

COMMUNITY

after completing college in Philadelphia, Rob Mericle returned to his hometown of Wilkes-Barre, Pennsylvania with the dream of starting a commercial development company to help a community struggling for decades with above average unemployment rates. Since that time, Mericle Commercial Real Estate Services (Mericle) and its family of companies, have made a profoundly positive impact on Greater Wilkes-Barre and all of Northeastern Pennsylvania.

In the late 1980s, Mericle constructed the region's first, privately-developed, speculative industrial buildings. More than 18 million square feet later, Mericle's buildings provide homes for companies that together employ more than 13,400 people.

From its headquarters near Wilkes-Barre, Mericle owns and manages more than 11 million square feet of bulk industrial, office, flex, and medical space and lists as tenants and clients some of the world's most prominent companies including Amazon.com, The Home Depot, Lowe's, Merrill Lynch, Neiman Marcus, Sears, CVS Caremark, Men's Wearhouse, Corning, Geisinger, Michaels, FedEx Ground, and American Eagle Outfitters.

Mericle also serves small and home grown businesses. Its many flex buildings provide space for dozens of companies that lease from 6,000 square feet to 60,000 square feet.

Today, Mericle is forging an even brighter future. Through its ReadyToGo!™ Program, Mericle is positioning Northeastern Pennsylvania to be a preferred business location along the I-81 Corridor for years to come. Mericle is fully preparing 90 sites on 1,450 acres of company-owned land in 11 area business parks and has designed buildings totaling 14 million square feet for these ReadyToGo!™ Sites.

Never before in history has this area had so many sites ready for the immediate construction of new buildings. This overview details how Mericle is continuing to use its unique "master builder" corporate structure and its ReadyToGo!TM Program to provide exceptional service to its clients and move Northeastern Pennsylvania forward.

Thank you for reading.

ReadyToGo!™ When You're Ready to Grow

The ReadyToGo!™ Program is a major investment by Mericle in new speculative buildings and fully prepared sites that is expected to facilitate the creation and retention of thousands of jobs.

Mericle created this program to ensure that companies interested in Northeastern Pennsylvania have a wide variety of buildings and fully prepared sites from which to choose.

Mericle is developing more than 90 ReadyToGo!TM Sites on land it owns in 11 business parks in Luzerne and Lackawanna Counties. The sites range from 1.15 acres to 127 acres and can accommodate companies needing from 5,000 square feet to more than 1 million square feet. Mericle has designed the sites to be attractive to manufacturers, distributors, medical professionals, and a variety of office and business services firms.

For its ReadyToGo!™ Sites, Mericle obtains all permits and full subdivision, land development, and utility approvals. In most cases, all grading, including the placement of compacted stone sub-base in the building and pavement areas, is completed, and the parcels are made ready for the immediate construction of building foundations.











Once an agreement is signed, Mericle can begin construction almost immediately. In almost all cases, the building will be finished and ready for occupancy in just six to nine months.

Mericle also develops speculative industrial, flex, and office buildings on the parcels. Mericle uses its own resources to prepare the sites and construct the buildings. The company's in-house design team, engineers, heavy equipment operators, and construction employees all contribute to the effort.



Learn more about our available ReadyToGo!™ Sites by visiting mericlereadytogo.com.





HOW WE ARE BUILT

Mericle is a true single-point-of-contact for firms in need of commercial real estate in Northeastern Pennsylvania.

Mericle is a vertically-integrated company with more than 200 in-house professionals with expertise in all aspects of commercial real estate development and construction. The Mericle team includes licensed architects, land planners, professional engineers, surveyors, licensed electricians, plumbers, carpenters, certified public accountants, in-house legal counsel, leasing and marketing professionals, licensed brokers, property managers, and more.

