paramount to maximizing any incentives and/or grants that might be available.

Commercial Listings



Sale - 25 S. 28th Street, Harrisburg

- Beautiful stone church in the heart of Penbrook Borough with 30' chapel ceilings, stained glass windows, and a large organ
- Features multiple chapels, classrooms, offices, and a large social hall with adjoining kitchen
- Property conveys with a large parking area



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



Sale - 5620 Derry Street, Harrisburg

- Newly renovated building conveniently situated on Derry Street, just moments from Route 322 and 283/83 interchange
- The building underwent major upgrades in 2017 and has been well-maintained throughout the years
- The unique set-up offers many possible options for an office or commercial user
- Up to 2.5+/- acres of vacant land adjacent to the property (5650 Derry Street) is also available for sale

Site Evaluation Assistance

Utility companies can provide additional value to states and communities as well - which, in turn, helps the potential buyer - by aiding in the evaluation of a site for development. Development is a timely process, so most corporate site-selection projects will quickly eliminate locations that do not have the basic information readily available.

Knowing demand for electrical, water, sewer, natural gas, and telecommunication services allows potential developers to easily vet a site to determine if it should be considered for the project. Utility companies help bridge any knowledge gaps. Many utilities provide funding for communities or local economic development organizations to assist with basic due diligence. Typically, this early legwork will include verification of zoning and location of electricity, water, sewer, and natural gas, along with their corresponding capacities. Additionally, high-level mapping may be provided to outline any possible wetland, easements, and topographical challenges. Phase 1 environmental site assessment and some limited geotechnical testing to determine the suitability of the underlying soil on the site would be the next steps.

Having these deliverables readily available when initially requesting information and planning visits will help potential developers understand the site quickly and effectively. For any broker who lists land sites for industrial development, a common value-add from a utility company is a grant to do site evaluation to make a land site "shovel-ready."

Plan Your Work

A community might have all the other attributes for a new plant or distribution center (for example, labor availability, favorable labor costs, and transportation) but a specific property could fall short in regard to utility service. Having the specific knowledge of utility extension, capacities, and approvals in place could help a community win the project. Conversely, companies working with site-selection professionals need to fully understand their own utility needs - not only for the project at hand but also for some level of growth at the new facility. If a community can only handle today's utility needs but not those necessary for future growth, the project manager needs to consider alternative locations.

Conversely, when brokers receive inquiries on a site, they need to make sure they fully understand the specific utility demands not only for the inquiry at hand, but for some level of growth of the proposed facility. ■

About the Authors:

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Commercial Listings



1,600 - 8,000 SF

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



Price Reduced

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 along Market Street



Price Reduced

2,500 SF

Sale - 7200 Derry Street, Harrisburg

- Freestanding commercial building with good visibility along Derry Street
- The former AMVETS property could be outfitted to suit a variety of users - restaurants, retail or office users
- Excellent on-site parking with two access points from Derry Street

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WELCOME to the Team

Introducing Nicholas Martin, Sales Assistant



The Bill Gladstone Group of NAI CIR is pleased to announce Nick Martin has joined the Lemoyne based commercial real estate team!

Nick currently assists in Sales alongside Bill as a licensed REALTOR. He coordinates with clients as well as cooperating brokers, and assists with property showings to prospective buyers and tenants. He visits prospective property listings as well. He helps maintain communication with clients to keep them updated and provides resources to assist them and ensure our services go above and beyond the client's needs.

Outside of the office he enjoys playing basketball, being connected to his community, and offering guidance and advice to younger generations interested in going into business or real estate. He resides in Hershey, PA.



Sale/Lease - 5006 - 5010 E. Trindle Road, Mechanicsburg

- Three condominium units available for sale (1,880 - 3,802 SF)
- Excellent location in newly developed area in Hampden Township
- Can be sold individually for owner/user or together as an investment



Lease - 5275 E. Trindle Road, Mechanicsburg

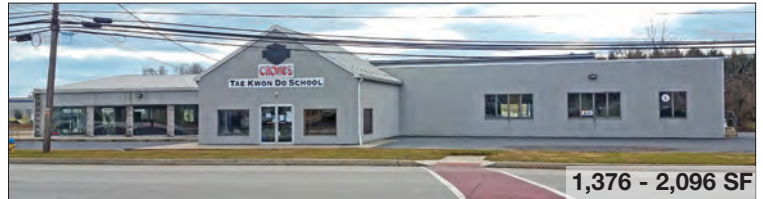
- Two corner suites offering functionality and usability are available
- The east side office (4,545 SF) features perimeter offices with windows, a conference room, breakroom, and in-suite private restrooms
- The west side office (7,018 SF) has private offices and large conference room(s) lining the perimeter

Office Listings



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
- **Call for details on free rent promotion (promotion ends at owner's discretion)**



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



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



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

Office Listings



358 - 1,490 SF

Lease - 800 N. Third 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



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

2,850 SF

Sale - 1223 E. Chocolate Avenue, Hershey

- Beautifully kept, freestanding office on heavily traveled road
- The space is very versatile and will lend itself to a variety of users
- Features include a first floor office area with reception/waiting, offices, a conference room and kitchenette
- The second floor has a two-bedroom apartment that is rented on a short-term basis
- Storage areas are abundant throughout



