

# MERICLE

CORPORATE OVERVIEW



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# BUILDING A COMMUNITY



## BUILDING A COMMUNITY

In 1985, 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 (NEPA).

In the late 1980s, Mericle constructed the region's first, privately-developed, speculative industrial buildings. Approximately 23 million square feet later, Mericle's buildings provide homes for companies that together employ more than 16,000 people.

From its headquarters near Wilkes-Barre, Mericle owns and manages more than 16 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, American Eagle Outfitters, Corning, CVS Health, FedEx, Geisinger, Isuzu, Lowe's, Merrill Lynch, Michaels, Neiman Marcus, PepsiCo, and The Home Depot.

Mericle also serves small and homegrown businesses. Its many flex buildings provide space for dozens of companies that lease from 6,000 square feet to 120,000 square feet.

Today, Mericle is forging an even brighter future. Through its ReadyToGo!™ Program, Mericle is positioning NEPA to be a preferred business location along the I-81 Corridor for years to come. Mericle is fully preparing more than 100 sites on more than 2,000 acres of company-owned land in NEPA area business parks and has designed buildings totaling 20 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!™ Program to provide exceptional service to its clients and move NEPA forward. **Thank you for reading.**

# ReadyToGo!<sup>TM</sup>

PROGRAM



## ReadyToGo!<sup>TM</sup> Program

**The ReadyToGo!<sup>TM</sup> Program** is a major investment by Mericle in new speculative buildings and fully-prepared sites that is facilitating 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 100 ReadyToGo!<sup>TM</sup> Sites on land it owns in numerous business parks in Luzerne and Lackawanna Counties. The sites range from 1.5 acres to 100+ 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. Mericle has completed work on dozens of these ReadyToGo!<sup>TM</sup> Sites.

For its ReadyToGo!<sup>TM</sup> 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 has also developed dozens of speculative ReadyToGo!<sup>TM</sup> Buildings on these sites. Mericle uses its own resources to prepare the sites and construct industrial, office, flex, and medical buildings. The company's in-house design team, engineers, heavy equipment operators, and construction employees all contribute to the effort.

One of the biggest challenges large industrial users face is finding a building that matches their needs for ceiling height, loading doors, lighting, heating, and utility service. An equally important need is adequate, on-site tractor trailer storage. Many industrial buildings owned by competing developers do not have enough trailer spaces on-site, which forces tenants to try to find nearby off-site locations for storage. Because Mericle's ReadyToGo!<sup>TM</sup> Sites are cleared, graded, and compacted, they are well suited – and immediately ready – for trailer parking. Therefore, Mericle markets the sites as ReadyToGo!<sup>TM</sup> Trailer Storage locations until such time that Mericle chooses to construct buildings on them.



# ReadyToGo!™

## TRAILER STORAGE



**5,000**  
SQUARE FEET TO  
**1 MILLION**  
SQUARE FEET

## 14 YOU CAN FIND MERICLE BUILDINGS IN THESE BUSINESS PARKS

FINISHED & READY FOR OCCUPANCY

IN JUST SIX TO NINE MONTHS

- CENTERPOINT EAST
- CENTERPOINT WEST
- CRESTWOOD INDUSTRIAL PARK
- EAST MOUNTAIN CORPORATE CTR
- GLENMAURA CORPORATE CTR

- GRIMES INDUSTRIAL PARK
- HANOVER CROSSINGS
- HANOVER INDUSTRIAL ESTATES
- HUMBOLDT INDUSTRIAL PARK
- JESSUP SMALL BUSINESS CTR

- KEYSTONE INDUSTRIAL PARK
- LEHIGH VALLEY WEST IND. PARK
- MID VALLEY INDUSTRIAL PARK
- VALLEY VIEW BUSINESS PARK
- VALMONT INDUSTRIAL PARK

Mericle uses its own resources to prepare the sites and construct industrial, office, flex, and medical buildings.

**MERICLE IS A FAST TRACK EXPERT THAT HAS NEVER MISSED A TENANT'S OCCUPANCY DEADLINE.**



MANUFACTURING



FLEX



MEDICAL



DISTRIBUTION



OFFICE



SPECIALTY

# HOW WE ARE BUILT



## 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 approximately 250 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, heavy equipment operators, 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 throwback 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.



