



**Triple Crown Corporation**

DEVELOPERS ■ BUILDERS ■ MANAGERS

*Providing excellence in real estate services since 1977*

# 2020 BUSINESS SUMMARY

5351 Jaycee Avenue | Harrisburg, PA 17112

**717-657-5729**

[www.TripleCrownCorp.com](http://www.TripleCrownCorp.com)



# TABLE OF CONTENTS



# TABLE OF CONTENTS

<b>BUSINESS SUMMARY</b> .....	<b>1</b>
<b>FUTURE PLANS</b> .....	<b>2</b>
<b>GROWTH STRATEGY SNAPSHOT</b> .....	<b>3</b>
<b>GROWTH DRIVER DEFINITIONS</b> .....	<b>4</b>
<b>OUR CHARTER</b> .....	<b>5</b>
<b>ORGANIZATION AND RELATED INTERESTS</b> .....	<b>6</b>
<b>STRATEGIC MOVES</b> .....	<b>7</b>
<b>PERFORMANCE RECORD</b> .....	<b>8</b>
<b>EQUIPMENT DIVISION</b> .....	<b>21</b>
<b>CONCLUSION</b> .....	<b>22</b>



# BUSINESS SUMMARY

**Triple Crown Corporation** is a developer, builder, and property management company that was founded in 1977 by Alex DiSanto. Alex sold the company to his sons, Mark and John, in 1997. In 2012, Mark purchased John's shares and became 100% stockholder of the company. In December 2016, Nicolas DiSanto, Mark's oldest son, purchased ownership in the company. In 2019, Mark's son Christopher purchased ownership in the company. One of the company's greatest successes was the ability to transfer ownership from the founding generation to the second and now the third, while continuing to create growth and increase profitability.

## WE OPERATE WITH TWO PRIMARY DIVISIONS:

**Our Construction Services Division** is engaged in land acquisition, land development, lot sales, rental property construction, commercial construction, construction management, and residential and commercial remodeling. Leveraging our knowledge and tradition for construction services that are right, tight, and quick will remain core to our growth strategy. Quality, value, and safety will forever define the standards for the construction team and qualification of approved partners and subcontractors.

**Our Property Management Services Division** is engaged in managing residential and commercial rental properties and investment property acquisitions. High quality and best value rental opportunities supported by great service must remain the hallmark of our residential property services. Expanding and stabilizing our best value commercial asset base with a high quality commercial team will advance the company's growth objectives and strengthen the Triple Crown Corporation brand.

Real estate business is cyclical, and Triple Crown Corporation has been able to reduce the inherent risks associated with real estate development through the following:

- Strategic land purchases
- Cash flow from developed lot sales
- Profitable construction services
- Strong cash flow from our commercial and residential rental portfolio
- Overall diversification within the real estate industry

## WE ARE FOCUSED ON THE FOLLOWING LINES OF BUSINESS:

### Acquisitions

- Raw land
- Finished lots
- Existing residential and commercial rental investment properties

### Construction Services

- Land development and lot sales
- Residential & commercial rental property construction
- Commercial construction
- Residential and commercial remodeling
- Construction management

### Property Management Services

- Residential rental community management
- Commercial rental property management

### Future Products and Services

- We will explore future products and services, as well as strategic alliances to serve new markets that will complement our existing services offered

Now as a second- and third-generation, family-owned company, Triple Crown Corporation continues to excel in acquiring, developing, and managing property while expanding into new areas and adjusting to a changing economy. Since 2007, we have been developing, following, and measuring 3-year strategic growth plans to help us stay focused on our core business operations. We attain results through flexibility, anticipation, and resilience.

Our continued success, long-term profitability, and growth depend heavily on three factors: resourceful people doing purpose-driven work; delivering high quality places to live and work, as well as growing through best value acquisitions; and margin optimization.

# FUTURE PLANS

Triple Crown Corporation's Strategy is to *provide excellence in real estate services*. This sets the overall direction and priorities for our existing and future divisions by translating our Vision and Value into strategic initiatives.

## TO ENSURE OUR FUTURE SUCCESS, WE WILL:

**CULTIVATE RELATIONSHIPS** with our Business Partners.

**BUILD A BRAND** around high quality construction, land development, property management services, precise scheduling, best value offers, and "Super Service" customer care that will continue to earn our customers' satisfaction and confidence. This will be possible with consistent support through strong sales and leasing, dependable recruiting and retention, efficient process management, enabling practical technology solutions, and practicing sound fiscal management.

**ADVANCE THE COMPANY'S GROWTH OBJECTIVES** through core and new real estate products and services, along with expanded land and existing rental asset acquisitions.

**STRENGTHEN AND GROW OUR TWO DIVISIONS** while looking for new opportunities, to help us achieve a defined balance as real estate markets change.

**RENEW OUR COMMITMENT** to providing our customers with excellent construction, remodeling, land acquisition and development, and property management services. These are delivered and managed by expert professionals with high standards of performance, safety, and quality. We will strengthen our position in our current markets and expand into new markets by aligning our product and service offerings to meet the specific needs of our customers.

## ANTICIPATED NEW PROJECTS FOR STRATEGIC PLAN YEARS 2020-2022:

### 1. Blue Ridge Village, Lower Paxton Township, Harrisburg, PA

Aging-in-place community with residential rental community, single family homes, townhomes, retail shops, healthcare facility, and other commercial buildings

### 2. Blue Ridge Apartments, Lower Paxton Township, Harrisburg, PA

4-building, 184 apartment rental community with elevators, clubhouse, and pool, located inside Blue Ridge Village

In today's volatile real estate market and the changing financial landscape, an abundance of opportunities present themselves. With solid strategic planning in place, we also stand ready at a moment's notice to take advantage of this changing landscape.



# GROWTH STRATEGY SNAPSHOT



## Triple Crown Corporation

DEVELOPERS ■ BUILDERS ■ MANAGERS

*Providing excellence in real estate services since 1977*

**OUR MISSION** Providing excellence in real estate services

**OUR VISION** Expanding our markets as a recognized high quality, best value real estate services provider.

**OUR VALUE** We provide high quality, best value real estate services on time, every time!

## OUR OVERARCHING OBJECTIVES

**PEOPLE**

**QUALITY**

**VALUE**

## OUR GROWTH DRIVERS



The growth strategy for Triple Crown Corporation sets our overall direction and priorities. Through clear execution of our strategy, our vision will be achieved, and the client value will be delivered. Each **growth driver** for our business will fuel our growth through sustained execution. *See the following pages for details on each growth driver.*

1. RESIDENTIAL PROPERTY MANAGEMENT
2. COMMERCIAL PROPERTY MANAGEMENT
3. CONSTRUCTION SERVICES
4. MARKETING
5. PEOPLE
6. CUSTOMER EXPERIENCE
7. INVESTMENTS
8. ASSET MANAGEMENT
9. OP EX/TECHNOLOGY
10. FISCAL CONTROL

## OUR CORE VALUES

*Customer Commitment • People First • Passion for Excellence  
Courage of our Convictions • Accountability • Flexibility*

# GROWTH DRIVER DEFINITIONS

## RESIDENTIAL PROPERTY MANAGEMENT:

**High quality** and **best value** rental opportunities supported by great service must remain the hallmark of our residential property services. **There are no shortcuts here.**

## COMMERCIAL PROPERTY MANAGEMENT:

Expanding and stabilizing our **best value** commercial asset base with a **high quality** commercial team will advance the company's growth objectives and strengthen the Triple Crown Corporation brand.

