

**COMMERCIAL
CHAPTER**

**TRI-COUNTY SUBURBAN
REALTORS®**

Commercial/Industrial Marketing Exchange

FRIDAY 9/15/23

FEATURED PROPERTIES

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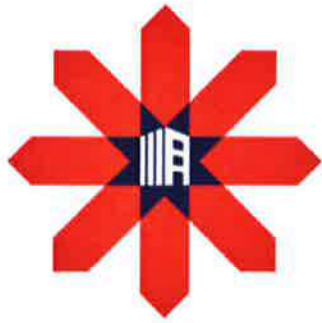
MEETING RECAP

Environmental Panel Discussion

Scott Smith – President, EnviroSure

Charles Chan – Industrial Hygiene Director, EnviroSure

Shawn Shotzberger – Wetlands Scientist, EnviroSure



**COMMERCIAL
CHAPTER**

**TRI-COUNTY SUBURBAN
REALTORS®**

Commercial/Industrial Marketing Exchange

**Tri-County Suburban REALTORS® Classroom
1 Country View Road, Malvern PA 19355, Suite 101
Meeting Agenda – September 15, 2023**

8:15am – 8:30am

- **Networking**

8:30am – 9:15am

- **Environmental Panel Discussion**
 - **Scott Smith – President, EnviroSure**
 - Environmental Due Diligence during Commercial and Industrial Real Estate Acquisition
 - **Charles Chan – Industrial Hygiene Director, EnviroSure**
 - Industrial Hygiene Considerations for Commercial and Industrial Real Estate
 - **Shawn Shotzberger – Wetlands Scientist, EnviroSure**
 - Development Considerations in the Chesapeake Bay Watershed

9:15am – 9:30am (approximately)

- **Marketing Exchange (shortened)**
Bring Your “Haves” and “Wants” – Plus Flyers!
 - Quick Pitches
 - Haves
 - cash
 - paper
 - property for sale
 - property for lease/sublease
 - business opportunities
 - with real estate
 - without real estate
 - products & services
 - Wants

9:30am

- **Adjournment, networking, and cleanup**

Next meeting:

- **Friday October 13th: 8:15am – 9:30am**



**COMMERCIAL
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**TRI-COUNTY SUBURBAN
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Commercial/Industrial Marketing Exchange 2023 Calendar

8:15am – 9:30am

Tri-County Suburban REALTORS®

1 Country View Road, Malvern PA 19355 / 610-560-4800

Jan 13	Joseph Gibson, CBRE – Market Forecast 2023
Feb 10	Marketing Exchange
March 10	SIOR with Colin Flynn
April 14	Marketing Exchange
May 12	Lender Panel with Joe Bergquist, Harleysville Bank
June 9	Marketing Exchange
July 14	Jeff Metzger – Food Trade News
August 11	Marketing Exchange
Sept 15	Environmental Panel with Scott Smith - EnviroSure
October 13	Marketing Exchange
Nov 10	1031 Exchanges (Margo McDonnell)
Dec 8	Marketing Exchange

Please bring your flyers to all marketing exchanges, or email to Mike Carlin (mcarlin@tcsr.realtor).
On days that a program is scheduled, we will hold an abbreviated session at the end of the program.



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TRI-COUNTY SUBURBAN
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Commercial/Industrial Marketing Exchange

Print Name

Phone #

Email

<u>Joseph Bergquist</u>	<u>267-664-5598</u>	<u>jbergquist@Harleysvillebank.com</u>
<u>Piruz Partow</u>	<u>610-464-3612</u>	<u>piruzpartow@kw.com</u>
<u>Tom Walsh</u>	<u>484-802-5818</u>	<u>tom.walsh@inf</u> <u>help</u>
<u>Matthew Boyle</u>	<u>484-999-494</u>	<u>mattboyle@npsl.com</u>
<u>Scott Smith</u>	<u>610-405-1959</u>	<u>scott@envirosureinc.com</u>
<u>Shawn Sholtzberger</u>	<u>302-373-1770</u>	<u>ssholtzberger@envirosureinc.com</u>
<u>CHARLES CHAN</u>	<u>302-378-5341</u>	<u>CHARLES@ENVIOSUREINC.COM</u>
<u>ANDREW P CRAWFORD</u>	<u>610-299-0500</u>	<u>APCCRE</u> <u>ATCCRE@GMAIL</u>
<u>Nancy Pennewell</u>	<u>610-507-6633</u>	<u>NANPENNEWELL@</u> <u>COMCAST.NET</u>
<u>CHELE HALLMAN</u>	<u>610-633-5796</u>	<u>OPENINGANOTHERDOOR</u> <u>@GMAIL.COM</u>
<u>MIKE CARLIN - TCSR</u>	<u>610-560-4800</u>	<u>MCARLIN@TCSR.REALTOR</u>
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**COMMERCIAL
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**TRI-COUNTY SUBURBAN
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Commercial/Industrial Marketing Exchange

