



NORTHWOOD INDUSTRIAL PARK LAND

2100 INDUSTRIAL PARKWAY

2100 INDUSTRIAL PARKWAY
SALISBURY, MD 21801

Henry Hanna, CCIM, SIOR
Wesley Cox, CCIM

3.43 Acres

\$195,000

Industrial Parkway

Executive Summary



SALE OVERVIEW

SALE PRICE: \$195,000

LOT SIZE: 3.43 Acres

APN #: 2582

MARKET: Eastern Shore Of Maryland

SUB MARKET: Salisbury

PROPERTY DESCRIPTION

Industrial site ready for development with access to all City of Salisbury services.

Located in the Northwood Industrial Park on Industrial Parkway in an Enterprise Zone. This can provide substantial tax benefits for employers meeting certain criteria.

Located only 2 minutes to Rt. 13 and 7 minutes to Rt. 50.



3.43 Acres

\$195,000

Industrial Parkway



Plymouth Tube
Industrial Pkwy
Silverton Marine
Whipley Dr

Ameri chem
Perdue
Standard Register
Sportec

Roof Center
American Tire
Roadway Express

Windsor Dr
Northwood Dr
Darwin Dr
Top Notch

Ruxton Dr
Leonard Ln
Allen Dr
Zion Rd

N Salisbury Blvd
13

Scenic Dr
Pepsi Cola
Coca Cola

Armstrong Pkwy
Goddard Pkwy
UPS

RV Storage
Dome Corp
Blind Ind

Gas
Bank of Delmarva
Mini Site
Car Store

Juliet Pharmaceuticals
Trinity
Tishcon
Gander

Centre Rd
Kiley Dr
W Ruark Dr

1st State Bldg
Mechinics Technologies
Wilcomico Co

2305 Northwood Dr, Salisbury, MD 21801
Retail Warehouse
Connectr

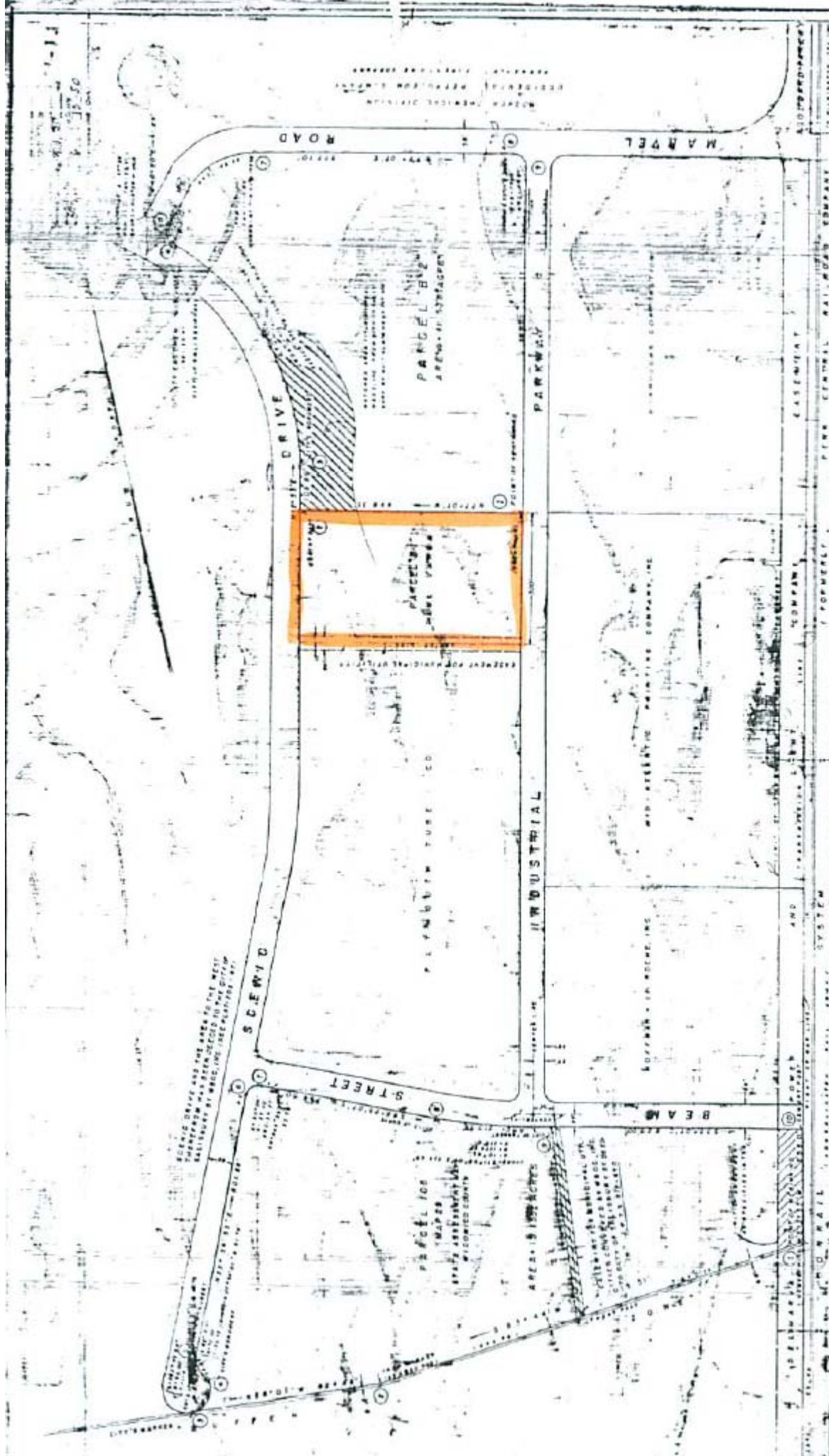
Site
K & L Micro wave

W Naylor Mill Rd

Castle

Image U.S. Geological Survey
© 2011 Google

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PLAT OF TITLE SURVEY
NORTHWOOD LIMITED PARTNERSHIP

2000 MID-ATLANTIC COMMUNICATIONS, P.W.C.



SITE NO. 2

10000 SQUARE FEET
 23.0000 ACRES
 21.0000 ACRES
 21.0000 ACRES

LOCATION
 CITY OF BALTIMORE
 WICOMICO COUNTY, MARYLAND

PROFESSIONAL LAND SURVEYOR
 STATE OF MARYLAND
 No. 10000

08/15/17

Chapter 17.80

INDUSTRIAL PARK DISTRICT

Sections:

17.80.010 Purpose.

17.80.020 Development plan required.

17.80.030 Establishment of boundaries.

17.80.040 General standards and requirements.

