

Executive Summary



SALE OVERVIEW

SALE PRICE:	\$120,000 / Acre
LOT SIZE:	35.86 Acres
ZONING:	General Commercial
MARKET:	Eastern Shore Of Maryland
SUB MARKET:	Salisbury
CROSS STREETS:	N Salisbury Blvd & E Naylor Mill Rd

PROPERTY DESCRIPTION

35.86 acres of development land in the retail corridor of North Salisbury.

Rt. 13 has a high traffic count [42,000] daily in this location. Retailer include: McDonalds, Target, Walmart, Lowes, Home Depot, Pet Smart, Sam's Club, Barnes & Noble, Panera Bread, Marshall's, Ross and many other restaurants and retailers.

General Commercial zoning allows a wide variety of uses.

LOCATED DIRECTLY OFF US RT. 13

RT. 13 ACCESS

SITE

JASMINE DRIVE:
ACCESS ROAD TO PROPERTY





JASMINE DRIVE:
ACCESS ROAD TO PROPERTY

SITE

Retailer Map



BROWN TRACT

WINDY COUNTY

PLAT EXTENSION

SL 267E
34,000.00'±

SALISBURY 77, LLC
APPROXIMATELY 21.63 ACRES

ADDISON
COURT

LAND & BOUNDARY SURVEY
NO. 100
BY
MAY 1988

MILL FORD LANE

LA GRAY
MAY 1988

LA GRAY
MAY 1988

JASMINE DRIVE

TRACTOR SUPPLY

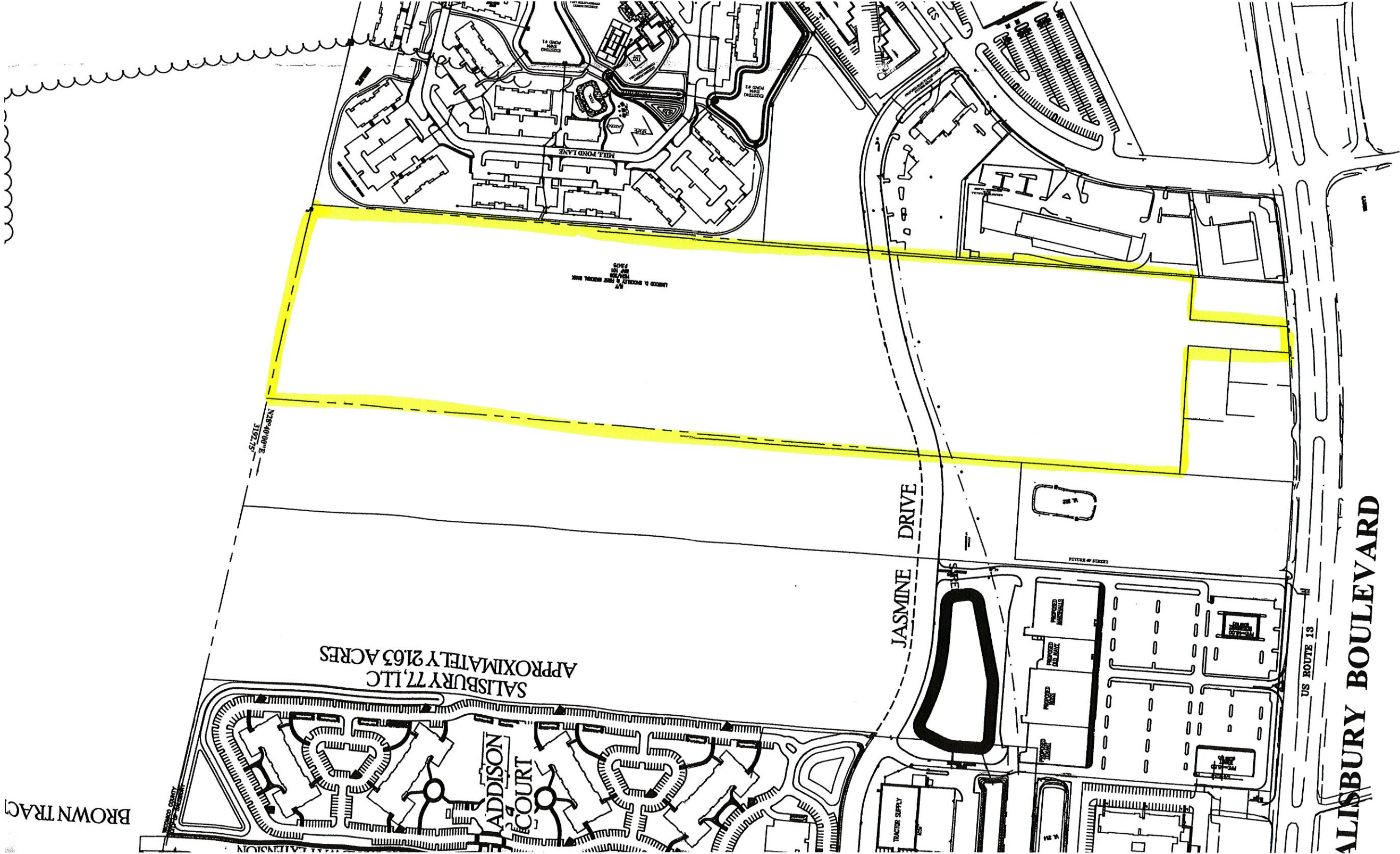
PAVED DRIVE

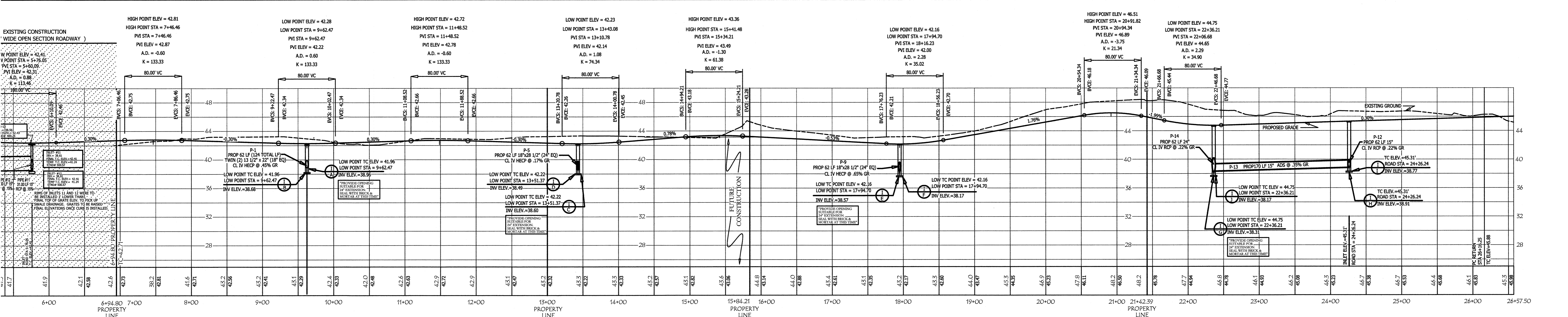
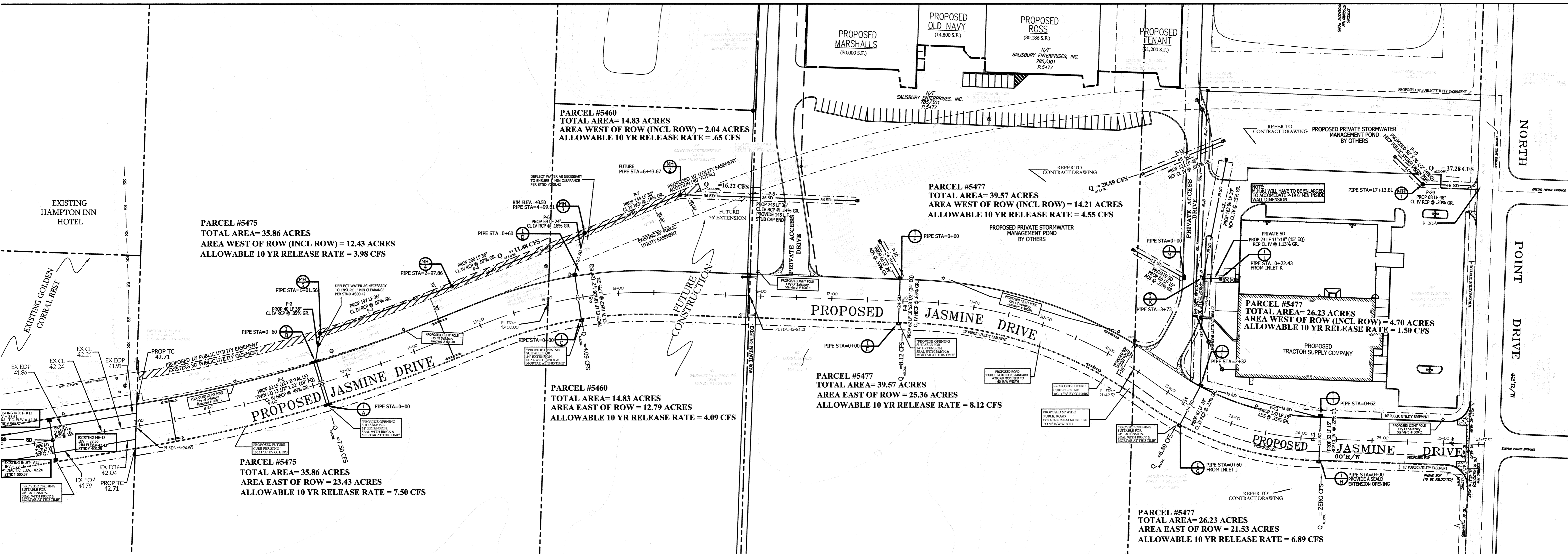
PAVED DRIVE

FUTURE OF STREET

US ROUTE 13

ALISBURY BOULEVARD





JASMINE DRIVE
SCALES: HORZ: 1"=60'
VERT: 1"=6'

JASMINE DRIVE
SCALES: HORZ: 1"=60'
VERT: 1"=6'

THIS PLAN IS FOR DEMONSTRATION PURPOSES ONLY.
PLEASE REFER TO THE APPROVED CONTRACT DRAWINGS
FOR CONSTRUCTION OF THE APPURTENANCES SHOWN HEREON.

REVISIONS	
DATE	BY
06/29/04	P.T.
07/27/04	P.T.
08/09/04	P.T.

