

COMMITMENT TO COMMUNITY. OPPORTUNITIES FOR ENTERPRISE.



"Our investments and resources continue to emphasize 'Improvement'," says Richard E. Jordan II.

Silver Creek Commerce Park and Silver Creek Plaza on the Pike will command the attention of 35,000 vehicles a day on one of the region's top corridors of commerce—the Carlisle Pike.

Smith Land & Improvement Meets Development Demands

With more than 60 years of combined development experience and acuity, the Smith Land and Improvement team has chosen to concentrate 70 percent of its investment properties in their own backyard of central Pennsylvania.

As a third generation developer, Richard E. Jordan III, vice president, feels strongly about presenting an image of accountability to the community: "We are discriminate with our developments and look for opportunities to add value in every sector. Because we develop where we live and work, we have firsthand knowledge of the social structures—the community fabric, the workforce advantages, the quality of life. Our commitment to enhancing our community and region is what drives us."

This stewardship philosophy is evident in their development history and successes with Rossmoyne Business Park, a premier mixed-use center developed in 1981, Upper Allen Business Park, Lewis Road in Swatara Township, and the development and management of the West Shore Plaza. Wentworth Corporate Center in Hampden Township, one of the fastest-growing communities in central Pennsylvania, and Silver Creek Commerce Park and Silver Creek Plaza on the Pike promise to be key improvements as well.

With a portfolio of nearly 30 properties and approval for 15 to 20 more, Smith Land and Improvement represents a 46-year history of responsible and responsive development relationships. "We acquire and develop properties that positively impact our community; and we generally don't focus on properties that require rezoning or variances," said Richard E. Jordan II, president. If a development doesn't fit into the overall comprehensive plan for a community—determined by the local township and borough planning leaders—Smith Land does not force the advantages.

What imprint does the company hope to leave for the next generation? "We really offer 'a timeliness of opportunity' for current and future generations," said Jordan II. "We pose several questions to ourselves before any acquisition: Is it a sound

investment; but more importantly, will it improve the community? Our properties are acquired and developed—when the timing is appropriate—to meet the growing workforce and enterprise demands of central Pennsylvania. The resultant economic improvement enhances the region's vitality and increases our nationally recognized quality of life."

Perfect examples, pictured above, are Silver Creek Commerce Park which provides 13 acres of Class A office sites for build-to-suit or land lease, and Silver Creek Plaza on the Pike, offering 80,000 square feet of retail growth on nine acres. Both are positioned on a corridor that captures the attention of 35,000 vehicles a day.

"We have a healthy home base and the geographic good fortune of being situated at the epicenter of a national transportation corridor," says Jordan II. "Our long, positive track record of land ownership and property management is best seen in the West Shore Plaza in Lemoyne, a landmark celebrating more than 50 years of retail services to several generations. Receiving a fresh facade in 1997 and a striking digital sign in 2008, the Plaza is managed by Jordan III. "Most of our tenants are local retail shop owners and family businesses like Karns Foods, the West Shore Plaza Restaurant, and Stephenson's Flowers. In addition, the Pennsylvania Wine & Spirits store, M&T Bank, and LB Smith Ford Lincoln Mercury make this center a shopping destination."

When Smith Land is the developer, business builders and investors can expect a steadfast working relationship, high-caliber site selection, and easy access to business expansion. "In consideration of the environment, every effort is made to integrate our developments into communities in a way that embraces our natural landscape and satisfies all the requirements of the townships involved. Our emphasis is always on 'Improvement'," said Jordan II.

Smith Land & Improvement Corporation

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Employees: 8

Mission: Commitment to Community. Opportunities for Enterprise.

Top Executives: Richard E. Jordan II, Richard E. Jordan III

Product/Service: Land Development

Year Founded: 1961