17.80.050 Minimum size.

17.80.060 Permitted uses.

17.80.070 Individual site plan review.

17.80.080 Minimum lot area and lot width.

17.80.090 Signs.

17.80.100 Parking and loading.

Section 17.80.010 Purpose.

A. The purpose of the industrial park district is to provide for the development of lands that have

convenient access to transportation facilities such as rail, highways, air and shipping, existing or planned

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1/18/2007 <http://www.ci.salisbury.md.us/CityClerk/Title17-Zoning.html>

availability of utilities such as water, power and waste disposal systems; reasonable proximity to labor

supply, raw material source and markets; and adequate room for expansion, with exclusive modern

industrial facilities under a unified site development plan.

B. Industrial park districts shall provide attractive and well-designed sites, streets and access and areas

which are separated and protected from incompatible uses by berms, fencing, landscaping and setbacks.

C. The following regulations have been developed based upon these purposes which are in accord

with the findings and recommendations of the city's adopted land use element of the metro core

comprehensive plan. (Prior code § 150-166)

Section 17.80.020 Development plan required.

A development plan reviewed and approved in accordance with Chapter 17.108, shall be required for

all industrial park districts. (Prior code § 150-167)

Section 17.80.030 Establishment of boundaries.

Boundaries for an industrial park district shall be approved by the city council and shown on the

official zoning map after approval of the preliminary development plan. (Prior code § 150-168)

Section 17.80.040 General standards and requirements.

In preparing the overall plan for development of the industrial park, the developer shall take into

consideration the following, which shall be taken into consideration by the approving agencies:

