



SALE

Heavy Industrial Land

CHURCH CREEK RD

Cambridge, MD 21613

PRESENTED BY:

**JOHN MCCLELLAN, CCIM,
SIOR**

O: 410.543.2428

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KELLY JETER

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PROPERTY SUMMARY



OFFERING SUMMARY

SALE PRICE:	\$990,000
AVAILABLE ACREAGE:	16.5 Acres
LOT SIZE:	16.5 Acres
PRICE / ACRE:	\$60,000
ZONING:	I2 Heavy Industrial

PROPERTY OVERVIEW

16.5 acres zoned I-2 Heavy Industrial in Dorchester County available for sale! The parcel is largely cleared and features flat lands and extensive frontage along Church Creek Rd immediately off of Route 50 just south of the Walmart shopping center. The property is located across the street from a concrete plant and adjacent to the detention center. Public water and sewer are available.

PROPERTY HIGHLIGHTS

- Located in the Town of Cambridge
- S-2 Sewer Service Area
- W-2 Water Service Area

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ADDITIONAL PHOTOS



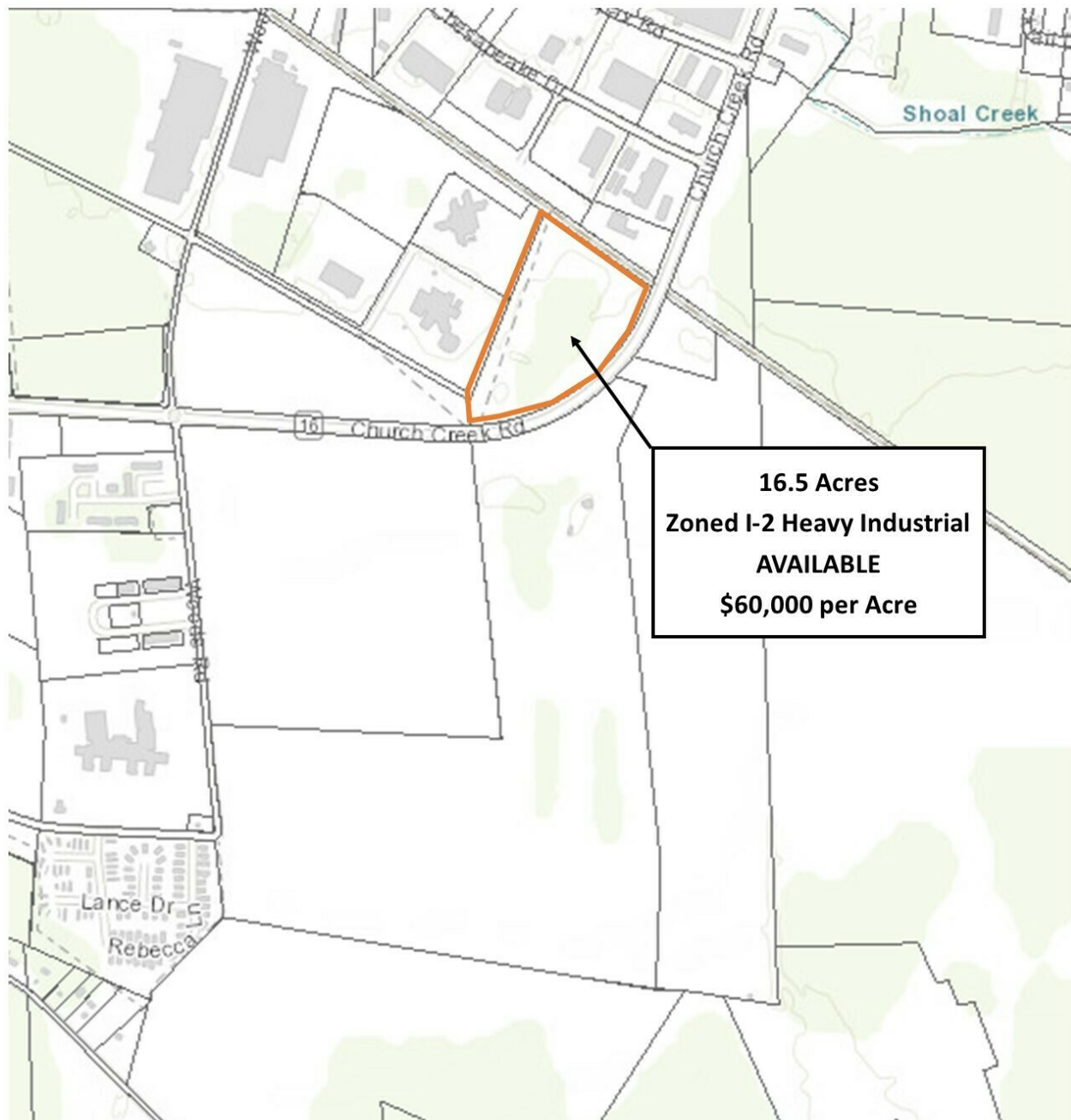
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PARCEL BOUNDARIES



