



CASE STUDY

FACILITY PLANNING
TENANT ADVISORY SERVICES

PENNSYLVANIA BAR ASSOCIATION



The Pennsylvania Bar Association (PBA), along with its continuing legal education arm, the Pennsylvania Bar Institute (PBI), faced a turning point in how it used its real estate portfolio. With four properties across Harrisburg including a 30,000 SF facility in Cumberland County, the association needed to adapt to post-COVID workplace changes and the shift to virtual continuing education. Landmark Commercial Realty was engaged to lead facilities planning, manage a major property sale, and guide the association into a more efficient, right-sized headquarters.

ADAPTING TO A NEW ERA OF WORK AND LEARNING

PBA's operations and real estate needs had shifted significantly. The organization needed to balance efficiency with financial stewardship while planning for its future.

Key challenges and opportunities included:

- Several properties located in different areas: 213 N Front Street, 100 South Street, 115 State Street, and 5080 Ritter Road.*
- A 30,000 square foot facility at 5080 Ritter Road, facing obsolescence due to the shift to virtual continuing education during the pandemic.*
- The opportunity to release equity invested in real estate while maintaining uninterrupted operations.*
- A strict timeline that demanded new leased space to synchronize with the sale of 5080 Ritter Road.*



213 N Front Street
Harrisburg, PA



100 South Street
Harrisburg, PA



115 State Street
Harrisburg, PA



5080 Ritter Road
Mechanicsburg, PA

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STRATEGY

COMPREHENSIVE FACILITIES PLANNING AND MARKET EXECUTION

Landmark Commercial Realty provided end-to-end support, beginning with facilities planning across PBA's portfolio. The strategy focused on two concurrent efforts:

- **Disposition of 5080 Ritter Road:** Launched a competitive marketing process that drew multiple interested parties, ultimately securing Select Capital Commercial Properties as the buyer.
- **Relocation of Headquarters:** Identified and negotiated an off-market opportunity with Linlo Properties — a fully furnished, turnkey suite at 1215 Manor Drive, Mechanicsburg; a space formerly occupied by Duck Donuts. Landmark leveraged its market insight to anticipate availability, then coordinated timing with the buyer and landlord to ensure a seamless transition, which included a plug & play space with furniture in place.

RESULTS & DISCUSSION

Landmark successfully delivered on all objectives. The sale of 5080 Ritter Road freed capital for PBA's mission, while the relocation to a fully furnished 7,900 SF office provided a long-term, cost-effective solution. The seamless alignment of settlement and occupancy dates minimized downtime and transition costs. By combining competitive marketing with strategic site identification, Landmark guided PBA through a complex process, resulting in an outcome that supports both the association's financial stability and its ability to serve members well into the future.

OBJECTIVES

EFFICIENCY, CONTINUITY, AND FINANCIAL STEWARDSHIP

The Pennsylvania Bar Association established the following clear priorities for the project:

- **Right-size** from 30,000 square feet to 7,900 square feet, thereby reducing costs and overhead.
- **Secure a long-term lease** that removes the responsibilities associated with property ownership.
- **Ensure minimal disruption** by aligning the sale settlement with the occupancy of the new space.



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