

CORPORATE



# MERICLE

OVERVIEW





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## SECTION 1

# 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. More than 28 million square feet later, Mericle's buildings provide homes for more than 230 companies that together employ more than 20,000 people.

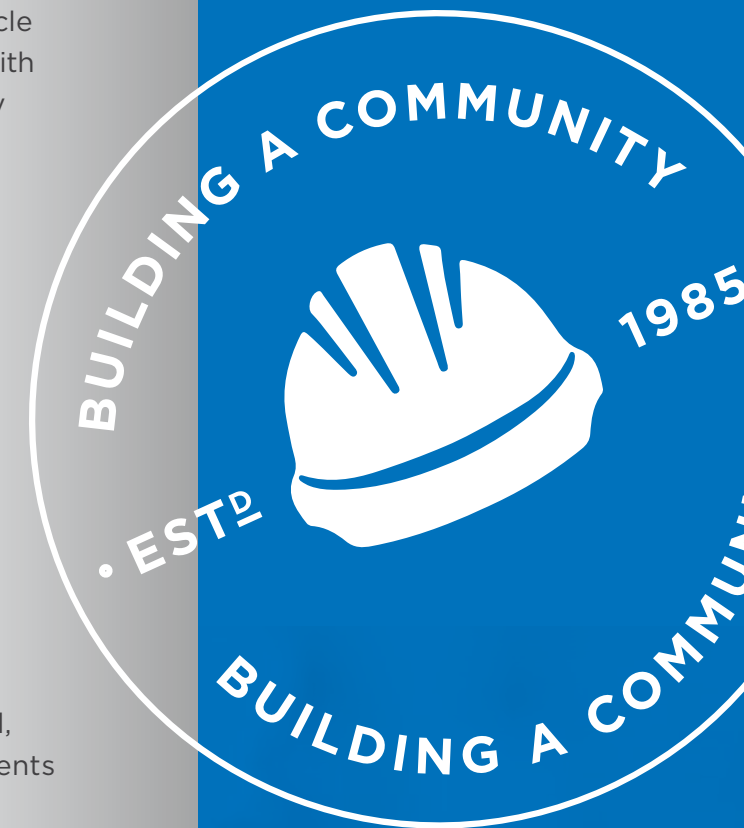
From its headquarters in Wilkes-Barre, Mericle owns and manages more than 21 million square feet of bulk industrial, office, flex, and medical space and lists as tenants and clients some of the world's most prominent companies including Amazon.com, American Eagle Outfitters, Chewy.com, CVS Health, FedEx, 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 sites on thousands of acres of company-owned land in NEPA area business parks and has designed buildings totaling close to 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 vertically-integrated corporate structure and its ReadyToGo!™ Program to provide exceptional service to its clients and move NEPA forward.

*Thank you for reading.*







SECTION 2

# READYTOGO!™ PROGRAM



## READYTOGO!™ PROGRAM

**The ReadyToGo!™ 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, build-to-suit sites from which to choose.

Mericle has developed dozens of ReadyToGo!™ Sites on land it owns in numerous business parks in Luzerne and Lackawanna Counties. The sites range from just a few acres to 100+ acres and accommodate companies needing from 40,000 square feet to more than 1 million square feet. Mericle 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.

Mericle has also developed dozens of speculative ReadyToGo!™ 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!™ Sites are cleared, graded, and compacted, they are well suited – and immediately ready – for trailer parking. Therefore, Mericle markets the sites as ReadyToGo!™ Trailer Storage locations until such time that Mericle chooses to construct buildings on them.



# READYTOGO!™ TRAILER STORAGE

Mericle's many ReadyToGo!™ Sites are ideal for trailer storage with gated and level gravel sites located in major Northeastern Pennsylvania industrial parks. We lease these sites on a per trailer, month-to-month basis to help our tenants and other businesses when they need extra spots, especially during their peak seasons.

Discounts are available for multiple trailers and longer leases. Mericle can also provide fencing and lighting if needed for an additional charge.