HAVES



**COMMERCIAL
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**TRI-COUNTY SUBURBAN
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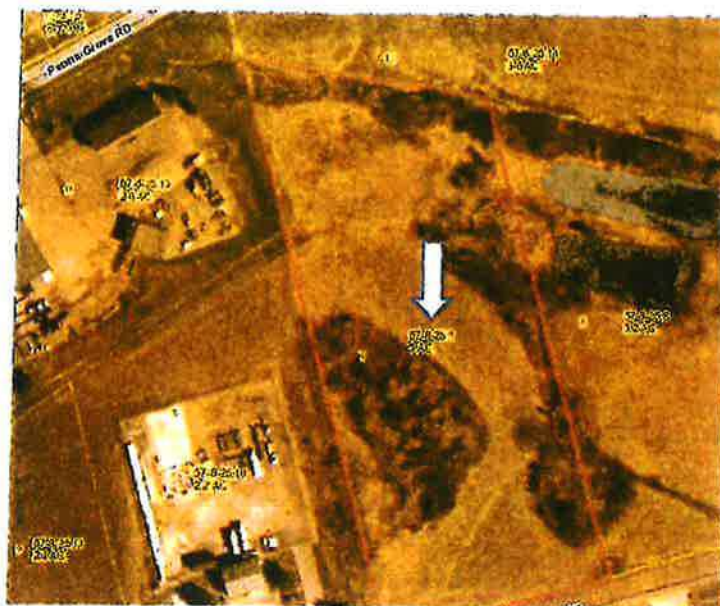
Commercial/Industrial Marketing Exchange

FOR SALE

***Forestville Bus. Park
Lot 7 Dalin Drive
Lincoln University, PA
Sale: Industrial Ground***



COMMERCIAL



Features:

- Light industrial lot – 3+/- acres
- Lot 7 – Upper Oxford Township
- U S 1 & Rt. 896 Interchange
- Requires on-site water & sewer
- Proximity to ports of Philadelphia, Wilmington & Baltimore
- Proximity to East Penn Rail
- Picture your new building here!

Price: \$ 235,000.00

Contact: Tom Walsh

Direct: 484-802-5818

E-Fax: 610-696-8424

tom.walsh@inf.com

Pa. License # RS065523A

Long & Foster Real Estate, Inc.

709 East Gay Street

West Chester, PA 19380-4567

Office: 610-696-1100

Contact "Bud" Emig

Direct: 610-715-1564

bud@inf.com

Chester County welcomes thee!

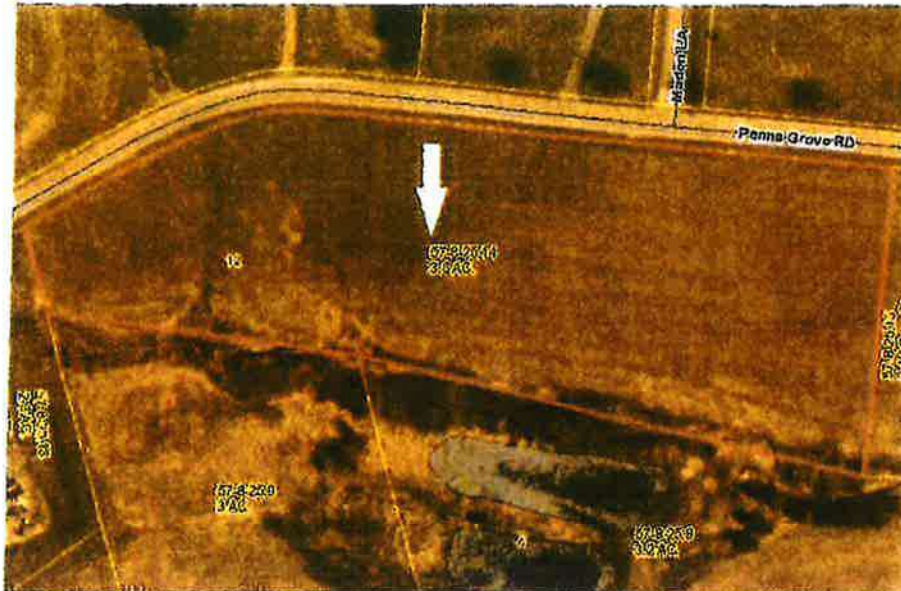
The information contained herein has been obtained from the owner of the property and/or from sources deemed reliable. We have no reason to doubt its accuracy but make no warranty or representations. All information is submitted subject to errors, omissions, changes, withdrawal without notice and any special listing conditions of the owner. All information should be verified prior to purchase or lease.

