



MAKE AN OFFER! MANUFACTURING FACILITY

510 WEST ROAD
SALISBURY, MD 21801

Henry Hanna, CCIM, SIOR
Wesley Cox, CCIM



Executive Summary



SALE OVERVIEW

SALE PRICE:	\$1,999,990
CAP RATE:	8.92%
NOI:	\$178,422
LOT SIZE:	16.21 Acres
BUILDING SIZE:	200,000 SF
DOCK HIGH DOORS:	6
CEILING HEIGHT:	Up To 27'
RENOVATED:	2006
ZONING:	Industrial
MARKET:	Eastern Shore Of MD
SUB MARKET:	Salisbury

PROPERTY DESCRIPTION

MAKE AN OFFER!

Manufacturing distribution facility. Office, production, warehouse and refrigerated areas (compressor will need upgraded). Property has potential for a user or an investor. Overhead crane. City water with add'l wells on site & county sewer system. Fully fenced. Owner just added 2 new truck docks of 48" and 52". Space also available for lease at \$3.95 per sq.ft.

Located in the Enterprise Zone which offers property tax credit and state income tax credits. Less than 1 mile to US Route 50 with easy access.

Financial Summary

INVESTMENT OVERVIEW

510 WEST ROAD

Price	\$1,999,990
Price per SF	\$10.00
CAP Rate	8.9%
Cash-on-Cash Return (yr 1)	8.92 %
Total Return (yr 1)	\$178,422
Debt Coverage Ratio	-

OPERATING DATA

510 WEST ROAD

Gross Scheduled Income	\$1,213,180
Other Income	-
Total Scheduled Income	\$213,180
Vacancy Cost	\$0
Gross Income	\$213,180
Operating Expenses	\$34,758
Net Operating Income	\$178,422
Pre-Tax Cash Flow	\$178,422

FINANCING DATA

510 WEST ROAD

Down Payment	\$1,999,990
Loan Amount	-
Debt Service	-
Debt Service Monthly	-
Principal Reduction (yr 1)	-