REGIONAL DRAINAGE PLAN
JASMINE DRIVE REGIONAL STORMWATER MANAGEMENT SYSTEM
PREPARED FOR THE CITY OF SALISBURY, MD
JASMINE DRIVE, EAST NAYLOR MILL ROAD, NORTH POINT DRIVE

CITY OF SALISBURY
PARSONS ELECTION DISTRICT, WICOMOCO COUNTY, MARYLAND

SCALE: 1"=60' +/- DATE: 06/29/04 TAXMAP: 20 GRID: 6

DWG: SIGOLJAS/OVERALL JOBS: SIGOLJAS DRAWN BY: P.T. PARCEL: SHOWN

PARKER & ASSOCIATES
ESTABLISHED 1977
CIVIL ENGINEERING SITE PLANNING

Property Profile

POPULATION	PRIMARY TRADE AREA		TOTAL TRADE AREA		SALISBURY, MD [MSA]	
2011 ESTIMATE	182,712		324,006		122,488	
2016 PROJECTION	191,707		338,780		126,515	
5 YEAR MARKET GROWTH	4.9%		4.6%		3.3%	
HOUSEHOLDS						
2011 ESTIMATE	72,693		127,516		46,327	
2016 PROJECTION	76,535		133,909		47,704	
5 YEAR HOUSEHOLD GROWTH	5.3%		5.0%		3.0%	
INCOME						
AVERAGE HOUSEHOLD INCOME	\$59,866		\$58,269		\$59,232	
MEDIAN HOUSEHOLD INCOME	\$46,701		\$45,826		\$45,972	
PER CAPITA INCOME	\$24,164		\$23,423		\$23,157	
HOUSEHOLD INCOME RANGES						
\$50,000 +	33,672	46.3%	57,767	45.3%	21,152	45.7%
\$75,000 +	18,162	25.0%	30,625	24.0%	11,624	25.1%
\$100,000 +	10,258	14.1%	16,615	13.0%	6,398	13.8%
\$150,000 +	3,316	4.6%	5,335	4.2%	2,063	4.5%
AGE BY POPULATION						
AVERAGE AGE	39.6		40.4		38.0	
MEDIAN AGE	39.2		40.5		36.2	
EDUCATION / OCCUPATION LEVELS						
BACHELOR'S DEGREE PLUS	28,977	23.5%	45,093	20.2%	17,725	21.8%
WHITE COLLAR	50,965	58.1%	83,312	55.2%	34,043	58.2%
RACE / ETHNICITY						
WHITE	133,510	73.1%	235,095	72.6%	82,335	67.2%
BLACK	39,619	21.7%	70,103	21.6%	33,739	27.5%
ASIAN / PACIFIC ISLANDER	2,900	1.6%	4,138	1.3%	2,064	1.7%
OTHER	6,683	3.7%	14,670	4.5%	4,350	3.6%
HISPANIC OR LATINO	7,345	4.0%	17,986	5.6%	4,513	3.7%
NOT HISPANIC OR LATINO	175,367	96.0%	306,020	94.4%	117,975	96.3%
DAYTIME EMPLOYMENT						
TOTAL BUSINESSES	8,955		14,938		4,651	
TOTAL EMPLOYEES	98,609		160,172		54,114	

Market Information

MAJOR EMPLOYERS WICOMICO COUNTY, MARYLAND		YEARLY TRAFFIC & SALES		
EMPLOYER	EMPLOYEE COUNT	MONTH	TRAFFIC %	SALES %
1 SALISBURY UNIVERSITY	2,200	JAN	7.6%	6.7%
2 PENINSULA REGIONAL MEDICAL CENTER	1,900	FEB	7.8%	8.4%
3 WICOMICO COUNTY BOARD OF EDUCATION	1,850	MAR	7.9%	8.5%
4 PERDUE FARMS	550	APR	7.1%	6.7%
5 K & L MICROWAVE	525	MAY	7.6%	7.3%
6 WICOMICO COUNTY GOVERNMENT	460	JUN	7.5%	7.2%
7 VERIZON COMMUNICATIONS	383	JUL	7.7%	6.6%
8 PIEDMONT AIRLINES (USAIRWAYS)	380	AUG	8.6%	8.9%
9 SALISBURY REHAB & NURSING	365	SEP	6.9%	7.7%
10 CITY OF SALISBURY GOVERNMENT	335	OCT	7.7%	7.2%
		NOV	9.6%	8.6%
		DEC	14.0%	16.2%

HOUSING INFORMATION					
VALUES AND PRICES 2006	AVG SELLING PRICE	NEW HOUSING PERMITS – SINGLE AND MULTI FAMILY			
			2004	2005	2006
WICOMICO COUNTY, MD	\$182,704	WICOMICO COUNTY, MD	330	296	215
WORCESTER COUNTY, MD	\$296,247				
SOMERSET COUNTY, MD	\$150,828				

VEHICLE TRAFFIC COUNTS		
MAJOR HIGHWAYS NEAR CENTER		
	2005 AVG DAILY	2005 AVG YEARLY
ROUTE 13	31,475	11,488,375
RT 13/RT 50 BYPASS, NEW SECTION	17,050	6,223,250
RT 13/RT 50 BYPASS, OLD SECTION	20,450	7,464,250

SCHOOLS		
	NUMBER OF SCHOOLS	NUMBER OF STUDENTS
SUSSEX COUNTY	45	24,111
WICOMICO COUNTY	28	14,110
WORCESTER COUNTY	13	6,834
DORCHESTER COUNTY	11	4,743
SOMERSET COUNTY	11	2,955