Designed by The Write Connection, West Chester, PA. 610-692-1708

***Forestville Bus. Park
840 Pennsgrove Road
Lincoln University, PA
19352***



COMMERCIAL



Features:

- Light industrial lot – 3+/- acres
- Lot 12 – Upper Oxford Township
- U S 1 & Rt. 896 Interchange
- Requires on-site water & sewer
- Proximity to ports of Philadelphia, Wilmington & Baltimore
- Proximity to East Penn Rail
- 12+/- ac. assemblage potential

Price: \$ 285,000.00

Contact: Tom Walsh

Direct: 484-802-5818

E-Fax: 610-696-8424

tom.walsh@lnf.com

Pa. License # RS065523A

Long & Foster Real Estate, Inc.

709 East Gay Street

West Chester, PA 19380-4567

Office: 610-696-1100

Fax: 610-696-2449

Contact: "Bud" Emig

Phone: 610-715-13564

bud@lnf.com

Chester County welcomes thee!

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Designed by The Write Connection, West Chester, PA. 610-692-1708



COMMERCIAL

Tom Walsh, GRI

Commercial REALTOR®

Commercial/Industrial/Investments

RS065523A

Direct: 484-802-5818

Main: 610-696-1100

E-Fax: 610-696-8424

Site Overview: Lot 7 Dalin Drive and/or 840 Pennsgrove Road, Lincoln University, PA 19352 (Upper Oxford Township)

This site is located in southern Chester County at the intersection of Route 896 and the four-lane divided highway known as U.S. 1. The four-lane divided portion runs from Kennett Square to the Maryland State line and is parallel to Interstate 95. The site is officially known as the Forestville Business Park with four of the thirteen light industrial lots being vacant. We are offering two lots (lot 7 @ 3 +/- acres and lot 12 @ 3.6 +/- acres) with a potential assemblage of up to 12 acres. The site has proximity to major highways in the tri-state area, the ports of Philadelphia, Wilmington, and Baltimore plus PHL Airport, BWI Airport, and the G. O. Carlson Airport (Coatesville). In addition, transload rail service is available at nearby Avondale by the East Penn Railroad that interchanges with the Norfolk Southern at Coatesville and the CSX at Elsmere Junction, Delaware.

This is the main growth corridor in southern Chester County, and it includes the Boroughs of Kennett Square, Avondale, West Grove, and Oxford. The region is known for its agricultural, food processing and small businesses. Educational facilities include Lincoln University and the technical program of the Delco Community College located at Pennock's Bridge. Penn Medicine, CHOP, and the Christiana Care Health System all have facilities along the corridor. Four school districts, numerous golf courses, and over-55 facilities are a key part of this region.

Explore the possibilities of this site with your clients. We can put you in touch with the Chester County Economic Development Council, Southern Chester County Chamber of Commerce, and/or the Upper Oxford Township officials. Shopping destinations include Historic Kennett Square and Oxford plus New Garden, London Grove Village, the Shoppes at Jenner's Village, Oxford Commons and Oxford Square shopping centers.

Chester County Welcomes Thee!

709 East Gay Street – Suite 1, West Chester, PA 19380-4567

THE MERCURY BUILDING

For Sale



Attention Investors!

Be a part the revitalization of Pottstown with this amazing opportunity. Whether you choose to create the hotel plans or your vision is apartments with all the amenities, be one of the new destinations in town. The first floor can host a cafe, full restaurant or distillery/brewery.

PROPERTY FEATURES

- Located near Downtown
- Fully Remediated
- 35,840 Sq. Ft.

PROPERTY OPTIONS

- Hotel
- Short Term Rental
- Apartment
- Senior Living
- Commercial

30 N. HANOVER ST. POTTSTOWN, PA 19464



CHELE HALLMAN
COMMERCIAL & RESIDENTIAL REALTOR®
OPENINGANOTHERDOOR@GMAIL.COM
1885 SWAMP PIKE, SUITE 109
GILBERTSVILLE, PA 19525
☎ 484.975.6400 ☎ 610.633.5796

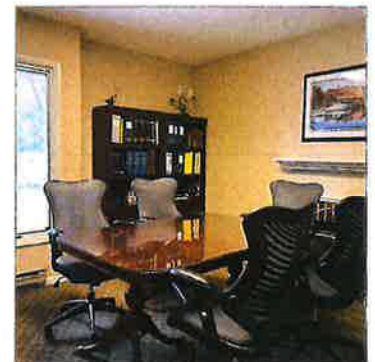
ONE REALTY ONE GROUP
EXCLUSIVE

MLS# PAMC2062170

SCHEDULE A TOUR TODAY!

