

## 26 BARNHART DRIVE, HANOVER, PA

Locally we have just completed a retrofit of 26 Barnhart Drive in Hanover, PA to secure a 137,000 SF lease of warehouse space to Clark Shoe. This building was previously occupied by GlaxoSmithKline which occupied the building for almost 20 years but finally outgrew the space.

To accommodate Clark Shoe, we replaced the entire fire sprinkler system with an up to date ESFR sprinkler system, updated the dock equipment and completed other minor updates. We anticipate Clark Shoe will grow into more space in the building.



We have stepped up our marketing efforts to make sure our potential clients are aware of both Kinsley Properties and Kinsley Construction. We had the opportunity to be a presenter to a national real estate company's staff at their quarterly staff meeting.

We chose to update them on how the newly adopted building codes will affect the maximum width to which a warehouse can be built.

The new codes also conform with revised exiting requirements from buildings as well as revised methods of construction dictated by other code changes. This presentation was so well-received, we were asked to give the presentation to the Society of Industrial and Office Realtors (SIOR) at their annual real estate summit at the Hershey Country Club. These opportunities get the Kinsley name and capabilities in front of the real estate brokers who complete building site searches for the clients we wish to attract. We have made several connections through these efforts and hope to win some work for the next few years.



Tim Kinsley, Jessica Kaun, Rich Ness and Gregg Doshna at the SIOR event

For more information on Kinsley Properties or on the building code changes, contact Tim Kinsley at 717-741-8339

Our diversity in all sectors of the market coupled with the talents of the combined Kinsley Properties and Kinsley Construction entities continue to win us opportunities. I have to shake my head when I hear the news reports today that seem to conflict with each other. One report says consumers stepped up spending in the retail sector and the next says consumer confidence is down. I know what I see is more optimism in the clients I meet with and I believe the economy is recovering, albeit very slowly. Kinsley Properties' expertise continues to win us business. We will continue to work hard to keep the Kinsley companies rolling through 2011 with as much work that is out there to be had. As I have said in the past, work hard and maintain a positive attitude and positive things will happen.

Article by Tim Kinsley