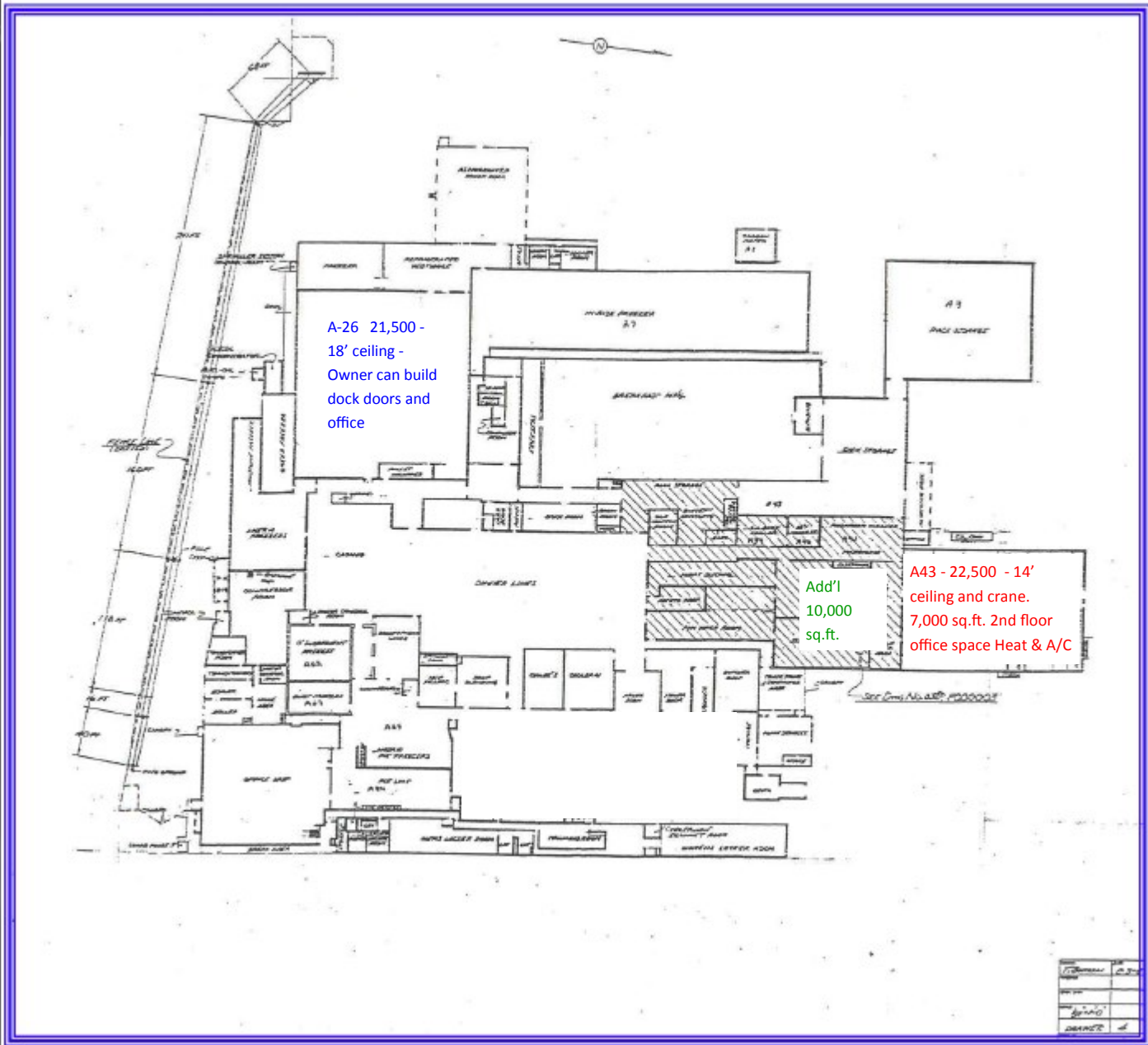
Income & Expenses

INCOME SUMMARY	510 WEST ROAD	PER UNIT
PODS	\$52,800	-
DeChem	\$112,380	-
Eagle Recycling	\$48,000	-
GROSS INCOME	\$213,180	-

EXPENSE SUMMARY	510 WEST ROAD	PER UNIT
Electricity	\$13,200	-
Insurance	\$12,000	-
Taxes	\$9,558	-
GROSS EXPENSES	\$34,758	-
NET OPERATING INCOME	\$178,422	-

Rent Roll

TENANT NAME	UNIT NUMBER	UNIT SIZE (SF)	LEASE START	LEASE END	ANNUAL RENT	% OF BUILDING	PRICE PER SF/YR
De-Chem, LLC			10/1/2018	9/30/2022	\$100,008		
PODS			5/1/2019	4/30/2022	\$52,800		
Eagle Recycling					\$48,000		
					\$0		
					\$0		
Totals/Averages		0			\$213,180		