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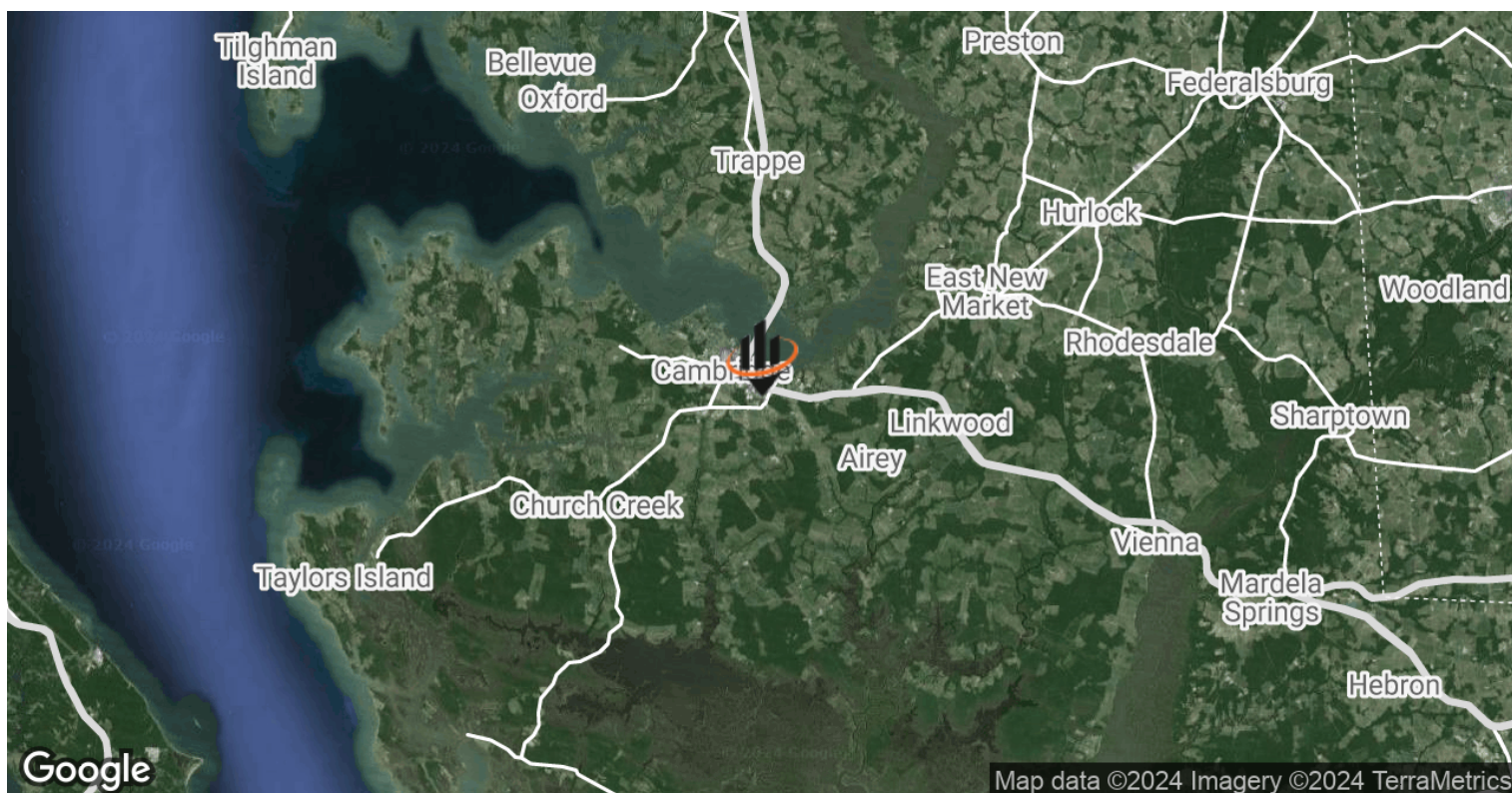
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LOCATION MAP