**Stabilization = investment security.**

## CONSTRUCTION SERVICES:

Leveraging our knowledge and tradition for construction services that are **right, tight,** and **quick** will remain core to our growth strategy. **Quality, value,** and **safety** will forever define the standards for the construction team and qualification of approved partners and subcontractors. **Construction quality defines the company.**

## MARKETING:

As the Triple Crown Corporation brand is highly trusted and respected, everyone in the company must be mindful that they influence the brand with their performance. Careful monitoring of all forms of marketing media is essential. **Everything communicates!**

## PEOPLE:

Recognizing that people are our most valuable asset, we maintain vigilance toward **high quality** recruiting, coaching, retention, and recognition of our people that reinforce our core values and execution principles. **People drive company value.**

## CUSTOMER EXPERIENCE:

Our residents and customers are our highest priority. Our focus on **high quality** and **best value** in the delivery of excellent real estate services requires daily attention to maintain their loyalty.

**Happy residents and customers = profitable revenues.**

## INVESTMENTS:

Rigorous investment standards will continue to define the Triple Crown Corporation tradition of outstanding portfolio growth and performance. **Investment rigor mitigates risk and optimizes margins.**

## ASSET MANAGEMENT:

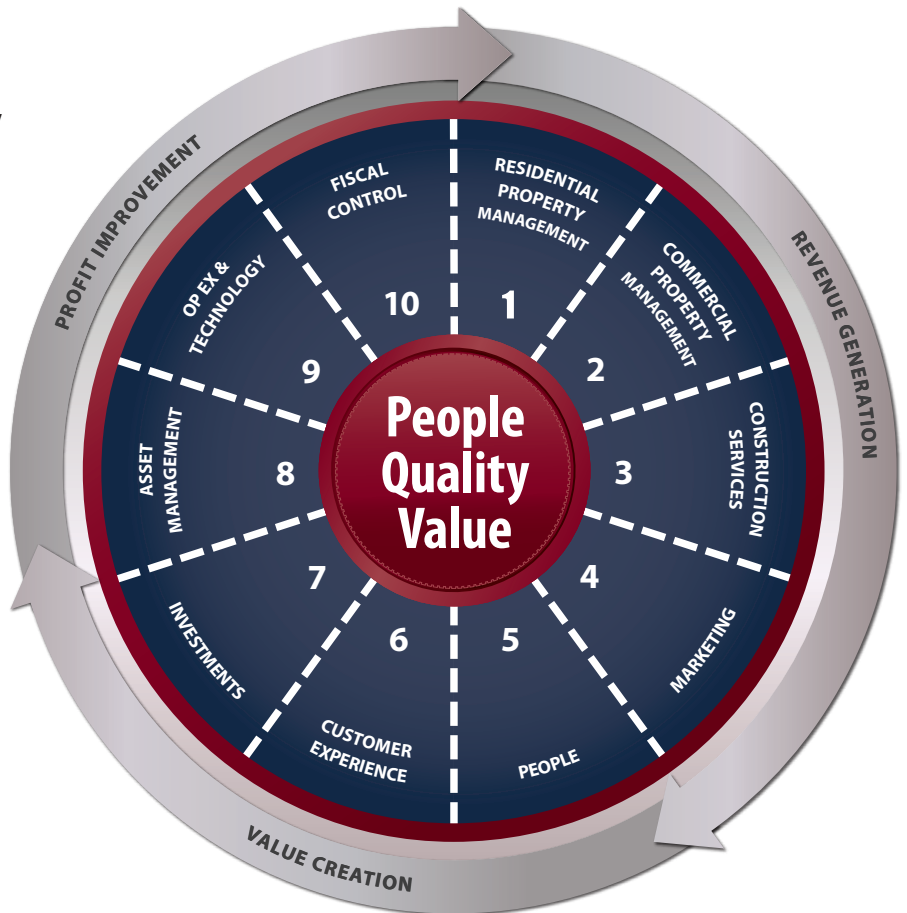
Diligent attention to cross training, annual project & refresh plans, and our price control programs for both residential and commercial assets are essential to ongoing successful portfolio performance. **Portfolio performance protects future value.**

## OP EX/TECHNOLOGY:

Ensuring documentation of the essential business processes of the company preserves intellectual property; enhances the development, leverage, and efficiency of our teams; and defines where **high quality, best value,** and **safety** live within Triple Crown Corporation. Making smart technology investments, ensuring uninterrupted companywide support, and cyber protection require rigorous diligence. **Processes and technology support our business.**

## FISCAL CONTROL:

Empowering a resourceful financial team enhances financial controls to deliver accurate and timely reporting. Setting and ensuring achievement of clear financial goals will optimize margins and protect the ongoing financial prosperity of the company. **It's about the bottom line.**





# OUR CHARTER

## BUSINESS PHILOSOPHY

We look for opportunities to create value in the marketplace for our customers and ourselves, particularly in situations where others don't see the potential.

## MISSION

Providing excellence in real estate services.

## VISION

Expanding our markets as a recognized **high quality, best value** real estate services provider.

## VALUE

We provide **high quality, best value** real estate services on time, every time!

## DIFFERENTIATION

We take advantage of challenges in good locations and seek ways to unlock the hidden value. We provide excellence, defined as being recognized in the community for meeting promised goals using strong knowledge and expertise. We deliver high quality outcomes, defined as completing tasks properly the first time, on time, and on budget. This is regardless of the project's size and applies to the products we build, the services we provide, and the internal operations at which we work every day. We offer best value, defined as "providing more real estate product and service for the customer's dollar than anyone else." Finally, we exercise safety. We are committed to safety in all our work; there is no middle ground on this.

## CUSTOMER COMMITMENT

In a highly competitive marketplace where there are many developers, builders, and property managers, our principal focus is to ensure we are gaining, maintaining, and retaining customer loyalty and market share. We pride ourselves on quality built, low maintenance rental homes and commercial buildings that perpetually create value.