1,443 - 20,112 SF

Lease - 30 N. Third Street, Harrisburg

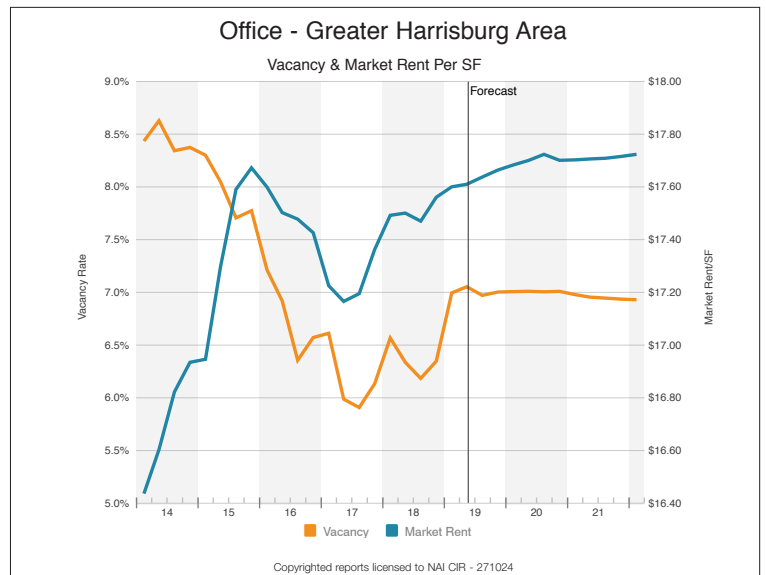
- 1,443 - 20,112 SF contiguous available in Class A office building
- Skywalk to Strawberry Square, Walnut Street Garage, Harrisburg Hilton, Whitaker Center, etc.
- This building is Energy Star Certified and utilizes the latest energy management systems for optimal energy efficiency



3,000 - 4,606 SF

Lease - 24 Northeast Drive, Hershey

- Functional, single-story office building in prominent Hershey location
- Perimeter window line can be expanded to suite tenant's specs
- 35+/- Parking spaces in-common with all tenants in building, and over 100 parking spaces available nearby



Office Listing



270 - 2,311 SF

Lease - 208 N. Third Street, Harrisburg

- Office space in a prime central business district location
- Historic building faces the Capitol Complex with great window lines
- Downtown amenities are just a few steps away and parking is a block in every direction

Featured Land



Sale - Eisenhower Boulevard, Harrisburg

- Just over 5 acres, 3+/- of which is relatively level land with 770' frontage on Eisenhower Boulevard
- Property is located next to Cindy Rowe Auto Glass and close to the PA Turnpike and Route 283
- Good for commercial or retail user

Land Listings

Location	Acres	Zoning	Type
370 W. Main Street, Leola, Lancaster County	1.3 - 2.8	General Commercial	Sale/Lease
1301 Eisenhower Boulevard, Harrisburg, Dauphin County	1.86	ML-Light Industrial	Sale
5650 Derry Street, Harrisburg, Dauphin County	1.90+/-	Commercial Limited	Sale
Pending - Bent Creek Boulevard, Lot 2, Mechanicsburg, Cumberland County	2.02	Community Commercial	Lease
453 Jonestown Road, Jonestown, Union Township	2.05	Commercial	Sale
Price Reduced - 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
Price Reduced - 7700 Derry Street, Harrisburg, Dauphin County	2.3 (lot 8)	Commercial District General	Lease
Pending - St. Johns Road, Camp Hill, Cumberland County	3.05	General Commercial District	Sale
1345 Eisenhower Boulevard, Harrisburg, Dauphin County	3.95	ML-Light Industrial	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 - 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
Pending - 730 Limekiln Road, New Cumberland, York County	8.64	Commercial Business	Sale
Carlisle Pike (Route 11) Waterford Square, Mechanicsburg, Cumberland County	8.78 (8 lots)	Community Commercial (C2)	Sale
1900 State Road, Duncannon, Perry County	9.46	Commercial	Sale
Price Reduced - Eisenhower Blvd & Highspire Road, Harrisburg, Dauphin County	10	Commercial District General	Sale
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
Price Reduced - 349 Pleasant View Road, New Cumberland, York County	45.48	Commercial Business	Sale

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Check Out Our Recent Deals

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



SOLD – 326 Herman Avenue, Lemoyne

This **7,357 SF former firehouse** in Cumberland County was recently sold to John and Lucille Getz. The Bill Gladstone Group of NAI CIR facilitated the transaction.



LEASED - 1421 N. 3rd Street, Harrisburg

Michael Hertrich Art & Frame, LLC, an art gallery and frame shop, has leased retail space in the City of Harrisburg. The Bill Gladstone Group of NAI CIR handled the transaction.



LEASED - 1100 N. Mountain Road, Suite 3, Harrisburg

Blue Collar Realty, LLC leased 1,400 SF of office space in Harrisburg. The Bill Gladstone Group of NAI CIR represented the lessor and Cary Loyd with Blue Collar Realty, LLC represented himself.