- A. The layout of the site should be that overall systems for sewer, water and drainage may be provided to adequately serve the proposed industrial uses.
- B. Natural Growth and Screening.
1. Natural growth should be maintained in such a manner as to screen residential areas adjacent to or development near the boundaries of the park.
 2. Existing foliage should be used for the screening of open storage yards and unsightly areas within the industrial park.
 3. Other methods of screening should also be used as recommended for screening in Chapter 17.220 where there is no natural growth or to supplement existing natural growth to provide adequate screening.
 4. Perimeter screening areas shall be shown on the overall development plan.
- C. Provisions should be made for docking facilities if adjacent to navigable waters and for the extension of rails to those facilities and sites within the park where possible.
- D. The layout of the site should provide a maximum flexibility for sites of various sizes, shapes and locations for industries that may desire to locate there.
- E. The layout should lend itself to an orderly series of stages of development to ensure that access and utilities can be provided to each site at a minimum of expense and effort.
- F. All setbacks and side and rear yard and height requirements shall be established in a manner which will provide maximum flexibility within the park and, at the same time, adequately protect surrounding development and development within the park.
- G. Outdoor storage of finished or semifinished products manufactured or assembled on the premises shall not be located within the front yard and shall be screened in a manner which will be compatible with the architecture of the main building and adequately contain the material stored.
- H. The approved development plan shall contain whatever additional use restrictions are deemed necessary to promote the health, safety and general welfare of surrounding residents and properties.

(Prior code § 150-169)

Section 17.80.050 Minimum size.

The minimum size of an industrial park district shall be ten acres. (Prior code § 150-170)

Section 17.80.060 Permitted uses.

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1/18/2007 <http://www.ci.salisbury.md.us/CityClerk/Title17-Zoning.html>

All buildings, structures or land shall be used for manufacturing or for the fabrication, assembly,

processing, warehousing, wholesaling or distribution of manufactured goods or for research or for office and related facilities attendant to these uses. Government buildings and public structures are permitted, as well as eating facilities, day-care facilities, motel facilities, schools of special instruction, including dance, cheerleading, karate, and aerobics schools/studios, indoor recreational establishments and commercial establishments which serve the industrial park and its occupants. (Ord. 1901 (part), 2004:prior code § 150-171)

Section 17.80.070 Individual site plan review.

A. The site plan, including landscaping and lighting, for each individual industry or related use proposed for locating within the park must be reviewed by the planning director, director of public works and director of building, housing and zoning; and

1. If such plan is not in compliance with an overall plan approved by the planning commission, it must be referred to the planning commission for review and approval;
2. If the proposed site plan conforms in all respects to the requirements of this chapter and a plan previously approved by the planning commission, a building permit shall be issued.

B. No building permit shall be issued which is in conflict with the plan approved by the planning commission. (Prior code § 150-172)

Section 17.80.080 Minimum lot area and lot width.

Minimum lot area shall be twenty thousand (20,000) square feet. Minimum lot width shall be one hundred (100) feet for an interior lot and one hundred twenty (120) feet for a corner lot. (Prior code § 150-173)

Section 17.80.090 Signs.

A. Signs shall contain only the name of the business, its slogan or trademark(s), if any, and listing of products or services.

B. Signs shall not project above the principal roof of the building, except that a sign may be attached flat against or painted on a parapet wall not exceeding five feet above such roofline. Such signs shall not exceed three hundred (300) square feet in aggregate area.

C. One permanent entrance sign identifying the park, not exceeding twenty (20) square feet in surface area per face, limited to two faces and set back fifteen (15) feet from the curbline, may be permitted.

D. One directory sign listing the occupants of the park, fifteen (15) square feet in surface area per face, limited to two faces, six feet in height and set back fifteen (15) feet from the curbline, may be permitted.