**DEPARTMENT**  
OVERVIEW



**VERTICALLY-INTEGRATED MASTER BUILDER**  
MERICLE SELF-PERFORMS VIRTUALLY ALL ASPECTS OF DEVELOPMENT & CONSTRUCTION



**MERICLE'S MARKETING & LEASING TEAM**

*(From left to right), James Hilsner, VP - Director of Marketing; William Jones, VP - Business Development; James Cummings, VP - Marketing; Robert Besecker, VP - Senior Director of Leasing.*



**MARKETING & LEASING**

This department works in tandem with corporate executives, 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.



**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 critical components of the duties of this department.



**DESIGN/BUILD SERVICES**

The Design/Build Services 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.

**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.



## 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

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 RTK 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 heavy equipment operators, drivers, technicians, mechanics, and dozens of Mericle-owned pieces of modern equipment. Much of the equipment is equipped with the latest GPS software. The Excavation team includes operators, drillers, 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 and 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, to landscaping, 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.



MERICLE OWNS DOZENS OF PIECES OF HEAVY EQUIPMENT THAT ARE EQUIPPED WITH THE LATEST **GPS TECHNOLOGY.**

SITES ARE PERMITTED, SUBDIVIDED, CLEARED, GRADED, & PREPARED FOR **IMMEDIATE CONSTRUCTION.**





**CONSTRUCTION**  
SERVICES



**CONSTRUCTION SERVICES**

**Mericle self-performs** most trades including carpentry, electrical, plumbing, and fire protection, 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.



**GENERAL CONSTRUCTION**

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, fiber optic installations, and high-speed phone/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 electrical systems from the service entrance to the final connections to equipment and machinery.



## PLUMBING & 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 is managed by a Professional Engineer and 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 a wide variety of equipment and components including but certainly not limited to rooftop 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.



## READYTOGO!™ GREEN

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 LED high-bay and site lighting, installing high-efficiency HVAC systems with improved ventilation and indoor air quality, by planting native and adaptive landscaping, and by re-using, recycling, and locally sourcing building materials, Mericle is making a concerted effort to “go green.”

Four of Mericle’s design professionals have USGBC LEED® professional accreditation, and Mericle has obtained LEED Silver Certifications for work completed in industrial buildings occupied by Amazon.com and Benco Dental with LEED Certification for the Kimberly Clark building.



# PROPERTY MANAGEMENT



# CenterPoint East

commerce & trade park



## PROPERTY MANAGEMENT & LANDSCAPING

This Mericle team maintains the company's approximately 16 million square foot portfolio and is responsible for all preventative maintenance, repairs, and landscaping. Property Management & Landscaping 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.



## TENANT SERVICES

Customized service extends well beyond the day you open your doors for business in a Mericle property. Tenant Services considers every client relationship an enduring partnership and develops and delivers enhanced services to help you succeed. Our team will communicate with you on a regular basis to see how you are doing and to explain the benefits you receive as a Mericle tenant.



## 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](https://www.mericle.com/brokerage).



## Ten counties. One region. DiscoverNEPA®.

Why is Mericle, a real estate developer, promoting Northeastern Pennsylvania's (NEPA's) quality of life? Mericle has been very fortunate to provide commercial space to several hundred companies since 1985, and we are especially proud that more than 16,000 people work in the buildings we've developed in NEPA. However, when companies are going through the site selection process, more factors come into play than just the availability of a certain type of building or site.



**Arts, Culture  
& Entertainment**



**Leisure, Shopping,  
Sports & Adventure**



**Skilled Workers  
& Low Costs of Living**

Many skilled workers are drawn to those communities known as great places to live. NEPA is close to big cities, but features affordable living, safe neighborhoods, access to recreation, and the opportunity to be heard and make a difference. NEPA is the Northeast's best bet if you are seeking a stress-free, healthy lifestyle complete with thousands of world-class amenities.

We created DiscoverNEPA® to showcase all that NEPA has to offer. We hope our tenants and other area businesses will use DiscoverNEPA® as a tool to recruit talented people and their families to this region.

**We invite you to visit [DiscoverNEPA.com](https://www.discovernepa.com) and to follow us on Facebook, Instagram, and Twitter. Mericle is Northeastern Pennsylvania proud.**

# PHILANTHROPY

THROUGHOUT NEPA



## PHILANTHROPY

SERVING OUR COMMUNITY IN NORTHEASTERN PENNSYLVANIA.

Since our founding in 1985, Mericle Commercial Real Estate Services has provided significant financial, in-kind, and volunteer support to hundreds of non-profit and community organizations throughout Northeastern Pennsylvania. Since just 2005 alone, our company has donated almost 70,000 man hours to community service. In addition, Mericle employees and their families have donated thousands of hours of their personal time to many local worthy causes.