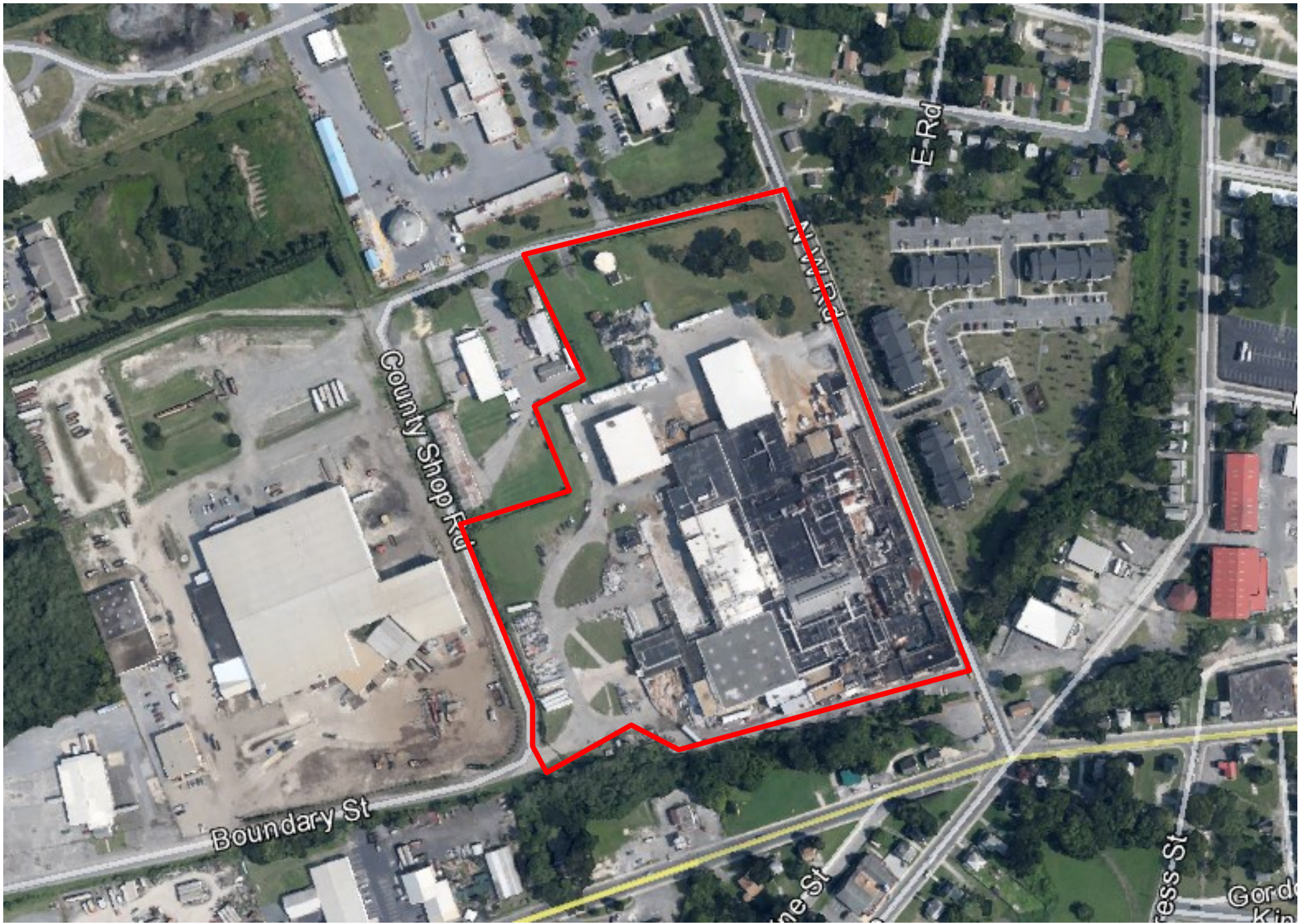
Additional Photos



The information presented here is deemed to be accurate, but it has not been independently verified. We make no guarantee, warranty or representation. It is your responsibility to independently confirm accuracy and completeness. All SVN® offices are independently owned and operated.

Additional Photos





Section 225-42. I-2 Heavy Industrial District.

A. The purpose of the I-2 Heavy Industrial District is to encourage industrial growth in the county by providing areas suitable for the development of heavy manufacturing, assembling, or industrial processing activities that have characteristics that could be detrimental if allowed to operate in other districts within the County. The standards and restrictions established for this district are intended to protect both nearby areas and industries which propose to locate or already have located within this district.

B. Permitted Uses.

The permitted uses shall be those specified in the Table of Permitted Uses, Section 225-67.

C. Development Options

A Planned Industrial Park is permitted with a Development Plan.

D. General Requirements

(1) Accessory buildings and structures shall be provided for all uses in accordance with the requirements of section 225-59 and the general requirements of Article VI.

(2) Bulk regulations, including lot area, setback requirements and height limitations,

shall be provided for all uses in accordance with the general requirements of Article VII.

(3) Lighting shall be provided for all uses in accordance with the requirements of section 225-73.

(4) Signage shall be provided for all uses in accordance with the general requirements of Article IX.

(5) Parking shall be provided for all uses in accordance with the general requirements of Article X.

(6) Landscaping shall be provided for all uses in accordance with the general requirements of Article XI.

