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HARRISBURG COMMERCIAL

real estate REPORT

Times are Changing: The Remote Workplace is Taking the Forefront

By Dan Grove



If ever there is a song applicable to the business world today, it is Bob Dylan's "The Times They Are A-Changin'." On the positive side, change can often uncover opportunities to improve processes and workflows. I hope your organization has experienced this and has taken action. If not, maybe we can spur some thoughts and make change happen. Many of us have adapted to changes over the last year and a half by working remotely

or adopting a hybrid remote and office schedule. Either way, working remotely has benefits and concerns that should be addressed.

Poor or no access to information, data, forms and documents makes performing everyday tasks and collaboration impossible or difficult at best. Sixteen percent of remote workers report problems collaborating or communicating.* Fortunately, there is a wide array of technology to help solve these issues. Although every organization may be at a different stage of digitization, the further your workflows are in a digital form, the easier it will be to improve access. Advanced in digital or not, cloud based services are a fast way to get up and running for many applications. These services provide secure access for employees and are scalable as your needs change, and scalability is a wonderful thing to have when change happens. Could you imagine having a gas and brake pedal for every resource you use in business?

While there are many steps toward realizing benefits from digitizing, there are generally five stages for this optimization:

1. As a starting point, while reducing storage cost and providing backup, current paper based assets must be scanned;
2. To enable collaboration, increase access and efficiency, digital assets are categorized and stored

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Accepting Articles for 2021 Harrisburg Publications

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Articles are typically 1,200 – 1,500 words and include an author bio, headshot, and recognition for your company.

Contact: Katie Stover (717) 761-5070, ext. 116 or kstover@naicir.com.



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Autumn Addley, front left & Katie Stover, front right are not licensed REALTORS.

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New Listings



NEW Office Lease - 100 N. Cameron Street, Harrisburg

- Four-story, brick office building in a convenient location in the City.
- Easy access to downtown, as well as I-83 and I-81
- Building features many office configurations - from single rooms to an entire 7,500 SF
- There are plenty of windows and the west side has gorgeous Capitol views
- Ask about half price rent for the first year on a 3+ year lease



NEW Commercial Sale - 700 Market Street, Lemoyne

- Stunning brick church built in the 1920s. The property has been well maintained over the years, offers a large sanctuary (200+ seats) with air conditioning and has approximately 70 parking spaces.
- There is an on-site daycare tenant who has a lease in place



NEW Industrial Sublease - 4750 Westport Drive, Mechanicsburg

- 4,857 +/- SF of flex space that is conveniently located to all major PA highways
- Attractive space with a newly built-out office area, break room and a warehouse/storage space with one dock and one drive-in door



NEW Office Sale - 1245 Cocoa Avenue, Hershey

- Former bank branch facility with a corner location with good exposure and visibility. Daily traffic count exceeds 16,000 vehicles
- It also features two points of egress, one on Cocoa Avenue and another on Fishburn Road



NEW Office Sale - 2411 N. Front Street, Harrisburg

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



NEW Office Lease - 5229 E. Trindle Road, Mechanicsburg

- Highly visible and desirable E. Trindle Road location available for a 3,500+/- square foot tenant
- The first floor space was formally used as a dental office so would be suitable for many medical users, but is also easily adaptable to office or retail uses as well

in a uniform structure;

3. Increase productivity and standardization while improving data quality by automating manual tasks. This includes but is not limited to electronic forms;

4. Overcome information silos and improve analytics by simplifying and streamlining processes and workflows;

5. Hone predictive analytics to increase agility, control costs and improve business processes.

Remote work has accelerated to what I like to call “the less paper office”. Thinking - since the paperless office was first publicized in 1975, only a few can claim to be totally paperless today, and I have to believe someone is jotting notes on a napkin from time to time. We certainly have seen less paper in many processes; however, I find it hard to believe we will get to no paper anytime soon. I also believe that there are appropriate applications for both digital and analog/physical documents in our business and personal lives. In the mean time, your current office copier or multifunctional device may have some technology to help you along the less paper trail.

First let's talk about hold or lock print. This may go by another name with your device as it does vary among manufacturers. The basic idea is that you send your documents to the device with an instruction to hold the prints until you or a designated person releases them to print. If they are not released, you can typically auto erase them from memory at a set period. This eliminates unclaimed, accidental, and those print jobs that mix into someone else's work. For remote workers on a VPN (virtual private network), they can print their work and retrieve on the next office visit or work with someone to release and distribute documents. The lock version of this tool allows you to password protect sensitive information and is a great way to eliminate the need for small, inefficient personal printers used for document security reasons.