## SOCIAL IMPACT

Triple Crown Corporation provides pleasant, comfortable, safe environments for people to live and work.

## COMMITMENT TO THE BROADER COMMUNITY

We are committed to helping others. We seek opportunities to continue our involvement within our community and contribute our time, talent, and resources.

# ORGANIZATION AND RELATED INTERESTS



## EXECUTIVE MANAGEMENT TEAM:

Pictured left to right: Jeffrey C. Kurtyka, CFO; Mark X. DiSanto, CEO; Nicolas DiSanto, Vice President of Construction; Deborah A. Hodges, COO

*All of the foregoing success* was planned and developed by a strong executive management team with industry expertise. The development of this existing team has occurred over the last nine (9) plus years.

As evident from the Triple Crown Corporation résumé, much of its activity has occurred in the past twenty (20) years and is directly attributable to the executive management team.

Triple Crown Corporation has developed a strong system of divisional management reports and controls, performing detailed analytical procedures in all major functional areas on a regular basis. Triple Crown Corporation's advanced infrastructure is designed to meet expected growth and currently supports multiple commercial and residential satellite offices in south central Pennsylvania. Our company's financial statements are reviewed annually by our independent accounting firm: Boyer & Ritter, LLC, CPA's and Consultants, based in Camp Hill, PA.



**1988: Mark X. DiSanto**  
**Chief Executive Officer (CEO)**

Oversees COO, CFO, and all acquisition/development activity. He is an attorney and holds a Masters Degree in Real Estate Development from Columbia University.



**1991: Deborah A. Hodges**  
**Chief Operating Officer (COO)**

Oversees all strategic planning, corporate, construction, and property management operations. She received her Bachelor of Science Degree in Education from the Pennsylvania State University.



**1989: Jeffrey C. Kurtyka**  
**Chief Financial Officer (CFO)**

Oversees all accounting, tax planning, IT, payroll/benefits administration, treasury functions, and risk management. He is a CPA and received his Bachelor of Science Degree in Accounting from Waynesburg University.



**2011: Nicolas DiSanto**  
**Vice President of Construction**

Responsible for plans, organization, building and scheduling all construction activities including residential, commercial, property management, and design & estimating. He received his undergraduate degree from Rhode Island University with a major in Resource Economics and Commerce, with a minor in Military Science and Leadership. Nic has an MBA from Pennsylvania State University and was in the army for 10 years until being honorably discharged as a captain.

# STRATEGIC MOVES

*Recognizing our desire to grow to the next level*, we want to emphasize our overarching objectives with a strong commitment to people, quality, and value. We look to continue our success in delivering the best possible service to our residents and customers while growing both our company and our asset portfolio.

Nothing can take the place of experience. Acknowledging the need for higher education, all of the real estate seminars, designations, and degrees added together cannot equate to the education gained from going through one real estate cycle. Triple Crown Corporation has weathered several cycles, always coming out stronger and better positioned. This comes only from persistence and determination, and it allows us to adapt our products to changing market conditions prior to our competitors.

## EXAMPLES OF THESE STRATEGIC MOVES OVER THE PAST YEARS:

### 1986 BRANDYWINE VILLAGE

The first single-family detached narrow lot line development in the Harrisburg area. Brandywine Village sold 102 homes in an 18-month period.

### 1989 OLYMPUS HEIGHTS

The first ranch community developed in the Harrisburg area in the prior fifteen years. Olympus Heights sold 64 homes in a 15-month period.

### 1992 VICTORIA CIRCLE OF BLUE MEADOWS FARM

Incorporated the Brandywine Village house concept into the most advanced environmental land plan in the Harrisburg area. Victoria Circle had 15 sales contracts in the first 30 days of marketing in 1992 and sold 78 homes in 15 months.

### 1992 PAXTON MILL ESTATES CONDOMINIUMS

The first stacked flat condominiums in the Harrisburg area, they were marketed to the first time homebuyer at the unheard price of \$59,000 in 1992. This community sold all 40 homes in 10 months.

### 1998 REMINGTON RIDGE

The first detached single-family condominium community in Harrisburg. This allowed for the development of an infill site in Susquehanna Township that was otherwise undevelopable.

### 2001 GEORGETOWN CROSSING

A bold move in advanced luxury townhome rentals, with 328 townhomes completed in 3 years and including the first pet-friendly “bark park” in Central PA.

### 2004 GOLDEN TRIANGLE INDUSTRIAL PARK

The start of a 400,000 ft.<sup>2</sup>, high bay distribution facility, clearly placing us as a force in the bulk warehouse market.

### 2009 STRAY WINDS FARM

A master planned community of 575 homes, moving us into the age restricted housing market for the first time.

### 2009 COLONIAL GOLF & TENNIS CLUB, HARRISBURG, PA

A 168 acre country club featuring a golf course, tennis courts, clubhouse, and pool.

### 2009 BROOK MEADOW, FOXWOOD, AND MANOR AT WESTPORT

The latest examples of acquiring distressed properties and successfully repositioning them.

### 2012 BLUE RIDGE COUNTRY CLUB

A 133 acre country club featuring a golf course, tennis courts, clubhouse, and pool.

### 2016 GATEWAY CORPORATE CENTER

A set of eleven office/flex buildings totaling 408,180 square feet. This may be the best TCC deal ever, as it was a great opportunity to acquire buildings well below the replacement cost of them. The center was stabilized with 94% of space leased by the end of 2019.



# PERFORMANCE RECORD

**Triple Crown Corporation demonstrates the stability and experience** customers look for in a developer, builder, and property management company. The company's reputation depends in part on achieving performance excellence in all we do. Our projects over the years include:

- 3,549+ developed and approved lots
- 2,675 homes built (4,126,000 ft.<sup>2</sup> of residential property)
- 6,392,000+ square feet of commercial space constructed
- Management of 1.47+ million ft.<sup>2</sup> of commercial space
- Management of 1,440+ residential rental homes in our portfolio
- Management of a golf course in Pennsylvania

## A DETAILED LISTING OF TRIPLE CROWN CORPORATION COMPLETED AND CURRENT DEVELOPMENT PROJECTS AND ACQUISITIONS, IN CHRONOLOGICAL ORDER:

### 1973

**OLDE COLONIAL VILLAGE** Lower Paxton Township, Harrisburg, PA  
50 single-family homes from \$90,000 to \$140,000

### 1975

**COLONIAL MANOR TOWNHOUSES** Lower Paxton Township, Harrisburg, PA  
20 townhomes, 10 in the Triple Crown Corporation rental portfolio