E. Illumination of outdoor signs shall be nonpulsating, diffused and confined to the face of the sign.

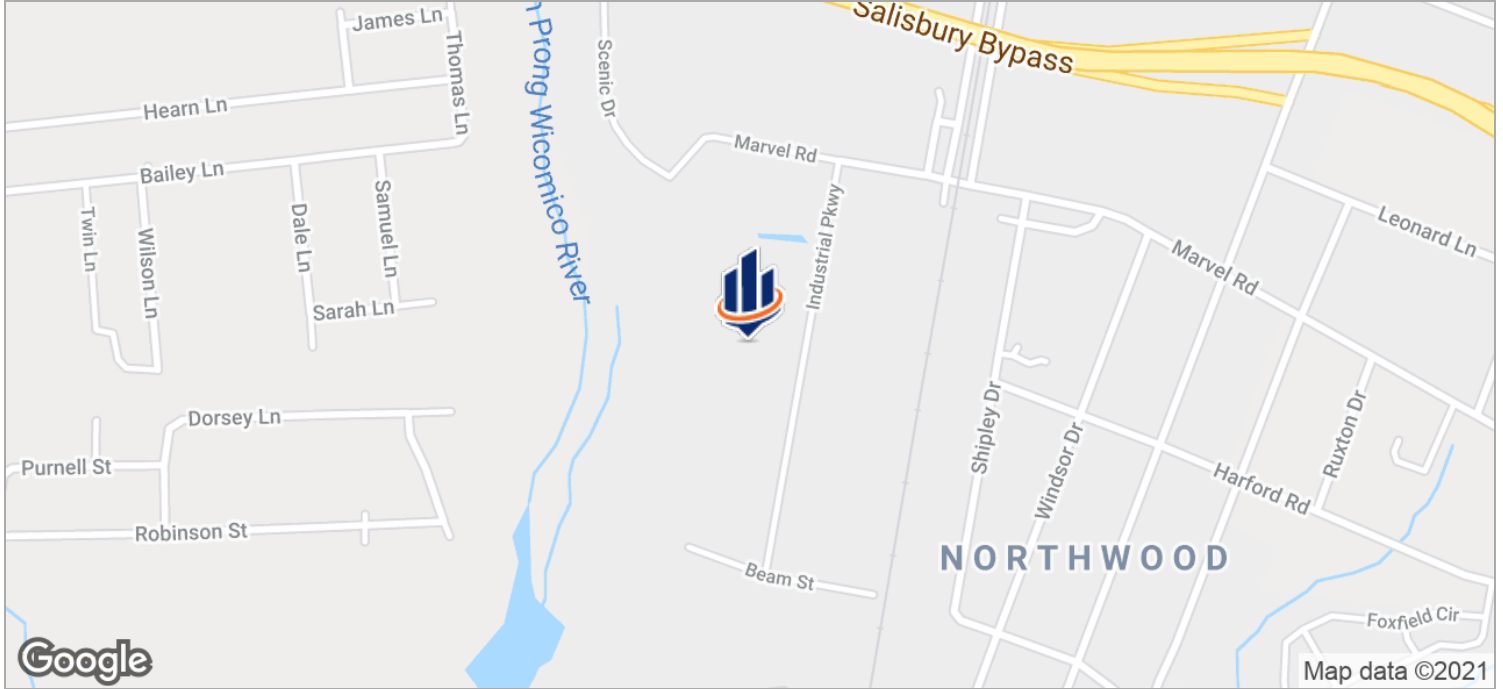
(Prior code § 150-174)

Section 17.80.100 Parking and loading.

Off-street parking, loading, unloading and solid waste disposal areas shall be provided in accordance

with Chapter 17.196 and landscaped in accordance with Chapter 17.220. (Prior code § 150-175)

Location Maps

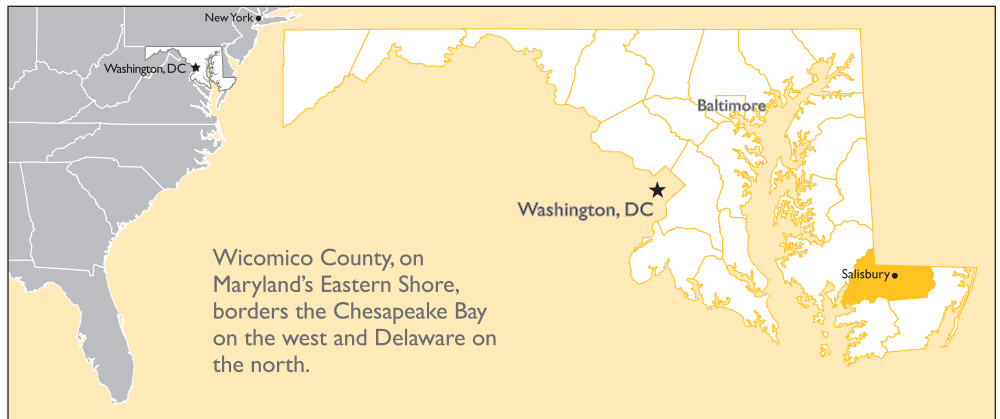


Brief Economic Facts

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)	Number	Percent
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		
	Wicomico Co.	Maryland	U.S.
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

One Plaza East, Suite 501 • P. O. Box 4700

Salisbury, Maryland 21803

Telephone: 410.749.1251

Email: info@swed.org

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 - NORTHWOOD INDUSTRIAL PARK LAND | 3.43 ACRES | SAILSBURY, MD

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