Multifunctional devices have the ability to quickly scan hardcopy documents into a digital file. Document management software helps you organize and control your digital assets. Some software will accept different file types while others may be more specific. For long-term storage and use, PDF and TIFF are the most common files used. If you choose PDF you may want to consider PDF/A as it preserves more data, ensuring usability in the future. You will want to scan in black and white unless color is really needed, as color files are three times the size of black and white. It is also important to scan at the best DPI or dots per inch. Two hundred dpi is generally good for basic text. The higher the number, the better the image, however the file size grows exponentially which fills storage faster and slows processing.

If your workflows include FAX inbound or outbound, there are two simple tools you may already have. A digital fax forwarding option allows incoming faxes to forward to a folder or email address in a digital format rather than printing out. This process not only eliminates the printing, but also allows the document to be transferred to the end user quickly and conveniently with email or file sharing. On the outbound side, LAN faxing enables you to send a fax directly from a digital file without printing it and sending as you may have faxed a document in the past. This printing and time-saving tool works like a print driver but instead converts your file to the fax language and allows you to send it through a fax-enabled multifunctional copier. A great way to eliminate the short, print-fax-trash document lifecycle. As with fax forwarding, your service provider should be able to set this tool up for you. Using a VPN, both of these tools could give remote workers easy access to the FAX device and its' number, just like they were at the office.

(Continued on page 4)

Investment Listing



Office Sale - 265 S. Houcks Road, Harrisburg

- Well maintained two-story office building
- Layout offers many uses and location is easily accessible to the Harrisburg business communities
- Don't miss the opportunity to own this prime real estate

Industrial Listings



Sale - 140-148 Ole Lane, Grantville

- This nearly 1,400 SF industrial building sits upon over 2 acres of paved parking
- Perfect for a trucking company or any industrial user
- Quick access to Interstate 81



Lease - 5610 Derry Street, Harrisburg

- Ideal industrial location in Harrisburg with accessibility to I-83 and other highly traveled corridors
- Warehouse space contains one dock, one drive-in, and 18'+ clear ceiling height
- Good space for contractors, small distribution and storage

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Change has unfortunately created opportunities for unscrupulous hackers too. Internet security should always be a concern to any business and remote workers should be taken into consideration in a security plan. According to an internet poll, thirty six percent of companies have experienced a security incident because of a remote worker's action.** Every device that employees use should meet your organizations security standards. With almost every device connected to the internet in some way, your plan has to take this fact into consideration. A fact that is often overlooked is that these devices operate on software, and software must be updated to maximize the security hardness. An effective security plan should include the evaluation, update or replacement of devices periodically.

The increase in work from home has also necessitated adding print devices or increasing the use of existing devices. Like many tools, these devices have their best application and use depending on several variables. Because of the recent demand, the supply of some devices has been affected and less than ideal devices have been placed in service. If your organization utilizes an effective Managed Print Services (MPS) program you will be using the proper devices as changes occur. Without a MPS program, inefficient devices may be put in place, thereby causing higher costs and posing possible security risks. MPS programs use software to pull together the data capturing abilities that are embedded in print devices. Data can be analyzed and decisions can be made to optimize efficiency and cost reduction along with increasing security. This technology is applied to policies and standards that have been established to manage the print fleet for optimum results.

To wrap this up, please remember that some of the most dangerous words spoken in business are "we have always done it this way". Make the best of changin' times or at least embrace them as much as possible when you are able. ■

Dan Grove started his career in commercial and in-plant printing. Twenty years ago, he joined the team at Doing Better Business in the office technology industry. Holding positions in sales and as a product specialist, Dan is now the Director of Marketing at DBB. For more information, you can email him at dgrove@doingbetterbusiness.com



* <https://buffer.com/2021-state-of-remote-work>

** <https://openvpn.net/remote-workforce-cybersecurity-quick-poll/>



Lease - 4647 Jonestown Road, Harrisburg

- 2,230 SF available in this popular retail site
- Freestanding, updated building with great curb appeal and visibility on highly traveled street
- Bright, open floorplan on first floor

Commercial Listings



Sale - 28 E. Main Street, Mechanicsburg

- 11,505+/- square feet of flex space in Silver Spring Township with General Industrial zoning
- Property has had many uses over the years - Harley Davidson bike shop, Tae Kwon Do school, offices and storage
- There are many options on this 1.77+/- acre site.
- Income producing tenant.