### 1976

**WOODRIDGE ESTATES** Susquehanna Township, Harrisburg, PA  
120 single-family homes priced from \$85,000 to \$125,000

### 1979

**1979, MALLARD ROAD APARTMENTS** Hampden Township, Camp Hill, PA  
12 unit apartment building

### 1980

**FAIRFAX VILLAGE** Lower Paxton Township, Harrisburg, PA  
100 townhomes priced from \$50,000 to \$70,000, 18 in the Triple Crown Corporation rental portfolio



## 1983

### ROUTE 22 BUSINESS PARK

Lower Paxton Township, Harrisburg, PA

Building no. 1, 20,000 ft.<sup>2</sup> of commercial flex space

### ROUTE 22 BUSINESS PARK

Lower Paxton Township, Harrisburg, PA

Building no. 2, 20,000 ft.<sup>2</sup> of commercial flex space

### ROUTE 22 BUSINESS PARK

Lower Paxton Township, Harrisburg, PA

Building no. 3, 30,000 ft.<sup>2</sup> of commercial flex space, in the Triple Crown Corporation rental portfolio

### ROUTE 22 BUSINESS PARK

Lower Paxton Township, Harrisburg, PA

Building no. 4, 10,000 ft.<sup>2</sup> of commercial flex space

### ROUTE 22 BUSINESS PARK

Lower Paxton Township, Harrisburg, PA

Building no. 5, 30,000 ft.<sup>2</sup> of commercial flex space, in the Triple Crown Corporation rental portfolio

## 1984

### WAREHOUSE

Lower Paxton Township, Harrisburg, PA

Building no. 1, 10,000 ft.<sup>2</sup> warehouse on Woodview Drive and Hummingbird Lane, in the Triple Crown Corporation rental portfolio

### WAREHOUSE

Lower Paxton Township, Harrisburg, PA

Building no. 2, 30,000 ft.<sup>2</sup> warehouse on Woodview Drive and Hummingbird Lane

### WAREHOUSE

Lower Paxton Township, Harrisburg, PA

Building no. 3, 20,000 ft.<sup>2</sup> warehouse on Woodview Drive and Hummingbird Lane

## 1985

### 1985, BRANDYWINE VILLAGE

Susquehanna Township, Harrisburg, PA

102 single-family cluster homes priced from \$60,000 to \$80,000

## 1987

### BLUE MEADOWS FARM

Lower Paxton Township, Harrisburg, PA

305 single and multi-family planned residential cluster community priced from \$85,000 to \$400,000

## 1989

### BEAUMONT SQUARE

Hampden Township, Mechanicsburg, PA

176 townhomes priced from \$79,000 to \$123,000

### HAMPDEN SQUARE

Hampden Township, Mechanicsburg, PA

52 single-family homes priced from \$135,000 to \$170,000





## 1990

### **BRANDYWINE PLAZA**

45,000 ft.<sup>2</sup> retail strip mall, in the Triple Crown Corporation rental portfolio

**Susquehanna Township, Harrisburg, PA**

### **OLYMPUS HEIGHTS**

64 single-family ranch homes priced from \$79,000 to \$135,000

**Susquehanna Township, Harrisburg, PA**

## 1991

### **PAXTON MILL ESTATES**

40 stacked, flat condominiums priced from \$59,000 to \$65,900

**Susquehanna Township, Harrisburg, PA**

## 1992

### **SIENNA WOODS**

56 luxury single-family homes priced from \$229,000 to \$330,000

**Susquehanna Township, Harrisburg, PA**

## 1993

### **OAKWOOD**

69 luxury townhomes priced from \$145,000 to \$189,900

**Susquehanna Township, Harrisburg, PA**

### **BROTHERHOOD RELIEF & COMPENSATION FUND BUILDING REHAB**

Rehabilitation and sale/gift of 100,000 ft.<sup>2</sup> classic 3 story 1930 vintage office building

### **STEEPLE CHASE**

40 stacked, flat condominiums, for the Triple Crown Corporation rental portfolio

**Susquehanna Township, Harrisburg, PA**

## 1994

### **ST. CLAIR POINT**

48 townhomes/condominiums priced from \$69,900 to \$86,900

**Susquehanna Township, Harrisburg, PA**

### **PICCADILLY SQUARE**

46 townhomes for Triple Crown Corporation rental portfolio

**Lower Paxton Township, Harrisburg, PA**

## 1995

### **MIDDLETON ESTATES**

16 townhomes priced from \$79,900 to \$85,900

**North Middleton Township, Carlisle, PA**



## 1996

### **NEW CROWNE POINT PHASES I AND II**

52 single-family homes for sale on ¼ acre lots priced from \$120,000's to low \$150,000's

### **CITY TOWERS, COMMERCIAL**

55,000 ft.<sup>2</sup> of office space, a 27-story building, the second largest in the city of Harrisburg

### **CITY TOWERS, RESIDENTIAL**

280 high-rise apartments, a 27-story building, the second largest in the city of Harrisburg

**Susquehanna Township, Harrisburg, PA**

**In The City of Harrisburg, PA**

**In The City of Harrisburg, PA**

## 1997

### **REMINGTON RIDGE**

24 single-family detached condominiums for sale, priced from \$127,000's to low \$150,000's

### **LA COLLINA**

118 townhomes, for the Triple Crown Corporation rental portfolio

**Susquehanna Township, Harrisburg, PA**

**Susquehanna Township, Harrisburg, PA**

## 1998

### **STONE ROAD ESTATES/PARK ROAD**

6 lot, luxury sub-division for custom homes

**Fairview Township, York, PA**

### **BLUE EAGLE BUSINESS CENTER**

Building no. 1, 48,000 ft.<sup>2</sup> of 18 ft. clear span, flex space for the Triple Crown Corporation rental portfolio

**Lower Paxton Township, Harrisburg, PA**

### **BLUE EAGLE BUSINESS CENTER**

Building no. 2, 48,000 ft.<sup>2</sup> of 18 ft. clear span, flex space for the Triple Crown Corporation rental portfolio

**Lower Paxton Township, Harrisburg, PA**

### **WILLOW WALK**

24 townhomes/condominiums for sale from \$87,400 to \$93,900

**Susquehanna Township, Harrisburg, PA**

### **FOX RUN**

57 single-family homes for sale on ½ acre lots priced from \$180,000's to \$200,000's

**Fairview Township, Lewisberry, PA**

### **THE FALLS AT BEACON HILL**

69 luxury townhomes for the Triple Crown Corporation rental portfolio

**Lower Allen Township, New Cumberland, PA**

### **THE HEIGHTS AT BEACON HILL**

14 luxury townhomes for sale from \$109,900's to \$119,500's

**Lower Allen Township, New Cumberland, PA**

### **FIELDSTONE FARM**

51 single-family homes, in a town setting, for sale from \$120,000's to \$150,000's

