



**Business & Real Estate
Services**

DELBERT L. HAWBAKER
d/b/a DLH Consulting Services

**181 TUCKER DRIVE
CHAMBERSBURG, PA 17201
717-574-3919**

DLHAWBAKER@GMAIL.COM

PROJECT CONSULTING SERVICES

Real Estate Focused | Strategically Driven | Results Oriented

Experience Overview

With a foundation built on real-world entrepreneurship and extensive expertise in real estate, I deliver strategic consulting for complex property transactions, development projects, and investment ventures. Services are rooted in 40+ hands-on experience across all phases of real estate, from acquisition to disposition, development to negotiation, and everything in between.

Real Estate-Focused Expertise:

- **Real Estate Acquisition, Investment & Sale Negotiations**
- **Commercial, Industrial & Residential Property Development**
- **Land Use Planning & Site Feasibility Evaluations**
- **Real Estate Lease & Operating Agreement Negotiations**
- **Regulatory Approval & Permitting Coordination**
- **Real Estate Marketing & High-Value Asset Sales**
- **Real Estate Transaction Structuring & Due Diligence**
- **Licensed Realtor – Pennsylvania & Maryland**

Business & Strategic Capabilities:

- **Life-Long Entrepreneur & Business Owner**
- **Business Formation, Acquisition, Sale & Closure**
- **Major Price & Contract Negotiations (Corporate Level)**
- **Bank & Lender Negotiations & Financing Strategy**
- **Special Project Management & Consulting**
- **Business Organization, Ownership & Operational Guidance**



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Stakeholder & Partner Coordination

I understand that successful real estate projects rely on expertly managing the collaboration between multiple professional disciplines and decision-makers. my role is to lead, facilitate, and keep all parties aligned, from start to finish.

Experience Coordinating With:

- **Attorneys & Legal Teams**
- **Accounting Professionals & CPAs**
- **Banks, Credit Unions & Private Lenders**
- **Investors & Capital Partners**
- **Property Owners, Buyers & Sellers**
- **Business Owners & Principals**
- **Boards of Directors & Corporate Committees**
- **Insurance Brokers & Carriers**
- **Federal, State & Local Regulators**
- **Municipal Authorities & Utility Providers**
- **Architects & Design Firms**
- **Engineers, Planners & Surveyors**
- **Appraisers & Inspectors**
- **Realtors & Brokerage Teams**
- **Contractors & Builders**
- **Specialized Consultants & Advisors**

My Mission

To provide experienced, strategic, and actionable consulting services that help clients maximize real estate opportunities.

Whether you're acquiring property, negotiating complex agreements, managing development, or selling high-value assets my Project Consulting Services brings seasoned insight and professional execution to every step of the process.