

MERICLE BOOSTS LOCAL ECONOMY WITH 11 NEW SPEC BUILDINGS

With the economy struggling, most companies are trying to operate conservatively, spending less money and taking very few risks. Mericle Commercial Real Estate Services, however, is a company that is bucking that trend — showing a willingness to take risks to help Northeast Pennsylvania prosper.

Considered to be the largest privately-owned developer of industrial real estate along Pennsylvania's I-81 Corridor, Mericle is constructing 11 buildings on speculation, including eight in CenterPoint Commerce & Trade Park East. The 11 buildings total 1.8 million square feet and have the potential to house more than 1,000 new jobs.

When construction on the eight spec buildings at CenterPoint East is finished, there will be 16 buildings in the park totaling more than 4.6 million square feet. The 16 new facilities will all have been constructed since early in 2006. Mericle already owns and manages 11.6 million square feet company-wide, which it leases to 130 tenants.

In addition to the activity in CenterPoint, Mericle is constructing two speculative office buildings in the East Mountain Corporate Center in Wilkes-Barre and has just completed a 410,000 square foot bulk industrial facility in Humboldt Industrial Park North near Hazleton.

Mericle built CenterPoint Commerce & Trade Park, which is generally believed to be the fastest-growing business park in Pennsylvania, with infrastructure grant assistance from Governor Ed Rendell and the Pennsylvania Department of Community and Economic Development. The Greater Pittston Chamber of Commerce, State Senators Ray Musto and Robert Mellow, and State Representatives Mike Carroll and Jim Wansacz, played key roles in helping Mericle secure the state grants.

The Luzerne County Commissioners, the Pittston Area School Board and the Jenkins and Pittston Township Supervisors, helped spur quick success by approving a 10-year, 100% property tax abatement on improvements (LERTA) for all new construction in the park.

DEVELOPMENT DIVISION

Here is a quick overview of Mericle's 11 new spec buildings:



■ Construction has just wrapped up on a 217,000 SF industrial building at 289-299 CenterPoint Boulevard. The building can be subdivided to 49,600 SF and features 33' ceilings, 29 loading doors, T-5 lighting and an ESFR fire protection system.

• Work has been substantially completed on a 198,400 SF industrial building at 100-124 Capital Road in CenterPoint East. The building can be subdivided, features 33' ceilings and 30 cross-docked loading doors and will be ready for occupancy by year's end.



 Construction has just been completed on a 92,400 SF flex building at 240-258 Armstrong Road in CenterPoint East. The building can be subdivided and features 30' ceilings and 14 loading doors.

• Some landscaping is all that's left to do at Mericle's new 410,000 SF industrial building at 2 North Park Drive in Humboldt Industrial Park. This rail-available building sits near I-81 and I-80 in a Keystone Opportunity Zone (state and local taxes abated through 2010), has 46 loading doors, 7" concrete floors, 32' ceilings, T-5 lighting and an ESFR fire protection system. The building can be subdivided to 82,000 SF and expanded to 606,800 SF.



DEVELOPMENT DIVISION



• Construction is advancing quickly on a 98,000 SF flex building at 195 Research Drive in Phase IIA of CenterPoint East. The building can be subdivided, features 30' ceilings and 14 loading doors and will be ready for tenants by the end of 2008.

• Site work has begun on a 24,000 SF one-story office building located at 660 Baltimore Drive in the East Mountain Corporate Center. The building can be subdivided to approximately 4,000 SF and also offers a 10-year, 100% real estate tax abatement on improvements via the LERTA program. This new building will be ready for tenants by mid-2009. Due to some quick leasing activity during construction, only 13,509 SF remain available.





■ Work has just finished on a 44,800 SF building at 175-183 CenterPoint Boulevard. The building features an architecturally designed glass entrance, 30' ceilings, eight loading doors, T-5 lighting and an ESFR fire protection system.

DEVELOPMENT DIVISION



• Construction is well underway on a 396,800 square foot industrial building at 160 Research Drive in Phase IIA of CenterPoint East. The building is expandable to 620,000 SF, features 30' ceilings, 54 cross-docked loading doors and will be ready for tenants in spring 2009.