**Susquehanna Township, Harrisburg, PA**

### **SYGMA BUILDING**

55,000 ft.<sup>2</sup> of 22 ft. clear span, flex space for the Triple Crown Corporation rental portfolio

**Hampden Township, Mechanicsburg, PA**

### **CHURCH OF GOD**

4,000 ft.<sup>2</sup> office building, state headquarters

**South Middleton Township, Carlisle, PA**





## 1999

### **SHADY LANE**

35 acre industrial park plan development of 300,000 ft.<sup>2</sup>, sold to Giant Foods

### **Middlesex Township, Carlisle, PA**

### **GEORGETOWN CROSSING AT BENT CREEK**

18 luxury townhomes for sale, priced from \$190,000's to low \$210,000's

### **Silver Spring Township, Mechanicsburg, PA**

### **CHURCH OF CHRIST**

Redevelopment and sale/gift of 1940 vintage 25,000 ft.<sup>2</sup> church

### **Palmyra, PA**

### **GEORGETOWN CROSSING AT BENT CREEK**

328 for rent condominium townhomes for the Triple Crown Corporation rental portfolio

### **Silver Spring Township, Mechanicsburg, PA**

### **MEADOWVIEW VILLAGE**

79 manufactured housing lots for the Triple Crown Corporation rental portfolio

### **Centre Township, New Bloomfield, PA**

### **RIDLEY PARK APARTMENTS**

144 apartments with major rehabilitation for the Triple Crown Corporation rental portfolio

### **East Pennsboro Township, Camp Hill, PA**

## 2000

### **GREYHOUND BUILDING**

Rehab & management of multiple state leases in 1970 vintage bus station, 65,000 ft.<sup>2</sup> of office space

### **N. 6<sup>th</sup> Street, Harrisburg, PA**

### **WOODHAVEN, BIRDSBORO**

Development of 72 townhome lots, sale priced from \$35,000

### **Reading, PA**

### **ROUTE 22 WAREHOUSE (GOLDEN EAGLE)**

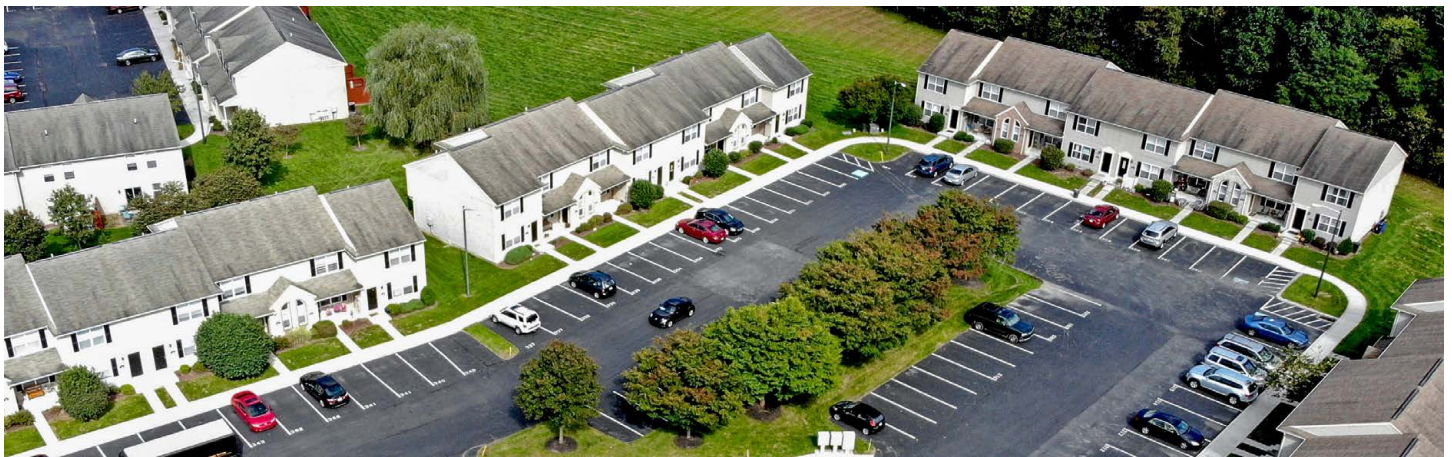
81,600 ft.<sup>2</sup> of commercial office/warehouse space consisting of 17 bays

### **Lower Paxton Township, Harrisburg, PA**

### **KEYSTONE BANK BUILDING**

3,000 ft.<sup>2</sup> branch bank

### **Susquehanna Township, Harrisburg, PA**



## 2001

### **TURNPIKE BUSINESS CENTER (SILVER EAGLE) Swatara Township, Harrisburg, PA**

56,000 ft.<sup>2</sup> of commercial warehouse space consisting of 14 bays

### **CRUMS MILL BUSINESS PARK**

**Lower Paxton Township, Harrisburg, PA**

Building #1, 72,000 ft.<sup>2</sup> of Class A office space

### **RIDGEVIEW**

**Lower Paxton Township, Harrisburg, PA**

Infill development of 5 single-family homes priced from \$160,000 to \$180,000

### **QUAKER OATS FACILITY**

**Hampden Township, Mechanicsburg, PA**

750,000 ft.<sup>2</sup> of warehouse/manufacturing/office space

### **CLOVER LEE**

**West Hanover Township, Harrisburg, PA**

101 townhomes for sale, priced from \$99,000 to \$150,000

### **TWELVE OAKS**

**Lower Swatara Township, Harrisburg PA**

Infill development of 5 single-family homes priced from \$225,000 to \$295,000

### **WHISPERWOOD APARTMENTS**

**Susquehanna Township, Harrisburg, PA**

148 apartments with major rehabilitation for the Triple Crown Corporation rental portfolio

### **DISTRICT JUSTICE OFFICE**

**Susquehanna Township, Harrisburg, PA**

3,000 ft.<sup>2</sup> stand alone commercial office and courtroom

### **HOLLY HILLS**

**Susquehanna Township, Harrisburg, PA**

22 single-family detached condominiums for sale from \$170,000 to \$220,000

## 2002

### **BOWMAN'S HILL**

**Upper Allen Township, Mechanicsburg, PA**

18 single-family homes from \$180,000 to \$230,000

### **HAMPDEN COURT**

**Hampden Township, Mechanicsburg, PA**

16 single-family homes and 6 townhomes for sale from \$120,000's to \$200,000's





## 2003

### **CARLISLE STOR-MOR**

Acquisition and rehab of 385 Stor-Mors

**Carlisle, PA**

### **THUMMA FARM**

85-acre single-family home subdivision for sale, lots over \$60,000

**Middlesex Township, Carlisle, PA**

### **STRATFORD WOODS**

4 single-family homes from \$225,000 to \$260,000

**Lower Paxton Township, Harrisburg, PA**

### **PA STATE BANK**

2,500 ft.<sup>2</sup> branch bank

**West Hanover Township, Harrisburg, PA**

### **BERRY HILL**

5 single-family homes from \$145,000 to \$175,000

**Lower Paxton Township, Harrisburg, PA**

### **TRANSCORPS**

8,600 ft.<sup>2</sup> heavy truck repair facility

**In the City Of Harrisburg, PA**

### **BROWNAWELL FARM**

85-acre farm developed into 7 single-family home sites for sale from \$85,000 to \$195,000