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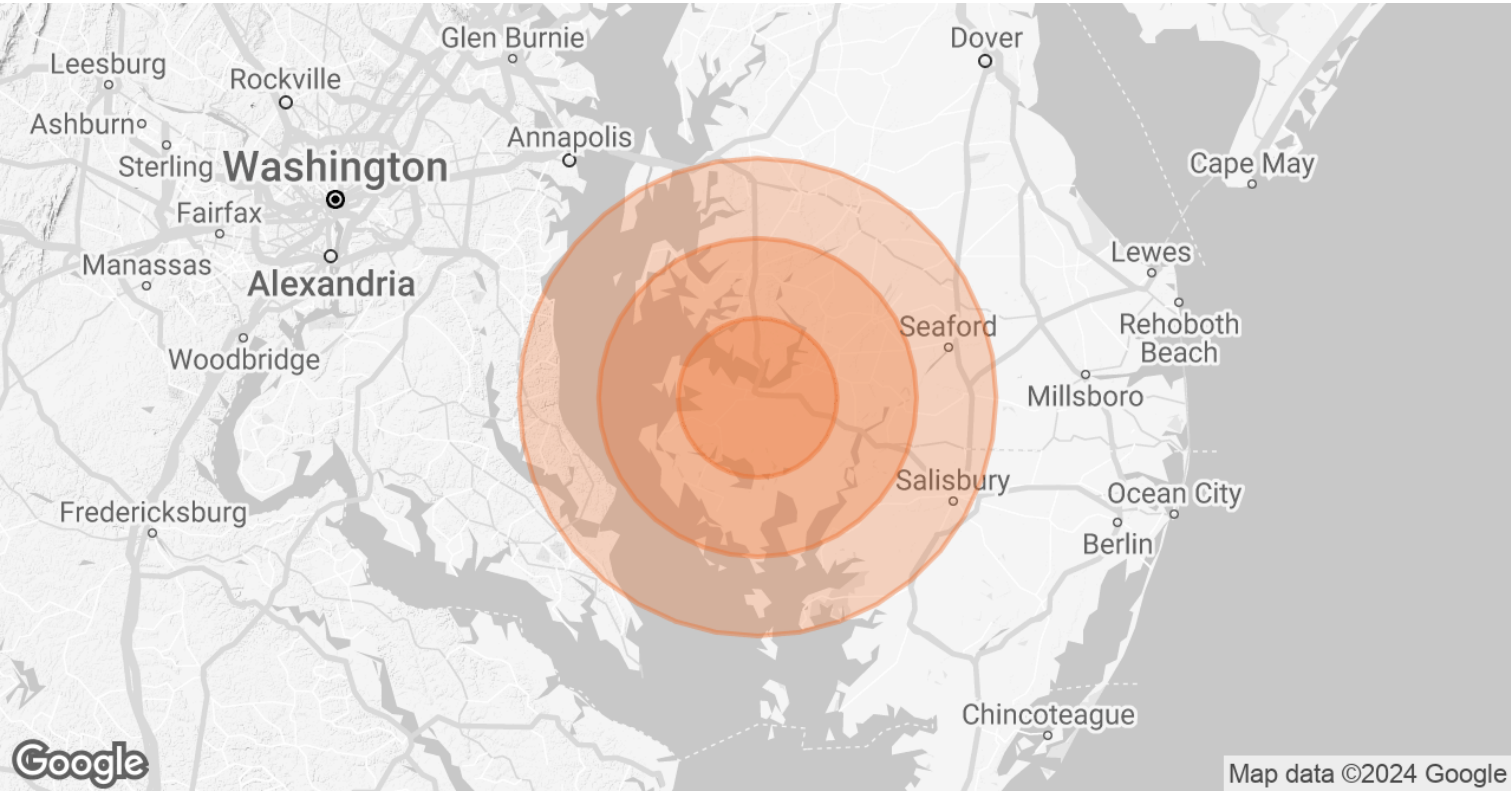
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DEMOGRAPHICS MAP & REPORT



POPULATION	10 MILES	20 MILES	30 MILES
TOTAL POPULATION	24,470	77,324	332,027
AVERAGE AGE	43.8	46.0	41.3
AVERAGE AGE (MALE)	43.6	45.2	40.4
AVERAGE AGE (FEMALE)	44.8	47.4	42.5
HOUSEHOLDS & INCOME	10 MILES	20 MILES	30 MILES
TOTAL HOUSEHOLDS	12,917	39,737	146,644
# OF PERSONS PER HH	1.9	1.9	2.3
AVERAGE HH INCOME	\$63,644	\$73,301	\$80,032
AVERAGE HOUSE VALUE	\$246,683	\$299,804	\$263,944