• Construction is progressing rapidly on a 41,344 SF, one-story office building at 675 Baltimore Drive in the East Mountain Corporate Center. The entire building has been leased by a health care provider. Real estate taxes on improvements are abated 100% for 10 years due to LERTA status recently approved for the site by the Luzerne County Commissioners, the Wilkes-Barre Area School District and the Plains Township Supervisors. The building has strong power and telecom service.



• Site work is underway and steel will arrive on-site soon for a 198,400 SF building at 400-450 CenterPoint Blvd. in Phase IIA of CenterPoint East. The building can be subdivided, features 33' ceilings, 28 cross-docked loading doors, and will be ready for tenants in spring, 2009.

• Work has just been completed on an 84,121 SF flex building at 145-173 CenterPoint Boulevard near the entrance to CenterPoint East. The building can be subdivided in approximately 6,000 SF increments and features 30' ceilings. Due to some quick leasing activity during construction, only 26,909 SF remain available for lease.



MERICLE LANDS AMAZON.COM

FULFILLMENT CENTER FOR HUMBOLDT BUILDING



A 501,600 SF industrial facility built on speculation by Mericle Commercial Real Estate Services in Humboldt Industrial Park has gotten even larger. Mericle has expanded the building to more than 615,000 SF to accommodate a new 1,900-job fulfillment center for Amazon.com.

Amazon.com announced in May that it had chosen Mericle's building as the site for its newest fulfillment center and will eventually employ 1,100 people full-time. The company began operations in July.

The Seattle online retailer said the 615,600-square-foot facility will also employ 800 part-time workers during peak seasons.

Humboldt Industrial Park was developed by CAN DO, an economic development agency serving the Greater Hazleton area. Mericle has developed 12 buildings totaling 4.2 million square feet in Humboldt.

CAN DO President Kevin O'Donnell thanked Mericle for its commitment to Greater Hazleton and Humboldt, saying, "Mericle finished work on this large building just last year. We've seen in the past and we continue to see that investment into speculative buildings in our industrial parks pays off for developers. Mericle had the foresight to make the building expandable and that helped bring Amazon here."

Pennsylvania Governor Ed Rendell touted the benefits of the Amazon project. "Not only will this project result in well over one thousand new jobs for hard-working Pennsylvanians, but those jobs will provide ancillary benefits for the entire region," he said in a statement.

Mericle Vice President Bill Jones worked with Amazon. com and representatives from Cushman and Wakefield's Philadelphia and Seattle offices during the site selection process. "The Amazon.com/Cushman and Wakefield team was great to work with," said Jones. "We are thrilled to have a company of this caliber in one of our buildings."

Jones also offered thanks to the Governor's Action Team and Joe Lettiere of CAN DO for their important contributions to the project.

TWO MAJOR COMPANIES LEASE SPACE IN CENTERPOINT BUILDING



A 254,200 square foot industrial building constructed on speculation by Mericle has two new tenants.

The Emery-Waterhouse Company, based in Portland, Maine, has located a sales and distribution center in 135,991 square feet at 275-285 CenterPoint Boulevard. The lease was brokered by William Hassan and Bill Wolf of CB Richard Ellis. Dan Walsh coordinated the transaction for Mericle.

Emery-Waterhouse is a full-service distributor of lawn and garden products and various hardware items and has been serving retailers throughout the U.S. for more than 160 years.

Emery CFO Gary Merill was quick to praise Walsh, as well as "the entire professional staff at Mericle." He noted that the ability to negotiate directly with Mericle's principals, "helped to eliminate the bureaucracy found in other organizations."

QuietFlex Manufacturing, headquartered in Houston, has opened a manufacturing operation in 80,880 square feet in the building. The transaction was brokered by Andrew Iversen, Senior Vice President of Jackson Cooksey of Houston. Jim Hilsher managed the transaction for Mericle.

Founded in 1976, QuietFlex is a subsidiary of Goodman Global Holdings, Inc., the second-largest residential HVAC company in the United States. QuietFlex is a high-volume, high-quality provider of flexible air duct.