FOR SALE: 1515 West Chester Pike, West

Welcome to Westtown Professional Center located 1515 West Chester Pike, West Chester PA. This 1000 s.f. office unit has 4 offices, a recep.area, restroom, & copy/coffee Rm. The office complex is perfectly located only minutes from downtown West Chester in beautiful Chester County PA. See page 2 of flyer for further details...



\$179,000



Bud Emig

#0570879 NJ, #RS289586 PA

Devon

Mobile: (610) 715-1564 Office: (610) 225-7400

Bud@LNF.com



Mark Tierney

#2322149 NJ, #RS279514 PA

Devon

Mobile: (610) 580-4898 Office: (610) 225-7400

mark.tierney@lnf.com



LONG & FOSTER®
REAL ESTATE

1515 WEST CHESTER PIKE, WEST CHESTER PA

Property Description – page 2 of 2

Welcome to Westtown Professional Center located at 1515 West Chester Pike, West Chester PA. This 1000 s.f. office unit has 4 offices, a reception area, restroom, and copy / coffee area. The office complex is perfectly located only minutes from downtown West Chester in beautiful Chester County PA. The offices are carpeted and the conference area has hardwood flooring. The unit is located in a very private and quiet section of the office center. The office center is well-maintained and has 20 units with plenty of off-street parking. All the office furniture is included in the sale of the unit. Make an appointment to see this beautiful office unit in the highly desirable Westtown Professional Center.

BUD EMIG
610-715-1564
Bud@LNF.com



2455 and 2501 MILL ROAD, JAMISON PA., BUCKS COUNTY PA

\$4,000,000.00 - LAND AND BUILDINGS FOR SALE

MLS# PABU2046166 AND PABU2048664

INTRODUCTION:

Welcome to 2455 and 2501 Mill Road located in beautiful Jamison, Warwick Township, Bucks County PA. These properties are being sold as one property and include 2 single family homes and a carriage house situated on 10.45 acres of spacious land.

The property located at 2455 Mill sits on 6.46 acres and the home is a 2-story colonial with 4 bedrooms, 2 full baths and a half bath. The home was built in 1965 and has recently been renovated and updated. The property located next door at 2501 Mill Road sits on 3.99 acres and includes a single family home with a carriage house and a detached 4 car garage. This home is a 2-story colonial with 3 bedrooms and 1 full bath and a ½ bath and has all the upgrades!

The properties have on-site well water, on-site sewage system, and the home is heated with oil and electric backup and electric Air conditioning.

These properties are Zoned "RA" – Residential Agricultural District, which may have several potential uses which include, Senior Living up to 65 units, Professional Offices, Equestrian use, and more as per the Township Zoning requirements provided by the listing agent. The property has a premier location as described in the Demographics below.

Make an appointment to see these unique properties and potential opportunity!

DEMOGRAPHICS:

Warwick Township is located 20 miles north of Philadelphia PA and 10 miles west of Trenton New Jersey and 6 miles from Doylestown PA., the Borough and County seat of Bucks County PA. This 10.45 acre property is located on Mill Road and is a premier location surrounded to the south with a Shopping Center and major Retailers. Across Mill Road, from the Site, are newer Townhome Developments and direct access to the highly traveled Old York Road (Hwy Rt 263). To the north and west of the subject Site are existing Residential Single Family Homes.

Population = 19,323 (2018)

Area = 11.12 square miles

Median Household Income = \$132,205

Average Household Income = \$159,803

Traffic counts at nearest major highway (Old York Road - Rt. 263) = 38,000 AADT (annual average daily traffic)

Zoning: RA – Residential Agricultural Districts

Information was obtained from the official Warwick Township Website, AADT, and The U.S. Census Bureau 2018

ZONING INFORMATION:

This property is Zoned "RA" – Residential Agricultural District, which has many potential uses which include, but are not limited to, Senior Living / Continuing Care up to 65 units, Professional Offices, Day Care, Recreational, Equestrian Uses, Wind Energy and Solar Energy systems, and several more uses. The property has access to public water, sewer, and gas services on the road. The Listing Agent will provide additional information regarding the various uses that are permitted for the property by Right, Special Exception and Conditional Use upon request.



Bud Emig
Residential and Commercial Real Estate Sales and Leasing
2022 Commercial Real Estate Leadership PA-NJ-DEL
GOLD TEAM 2021 Top Producer award
Long and Foster Real Estate
92 Lancaster Ave., 2997 Dune Drive
Devon PA 19333 Avalon NJ 08202
610-715-1564 609-425-7448

email: bud@LNF.com

***Historic Town Center
18 North Church Street
Borough of West Chester
Lease: 2nd/3rd Floor Offices***



COMMERCIAL



Features:

- **LEASE: Great office space.**
- **Select the size you need!**
- **700+/- SF to 2200 +/- SF available**
- **Located between Historic Courthouse and County Justice Center**
- **Quality shops and restaurants**
- **Across from major redevelopment**
- **44 West Building & Plaza**

Price: \$950.00 to \$2,950.00 mo.