While Robert Mericle, the Mericle family, and our employees have helped a wide variety of local organizations, we focus our philanthropic and volunteer efforts on youth programs and activities, educational opportunities, healthcare initiatives, aid to the economically disadvantaged, community park upgrades, and regional economic development programs.

We encourage you to join us, and get involved with these organizations.

For more information, visit [mericle.com/about-us/philanthropy](http://mericle.com/about-us/philanthropy).



# MERICLE PROJECTS

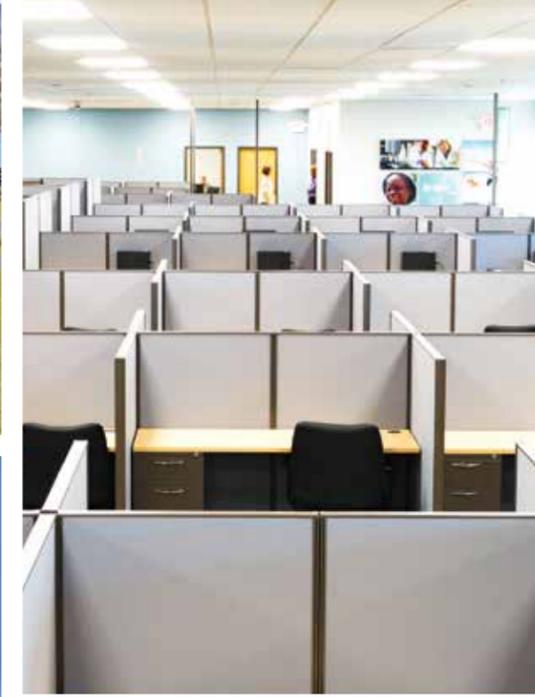


Mericle Commercial Real Estate Services has developed more investment grade industrial, flex, and office space than any developer in the history of Northeastern Pennsylvania.











# TENANTS AND CLIENTS



## TENANTS & CLIENTS

40 OF MERICLE'S TENANTS AND CLIENTS ARE FORTUNE 1000 COMPANIES.

amazon.com	AMERICAN EAGLE OUTFITTERS	BIMBO BAKERIES USA	Neiman Marcus	CVS Health	GEISINGER	PBG
Canon	C3i SOLUTIONS	CINTAS	ADT	greiner packaging	PEPSICO	Boden
THE HOME DEPOT	CORNING	BIC	TB	FedEx Ground	FORMICA	Benco Dental
ALEXANDRIA Moulding	Kimberly-Clark	RCN	verizon	Sealy	ISUZU	HENRY SCHEIN
Red Bull DISTRIBUTION COMPANY	Simmons	UniFirst U1st	LOWE'S	Safelite AutoGlass	NBTY INC	Level(3) COMMUNICATIONS
GREIF	XPO Logistics	FASTENAL	A. Duie PYLE	MAXIMUS HELPING GOVERNMENT SERVE THE PEOPLE	GRAHAM PACKAGING COMPANY	Michaels THE ARTS AND CRAFTS STORE
id ITOH DENKI	CUMULUS MEDIA	ANIXTER	MERRILL A BANK OF AMERICA COMPANY	FedEx SupplyChain	MISSION	PharMerica
dish	Core-Mark	aramark	Reynolds Consumer Products	TERMINIX	GE Healthcare	Rakuten

## MERICLE COMMERCIAL REAL ESTATE SERVICES

and its senior executives have supported 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
- Family Business Alliance
- FM Kirby Center
- Greater Hazleton Chamber of Commerce
- Greater Pittston Chamber of Commerce
- Greater Pocono Board of Realtors
- Greater Pocono Chamber of Commerce
- Greater Scranton Board of Realtors
- Greater Scranton Chamber of Commerce
- Greater Susquehanna Valley Chamber of Commerce
- Greater Wilkes-Barre Board of Realtors
- Greater Wilkes-Barre Chamber of Business and Industry
- Hazleton's Community Area New Development Organization (CAN DO)
- Industrial & Office Real Estate Brokers Assoc. of the NY Metropolitan Area (IOREBA)
- International Code Council
- Lehigh Valley Economic Development Corporation
- Luzerne County Historical Society
- 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)
- The Pennsylvania Society
- Tioga County Development Corporation
- Tri-State Real Estate Association
- U.S. Green Building Council
- Urban Land Institute
- Wellsboro Area Chamber of Commerce
- Williamsport/Lycoming Chamber of Commerce





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