Sale - 6340-6390 Derry Street, Harrisburg

- Nearly 11,000 SF single-story, multi-tenanted, flex building on heavily traveled Derry Street
- The property features two office tenants (2,300+/- SF and 2,268+/- SF) and a warehouse user in the rear
- Perfect investor or owner/user opportunity



Sale - 25 & 33 Carlisle Street, Hanover

- Stunning landmark in the Borough of Hanover available for sale
- This former bank building was beautifully constructed with great attention to detail and has been well maintained throughout its years
- The adjacent (and connecting) office building is also included in the sale

Office Listings



Lease - 3507 Market Street, Harrisburg

- 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 artery and is close to many restaurants and businesses



Lease - 5275 E. Trindle Road, Mechanicsburg

- Corner office suite available which offers functionality and usability
- The professional office space features executive sized offices, large conference room(s) lining the perimeter, private in-suite restrooms and two entrances
- Space can be left as one large suite or made into two suites; Suite A - 2,318 RSF and Suite B - 4,133 RSF



Lease - 300 N. 2nd Street, Suite 704, Harrisburg

- Seventh floor (sublease) office space available in this downtown high-rise with excellent access to Harrisburg amenities
- The building boasts a marble and glass entranceway
- The suite has a waiting area, large conference room, private office, a storage area, kitchenette, and all furniture is included in the rent



Sale/Lease - 2008-2010 Market Street, Camp Hill

- Prime office/commercial space in the heart of Camp Hill Borough
- This updated, clean space has direct frontage on Market Street and is within walking distances to the town's restaurants and retail sites
- Renovations to the space include opening the floorplan, adding stylish lighting and kitchen appliances, updating the restroom fixtures (one is handicap accessible), HVAC and roof
- Property also has some features from its original build (in 1870)



Lease - 415 Market Street, Harrisburg

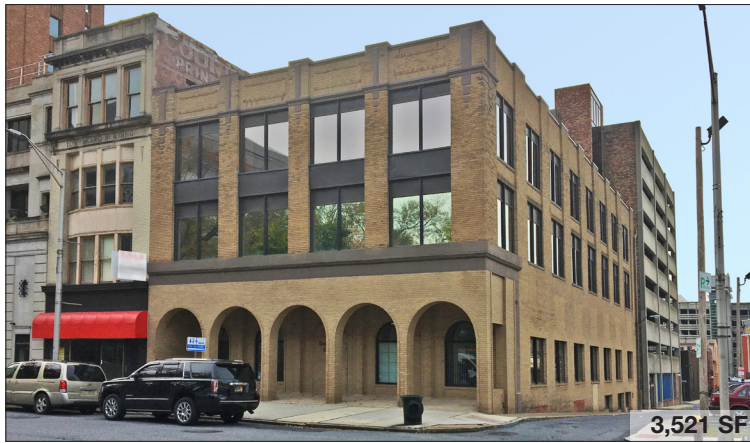
- Suites ranging from 266 - 4,453 SF on the second and third floors
- Located in Enterprise Zone; permits professional offices, personal services and other common office use
- Within walking distance to all the downtown restaurants, amenities, and Riverfront Park



Lease - 156 Cumberland Parkway, Mechanicsburg

- First floor office space 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

Office Listings



Lease - 212 N. Third Street, Harrisburg

- Two suites now 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



Lease - 30 N. Third Street, Harrisburg

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



Sale - 235 N. Enola Road, Harrisburg

- Former branch bank on corner parcel along N. Enola Road
- Good parking, good visibility and flexible floorplan allow for many redevelopment opportunities
- Property features over 4,000 square feet of open space, private offices, good storage, large break area and on-site parking
- Two drive-thru lanes and one ATM lane with 980 SF canopy extending from the western elevation

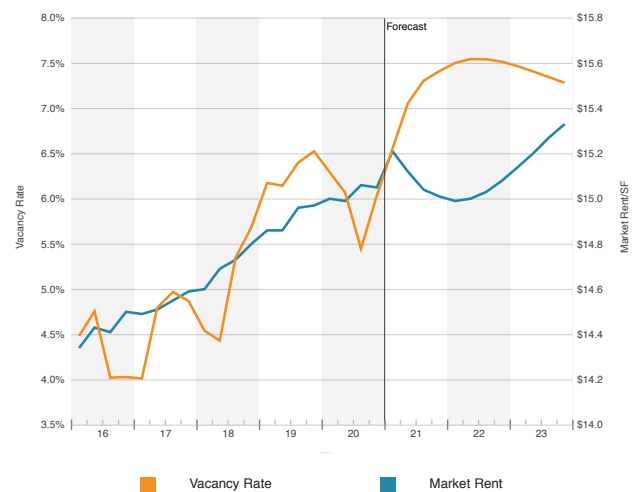


Lease - 800 N. Third Street, Harrisburg

- Prominent downtown office building across from the State Museum and one block from the Capitol Complex
- Perfect location for attorneys and associations
- On-site parking available to tenants at below market rates
- Furnished suites available