COLLEGE/UNIVERSITY	LOCATION	STUDENT POPULATION
SALISBURY UNIVERSITY	SALISBURY, MD	7,868
UNIVERSITY OF MARYLAND EASTERN SHORE	PRINCESS ANNE, MD	4,130
WOR-WIC COMMUNITY COLLEGE	SALISBURY, MD	3,036

TOURISM	
MAJOR HOTELS	NUMBER OF ROOMS
HYATT REGENCY CHESAPEAKE BAY	400
HOLIDAY INN	159
HAMPTON INN/SALISBURY	150
BEST VALUE INN	122
COURTYARD BY MARRIOTT	106
HAMPTON INN/FRUITLAND	102
RESIDENCE INN	84
HOLIDAY INN EXPRESS & SUITES	79

GENERAL COMMERCIAL DISTRICT

Sections:

- 17.36.010 Purpose.
- 17.36.020 Permitted uses.
- 17.36.030 Uses permitted by special exception.
- 17.36.040 Uses permitted by ordinance permit.
- 17.36.050 Accessory uses and structures.
- 17.36.060 Development standards.

Section 17.36.010 Purpose.

The purpose of the general commercial district is to provide a wide range of functional and attractive regional retail, office, service, wholesale, storage, distributing and light manufacturing activities.

To alleviate problems with traffic congestion and unnecessary turning movements, unified access and consolidation of businesses are encouraged. Because of the potential impact of these types of activities, special landscaping and screening requirements are established for certain use.

The following uses, standards and area regulations have been established consistent with this purpose. (Ord. 1599 § 1 (part), 1995: prior code § 150-65)

Section 17.36.020 Permitted uses.

- A. Permitted uses shall be as follows:
1. Apartment units, in accordance with Chapter 17.168;
 2. Bank;
 3. Bakery;
 4. Boardinghouse/rooming house;
 5. Business center in accordance with the requirements of Chapter 17.172, provided that each individual lot shall have a minimum of six thousand (6,000) square feet of land area;
 6. Carpenter, sheet metal, sign, blacksmith and welding shop, provided that all activities are confined within a building;
 7. Church and other place of worship;
 8. Club, lodge and fraternal organization;
 9. Cultivation of land;
 10. Cultural uses, such as museum, library or art gallery;
 11. Dry-cleaning plant;
 12. Eating and drinking establishments, including tavern, dance hall, nightclub and restaurants, all types;
 13. Firehouse;
 14. Equipment sales, rental, service, repair or maintenance facility for industrial, automotive, marine, office, construction, household, business or farm equipment;
 15. Greenhouse, florist and nursery;
 16. Hotel, motel or motor hotel;
 17. Laboratory and establishment for production, sale, fitting or repair of eyeglasses, hearing aids and prosthetic appliances;
 18. Light industrial uses, as listed in the light industrial district, completely confined within a

building with no outside storage of raw materials or finished products;

19. Lumber and building supplies;
20. Marina;
21. Medical-care facility;
22. Medical and dental office and clinic;
23. Police station or substation;
24. Parking garage, public or private;
25. Mixed use building as defined in Section 17.04.120 in this chapter in accordance with a comprehensive site plan, as approved by the planning commission, with a mandatory five-foot-wide landscaping area abutting all property lines and parking lots. Signage shall be the same as required for a shopping center;
26. Neighborhood shopping center not exceeding thirty thousand (30,000) gross square feet of building area in accordance with the requirements of Chapter 17.212;
27. Office or office building for more than one office;
28. Radio or television broadcasting station or studio;
29. Retail sales;
30. School of special instruction;
31. Service, rental or repair establishment, such as laundry or laundromat, automobile rental, gasoline and service station, car wash, appliance repair, equipment or instrument repair or rental, dry-cleaning pickup station, hairdresser shop, pet-grooming shop, excluding outdoor runs, upholstery shop, funeral home, tailor and other uses of similar nature;
32. Taxi and limousine service;
33. Theater, excluding drive-in theater;
34. Wholesale business, warehouse, moving, storage and distribution establishment, including wholesale sales.
35. Group domiciliary care facility. (Ord. 1786 § 6, 2000; Ord. 1599 § 1 (part), 1995; prior code § 150-66)

Section 17.36.030 Uses permitted by special exception.

Uses permitted by special exception shall be as follows:

- A. Animal hospital or kennel or any other facility for the treatment of animals with outside pens or runs;
- B. Bus terminal;
- C. Shopping centers, neighborhood, over thirty thousand (30,000) gross square feet of floor area, commercial and regional shopping centers in accordance with Chapter 17.212;
- D. Trucking and freight stations, terminals, and storage yards, excluding the above ground storage of flammable liquids, except for servicing vehicles owned or used in the conduct of the business;
- E. Recreational establishment, indoor.
- F. Day care facilities for the elderly and handicapped. (Ord. 1690 § 2, 1998; Ord. 1599 § 1 (part), 1995; prior code § 150-67)

Section 17.36.040 Uses permitted by ordinance permit.

Uses permitted by ordinance permit shall be as follows:

- A. Commercial auction;
- B. Communication tower, over seventy-five (75) feet in height or any other electronic

communications facilities with more than one tower or more than one sending or receiving disk in accordance with Chapter 17.220;

C. Liquor stores and dispensaries (off-sale);

D. Public or private utility building and uses;

E. Recreational establishment, outdoor;

F. Utility substation, in accordance with Chapter 17.220;

G. Compact concrete dispenser as an accessory use to a use listed in Section 17.36.020, permitted uses, and/or Section 17.36.030, uses permitted by special exception. (Ord. 1599 § 1 (part), 1995; prior code § 150-68)

Section 17.36.050 Accessory uses and structures.