The company's growth and success have been based on the principle of providing quality commercial real estate at a very competitive price. Mericle has always been the leader in securing quality tenants to fill the speculative space that it constructs and has consistently maintained the stability of its portfolio by attracting and retaining quality tenants. Mericle is proud of the fact that it has never lost an existing tenant to a competitor in its core market. That ability to attract and retain quality tenants for its portfolio has been the catalyst for the company's growth since 1985.



BY SELF-PERFORMING virtually all aspects of development and construction, using its own in-house personnel, Mericle is

better able to control costs and fast track delivery schedules to meet its clients' needs. It fashions itself as a throw-back to the "master builder" of old when experienced craftsmen self-performed all aspects of the construction process. Mericle has consistently proven its ability to build quality investment-grade commercial space at low costs by maintaining an experienced staff that, like in a manufacturing process, has been able to perfect and fine tune the efficiency of its delivery process by repetitively producing a consistent and similar product type. The result is extremely fast delivery of quality product at very competitive rates.

Mericle is the authorized Butler Builder® for Northeastern Pennsylvania. This close association with Butler Manufacturing Company, the largest manufacturer of pre-engineered building systems in the United States, allows Mericle to offer its clients an unmatched level of innovation and flexibility. Mericle's in-house design and engineering team includes some of the industry's most experienced professionals in dealing with Butler systems. Every material, coating, part, and process is tested to ensure strict compliance with exact Butler standards.

AN OVERVIEW OF MERICLE'S VARIOUS DEPARTMENTS AND THEIR RESPONSIBILITIES IS AS FOLLOWS:

MARKETING & LEASING

This department works in tandem with end users, real estate brokers, site selection consultants, and economic development professionals to identify and secure the best commercial real estate solutions within Mericle's portfolio. The four vice presidents in Marketing and Leasing have more than 100 years of combined real estate and economic development experience and have helped more than 200 companies move into Mericle's buildings.



LEGAL

Once a property is selected, Mericle's in-house Legal team works with the client's attorneys to prepare documentation related to acquisition, leasing, construction, financing, property management, and disposition.

FINANCE & ACCOUNTING

Mericle's in-house Finance and Accounting Department is responsible for the administration and management of traditional accounting functions such as accounts receivable and billing, accounts payable, payroll and benefits, financial statement preparation, and tax return preparation for the entire company. This department is also tasked with financing Mericle's real estate portfolio and general operating needs. Strategic planning and financial analysis are also a critical component of the duties of this department.

DESIGN/BUILD SERVICES

This department consists of in-house architects, project managers, and designers with experience in interior space planning and building systems and specifications. Mericle assigns a project manager to every client and coordinates the entire project from the preliminary design phase through permitting, construction, and occupancy. The project manager ensures that the project is delivered on schedule as designed and provides the support needed to accommodate client-specific requirements and incorporate changes in the scope of work.

ENGINEERING/LAND SERVICES

This department is responsible for land development, obtaining zoning and subdivision approvals, and assessing and installing roads and utilities.

Engineering/Land Services prepares several "test-fits" to take advantage of a site's unique characteristics and to make sure that all of Mericle's projects are feasible from an economic, architectural, and construction standpoint.

Within this department there are several key teams including Land Planning, Surveying, and Excavation.

LAND PLANNING is comprised of in-house professionals including civil engineers, civil designers, and land planners. Land Planning combines its long history of successful industrial, commercial, and land use projects with today's latest computer hardware, software, GPS, GIS, and spatial data technology to produce sound and cost effective designs.

SURVEYING Mericle's in-house Surveying team consists of a professional land surveyor, assistant surveyors, and construction layout specialists. Using the latest GPS RTI technology, Surveying prepares construction layouts for the Excavation and Construction teams and produces boundary, topography, and subdivision surveys on an as-needed basis with an almost immediate turnaround. This accurate, real time information allows Mericle to serve its clients using the best and most recent site data, which ultimately results in shorter schedules and lower costs.