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

ARE YOU IN NEED OF OVERFLOW SPACE  
TO PARK YOUR TRAILERS?

Month-to-Month Trailer Parking Available

YOU CAN FIND MERICLE BUILDINGS IN THESE **17** BUSINESS PARKS

CLEARED, GRADED & COMPACTED SITES  
READY FOR BUILDING FOUNDATIONS

Learn more about our available ReadyToGo!™  
Sites by visiting [mericle.com/readytogo](https://mericle.com/readytogo).

CENTERPOINT EAST

CENTERPOINT SOUTH

CENTERPOINT WEST

CRESTWOOD INDUSTRIAL PARK

EAST MOUNTAIN CORPORATE CTR

GLENMAURA CORPORATE CTR

GREAT STREAM COMMONS

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

MANUFACTURING

DISTRIBUTION

FLEX

OFFICE

MEDICAL

SPECIALTY





## 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 400 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.

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 builders 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.

### SECTION 3

# HOW WE ARE BUILT





## DEPARTMENT OVERVIEW



### VERTICALLY-INTEGRATED BUILDER

MERICLE SELF-PERFORMS VIRTUALLY ALL ASPECTS OF DEVELOPMENT & CONSTRUCTION.





#### MERICLE'S MARKETING & LEASING TEAM

(From left to right), James Hilsher, 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 140+ years of combined real estate and economic development experience and have helped hundreds of 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.



## TENANT SERVICES

The Tenant 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.



## DESIGN SERVICES

The Design Services department consists of in-house licensed architects and experienced design professionals who work closely with other in-house Mericle teams as well as clients, outside professionals, vendors, and suppliers, to take conceptual designs through permitting and construction. The team handles all projects, small and large, and creates the construction drawings necessary for the construction team to build what clients demand.







## ENGINEERING & LAND SERVICES

This department is responsible for land planning and due diligence, obtaining zoning, land development and subdivision approvals, and designing infrastructure such as 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, Civil Engineering and Surveying, and Site Work and Maintenance.**

### LAND PLANNING

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

### CIVIL ENGINEERING & SURVEYING

Mericle’s in-house Civil Engineering and Surveying team completes initial surveys of project areas and develops conceptual designs in multiple iterations in order to evaluate several options for a site. The team utilizes various modeling software packages to complete preliminary and final design documents to support Sitework and Maintenance through the construction phase. The surveying team consists of a professional land surveyor, assistant surveyors, and construction layout specialists. Using the latest GPS RTK technology, Mericle’s surveying team prepares construction layouts for the Site Work and Maintenance 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.