Accessory uses and structures shall be as follows:

A. Off-street parking lot or structure;

B. Off-street loading and unloading facilities;

C. Underground storage of flammable liquids for vehicles used in the conduct of the business of the principal use;

D. Communication towers for broadcasting and receiving, not exceeding seventy-five (75) feet in height;

E. Other accessory uses and structures clearly incidental to, customary to and associated with the permitted use;

F. Day-care services for employees or patrons of a permitted use. (Prior code § 150-69)

Section 17.36.060 Development standards.

Development standards for the general commercial district shall be as follows:

A. Minimum Lot Requirements. All lots hereafter established shall meet the following minimum requirements:

1. Lot area: ten thousand (10,000) square feet;

2. Interior lot width: eighty (80) feet;

3. Corner lot width: one hundred (100) feet.

B. Minimum yard and setback requirements shall be as follows:

1. Front: twenty-five (25) feet;

2. Rear: fifteen (15) feet;

3. Side: two, not less than twenty (20) feet total in any combination.

C. The height limitation shall be fifty (50) feet.

D. Parking, loading and unloading areas shall be provided for all uses in accordance with Chapter 17.196.

E. Access. Direct access onto a street or major highway shall be reduced or eliminated wherever the city department of public works determines that alternate or unified points of access are available to a site resulting in better traffic flow and less traffic congestion. Service drives and loading and unloading areas shall be located so that in the process of loading or unloading no truck will block the passage of other vehicles on the service drive or extend into any public street or private drive used for traffic circulation.

F. Lighting. Lighting shall be designed so as not to throw glare onto surrounding properties. Flashing lights are prohibited.

G. Signs. Signs shall be in accordance with Chapter 17.216.

H. Storage. All necessary outside storage of parts, materials, heavy equipment and

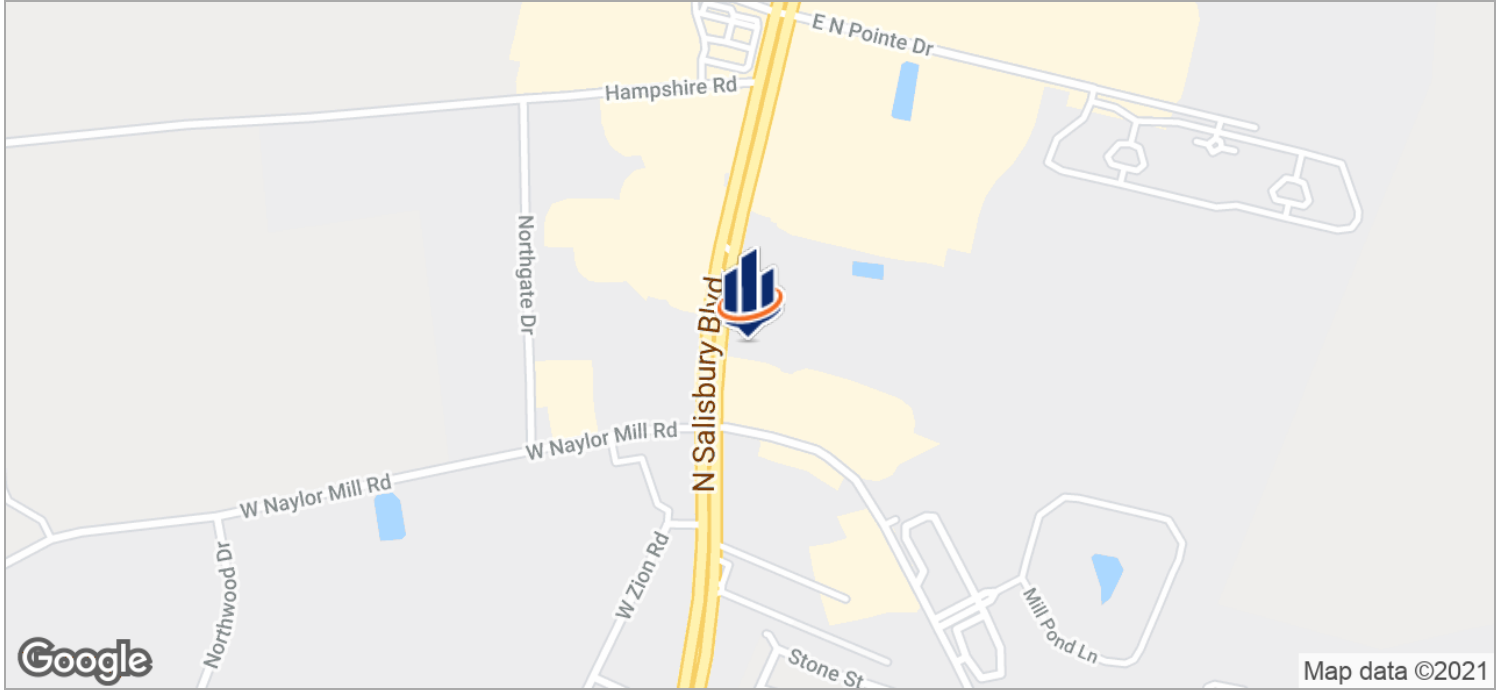
inoperable vehicles accessory to uses permitted herein shall be in accordance with Chapter 17.220. Open, unenclosed storage of parts, materials, heavy equipment and inoperable vehicles is prohibited.

