

## Key Differentiators

Mericle Commercial Real Estate Services has developed more investment grade industrial, flex and office space than any developer in the history of Northeastern Pennsylvania. What separates us from our competition?

Here are Mericle's Five Points for Success:

- We self perform just about everything.

We are a true Master Builder and take sole responsibility for all phases of our client's projects from site selection to design to excavation to construction. In short, we do it all.

- We deliver a quality product at the best value in the market.

Mericle is the authorized Butler Builder® for our region. This close association with Butler Manufacturing Company, the largest manufacturer of pre-engineered building systems in the United States, allows us to offer our clients an unmatched level of innovation and flexibility. Our 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.

Because we utilize the Master Builder concept we are able to cut out unnecessary profit centers and provide very competitive prices to our clients. Our construction division self-performs mechanical, electrical, plumbing and carpentry functions. These are just a few of the reasons Mericle has become known as the low cost provider of quality commercial real estate in Northeastern Pennsylvania.

- We have more product available than any other developer.

Since 1985 we have developed 16 million square feet of industrial, flex and office space in Northeastern Pennsylvania, most of it on speculation. We currently own and manage more than 12 million square feet. We always have a generous supply of available space allowing us to quickly accommodate tenants needing as little as 1,000 square feet or as much as 1.5 million square feet. We also have enough land holdings to continue our aggressive building plan well past 2025.

- We know the market better than any other developer.

Mericle enjoys a huge advantage over competing developers in Northeastern Pennsylvania. Our executive team and the vast majority of our more than 200 employees are natives of this region. We grew up here. We are trusted here. We have strong relationships with local municipalities, permitting agencies, utility companies and suppliers. This depth of local experience ensures that our projects are completed smoothly and without delay.

- We work fast.

What's truly unique about Mericle? We complete new construction projects faster than any other developer.

We have our own excavation team, which works year-round preparing ready-to-build pad sites. This gives Mericle a great

inventory of sites that have already been planned, permitted, subdivided, cleared and graded. And when we fast-track projects we really move fast. Because Butler systems can be erected quickly and without expensive on-site modifications and because our in-house excavation and construction crews make meeting deadlines much less complicated, Mericle can cut construction time by as much as 30% compared to the methods used by competing developers.