Table of Permitted Uses – Part I - Resource Conservation and Residential Districts

P = Permitted SE = Special Exception by the Board of Appeals SPC = Special Exception by the Planning Commission

USE DESCRIPTION	ZONING DISTRICT										TT	
	A-1	V-C	R-8	R-15	R-20	REC	R-30					
AGRICULTURAL												
Adaptive Reuse of Agriculture Buildings for Lease Storage	SE	SE										SE
Agricultural Equipment Sales	SE	SE										SE
Agricultural Operations, Farming (See Section 225-76)												
- Agricultural uses (less than 5 Acres)	SE	SE	SE	SE	SE		SE	SE			SE	SE
- Agricultural uses (5 Acres to less than 20 acres)	P	P	P	P	P		P	P			P	P
- Agricultural uses (20 acres or more)	P	P	P	P	P		P	P			P	P
Farm Labor Accommodations, Seasonal	SE											SE
Farmers' Markets (See Section 225-92)	SE	SE										SE
Farm-Related Business (See Section 225-91)	SE	SE										SE
Feedlot (See Section 74 for bulk regulations)	SE											
Fisheries	P	P										
Forestry	P	P	P	P	P		P	P	P	P	P	P
Game Preserves	P											
Grain mills and feed supply	SE											
Hatchery	SE											
Hunting Camp	SE											
Kennel, Commercial (See Section 225-99)	SE	SE										
Livestock Market (See Section 225-101)	SE											
Nursery, Commercial (See Section 225-104)	SE	SE										SE
Roadside Stand	P	P	P	P	P		P	P	P	P	P	P
Sand, gravel or clay excavations (see Borrow Pit)(See Section 225-111)	SE											
Sawmill (See Section 225-112)												
- Less than 6 months	P											
- 6 months or greater	SE											
Stables, Commercial	P	P										
Wayside Stand (See Section 225-118)	P	P	SE	SE	SE		SE	SE	SE	SE	SE	SE

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ZONING DISTRICT									
USE DESCRIPTION	A-1	V-C	R-8	R-15	R-20	REC	R-30	TT	
COMMERCIAL –SERVICE									
Barber Shop, Beauty Salon, Nail Salon	SE	SE							
Office buildings and offices		SE				SE			
Veterinary Clinic	SE	SE							
Neighborhood Commercial		SE							
Convenience Mini-Market (with or without fuel)		SE							
Small Contracting Business	SE	SE						SE	
Studios		SE							
EMERGENCY SERVICES									
Fire Station/Rescue with assembly hall	P	P	P	P	P	P	P	P	P
Fire Stations/Rescue without assembly hall	P	P	P	P	P	P	P	P	P
Rescue squad, ambulance service (Private)	SE	SE	SE	SE	SE	SE	SE	SE	SE
INSTITUTIONAL									
Cemeteries (See Section 225-83)									
-Cemeteries not affiliated with a place of religious assembly	SE	SE							SE
-Family burial ground	SE	SE							SE
Libraries, museums	P	P	P			SE			P
Places of Religious Assembly (See Section 225-105)	P	P	SE	SE	SE	SE	SE	SE	P
Private Clubs	SE	SE	SE			SE			SE
Schools									
- Nursery	SE	SE	SE	SE	SE				SE
- of General Instruction (See Section 225-114)	SE	SE	SE	SE	SE				SE
- of Special Instruction	P	P							P
MISCELLANEOUS USE									
Temporary mobile offices or travel trailers	SE	SE	SE						SE
PUBLIC AND SEMI-PUBLIC FACILITIES									
Airport Privately owned and managed (See Section 225-77)	SE								