I. Landscaping and Screening.

1. Either landscaping or screening shall be provided for all uses in accordance with the provisions of Chapter 17.220;

2. In addition to the requirements of Chapter 17.220, all areas not devoted to building or required parking areas shall be landscaped as defined in Section 17.220.080, provided that a landscaped area of at least three feet shall be required abutting all property lines where a zero setback is not provided. (Ord. 1599 § 1 (part), 1995; prior code § 150-70)

Location Maps



Brief Economic Facts

WICOMICO COUNTY, MARYLAND

With its strategic location along the East Coast and situated at the crossroads of Maryland's Lower Eastern Shore, Wicomico County serves as a hub for commerce, industry, health care, education and transportation. Situated halfway between the Atlantic Ocean and the Chesapeake Bay, cultural, recreational and civic amenities add to the lure of Wicomico, offering citizens a lifestyle second to none.

Wicomico is the number two agricultural producing county in Maryland, and ranks third in broiler chicken production. Popular crops include corn, soybeans, wheat and vegetables. In addition to agriculture and poultry, health care, educational sectors and a diverse industrial base offer stability and a firm foundation for Wicomico's economy. Jubilant Cadista Pharmaceuticals recently announced the addition of 200 new jobs associated with the expansion of its Salisbury headquarters and manufacturing facility.



LOCATION

Driving distance from Salisbury:	Miles	Kilometers
Atlanta, Georgia	692	1,114
Baltimore, Maryland	102	165
Boston, Massachusetts	430	692
Chicago, Illinois	793	1,276
New York, New York	219	353
Philadelphia, Pennsylvania	131	210
Pittsburgh, Pennsylvania	324	521
Richmond, Virginia	212	341
Washington, DC	114	183

CLIMATE AND GEOGRAPHY¹

Yearly Precipitation (inches)	45.2
Yearly Snowfall (inches)	6.0
Summer Temperature (°F)	76.1
Winter Temperature (°F)	38.7
Days Below Freezing	76.0
Land Area (square miles)	379.1
Water Area (square miles)	14.4
Shoreline (miles)	361
Elevation (feet)	sea level to 73

Wicomico's 2,500 businesses employ 37,100 workers; over 45 of these businesses have 100 or more workers. Major employers are Chesapeake Shipbuilding, Delmarva Power, Jubilant Cadista Pharmaceuticals, K&L Microwave, MaTech, Peninsula Regional Medical Center, Perdue Farms, Salisbury University and Tishcon.

Wicomico County has a 5,223-acre State Enterprise Zones in Salisbury and a 129-acre zone in Fruitland.

POPULATION^{2,3}

	Wicomico County		Lower Eastern Shore*	Maryland
	Households	Population		
2000	32,218	84,644	155,934	5,296,486
2010	37,220	98,733	176,657	5,773,552
2020**	41,725	109,200	193,050	6,224,550

*Somerset, Wicomico and Worcester counties

**Projections

Selected places population (2010): Salisbury 30,343; Fruitland 4,866; Delmar 3,003; Pittsville 1,417; Hebron 1,084

POPULATION DISTRIBUTION^{2,3} (2016)

Age	Number	Percent
Under 5	6,155	6.0
5 - 19	21,646	21.1
20 - 44	33,866	33.0
45 - 64	25,421	24.8
65 and over	15,489	15.1
Total	102,577	100.0
Median age		35.7 years

Brief Economic Facts // WICOMICO COUNTY, MARYLAND

LABOR AVAILABILITY^{3,4,5} (BY PLACE OF RESIDENCE)

Civilian Labor Force (2016 avg.)	County	Labor Mkt. Area*
Total civilian labor force	50,653	185,332
Employment	47,621	175,000
Unemployment	3,032	10,332
Unemployment rate	6.0%	5.6%

Residents commuting outside the county to work (2011-2015)	Number	Percent
	11,599	24.7%

Employment in selected occupations (2011-2015)		
Management, business, science and arts	16,173	33.7%
Service	9,963	20.8%
Sales and office	11,522	24.0%
Production, transp. and material moving	5,873	12.2%

*Wicomico, Somerset and Worcester counties, MD and Sussex County, DE

MAJOR EMPLOYERS^{6,7} (2016)

Employer	Product/Service	Employment
Peninsula Regional Medical Center	Medical services	2,900
Salisbury University	Higher education	1,790
Perdue Farms	HQ / poultry processing	1,500
Wor-Wic Community College	Higher education	450
Jubilant Cadista Pharmaceutical	Generic pharmaceuticals	340
Genesis HealthCare / Salisbury Rehabilitation and Nursing Center	Nursing care	340
Delmarva Power	Energy products and services	300
K&L Microwave	Electronics assembly	265
Dove Pointe	Services for the disabled	250
SHORE UP!	Social services	250
Three Lower Counties	Social services	250
BBSI	Staffing services	250
Piedmont / American Airlines	HQ / airline	220
Pepsi-Cola Bottling	Beverages	200
Delaware Elevator	HQ / elevator installation	170
Verizon	Telecommunications	160
MaTech	Precision machining	150

Excludes post offices, state and local governments, national retail and national foodservice; includes higher education