EXCAVATION

Truly unique to Mericle's vertically-integrated structure is its in-house Excavation team consisting of 50 heavy equipment operators and more than 80 Mericle-owned pieces of modern equipment. Much of the equipment is equipped with the latest GPS software. The Excavation team includes operators, drivers, laborers, mechanics, foremen, superintendents, and project managers

Excavation prepares sites for construction faster and more economically than all other commercial developers in the markets where Mericle conducts business. Excavation's work allows Marketing & Leasing to show clients ReadyToGo!™ Sites which have already been planned, permitted, subdivided, cleared, graded, and prepared for the immediate construction of building foundations.

From building pad projects with earthwork of more than 1,500,000 cubic yards, to aggregate production, to roadway and utility extension, Excavation has the resources, knowledge, and experience to accomplish any type of infrastructure or land preparation project. Excavation prides itself on its ability to change priorities and realign resources and equipment to meet a client's project schedule.





CONSTRUCTION SERVICES









Mericle self-performs most trades including carpentry, electrical, plumbing, sprinkler, along with others. In this regard, Mericle is a throw-back to the "master builder" philosophy that was once much more common in the construction industry.

Today, most real estate developers are really "construction coordinators" or "construction managers." They rely heavily upon outside resources to bring a project to fruition. Unfortunately, these outside firms often have competing demands and play too integral a role in factors that determine whether a project is completed on-

time and on-budget. The result is often finger-pointing for project delays and cost overruns. Mericle has most of these construction resources on staff and under its immediate control. As a result, Mericle is able to direct its own assets toward the on-time and on-budget completion of a client's project.

Mericle uses internal resources to manage virtually every critical element of the development and construction process. Because of this unique structure, Mericle has never missed a deadline or encountered cost overruns on any of its projects.

THE KEY COMPONENTS OF MERICLE'S CONSTRUCTION DIVISION ARE:

GENERAL CONSTRUCTION SERVICES

This team consists of construction managers, site superintendents, carpenters, and skilled laborers, who oversee all aspects of each trade related to the construction process. An integrated purchasing department procures all building materials and equipment for the trades.

ELECTRICAL SERVICES

Licensed master electricians, journeymen electricians, apprentices, and skilled laborers form this team. Electrical Services is responsible for the installation of all electrical systems and is skilled in the latest technologies related to primary and secondary electrical services, power distribution systems, grounding systems, lighting systems, lightning protection, TVSS systems, and data wiring.

Electrical Services incorporates the latest versions of national electric codes and international energy codes into its engineering and electrical designs and specializes in delivering complete building systems from the service entrance to the final connections to equipment and machinery.



PLUMBING AND SPRINKLER SERVICES

Several master plumbers lead this team which includes a dedicated fire protection foreman, plumbing foreman, pipe-fitters, certified welders, and apprentices. Plumbing and Sprinkler Services is responsible for the coordination and installation of fire protection systems in addition to all domestic water distribution, sanitary waste systems, and gas distribution piping in all Mericle projects.

HVAC MECHANICAL SERVICES

This team consists of HVAC design and installation project managers. A broad-based background in industrial and commercial HVAC system design is complemented by skilled tradesmen installing the systems. The trades perform installation of roof-top units, air handlers, condensing units, humidifiers, exhaust/ventilation fans, ductwork systems, refrigerant piping, insulation, and controls. Service of all HVAC installations is provided by trained service technicians via scheduled maintenance and on an as-needed basis.

Several years ago, Mericle implemented its ReadyToGo!™ Green Program with a commitment to provide lower operating costs to tenants through the implementation of eco-friendly, energy-saving measures. By constructing tight building envelopes, installing energy-efficient T-bay lighting and HVAC systems, improving ventilation and indoor air quality, and by using native and adaptive landscaping and recycled/regional materials, Mericle is making a concerted effort to "go green."

Two of Mericle's design professionals have received USGBC LEED® professional accreditation, and Mericle has obtained LEED Silver Certifications for work completed in industrial buildings occupied by Amazon.com, Kimberly Clark, and Benco Dental.