Contact: Tom Walsh

Direct: 484-802-5818

Fax: 610-696-0485

tom.walsh@lnf.com

Pa. License # RS065523A

Long & Foster Real Estate, Inc.

709 East Gay Street

West Chester, PA 19380-4567

Office: 610-696-1100

Contact: "Bud" Emig

Direct: 610-715-1564

bud@lnf.com

West Chester welcomes thee!

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**TRI-COUNTY SUBURBAN
REALTORS®**

Commercial/Industrial Marketing Exchange

FOR LEASE

FOR LEASE: 216 W Bristol Road, Warminster PA

\$2500 / MO



This beautiful 1380 SF Office space is centrally located in Ivyland / Warminster PA. This 2nd floor open layout unit includes 4 private offices, waiting room & receipt area, storage / file rm, & eat-in kitchen. The 1st main entrance foyer area is well maintained w/ modern features. The Foyer has a wide stairway and elevator to the 2nd floor. The unit has updated men's / ladies' restrooms in the hall immediately outside the unit. Plenty of private parking. This space is available for immediate possession. Please contact the listing agents for a tour of the office building and space



Bud Emig
#0570879 NJ, #RS289586 PA
Devon
Mobile: (610) 715-1564
Office: (610) 225-7400
Bud@LNF.com



Mark Tierney
#2322149 NJ, #RS279514 PA
Devon
Mobile: (610) 580-4898
Office: (610) 225-7400
mark.tierney@lnf.com

The information contained on this page is deemed reliable but should be independently confirmed by the buyer. The information has not been verified by us. Guaranteed and must be subject to change.



LONG & FOSTER®
— REAL ESTATE —

FOR LEASE: 216 W Bristol Road, Warminster PA

\$2500 / MO



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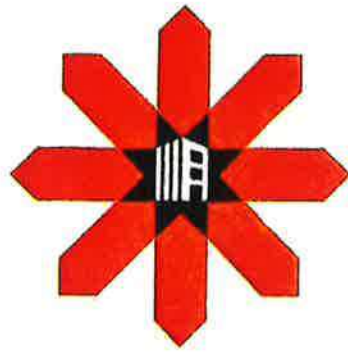
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mark.tierney@lnf.com



LONG & FOSTER®
— REAL ESTATE —

Approx 1380SF of very nice, well maintained & unique office space available in Ivyland Boro (\$17.50SF)
Quiet Cul de Sac type location set back off West Bristol Road - Level main floor entry to lobby with
elevator & stairs to second floor "Suite A" at the end of the building - Waiting room area with private
reception room - Four private offices with closet, window(s) and solid wood doors - Separate storage /
file room - Eat in kitchen (No stove or frig) Two story original beamed open space in center of offices
with rear door to small deck - There are updated & tiled mens / ladies rooms in the hall immediately
outside the suite - Plenty of level parking - Owners take care of common area maintenance, snow
removal, landscaping, trash & water - Tenant responsible for their share of gas & electric - Interior
sprinkler system - Hard wired smoke detection - Timed exterior lighting according to township
regulations - This is a former early 1900's coal / stone / grain shed that has been fully & thoughtfully
converted in to great space and fully leased other than "Suite A" - Available for immediate possession -
Currently nine total units in the building - Just a few minutes drive to Costco, WaWa & other local
businesses & a very brief walk to popular Tony's Place Bar and Grille - A lower level garage unit MAY be
coming up for lease soon too

BUD ENIG
610-715-1564
BUD@LNF.COM



**COMMERCIAL
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**TRI-COUNTY SUBURBAN
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Commercial/Industrial Marketing Exchange

WANTS



COMMERCIAL CHAPTER

TRI-COUNTY SUBURBAN
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Commercial-Investment-Industrial Marketing Exchange Quick Form

(If you do not have a flyer with your Haves and Wants,
please circle and fill in this form before or during our monthly exchange)

Keyword section:

Have/Want:

Cash / Buy / Sell / Lease / Sublease / Business with RE / Business without RE
Investor / User / User-Investor / Ground / Apartments / Mixed-Use
Office / Retail / Industrial / Shopping Center or Strip / Residential

Data section:

Size: 170,000 SQ FT WAREHOUSE

Price: LEASE w/ OPTION TO BUY

Location: KEIM ST / INDUSTRIAL HWY · POTTSTOWN

Comment section:

LOOKING FOR PARTNERS FOR A LUMBER DISTRIBUTION

RELOAD FACILITY * RAIL ACCESS *

- OPEN
 - NO FIRE PROTECTION
 - NO HEAT
- } AT THIS POINT.