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ZONING DISTRICT

USE DESCRIPTION	A-1	V-C	R-8	R-15	R-20	REC	R-30	TT
Transportation								
- Bus Depot - Including Wicomico Transit	P	P	P	P	P	SE	P	P
- Park and Ride Facilities	SE	SE						
- Train station	SE	SE						
RECREATION, AMUSEMENT, ENTERTAINMENT								
Athletic fields	SE	SE	SE					SE
Campgrounds, Recreational Vehicle Parks (See Section 225-81)	SE	SE						
Golf Courses (See Section 225-94)								
- as part of a residential Subdivision	SPC	SPC	SPC	SPC	SPC		SPC	SPC
- separate from a residential Subdivision	SE	SE	SE	SE	SE		SE	SE
Golf Driving Range, not part of a golf course	SE							
Marinas								
- commercial	SPC	SPC						
- recreational	SPC	SPC						
Outdoor Community Events	P	P						
Privately owned facilities - as part of a residential development	SE	SE	SE	SE	SE		SE	SE
Privately-owned outdoor recreational facilities not constructed as part of a residential development	SE	SE	SE	SE	SE		SE	SE
Rifle and pistol range, war games, archery ranges (See Section 225-109)	SE							
RESIDENTIAL								
Bed and Breakfast	SE	SE	SE	SE	SE		SE	SE
Country Inn	SE	SE						
Day Care (See Section 225-82)								
- Center	SE	SE	SE	SE	SE			SE
- Elderly	SE	SE	SE	SE	SE			SE
- Family	P	P	P	P	P		P	P

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ZONING DISTRICT

USE DESCRIPTION	A-1	V-C	R-8	R-15	R-20	REC	R-30	TT
Dwellings								
- Single Family Detached	P	P	P	P	P	SE	P	P
- Manufactured Home - Double-wide (See Section 225-87)	P	P						SE
- Manufactured Home - Single-wide (See Section 225-88)	SE	SE						
- Modular Home	P	P	P	P	P	SE	P	P
- Tenant House (See Section 225-89)	P							
- Two-Family	SE	SE	SE	SE	SPC			SPC
- Accessory Apartment (See Section 225-60)	SE	SE	SE	SE	SE		SE	SE
- Apartments (See Section 225-78)			SPC	SPC	SPC			SPC
- Townhouse (See Section 225-90)		SPC	SPC	SPC	SPC			SPC
- Hardship	SE	SE						SE
- Emergency Housing	P	P	P	P	P	SE	P	P
Dwelling Unit with a commercial/business/office building in an approved PUD		SE	SE	SE				SE
Group Homes	P	P	P	P	P	SE	P	P
Group Home, more than eight (8) persons	SE	SE	SE	SE	SE	SE	SE	SE
Group Home, Youth	SE	SE	SE	SE	SE	SE	SE	SE
Guest Rooms	P		P	P			P	
Home-Based Business (See Section 225-97)								
- Type I Home-Based Business	P	P	P	P	P	SE	P	P
- Type II Home-Based Business	SE	SE	SE	SE	SE	SE	SE	SE
- Type III Home-Based Business	SE	SE						
Manufactured Home Park (See Section 225-102)	SPC	SPC						
Mobile Office, temporary with an approved construction or development project	P	P	P	P	P	SE	P	P
Rehabilitative Housing (See Section 225-107)	SE	SE	SE					SE
UTILITIES								
Privately owned and operated utility	SE	SE	SE	SE	SE			SE
Public Utilities								

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ZONING DISTRICT

USE DESCRIPTION	ZONING DISTRICT									
	A-1	V-C	R-8	R-15	R-20	REC	R-30	TT		
- Public Utilities as defined in Section 225-3 and 225-66	P	P	P	P	P	P	P	P	P	
- Relay stations, storage stations, electric substations, and overhead electric power transmission lines of >69,000kv	SE	SE	SE	SE	SE	SE	SE	SE	SE	
Wireless Telecommunication Facilities (Section 225-119)	SE									

Table of Permitted Uses – Part II – Commercial, Institutional, Business and Industrial Districts

P = Permitted SE = Special Exception by the Board of Appeals SPC = Special Exception by the Planning Commission