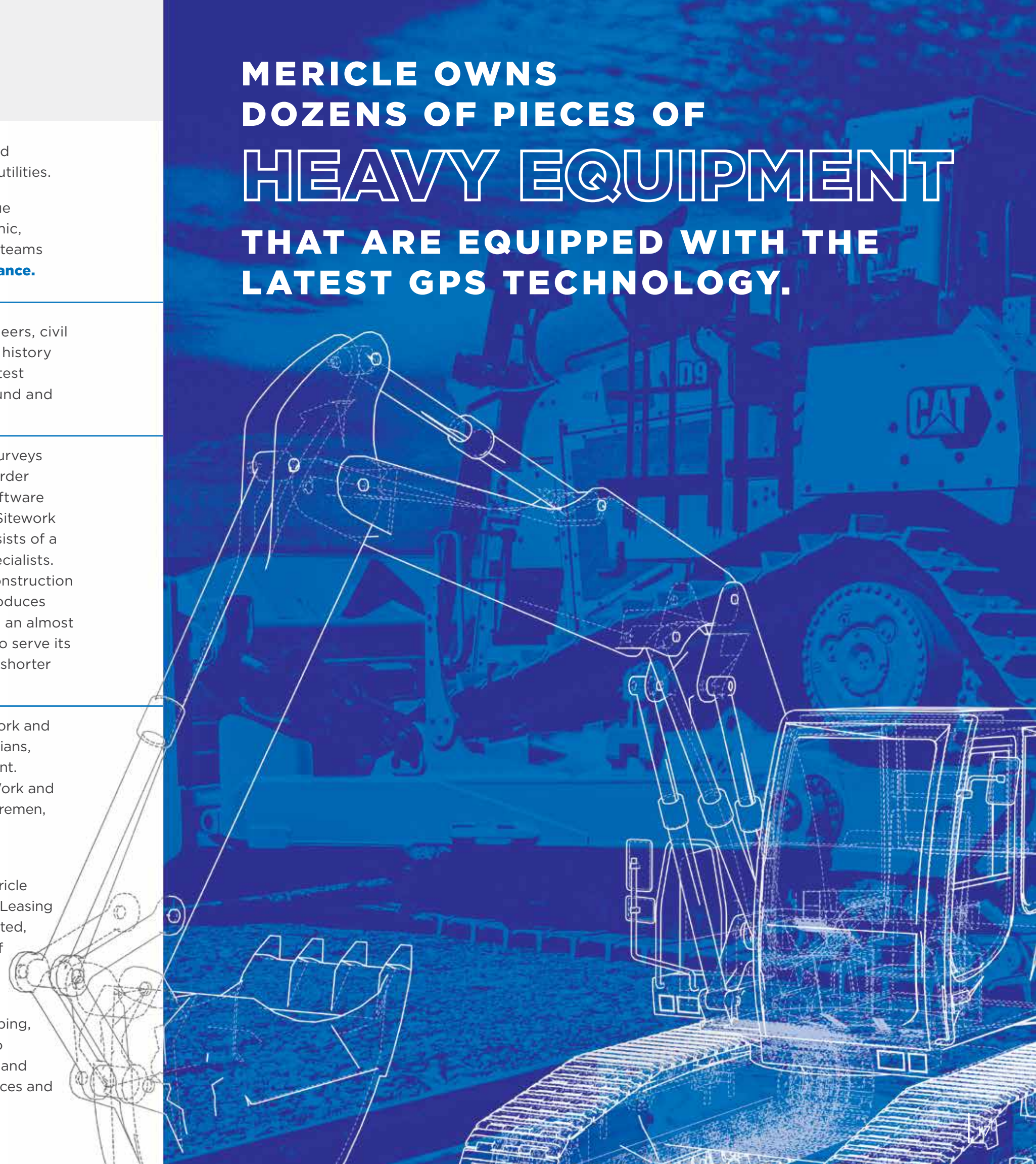
### SITE WORK & MAINTENANCE

Truly unique to Mericle’s vertically-integrated structure is its in-house Site Work and Maintenance team consisting of heavy equipment operators, drivers, technicians, mechanics, and more than 100 of Mericle-owned pieces of modern equipment. Much of the equipment is equipped with the latest GPS software. The Site Work and Maintenance team includes operators, drillers, drivers, laborers, mechanics, foremen, superintendents, and project managers.

Site Work and Maintenance prepares sites for construction faster and more economically than all other commercial developers in the markets where Mericle conducts business. Site Work and Maintenance’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, Site Work and Maintenance has the resources, knowledge, and experience to accomplish any type of infrastructure or land preparation project. Site Work and Maintenance 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.







## CONSTRUCTION SERVICES

**Mericle self-performs** most trades including carpentry, electrical, plumbing, and fire protection, along with others. In this regard, Mericle is a throwback 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.