• CANFOR
• HOME DEPOT
• LOWES
POTENT. PARTNER

* IF THIS INTERESTS YOU FOR ANOTHER USE, PLEASE REACH OUT. !!

Contact section:

Your Name: CHELE HALLMAN

Your Firm: REALTY ONE GROUP EXCLUSIVE

Phone: 610. 633. 5796

Email: OPENINGANOTHERDOOR@gmail.com.

Commercial-Investment-Industrial Marketing Exchange Quick Form

(If you do not have a flyer with your Haves and Wants, please circle and fill in this form before or during our monthly exchange)

Key word section:

Have/**Want** – Cash/Buy/Sell/Lease/Sublease/Business with RE/Business without RE

Investor/User/User-Investor

Ground/**Apartments/Mixed use**/Office/**Retail**/Industrial/Shopping Center or Strip/Residential

Data section: Investor wants to buy

Size – Investor wants to buy retail or multi family properties (10 units or less)

Price - \$ 750,000 to 1,500,000

Location – Eastern part of Chester County or all of Delaware County.

They must be 90-100 % leased, built after 1970, structurally sound , weather tight with infrastructure systems in good working order. And, cash flowing which will support a mortgage.

They must have sufficient parking and loading capabilities as needed for that property type.

The uses must be permitted by Zoning and have public water & sewer.

Comment section:

Client will consider mixed use buildings in good to excellent areas.

Contact section:

Name - Harry H. Pennewell

Firm – Pennewell Real Estate

Phone – C: 610-507-6633

Email – hhpennewell@comcast.net

Commercial-Investment-Industrial Marketing Exchange Quick Form

(If you do not have a flyer with your Haves and Wants, please circle and fill in this form before or during our monthly exchange)

Key word section:

Have/Want - Cash/Buy/Sell/Lease/Sublease/Business with RE/Business without RE

Investor/User/User-Investor

Ground/Apartments/Mixed use/Office/Retail/Industrial (or Warehouse or Flex)/Shopping Center or Strip/Residential

Data section: Investor wants to buy industrial, office flex and warehouse properties

Size – Medium to Large physical size

Price - Prefer larger acquisitions \$ 5-15 million

Location – Suburban Philadelphia , nothing in Phila. , may consider Southern NJ, Del, Md.

Likes Lancaster, York, Berks Counties. Might consider Harrisburg and Lehigh Valley areas.

Comment section:

All acquisitions to be a sale by Owner & the Owner signing a 10 year lease & remain in the property.

Investor is very well capitalized , very experienced, can perform due diligence quickly (subject to the 3rd party consultants (engineer, environmental & appraiser) and can close the sale quickly !

Sale and Leaseback

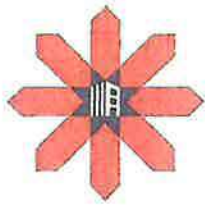
Contact section:

Name - Harry H. Pennewell

Firm – Pennewell Real Estate

Phone – C: 610-507-6633

Email – hhpennewell@comcast.net



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*(If you do not have a flyer with your Haves and Wants,
please circle and fill in this form before or during our monthly exchange)*

Key Word Section

Have: Buyer/Investors

Want: 1. Shopping Centers – Up to \$2,000,000.00 – Chester, Montgomery, or Bucks
2. Flex Space – Up to \$1,500,000.00 – Chester, Montgomery, Bucks
3. Warehouse Space – 50,000 sf or more – anywhere & any price

Data Section - SEE ABOVE

Price:

Location:

Comment Section

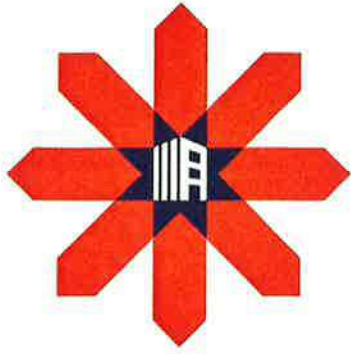
Contact Section

Name: Bud Emig

Firm: Long & Foster Real Estate, Inc. – Devon & Avalon/Stone Harbor

Phone: 610-715-1564 (cell) – 610-225-7400 (office)

Email: bud@lnf.com



**COMMERCIAL
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Commercial/Industrial Marketing Exchange

PRODUCTS & SERVICES



Harleysville Bank ("HB") provides commercial lending for all asset types including retail, apartment, industrial, office, and mixed use. HB will finance both owner occupied and investment properties. Below is an outline of general terms that HB can offer on these types of real estate transactions. *All rates detailed below are subject to change.*

Owner occupied:

- 80% LTV
- 5-year fixed rate at 6.75%
- 25-year amortizations
- 1/2% commitment fee

Investment properties:

- 75-80% (depends on property type and situation)
- 5-year fixed rate of 6.75%-7.00% (depends on property and level of risk)
- 25-year amortizations
- 1/2% commitment fee
- DSCR of 1.20-1.25x

HB's coverage area is the counties around Philadelphia – Delaware, Chester, Montgomery, Bucks, Berks, and Lehigh counties. We do not go into Philadelphia, New Jersey or Delaware.