USE DESCRIPTION	Zoning Districts						
	C-1	C	C-3	LB-1	LB-2	I-1	I-2
AGRICULTURAL							
Agriculture equipment sales, service and repair		P	P	P			P
Agricultural Operations, Farming (See Section 225-76)							
- Agricultural uses (less than 5 Acres)		S					P
- Agricultural uses (5 acres or more)		P	P				P
Farmers' Market (See Section 225-92)	P			P			
Farm-related Business (See Section 225-91)		P					P
Fisheries			P				P
Forestry	P	P	P	P	P	P	P
Grain mills and feed supply		P					P
Hatcheries, Poultry							P
Kennel, Commercial (See Section 225-99)		P					
Livestock Market (See Section 225-101)							SE
Nursery, Commercial (See Section 225-104)		P					
Roadside Stand	P				P		
Sand, gravel or clay excavations, including storage, drying and sales (mineral extraction) (See Section 225-111)							SE
Sawmill and other wood processing facilities, except treatment (See Section 225-112)							P
Wayside Stand (See Section 225-118)	P	P					
COMMERCIAL RETAIL AND WHOLESALE							
Adult Bookstore and/or Adult-oriented Entertainment Establishment					SPC		
Auction Houses		P					P
Building supply or lumberyards		P	P				P
Convenience/mini-market with or without fuel sales	P	P	P	SPC			
Mail order house		P	P	P			P

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USE DESCRIPTION	Zoning Districts						
	C-1	C-2	C-3	LB-1	LB-2	I-1	I-2
Manufactured Home sales and service		SE					
Marine supplies, boats or equipment sales, service or repair		P					P
Restaurants	SPC	P	P	P	SE		
- Drive-Thru / Fast Food		P		SPC	SE	SE	
Retail Sales (See Section 225-108)	P	P	P	SPC	P		
- Freestanding retail department or general merchandising stores >50,000 square feet, not located in a shopping center.		P	SPC				
- Specialty food/retail stores	P	P	P	P	P		
Self Storage	SE	P				P	P
Shopping Centers (See Section 225-115)							
- Community Shopping Center		SPC	SPC				
- Neighborhood Shopping Center	SPC	SPC		SPC			
- Regional Shopping Center		SPC	SPC				
Wholesale sales, 10,000 square feet of gross floor area or greater	P	P					
Wholesale sales, less than 10,000 square feet of gross floor area	P	P	P	P			
COMMERCIAL SERVICE							
Bakery, including candy and ice cream	P	P	P				
Broadcasting, recording, television and communication offices and studios, excluding accessory antennas, towers and satellite disks	P	P	P	P	P		
Conference Center		SPC	SPC	SPC			
Day care as an independent use or day care services for employees and patrons of the permitted use as an accessory use	P	P	P	P	P	P	P
Financial institutions	P	P	P	P	P	P	P
Entertainment uses including nightclubs, bars and dance halls, but not including adult uses		P	P				
Funeral Home	P	P		P	P		
Health Club	P	P		P			
Hotel / Motel with 50 rooms or more	SPC	P	P	SPC			

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USE DESCRIPTION	Zoning Districts						
	C-1	C-2	C-3	LB-1	LB-2	I-1	I-2
Hotel / Motel with less than 50 rooms	P	P	P	SPC			
Office buildings and offices	P	P	P	P	P	P	P
Service establishments (See Section 225-113)	P	P	P	P	P		
Small Contracting Business		P				P	
Studios of a photographer, artist and writer, including teaching studios for art, crafts, drama, dance and	P	P	P	P	P		
Veterinary Clinic		P					
EMERGENCY SERVICES							
Fire Station with Assembly Hall	P	P	P	P	P	P	P
Fire Stations without assembly hall	P	P	P	P	P	P	P
Rescue squad, ambulance service (Private Companies)	P	P	P	P	P	P	P
INDUSTRIAL							
Asphalt Plants							SE
Assembly of leather goods and products						P	P
Assembly of products from previously processed metals, including bolts, nuts, screws, rivets, ornamental iron products, firearms, electrical appliances, tools, pumps, dies, machinery, hardware, wire						P	P
Assembly and repair of products from previously processed wood, including boxes, furniture, cabinets, baskets and other wood products of similar nature						P	P
Assembly and repair or the manufacture of finished products from sheet-metal materials, including heating, ventilating, cooking or refrigeration supplies and appliances							P
Assembly of equipment, including medical and dental equipment, drafting materials, optical and musical instruments, watches, clocks, toys, games and electrical or electronic apparatus, gas pumps and related products and tools						P	P
Assembly of Finished Products	SE					P	P