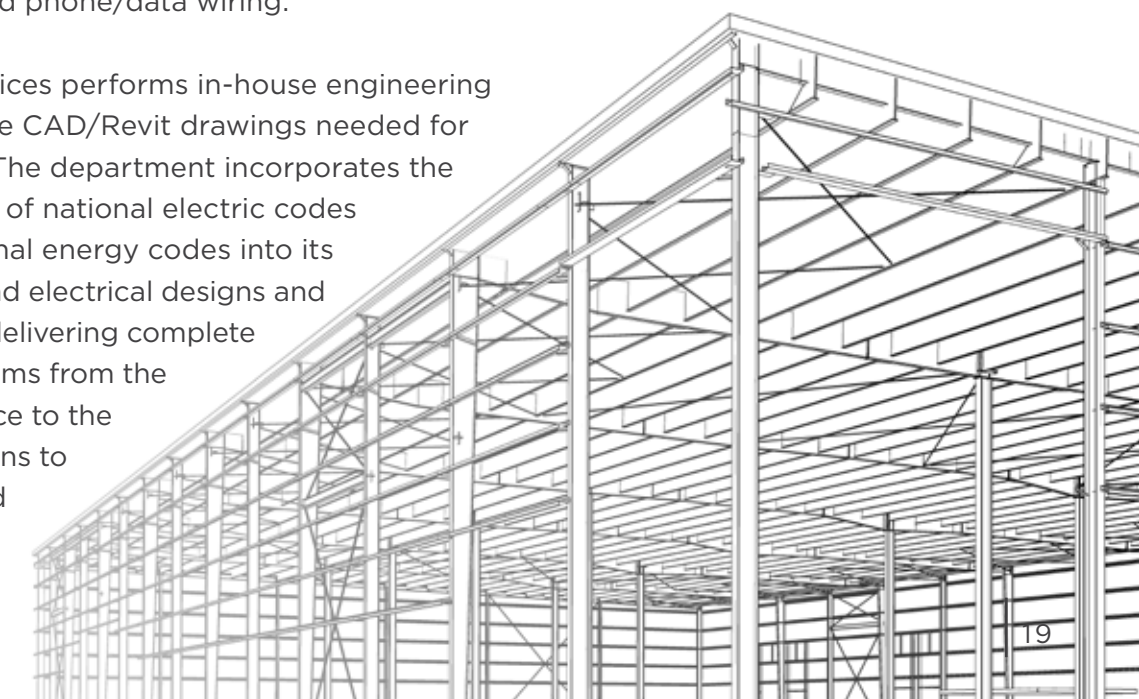
### GENERAL CONSTRUCTION

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 performs in-house engineering and creates the CAD/Revit drawings needed for construction. The department 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, a certified in-house fire protection system designer, a 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.”

Three of Mericle’s design professionals have USGBC LEED® professional accreditation. Mericle has obtained LEED Silver Certifications for work completed in industrial buildings occupied by Amazon.com and Benco Dental and obtained LEED Certification for a building now occupied by Lowe’s.







# PROPERTY MANAGEMENT



## PROPERTY MANAGEMENT & LANDSCAPING

This Mericle team maintains the company's more than 21 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.



## 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.



## 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://mericle.com/brokerage).



# DiscoverNEPA



## 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 20,000 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://discovernepa.com) and to follow us on Facebook, Instagram, and Twitter. Mericle is Northeastern Pennsylvania proud.**

[discovernepa.com](https://discovernepa.com)



# PHILANTHROPY



## 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 more than 75,000 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 & 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	DHL
THE HOME DEPOT	verizon	BIC	TB	FedEx Ground	FORMICA	Benco Dental We deliver success smile after smile.
U.S. LUMBER	Boden	Astound Broadband	chewy.com	Sealy	FedEx Supply Chain	ISUZU
Red Bull DISTRIBUTION COMPANY	Simmons	UniFirst U1st	LOWE'S	Safelite AutoGlass	ID LOGISTICS	Henkel
GREIF	XPO Logistics	bakertilly	shipmonk	A.DuiePYLE	LUMEN	Michaels THE ARTS AND CRAFTS STORE
id ITOH DENKI	CUMULUS MEDIA	wren KITCHENS	MERRILL A BANK OF AMERICA COMPANY	Joriki BEVERAGES	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 Wyoming Valley Chamber of Commerce
- 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



Mericle, a Butler Builder®, is proud to be part of a network of building professionals dedicated to providing you the best construction for your needs.





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