**North Middleton Township, Carlisle, PA**

### **SILVER BROOK**

97 single-family homes for sale from \$295,000 to \$525,000

**Hampden Township, Mechanicsburg, PA**

### **ARLENE STREET**

10 acres highway commercial approved for 80,000 ft.<sup>2</sup>, then sold/gifted to Catholic Diocese of Harrisburg for development of a Super Wal-Mart

**Lower Paxton Township, Harrisburg, PA**

## 2004

### **BENT CREEK APARTMENTS**

64 stacked flat rental homes ranging from \$790–\$875/month

**Silver Spring Township, Mechanicsburg, PA**

### **RINEHART FARM**

137 acre farm, developed into 17 single-family homes for sale from \$400,000 to \$500,000

**Adams County, East Berlin, PA**

### **GOLDEN TRIANGLE**

100 acres developed into 8 industrial lots; Lot no. 1, developed and built 400,000 ft.<sup>2</sup> high bay distribution warehouse facility on 48.31 acres

**Silver Spring Township, Mechanicsburg, PA**

### **GOLDEN TRIANGLE**

Lots no. 2–5, 50 acres available for industrial/office development, ranging from 1.97 to 5.71 acres each, Lot no. 5 (1.9 acres) sold in 2007; Lot no. 2B (4.19 acres) sold in 2009

**Silver Spring Township, Mechanicsburg, PA**





## 2005

### HEALTH AMERICA BUILDING

Swatara Township, Harrisburg PA

Acquisition of 145,000 ft.<sup>2</sup> office building for Triple Crown Corporation rental portfolio

### IVY RIDGE

Swatara Township, Harrisburg, PA

109 condominium townhomes priced from \$120,000 to \$170,000 and 129 single-family homes priced from \$245,000 to \$325,000

### BUMBLE BEE HOLLOW EAST DRIVING RANGE Lower Paxton Township, Harrisburg, PA

27 acres retail, driving range, Subway sandwich shop, and miniature golf for Triple Crown Corporation portfolio

### CHELSEY PARK

Lower Paxton Township, Harrisburg, PA

43 single-family homes from \$225,000's to \$290,000's

## 2006

### GRAYSTONE BANK

Lower Paxton Township, Harrisburg, PA

2,600 ft.<sup>2</sup> branch bank

### CRUMS MILL BUSINESS PARK

Lower Paxton Township, Harrisburg, PA

Building no. 2, 72,000 ft.<sup>2</sup> of Class A office space

### WOODS DRIVE INDUSTRIAL PARK

Mechanicsburg, PA

45-acre industrial/office park consisting of 11 building lots

### WEST SHORE OFFICE PARK

Hampden Township, Mechanicsburg, PA

7 buildings, 46,000 ft.<sup>2</sup> for sale condo offering

## 2007

### BELLA VISTA

Mechanicsburg, PA

56 single-family homes from \$290,000's to \$400,000+, property was sold, reacquired and sold again

### BUNKER HILL ESTATES

Halifax Township, Halifax, PA

11 estate-size home sites, 4 to 18 acres

### FAIRVIEW TOWNSHIP

Lewisberry, PA

4 home lots priced from \$220,000 to \$250,000

### SUSQUEHANNA BANK

Swatara Township, Harrisburg, PA

3,190 ft.<sup>2</sup> branch bank

### THE LEARNING CENTER

Hampden Township, Mechanicsburg, PA

16,750 ft.<sup>2</sup> daycare facility

### PENN DETROIT DIESEL-ALLISON,

Philadelphia, PA; Pittsburgh, PA; Harrisburg, PA; Altoona, PA; Syracuse, NY; and Rochester, NY

Class A service facilities afforded premier highway access at major distribution areas in Pennsylvania and New York



## 2008

### **RABBIT HILL ESTATES**

22 complete single-family home sites, homes priced from \$170,000 to \$270,000

**Upper Allen Township, Millersburg, PA**

### **THE ENCLAVE**

14 luxury townhomes from low \$200,000's

**Camp Hill, PA**

## 2009

### **COLONIAL COUNTRY CLUB**

168 acre country club featuring a golf course, tennis courts, clubhouse, and pool

**Harrisburg, PA**

### **4455 CHAMBERS HILL ROAD**

48,200 ft.<sup>2</sup> flex office/warehouse building

**Harrisburg, PA**

### **MOUNTAINDALE APARTMENTS**

20-unit 1 & 2-bedroom luxury apartments ranging from \$1,100 to \$1,700/month

**Harrisburg, PA**

### **MOUNTAIN ROAD CAR WASH**

2,622 ft.<sup>2</sup> 4-bay self service car wash

**Harrisburg, PA**

### **CVS PHARMACY**

13,225 ft.<sup>2</sup> pharmacy

**North Cornwall Township, Lebanon, PA**

### **KHB INSURANCE**

4,594 ft.<sup>2</sup> renovation/addition

**Derry Township, Hershey, PA**

### **BROOK MEADOW**

10 partially finished townhomes starting from \$180,000's

**Silver Spring Township, Mechanicsburg, PA**

### **MANOR AT WESTPORT**

19 single-family homes starting from \$240,000's

**Lower Allen Township, Mechanicsburg, PA**

## 2010

### **HERSHEY TOWNS**

5 partially completed townhomes from \$249,900

**Derry Township, Hershey, PA**



## 2011

### **HOLY NAME OF JESUS CATHOLIC CHURCH**

**Lower Paxton Township, Harrisburg, PA**

35,420 ft.<sup>2</sup>, 1,500 seat new worship facility including day chapel, choir loft, basement, and ancillary office space