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USE DESCRIPTION	Zoning Districts						
	C-1	C-2	C-3	LB-1	LB-2	I-1	I-2
Assembly of products from previously prepared materials, including fiber glass, ceramics, microchips, computer products, glass, plastic, precious or semiprecious stones or metals						P	P
Assembly of products from textiles, including rugs, mattresses, pillows, quilts, millinery, hosiery, clothing, yarn, thread, fabrics and printing and finishing of textiles and fibers into fabric goods						P	P
Assembly of shipping containers, corrugated board, fiber and wire-bound and wood and plastic containers						P	P
Blacksmith shop, forge or foundries						P	P
Blending or bottling of beverages						P	P
Blending, mixing or bottling of beverages or distilling of grain for fuel							P
Bulk storage or processing of grain or feeds						P	P
Bulk storage, drying or sales of natural, unadulterated sand, gravel, clay or stone							P
Coal or wood yards storage or sales							P
Composting facility, as either a principal or accessory use							SE
Compounding of and mixing of products from previously processed materials, cosmetics, toiletries, drugs and pharmaceutical products						P	P
Concrete or terra cotta or brick products manufacturing, storage or sales							P
Contractor's yard							P
Fertilizer manufacture							SE
Fertilizer mixing or storage							P
Food processing facility for either animal, poultry or human consumption, including on-site storage and distribution							P
Ice factories							P
Light Industry (See Section 225-100)		SE				P	P
Machine shops							P
Manufacturing							P
Manufacture of bakery products, candy, dairy products and ice cream						P	P

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USE DESCRIPTION	Zoning Districts							
	C-1	C-2	C-3	LB-1	LB-2	I-1	I-2	
Marina/shipyard, industrial, including the storage or sale or service of boats or marine equipment or supplies								SPC
Marine, terminal								SPC
Micro Brewery:								
- As an accessory use in restaurant	SPC	P	P	P		SE		
- As a stand-alone use		SE	SPC			P		P
Petroleum, propane, chemical or natural gas manufacture, refining or storage on five (5) acres or more								SE
Photographic processing and blueprinting establishments						P		P
Portable storage containers, as an accessory use						P		P
Power Generating Facilities, Privately Owned								SE
Printing, publishing or bookbinding		P				P		P
Rail yards								P
Recycling Facility						SE		SE
Research Establishment				SPC		P		P
Rubble Landfill								SE
Sanitary landfill, publicly or privately owned								SE
- With outside storage	SPC	SPC	SPC					
- Without outside storage	SPC	P	P					
Sheet metal stamping						P		P
Shipyard, boat or marine equipment manufacturing								SPC
Sludge Handling								SE
Soil Remediation facility								SE
Stone crusher								SE
Stone monuments, cutting or polishing								P
Truck or railroad terminals, including related repair or storage facilities						SE		SE

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USE DESCRIPTION	Zoning Districts						
	C-1	C-2	C-3	LB-1	LB-2	I-1	I-2
Warehouse (See Section 225-117)							
- less than 40,000 sq. ft. gfa.		P		P		P	P
- greater than 40,000 sq. ft. gfa.		SPC				P	P
Welding shops, ornamental iron works						P	P
Wood treatment facility for the treatment of wood or wood products with chemicals of any type							SE
Winery, including incidental sales of wine products produced on-site						P	P
Wood products assembly or manufacture							P
INSTITUTIONAL							
Cemeteries not affiliated with Places of Religious Assembly (See Section 225-83)							
-Lot less than 5 acres		SE					
-Lots 5 acres and greater		P					
Crematorium (See Section 225-84)		SE	SPC			SE	
Hospitals, sanitariums or sanatoriums (See Section 225-98)	SPC	SE	SPC				
Libraries, museums, art galleries, meeting rooms	P	P		P			
Medical facility or clinic for human care	P	P	P	P			
Nursing Care Facility		SE	SPC	SPC			
Places of Religious Assembly (See Section 225-105)	P	P	P	P	P	P	
Private Clubs [Service Clubs & Fraternal Organizations]	P	P		P			
Schools							
- Nursery	SPC			SPC	SPC		
- of General Instruction (See Section 225-114)				P	SPC		
- of Special Instruction		P		P	SPC		
MISCELLANEOUS USE							
Accessory Structures and Uses	P	P	P	P	P	P	P
Outdoor advertising structure		SE				SE	SE
Zoos and Zoological Gardens		SE	SPC				