EMPLOYMENT⁴ (2016, BY PLACE OF WORK)

Industry	Estab-lishments	Annual Avg. Empl.	Emp. %	Avg. Wkly. Wage
Federal government	27	280	0.6	\$1,219
State government	13	2,710	6.0	853
Local government	48	4,944	11.0	780
Private sector	2,505	37,099	82.4	807
Natural resources and mining	27	275	0.6	655
Construction	262	2,000	4.4	894
Manufacturing	99	3,014	6.7	854
Trade, transportation and utilities	621	9,651	21.4	712
Information	22	473	1.1	1,146
Financial activities	244	1,811	4.0	967
Professional and business services	430	4,285	9.5	1,222
Education and health services	318	9,175	20.4	950
Leisure and hospitality	242	4,701	10.4	299
Other services	240	1,714	3.8	517
Total	2,593	45,033	100.0	810

Includes civilian employment only

HOURLY WAGE RATES⁴ (2016)

Selected Occupations	Median	Entry	Experienced
Accountants	\$28.95	\$20.83	\$35.95
Bookkeeping/accounting clerks	16.08	11.17	19.34
Computer user support specialists	20.27	13.18	24.62
Customer service representatives	13.62	9.98	17.80
Electronics engineering technicians	23.60	17.53	31.06
Freight, stock and material movers, hand	13.26	9.86	17.50
Industrial truck operators	15.19	13.07	18.47
Inspectors, testers, sorters	13.65	9.48	18.14
Maintenance and repair workers, general	14.58	10.36	19.07
Network administrators	34.63	26.79	39.85
Packaging and filling machine operators	13.33	11.79	14.70
Packers and packagers, hand	9.77	8.80	10.66
Secretaries	15.56	11.19	18.28
Shipping/receiving clerks	12.87	10.36	14.63
Team assemblers	14.06	10.81	17.39
Telemarketers	14.59	12.10	21.59

Wages are an estimate of what workers might expect to receive on the Lower Eastern Shore (Somerset, Wicomico and Worcester counties) and may vary by industry, employer and locality

Brief Economic Facts // WICOMICO COUNTY, MARYLAND

SCHOOLS AND COLLEGES^{3,8}

Educational Attainment - age 25 & over (2011-2015)

High school graduate or higher	87.9%
Bachelor's degree or higher	28.5%

Public Schools

Number: 15 elementary; 5 middle/combined; 3 high
Enrollment: 14,889 (Sept. 2016)
Cost per pupil: \$13,094 (2014-2015)
Students per teacher: 13.1 (Oct. 2016)
High school career / tech enrollment: 1,103 (2016)
High school graduates: 860 (July 2016)

Nonpublic Schools

Number: 16 (Sept. 2016)

Higher Education (2016)	Enrollment	Degrees
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2-year institution

Wor-Wic Community College	3,098	404
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4-year institution

Salisbury University	8,748	2,311
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The University of Maryland Eastern Shore is located in neighboring Somerset County, and the recently accredited University of Maryland Center for Environmental Science is based in Dorchester County.

TAX RATES⁹

	Wicomico Co.	Maryland
Corporate Income Tax (2017)	none	8.25%
Base – federal taxable income		
Personal Income Tax (2017)	3.20%	2.0%-5.75%*
Base – federal adjusted gross income		
*Graduated rate peaking at 5.75% on taxable income over \$300,000		
Sales & Use Tax (2017)	none	6.0%
Exempt – sales for resale; manufacturer's purchase of raw materials; manufacturing machinery and equipment; purchases of materials and equipment used in R&D and testing of finished products; purchases of computer programs for reproduction or incorporation into another computer program for resale		
Real Property Tax (FY 18)	\$0.9398	\$0.112
Effective rate per \$100 of assessed value		
In an incorporated area a municipal rate will also apply		
Business Personal Property Tax (FY 18)	\$2.1715	none
Rate per \$100 of depreciated value		
Exempt – manufacturing and R&D machinery, equipment, materials and supplies; manufacturing, R&D and warehousing inventory		
In an incorporated area a municipal rate will also apply; municipal exemptions may be available		
Major Tax Credits Available		
Enterprise Zone, Job Creation, More Jobs for Marylanders, R&D, Biotechnology and Cybersecurity Investment, Arts & Entertainment District		

INCOME³ (2011-2015)

Distribution	Percent Households		U.S.
	Wicomico Co.	Maryland	
Under \$25,000	23.7	15.3	23.0
\$25,000 - \$49,999	23.8	17.9	23.5
\$50,000 - \$74,999	18.8	17.1	17.8
\$75,000 - \$99,999	13.3	13.4	12.1
\$100,000 - \$149,999	13.1	18.2	13.1
\$150,000 - \$199,999	4.1	9.0	5.1
\$200,000 and over	3.2	9.2	5.3
Median household	\$52,278	\$74,551	\$53,889
Average household	\$69,010	\$97,801	\$75,558
Per capita	\$26,241	\$36,897	\$28,930
Total income (millions)	\$2,553	\$211,875	\$8,834,710

HOUSING^{2,3,10}

Occupied Units (2011-2015) 36,989 (62.3% owner occupied)

Housing Transactions	Units	Median Selling Price
All arms-length transactions (2015)	820	\$160,000
All multiple-listed properties (2016)*	1,020	\$140,596

*Excludes auctions and FSBO

BUSINESS AND INDUSTRIAL PROPERTY⁶

Industrial sites in the county range from one to 300 acres.