SELF-PERFORMANCE IS KEY TO SAVING YOU MONEY.

- We eliminate profit centers and conflicts between subcontractors that slow down jobs and drive up costs.
- We always complete our projects on-time and on-budget.



















PROPERTY MANAGEMENT & LANDSCAPING

This Mericle team maintains the company's more than 11 million square foot portfolio and is responsible for all preventative maintenance, repairs, and landscaping. Property Management & Landcaping provides tenants with 24-hour on-call service and uses a fleet of radio dispatched vehicles that are completely equipped with all of the parts and tools needed to provide immediate assistance. The team is fully-staffed and equipped to take care of tenants' real estate needs, leaving them free to focus on their respective businesses. Property Management & Landscaping also coordinates the installation and maintenance of green areas, including trees, plants, and decorative shrubberies at Mericle-owned properties.













BROKERAGE

Mericle also has a commercial brokerage arm. Mericle Commercial Real Estate Group Inc. (MCREG) provides third party brokerage services in a 20 county area in Northeastern and North Central Pennsylvania. The brokerage team is full-time and concentrates solely on commercial real estate. MCREG helps property owners sell and lease industrial, office, retail, and special use properties and helps property seekers find commercial buildings and sites. MCREG also provides business brokerage services to owners interested in selling their goodwill, furniture, fixtures, and equipment.

For more information, visit mericle.com/brokerage.









SOME SAMPLES OF MERICLE'S DEVELOPMENT PROJECTS.





















- We self-perform our projects.
 We deliver a quality product at the best value in the market.
- 3. We have more product available than any other developer.
- 4. We know the market better than any other developer.
- 5. We work fast.

















TENANTS AND CLIEN



















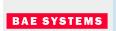






































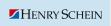




























MERICLE COMMERCIAL REAL ESTATE SERVICES and its senior executives have memberships in a variety of real estate, economic development, and community organizations including the following:

American Institute of Architects (AIA) Berwick Industrial Plan Building Industry Association of Northeastern Pennsylvania Building Owners and Managers Association (BOMA) Central PA Chamber of Commerce Clinton County Economic Partnership Columbia Montour Chamber of Commerce Council of Supply Chain Management Professionals Greater Hazleton Chamber of Commerce Greater Pittston Chamber of Commerce Greater Pocono Board of Realtors Greater Pocono Chamber of Commerce Greater Scranton Chamber of Commerce Greater Wilkes-Barre Board of Realtors Greater Scranton Board of Realtors Greater Susquehanna Valley Chamber of Commerce Greater Wilkes-Barre Chamber of Business and Industry Hazleton's Community Area New Development Organization (CAN DO) Industrial and Office Real Estate Brokers Association of the New York Metropolitan Area (IOREBA) International Code Council Johnson College President's Roundtable Lehigh Valley Economic Development Corporation Manufacturers and Employers Association of Northeastern Pennsylvania (MAEA) National Association of Industrial and Office Properties (NAIOP) National Association of Realtors North Branch Land Trust Northcentral Pennsylvania Conservancy Northeastern Pennsylvania Alliance Northeastern Pennsylvania Regional Bioscience Initiative Penn's Northeast Pennsylvania Economic Development Association (PEDA) Schuylkill Chamber of Commerce Society of Industrial and Office Realtors (SIOR) - Philadelphia Chapter The Commercial Network (TCN) Tioga County Development Corporation Tri-State Real Estate Association Urban Land Institute U.S. Green Building Council

Wellsboro Area Chamber of Commerce

Williamsport/Lycoming Chamber of Commerce





MERICLE COMMERCIAL REAL ESTATE SERVICES
EAST MOUNTAIN CORPORATE CENTER
100 BALTIMORE DRIVE | WILKES-BARRE, PENNSYLVANIA 18702
570.823.1100 | mericle.com