The bank can do deals up to \$10 million in transaction size, with our general sweet spot being transactions between \$1 - \$4 million.

If you have any questions, please let me know. My contact information is listed below.

Joseph Bergquist
Vice President, Commercial Lending
Harleysville Bank
1889 E. Ridge Pike
Royersford, PA 19468
Email: jbergquist@harleysvillebank.com
Office: (215) 256-5573
Cell: (267) 664-5598



**COMMERCIAL
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**TRI-COUNTY SUBURBAN
REALTORS®**

Commercial/Industrial Marketing Exchange

UPCOMING EVENTS



Developer's Forum & Happy Hour

Wednesday, September 27th

3:00pm - 6:00pm

Hotel West & Main

46 Fayette Street, Conshohocken, PA 19428



**COMMERCIAL
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TRI-COUNTY SUBURBAN
REALTORS®



**TRI-COUNTY
SUBURBAN
REALTORS®**

**Enjoy an open bar, tours of Hotel West & Main;
and a presentation by Richard Gottlieb
with Keystone Development.**

TICKETS: \$10 - Commercial Chapter Members

\$25 - Tri-County Members

\$40 - Non-Members

All Are Welcome!

Reserve Your Seat Today! Seats are Limited. Call 610-560-4800 or visit tcsr.realtor.



Richard Gottlieb, President & COO, Keystone Development

Gottlieb is the visionary behind Hotel West & Main - a Keystone Development transformation!

Hotel West & Main is a repurposed building - previously the Washington Fire Company station from 1874.

It now stands as a luxury hotel featuring contemporary accommodations, sophisticated dining and unique bar experiences in the heart of Conshohocken.



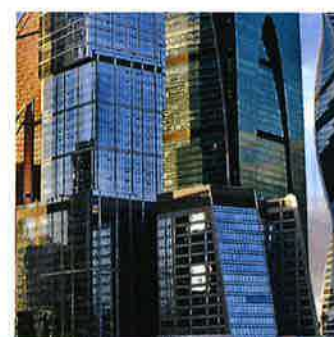
**ALL SESSIONS FREE
FOR TCSR MEMBERS**

CRE BOOT CAMP

**\$25 PER SESSION FOR
NON-MEMBERS
ALL ARE WELCOME**

ABOUT

The Commercial Real Estate Boot Camp is designed for PA real estate licensees interested in potentially transitioning to a commercial real estate based practice. The seminars will be led by experienced Commercial Real Estate practitioners eager to introduce you to their world. Attendees will gain the most benefit by attending all four sessions but each is designed to stand alone.



Session 1: Oct 3rd

The ABC's of Commercial Real Estate

Learn the basics of commercial real estate and how it differs from residential. The session includes definitions of common terms in commercial real estate as well as listing and buyer representation.

Session 2: Oct 10th

Commercial Real Estate Sales

Understand the advantages and disadvantages of a Letter of Intent. Students will also be introduced to the Commercial Agreement of Sale.

Session 3: Oct 18th

Commercial Real Estate Sales

Learn the differences between commercial residential leases and clauses. Students will also be introduced to concepts in property management for commercial real estate.

Session 4: Oct 24th

Title & Commercial Financing

Learn the nuances of commercial lending and title to ensure a smooth and timely closing and how best to protect their clients' assets.



tcsr.realtor/events-category/commercial/



mcarlin@tcsr.realtor



610-560-4800



Tri-County's Commercial Chapter is excited to once again join SIOR-Philadelphia Chapter, PA-NJ-DE CCIM Chapter, CIRC, DREW and the Appraisal Institute for the premier commercial real estate event of the holiday season.