### **IVY RIDGE PHASE 4**

**Swatara Township, Harrisburg, PA**

192 apartments for rent, community clubhouse/leasing center

### **IVY RIDGE PHASE 2**

**Swatara Township, Harrisburg, PA**

37 single-family lots priced from \$45,000 to \$70,000

### **CARRIAGE PARK PHASES 2 & 3**

**South Londonderry Township, Palmyra, PA**

83 single-family lots priced from \$60,000 to \$85,000

### **APPLE CREEK FARMS PHASES 2, 3 & 4**

**Susquehanna Township, Harrisburg, PA**

69 single-family lots priced from \$65,000 to \$85,000

### **FOXWOOD**

**Silver Spring Township, Mechanicsburg, PA**

26 single-family lots priced from \$75,000 to \$95,000

### **SILVER BROOK PHASES 3 & 4**

**Silver Spring Township, Mechanicsburg PA**

16 single-family lots priced from \$90,000 to \$100,000

### **MANOR AT WESTPORT**

**Lower Allen Township, Mechanicsburg, PA**

9 single-family lots priced at \$69,000

### **CARROLL PROPERTY**

**Lower Allen Township, Harrisburg, PA**

5 single-family lots priced at \$75,000

### **SUSQUEHANNA RIDINGS**

**Newberry Township, Etters, PA**

4 single-family lots (sales price to be determined)

### **33 BUILD-TO-SUIT CVS PHARMACIES**

**Various Locations in PA and MD**

Located in various areas in Pennsylvania and Maryland

### **SHOPPES AT MUNCY CREEK**

**Muncy Creek Township, Muncy, PA**

6 commercial lots for sale and lease (Sheetz, CVS, and others)

## 2012

### **BLUE RIDGE COUNTRY CLUB**

**Harrisburg, PA**

133 acre country club featuring a golf course, tennis courts, clubhouse and pool





## 2013

### **FOXWOOD ESTATES**

Single-family lots

**Silver Spring Township, Mechanicsburg, PA**

### **SOUTH CENTRAL EMS (EMERGENCY MEDICAL SERVICES, INC.)**

7,500 ft.<sup>2</sup> building, including 5 garage bays with trench drains, locker room, separate men's and women's sleeping quarters and full bathrooms, computer room, fully-furnished kitchen, delivery room with roll-up door, new asphalt paving on entire site, and diesel generator

**Lower Paxton Township, Harrisburg**

### **CHARLESTON RIDINGS**

19 acres subdivided into 17 building lots and a house to be sold separately on an 18th lot

**Lower Paxton Township, Harrisburg, PA**

### **SPRING HILL**

60 single-family residential building lots

**Swatara/Lower Paxton Townships, Harrisburg, PA**

### **GETTYSBURG CROSSING**

55 acre shopping center property with desirable location near local highways

**Straban Township, Gettysburg, PA**

### **NEWPORT MEDICAL CENTER**

30,000 ft.<sup>2</sup> half steel and masonry structure

**Centre Township, Newport, PA**

### **CRESCENT POINTE AND EAGLE'S POINTE GOLF COURSES**

Joint acquisition near Hilton Head Island, with signature golf courses designed by Arnold Palmer and Davis Love III

**Bluffton, South Carolina**

## 2014

### **THE LOTS AT LUMBER STREET**

5 single-family lots

**Highspire Borough, PA**

### **MARTIN'S (GIANT) FOOD MARKET**

Joint acquisition includes site work, food market construction with fueling station, future site work on existing shopping center, and stand-alone bank

**Waynesboro, PA**

### **PENNSYLVANIA BUSINESS CENTER**

4 multi-tenanted buildings ranging from 15,000 to 67,000 ft.<sup>2</sup>, with office and flex-warehouse space

**Camp Hill, PA**

### **DISH NETWORK SERVICE FACILITY**

9,000 ft.<sup>2</sup> pre-engineered metal facility consisting of office and warehouse space

**Swatara Township, Harrisburg, PA**

### **BROOKS EDGE APARTMENTS**

New 2-bedroom apartment community (150 homes) featuring a resident lounge with fitness center, private entrances, individual balconies per home, and a modern design

**Lower Allen Township, Camp Hill, PA**

### **MEADOWS GREEN**

58 townhome lots to be developed and sold

**Southampton and Shippensburg Townships, PA**

### **COMFORT INN SUITES HOTEL**

105 room Comfort Suites hotel

**Carlisle, PA**



## 2015

### LEWISBURG GIANT

Lewisburg, PA

Joint acquisition including site work, construction of food market and fueling station, CVS retail store, and Peking Gardens restaurant

### HAMPDEN MARKETPLACE (GIANT)

Wertzville, PA

Joint acquisition including site work, construction of food market and fueling station, and small shops

### FALCON RIDGE

Lower Paxton Township, PA

6 finished single-family residential building lots to be sold

### BLUE MOUNTAIN BUSINESS CENTER

Susquehanna Township, Harrisburg, PA

44,000 ft.<sup>2</sup> flex warehouse building

### CVS PHARMACY

Cortland and Johnson City, NY

Acquisition of 2 existing CVS properties

### ROSSMOYNE BUSINESS CENTER

Mechanicsburg, PA

2 flex/office buildings totaling 60,057 ft.<sup>2</sup>

## 2016

### LIBERTY MARKETPLACE

Dubois, PA

68,200 ft.<sup>2</sup> retail shopping center anchored by Martin's (Giant) Food Market

### COMFORT INN

Hampden Township, Carlisle, PA

Construction of 3-story, 86 room Comfort Inn hotel

### GATEWAY CORPORATE CENTER

Lower Paxton Township, Harrisburg, PA

Acquisition of 11 office/flex buildings totaling 408,180 ft.<sup>2</sup>

### SENATE PLAZA

East Pennsboro Township, Camp Hill, PA

Joint acquisition of a 6-story, 230,647 ft.<sup>2</sup> building with underground parking and storage facility

### 2605 INTERSTATE DRIVE

Susquehanna Township, Harrisburg, PA

3-story, 79,465 ft.<sup>2</sup> building





## 2017

### COLONIAL GOLF & TENNIS CLUB

Assumed property management of facility

Harrisburg, PA

### CRESCENT POINTE AND EAGLE'S POINTE GOLF CLUBS

Assumed property management of facilities

Bluffton, SC

### STONE GATE VILLAGE

89 rental apartments and townhomes, with 96.5% occupancy just 10 months after the first move-in