Northwood Industrial Park in the Salisbury area has a total of 350 acres with 50 acres available.

Air Business Center (ABC) has sites with direct runway access for air-related business uses. Long-term land leases are available.

Fruitland Industrial Park has a total of 110 acres with municipal services and rail access.

Westwood Commerce Park, at the intersection of U.S. Route 50 and the Salisbury Bypass, offers 260 acres served by Salisbury city water and sewer, as well as natural gas and high-speed voice and data lines.

Salisbury Airport Incubator provides below market lease rates with flexible terms to technology-oriented firms.

Business Incubator

Salisbury Airport Incubator, Salisbury

Market Profile Data (2016)	Low	High	Average
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Land – cost per acre

Industrial	\$17,000	\$125,000	\$40,000
Office	\$22,000	\$250,000	\$60,000

Rental Rates – per square foot

Warehouse / Industrial	\$2.00	\$7.00	\$4.50
Flex / R&D / Technology	\$5.00	\$14.00	\$9.50
Class A Office	\$6.50	\$15.00	\$11.00

Brief Economic Facts // WICOMICO COUNTY, MARYLAND

TRANSPORTATION

Highways: U.S. 13 and U.S. 50

Rail: Norfolk Southern Railway

Truck: 66 local and long-distance trucking establishments are located on the Lower Eastern Shore

Water: Wicomico River, 14 ft. channel at Salisbury; Port of Salisbury is the second largest in Maryland; also served by the Port of Baltimore, 50' channel; a leading U.S. automobile and break-bulk port; seven public terminals including the state-of-the-art Intermodal Container Transfer Facility

Air: The Salisbury-Ocean City Wicomico Regional Airport, 4.5 miles east of Salisbury, offers runway lengths of 5000' and 6400', a full instrument landing service (ILS), aviation fuel, charter service, and an industrial park with runway access; commercial passenger service provided by USAirways Express to Philadelphia and Charlotte; airport is home to numerous corporate clients, a small business incubator and a FedEx distribution center; UPS has a regional distribution center in Salisbury

RECREATION AND CULTURE

Parks and Recreation: Five state parks provide camping and natural beauty; other activities include swimming, fishing—including deep sea fishing—boating, golfing, skeet, trap and silhouette shooting, hiking, biking, canoeing, bird watching, and country and yacht club activities

Sports: Collegiate athletic events, tennis and professional golf tournaments; horse racing (trotting) at Ocean Downs; a Hunt Club/Pony Club; Wicomico County is home to the Delmarva Shorebirds, a Class A minor league affiliate of the Baltimore Orioles

Cultural: Summer band, big band, and rock music concerts; national country western shows; the Salisbury Symphony; dinner theater plays; a Council of Arts serves the area, as does the largest civic center on the Delmarva Peninsula

Arts & Entertainment District: Salisbury

Attractions: Ward Museum of Wildfowl Art, antique auto clubs and shows, and a first-class zoo

Events: Salisbury Festival, Pork in the Park, Autumn Wine Festival, Good Beer Festival celebrating craft beers, World Wildfowl Carving Show, and tours of historic homes

UTILITIES

Electricity: Delmarva Power and Choptank Electric Cooperative, Inc.; customers of investor-owned utilities and major cooperatives may choose their electric supplier

Gas: Natural gas supplied by Chesapeake Utilities Corporation; customers may choose their gas supplier

Water: Municipal systems in Delmar, Fruitland, Hebron, Pittsville, Salisbury, Sharptown and Willards

Sewer: Municipal systems in Delmar, Fruitland, Hebron, Pittsville, Salisbury, Sharptown, Willards and Air Business Center

Telecommunications: Predominant local carrier - Verizon Maryland; long distance carriers - AT&T, Verizon, Sprint Nextel and others; AT&T, Verizon and Sprint Nextel PoPs are located in Salisbury

GOVERNMENT¹¹

County Seat: Salisbury

Government: County executive; seven council members (two elected at large and five from districts) for four-year terms; charter form of government allows for the separation of the executive from the legislative branch; lawmaking powers are vested in an elected legislative body

Robert L. Culver, Jr., County Executive 410.548.4801

John T. Cannon, President, County Council 410.548.4696

Website: www.wicomicocounty.org

County Bond Rating: AA+ (S&P); Aa2 (Moody's); AA (Fitch)

Salisbury-Wicomico Economic Development, Inc.

David Ryan, Executive Director

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www.swed.org

Sources:

- 1 National Oceanic and Atmospheric Administration (1981-2010 normals); Maryland Geological Survey
- 2 Maryland Department of Planning
- 3 U.S. Bureau of the Census
- 4 Maryland Department of Labor, Licensing and Regulation, Office of Workforce Information and Performance
- 5 U.S. Bureau of Labor Statistics
- 6 Salisbury-Wicomico Economic Development, Inc.
- 7 Maryland Department of Commerce
- 8 Maryland State Department of Education; Maryland Higher Education Commission
- 9 Maryland State Department of Assessments and Taxation; Comptroller of the Treasury
- 10 Maryland Association of Realtors
- 11 Maryland State Archives; Maryland Association of Counties



DISCLAIMER

OPPORTUNITY ZONE - NORTH SALISBURY DEVELOPMENT LAND | 35.86 ACRES | SALISBURY, MD

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