2023 JOINT NETWORKING EVENT & HOLIDAY DINNER

November 16th, 2023

5:30 pm - 8:30 pm

Harry's Savoy Ballroom

2020 Naamans Road, Wilmington, DE 19810

**Keynote Speaker : Gerard H. "Jerry" Sweeney,
President & CEO/Trustee of Brandywine Realty Trust**

Tickets

\$80 - Commercial Chapter Members

\$80 - Tri-County Members

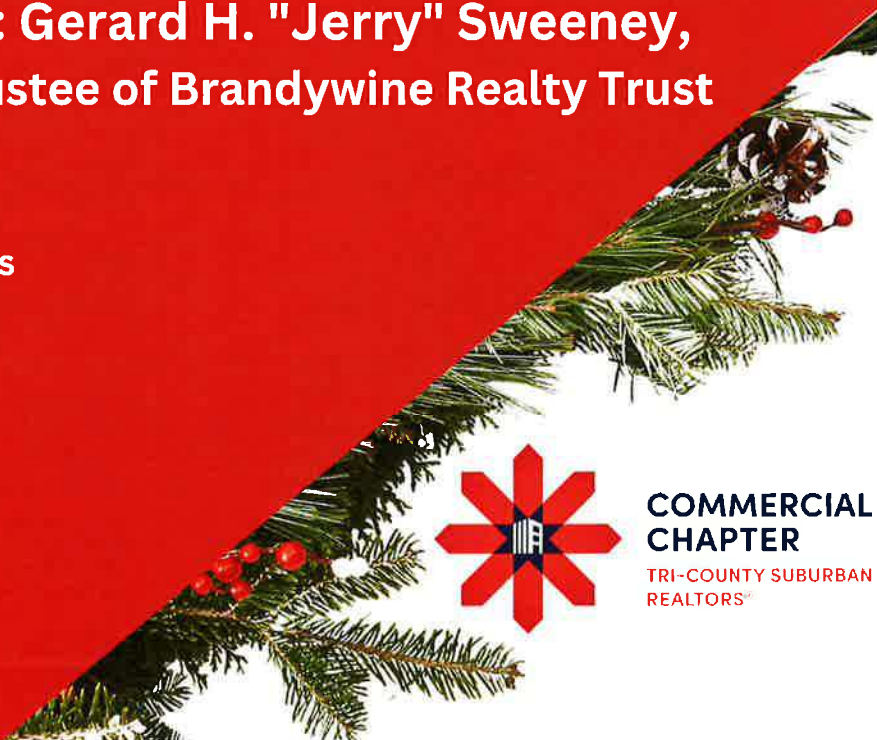
\$90 - Non-Members

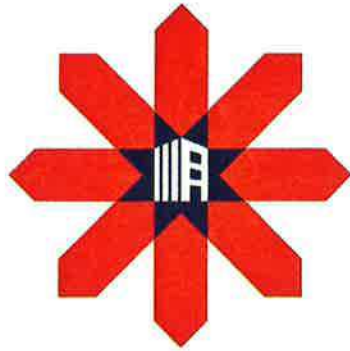
Ticket Includes Dinner,
1 Free Drink Ticket & Cash Bar

Visit <https://tcsr.realtor/events/>
or call **610-560-4800** to purchase.



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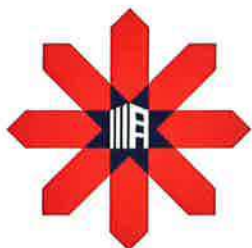


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Commercial/Industrial Marketing Exchange

**JOIN THE
COMMERCIAL CHAPTER**



COMMERCIAL CHAPTER

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Join Now for Just \$25/yr!

Tri-County Suburban REALTORS® Commercial Chapter Membership



Are you a Tri-County Suburban REALTOR®/Affiliate who has a majority of their business in commercial real estate? If so, Tri-County offers you an exciting new opportunity: Membership in the Commercial Chapter!

Name _____

Company _____

Contact Phone _____

Email _____

Do you have a CCIM Designation? ☐ Yes ☐ No

Do you have a SIOR Designation? ☐ Yes ☐ No

Other Designations _____

Chapter Membership Fee—\$25 Annually

☐ Credit Card (VISA/MC/AMEX/ DISC) ☐ Check (payable to TCSR)

CC # _____

Expiration Date _____ Billing Zip _____

Name on Card _____

Sign Up: Email completed form to

mcarlin@tcsr.realtor or fax to 610-560-4801

The Voice of Commercial Real Estate in the Delaware Valley

The Chapter unites current Tri-County Suburban members who are actively engaged in the listing, selling, leasing and appraising of commercial real estate. The Chapter provides unique benefits and services to enhance your commercial real estate business, including:

- Accredited education and FREE/Discounted seminars on the latest issues impacting commercial real estate
- Networking opportunities at social events and the monthly C/I Marketing Exchange
- Placement of Crexi listings on a dedicated listing page on Tri-County Suburban's site
- Subscription discount on the Philadelphia Business Journal
- Monitoring and reporting of legislative issues impacting commercial real estate

Join now and enjoy the value of Tri-County Suburban membership and the unique benefits of the Commercial Chapter for just \$25 annually.

NOTE: Only active Tri-County Suburban REALTOR® or Affiliate members are eligible to join/maintain Commercial Chapter membership.