Lower Allen Township, Camp Hill, PA

### THE TOWNS ON EVELYN

16 rental townhomes on Evelyn Street

Swatara Township, Harrisburg, PA

### FORKS TOWN CENTER

100,250 ft.<sup>2</sup> Giant anchored shopping center

Forks Township, Easton, PA

### WYNCHASE

20 rental townhomes

Lower Paxton Township, Harrisburg, PA

## 2018

### THE PAVILION AT LANSDALE

135,808 ft.<sup>2</sup> shopping center

Lansdale, PA

### PENN POWER FACILITY

20,000 ft.<sup>2</sup> over the road truck service facility

Muncy Township, Muncy, PA

### COMMUNITY LIFE MEDICAL OFFICE

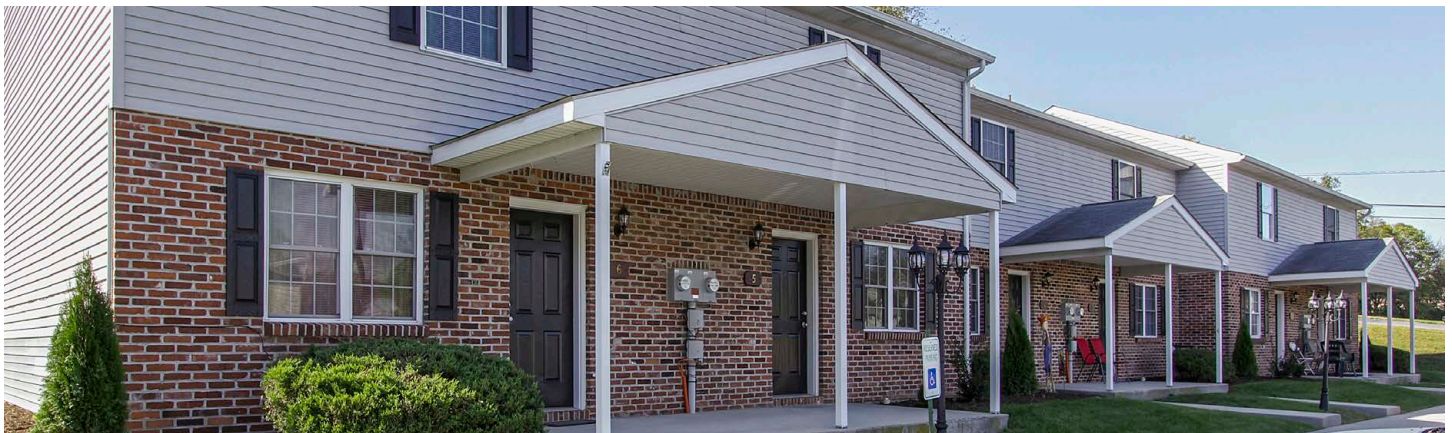
12,300 ft.<sup>2</sup> medical office building

Snake Spring Township, Bedford, PA

### HARBOR FREIGHT

15,000 ft.<sup>2</sup> retail building acquisition

Selinsgrove, PA



## 2019

### **CAMP HILL COMMONS**

Redevelopment of 230,647 ft.<sup>2</sup> into retail shops, hotel, gas station, restaurants, and more

### **CENTERPOINTE APARTMENTS**

40 apartments for rent in a 4-story building with elevator

### **THE TOWNS AT WOODRIDGE**

32 rental townhomes

### **WYNCHASE II**

21 rental townhomes

### **453 LINCOLN STREET**

34,000 ft.<sup>2</sup> single tenant light industrial building

### **COMFORT SUITES HOTEL**

Construction of 5-story, 113 room hotel

### **COURTYARD HOTEL BY MARRIOTT**

Join acquisition of 105-room Courtyard by Marriott hotel

### **AIRPORT PLAZA**

Joint acquisition of 87,922 ft.<sup>2</sup> Redner's Market anchored shopping center

### **MITCHELLVILLE PLAZA**

Joint acquisition of 152,500 ft.<sup>2</sup> Weis anchored shopping center in the Washington, DC submarket

**East Pennsboro Township, Camp Hill, PA**

**East Pennsboro Township, Camp Hill, PA**

**Lower Swatara Township, Middletown, PA**

**Lower Paxton Township, Harrisburg, PA**

**Carlisle, PA**

**East Pennsboro Township, Camp Hill, PA**

**Altoona, PA**

**Allentown, PA**

**Mitchellville, MD**



# EQUIPMENT DIVISION

**As the Company grows**, we have been quickly growing our equipment division. Over the last 5 years, we have hired a full time Equipment Superintendent, who oversees a full time team of estimators, operators, and laborers. This team specializes in road installation, electric and gas trenching, sanitary sewer, storm sewer, and water line installation.



## OUR EQUIPMENT FLEET INCLUDES:

- Track Loaders
- Mini Excavators
- Wheeled Loaders
- Telehandlers
- Single Axle Dump Truck
- Excavators (35,000 lb.)
- Pneumatic Capability
- Pipe Pullers
- Variety of Testing Equipment

## SUCCESSFUL PROJECTS COMPLETED BY OUR EQUIPMENT DIVISION:

### PRIVATE WATER LINE INSTALLATION OR REPLACEMENT

- Brooks Edge, Camp Hill
- Stone Gate Village, Camp Hill
- Wynchase, Lower Paxton Township
- Camp Hill Commons Retail, Camp Hill
- CenterPointe Apartments, Camp Hill
- Wynchase II, Lower Paxton Township
- Gateway Business Center, Lower Paxton Township
- 2047 EG Drive (Blue Ridge Village Retail C)
- 2057 EG Drive (Blue Ridge Village Retail D)
- Blue Ridge Apartments and Clubhouse, Lower Paxton Township
- Comfort Suites, Camp Hill

### SEWER LATERAL INSTALLATION

- The Towns at Woodridge, Middletown
- Blue Ridge Village, Lower Paxton Township

### DRY UTILITY INSTALL

- Camp Hill Commons Retail, Camp Hill
- CenterPointe Apartments, Camp Hill
- Stray Winds Farm, Lower Paxton Township
- Comfort Suites, Camp Hill
- 2047 EG Drive (Blue Ridge Village Retail C)
- 2057 EG Drive (Blue Ridge Village Retail D)
- Blue Ridge Apartments and Clubhouse, Lower Paxton Township

### ROAD AND PARKING LOT GRADING

- Blue Ridge Village, Lower Paxton Township (commercial and residential lots)
- The Towns at Woodridge, Middletown

### TURNKEY SITE WORK

- First Watch Café, Camp Hill

### FOOTER AND FOUNDATION EXCAVATION

- The Towns at Woodridge, Middletown
- Wynchase II, Lower Paxton Township
- Blue Ridge Village Retail, Lower Paxton Township
- Blue Ridge Apartments and Clubhouse, Lower Paxton Township



# CONCLUSION

***Some say that the only constant in life is change.*** Although it can be quite challenging, change can also give promise to a new and better way to grow and manage our business. Since 1977, Triple Crown Corporation has been through many challenges and changes. Through it all, we have become a seasoned, well-intentioned company that has a solid foundation of fiscal stability and a culture of good people doing great things. We welcome all challenges as opportunities as we look to even more development and growth over the next strategic growth period and beyond. We look forward to the challenges ahead and our very bright future.