The Pennsylvania Department of Community and Economic Development provided an incentive financing package to QuietFlex. Governor Ed Rendell, State Senator Ray Musto and State Representative Mike Carroll provided key support to the project. Janet Smith of Pennsylvania's Governor's Action Team also provided assistance.

CenterPoint is just ½ mile from I-81 and I-476 and offers a 10-year, 100% real estate tax abatement on improvements via the LERTA program. The program was approved by the Jenkins Township and Pittston Township Supervisors, the Pittston Area School Board and the Luzerne County Commissioners to make the park more attractive to job-creating companies in need of space.

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BROKERAGE DIVISION



Development Opportunity Kingston

4.339 acre top development site in Kingston! The former Reilly Classic Car Museum building is 44,000+/- SF on 2.415 acres plus the 1.924 acres of vacant land in the rear of the building. Don't miss the opportunity to purchase the perfect site for your high-end riverfront development.

Pat Guzzy or Steve Barrouk



Industrial Elysburg 264,000 SF 7,680 SF office, 10 loading docks, 2 drive-in doors, 18' ceilings and 32' x 40' columns. \$2,500,000 ... Jeff Bower or Don Cortese



Industrial Watsontown 17 000 SF

Light manufacturing facility on 1 acre lot. Was primarily used to produce a finished wood product. Contains (4) overhead doors, (3) ground level and 1 dock high. Large 3-phase power capacity. \$550,000 ... Don Cortese



Office Moosic

2,612 SF
Solidly built ranch style
residence on 1.8 acres
zoned commercial. May
be easily converted to
professional office space.
Great location and exposure.
\$279,000 ... Al Guari



Industrial Wilkes-Barre 35.250 SF

Light industrial building includes 2,930 SF of office space situated on +/- 1.0 acre parcel, one loading dock, one drive-in door and 21' clear ceiling heights. Price Reduced! Steve Barrouk



Restaurant Wilkes-Barre The Saber Room

NEPA's premier fine dining restaurant for sale. Turnkey operation. 3 apartments provide additional income. Owner financing available. John Rokosz



Industrial Williamsport 93,700 SF

This multi-use building includes a store, office & warehouse on a 5.96 acre site. Outstanding location & accessibility just off SR 220 in the Reach Road Industrial Park. \$2,900,000 ... Doug Keiper



Retail Wilkes-Barre 5.100 SF

Former bank converted to tavern with a large 5 bedroom apartment on second and third floors. Many possible uses! \$179,900 ... Bob Frodsham



Industrial Eynon 100,000 SF

A 70,000 SF mfg. facility + a 30,000 SF whse. situated on 8.0 acres. Convenient location to Route 6. Sale price: \$1,200,000. Offered separately: 70,000 SF; Mfg. Facility - \$495,000; 30,000 SF Whse. - \$395,000; 2.0 acre site zoned for possible townhouse development - \$395,000. Ron Koslosky



Warehouse Wyoming 5,000 SF - 70,000 SF Available space for

Available space for immediate occupancy at West Side location. 100% sprinkler coverage, 12' - 14' ceiling heights and ample truck/trailer parking. \$2.50/SF... Dave Daris



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This Issue's FEATURED PROPERTIES

This 408,200 SF building at 61 Green Mountain Road in Humboldt Industrial Park near Hazleton can be subdivided to 204,000 SF and expanded to 648,200 SF. Features 30'9" ceilings, 32 loading door (cross dock), and room on-site to park up to 500 trailers. State and local taxes abated through 2010. Located less than two miles from I-81 and ten miles from I-80. For lease at \$3.75 per SF, NNN. See virtual tour on home page of www.mericle.com. For more info, call Dan Walsh or Bill Jones at 570.823.1100.

This 53,040 SF office/flex building at 400 Stewart Road in Hanover Industrial Estates near Wilkes-Barre has excellent power and telecom service and is a great facility for a call center. Includes 44,680 SF of office space and 8,360 SF of storage space (with drive-in doors). Situated on approximately six acres, the facility has 238 well-lit parking spaces with room for more. Building has a UPS system and a 350KW Cummins/Onan diesel powered generator. For more info, call Bob Besecker or Steve Barrouk at 570,823,1100.