Retail - Greater Harrisburg Area

Vacancy & Market Rent Per SF



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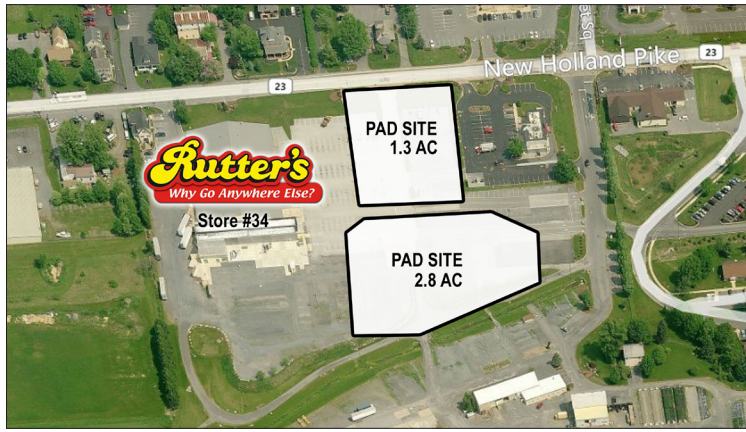
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Featured Land



Sale/Lease - 370 E. Main Street, Leola

- Join the new Rutter's Farm Store on Main Street/New Holland Pike in Leola
- 1.3+/- acre pad site available for sale or lease with high visibility, easy access and located in a growing area
- Also available for lease is 2.8+/- acres in the rear of the property



Sale - Eisenhower Blvd & Highspire Road, 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

Land Listings

| Location | Acres | Zoning | Type |
|--|------------------|------------------------------------|------------|
| 940 E. Main Street, Palmyra, Lebanon County | TBD | Highway Commercial | Lease |
| 1700 Quentin Road, Lebanon, Lebanon County | TBD | General Commercial | Lease |
| Pending - Kim Acres Drive & Aspen Drive, Mechanicsburg, Cumberland County | 1.03 | Highway Commercial | Sale |
| 370 W. Main Street, Leola, Lancaster County | 1.3 - 2.8 | General Commercial | Sale/Lease |
| 1301 Eisenhower Boulevard, Harrisburg, Dauphin County | 1.77 | ML-Light Industrial | Sale |
| Pending - 7700 Derry Street, Harrisburg, Dauphin County | 2.12 (lot 4) | Commercial District General | Sale |
| I-81 and W. Trindle Road, Carlisle, Cumberland County | 2.18 (2 parcels) | Commercial Highway | Sale |
| 1345 Eisenhower Boulevard, Harrisburg, Dauphin County | 4.46 | ML-Light Industrial | Sale |
| Kriner Road, Chambersburg, Franklin County | 4.64 | Commercial Industrial | Sale |
| 755-759 Kriner Road, Chambersburg, Franklin County | 4.73 - 7.83 | Commercial Industrial | Sale/Lease |
| W. Suncrest Drive and Spring Road, Carlisle, Cumberland County | 4.87 (4 parcels) | Commercial/Light Industrial | Sale |
| Pending - 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 |
| Cherry Street (Lot #9) & Walnut Street, Highspire, Dauphin County | 7.77 | Residential Low Density | 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 |
| Price Reduced - Hanshue Road, Tract 2, Hummelstown, Dauphin County | 9.42 | Residential Agriculture | Sale |
| Eisenhower Blvd & Highspire Road, Harrisburg, Dauphin County | 10.0 | Commercial District General | Sale |
| Allentown Boulevard, Harrisburg, Dauphin County | 17+ | Commercial Highway (CH) | Sale |

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Check Out Our Recent Deals

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



SOLD - 510 N. Front Street, Wormleysburg

Dr. Christian Kcomt, MD purchased this 2,056 SF office building. This stunning building will be the home to Dr. Kcomt's Center for Wellbeing. His mission is to create an environment to provide excellence in integrative mental health management such as ADD/ADHD, Anxiety Disorders, Post Traumatic Stress Disorder and much more. 510 N. Front Street was previously the headquarters of Capital Region Insurance Agency. Their new location is now 422 N. Front Street in Wormleysburg. The Bill Gladstone Group of NAI CIR represented the seller and Edwin Tichenor of Turn Key Realty Group represented the Buyer.

LEASED - 1029 Mumma Road, 2nd Floor, Wormleysburg

LIVIC Civil, LLC leased 3,956 SF of office space in this building. LIVIC Civil is a client-focused site/Civil Engineering firm that specializes in land development, transportation, traffic, site/engineering, GIS, landscape architecture and municipal engineering services. The Bill Gladstone Group of NAI CIR represented the Landlord and Chris Wilsbach of NAI CIR represented the Tenant.

LEASED - 7940 Grayson Road, Harrisburg

Venskyy Trucking bought 1.6 acres of land in Harrisburg. The land will become a space for truck parking. The Bill Gladstone Group of NAI CIR handled the transaction.