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USE DESCRIPTION	Zoning Districts					
	C-1	C-2	C-3	LB-1	LB-2	I-1 I-2
MOTOR VEHICLE-RELATED SALES AND SERVICE OPERATIONS						
Car Wash		P				
Motor Vehicle Rental		P	P			P
Motor Vehicle Sales		P	P			
Motor Vehicle Service Stations - with or without fuel sales	P	P	P	SPC		P
Parking lot or parking structure	P	P	P			P
Salvage Yard (See Section 225-110)						SE
Storage trailer sales or rental facility						SE
PUBLIC AND SEMI-PUBLIC FACILITIES						
Transportation						
- Bus Depot	P	P	P	P		P P
- Park and Ride Facilities	P	P	P	P		P P
- Train station		SE	SPC			SE SE
RECREATION, AMUSEMENT, ENTERTAINMENT						
Amusement Parks		SE				
Automobile and motorcycle racing tracks		SE				
Campgrounds, Recreational Vehicle Parks (See Section 225-81)		SE				
Commercial recreation uses		P	P			P
Go Cart, Off-Road Motorcycle, and Off-Road Bicycle Tracks		SE				
Golf Courses (See Section 225-94)		SE				
Golf Driving Range, not part of a golf course		SE				
Golf-Miniature		SE				
Indoor recreation		P	P	P		SE SE
Indoor rifle and pistol ranges, commercial	SPC	SE	SPC			SE
Marina						
- Commercial		SPC				SPC
- Recreational		SPC				

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USE DESCRIPTION	Zoning Districts							
	C-1	C-2	C-3	LB-1	LB-2	I-1	I-2	
Outdoor Community Events		P						
Rifle and pistol range, war games, archery ranges		SE						
Stadium		P	P					
Theater								
- indoor	P	P	P					
- outdoor (See Section 225-109)		SE						
RESIDENTIAL								
Accessory Apartment	SPC	SE						
Bed and breakfast (See Section 225-80)								
Country Inn					P			
Day Care (See Section 225-82)								
- Center		P		P	P			
- Elderly		P		P	P			
- Family		P		P	P			
Dwelling								
- Single Family Detached						P		
- Manufactured Home – Double-wide (See Section 225-87)								
- Two-Family						P		
- Apartments and apartment projects (See Section 225-78)						P		
- Townhouse (See Section 225-90)								
Dwelling Unit with a commercial/business/office building	P	P		P	P	P		
Group Homes/Youth Group Homes (See Section 225-96)								
Guest Rooms (See Section 225-97)								
Home – Based Business (See Section 225-97)								
- Type I Home-based business						P	P	
- Type II Home-based business						SPC	SPC	
- Type III Home-Based Business								

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USE DESCRIPTION	Zoning Districts						
	C-1	C-2	C-3	LB-1	LB-2	I-1	I-2
Manufactured Home Park (See Section 225-102)		SPC					
Mobile Office, temporary in conjunction with an approved construction or development project	P	P	P	P		P	P
Rehabilitative Housing (See Section 225-107)					P		
UTILITIES							
Privately Owned and Operated Utility		P				P	P
Public Utility							
- Public Utility as defined in Section 225-3 and 225-66	P	P	P	P	P	P	P
- Relay stations, storage stations, electric substations, and overhead electric power transmission lines of >69,000kv	SPC	SE	SPC	SPC	SPC	SE	SE
Wireless Telecommunication Facilities (See Section 225-119)		SE					SE

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.



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.

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

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

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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)

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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

Location Maps





DISCLAIMER

MANUFACTURING FACILITY FOR SALE | 200,000 SF | SALISBURY, MD

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