* Demographic data derived from 2020 ACS - US Census

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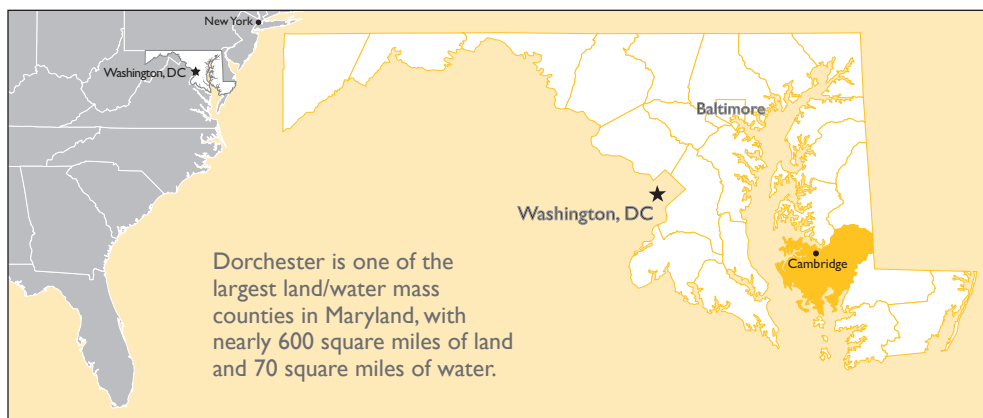
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Brief Economic Facts

DORCHESTER COUNTY, MARYLAND

Dorchester County is located in close proximity to metropolitan Washington, D.C. and Baltimore, and is ideally situated on the central Atlantic seaboard allowing easy access to 22 percent of the U.S. population residing in the New York to Richmond mega market. The county's private sector industries generate \$877 million in economic output.

The Dorchester Regional Technology Park, serving the county and region, is home to the Eastern Shore Innovation Center incubator which is open to startups and offers several amenities including a wet lab. The park is in one of the county's two State Enterprise Zones. Dorchester has a new Opportunity Zone and is a federally designated HUBZone. Several businesses in the county continue to expand including Protenergy, Aledak Metalworks, and Hoppers Island Oyster. New businesses include Rise Up Coffee, Culta, Cambridge Marketplace Retail and Professional Center and many more. Over the past five years capital



LOCATION

Driving distance from Cambridge:	Miles	Kilometers
Atlanta, Georgia	703	1,131
Baltimore, Maryland	75	121
Boston, Massachusetts	424	683
Chicago, Illinois	760	1,222
New York, New York	213	343
Philadelphia, Pennsylvania	125	201
Pittsburgh, Pennsylvania	296	477
Richmond, Virginia	184	296
Washington, DC	87	139

CLIMATE AND GEOGRAPHY¹

Yearly Precipitation (inches)	44.1
Yearly Snowfall (inches)	5.5
Summer Temperature (°F)	77.2
Winter Temperature (°F)	39.1
Days Below Freezing	70.7
Land Area (square miles)	593.2
Water Area (square miles)	67.8
Shoreline (miles)	1,539
Elevation (feet)	sea level to 57

investment into the community has exceeded \$150 million.

Dorchester County is home to industrious, innovative and creative individuals, and boasts attractive and affordable housing options from waterfront estates to rural developments and city condos, townhouses and apartments. Local amenities include shops, restaurants, parks, marinas, and public entertainment venues within walking or biking distance.

POPULATION^{2,3}

	Dorchester County Households	Dorchester County Population	Upper Eastern Shore*	Maryland
2000	12,706	30,674	199,406	5,296,486
2010	13,522	32,618	224,771	5,773,552
2020**	14,374	34,300	232,700	6,141,900

*Caroline, Cecil, Dorchester, Kent and Talbot counties

**Projections

Selected places population (2010): Cambridge 12,326; Hurlock 2,092; Algonquin 1,241

POPULATION DISTRIBUTION^{2,3} (2017)

Age	Number	Percent
Under 5	1,837	5.7
5 - 19	5,522	17.2
20 - 44	8,866	27.6
45 - 64	9,156	28.5
65 and over	6,781	21.1
Total	32,162	100.0
Median age		44.6 years

Brief Economic Facts DORCHESTER COUNTY, MARYLAND

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

Civilian Labor Force (2017 avg.)	County	Labor Mkt. Area*
Total civilian labor force	15,743	207,848
Employment	14,844	197,763
Unemployment	899	10,085
Unemployment rate	5.7%	4.9%

Residents commuting outside the county to work (2013-2017)	Number	Percent
	6,096	41.1%

Employment in selected occupations (2013-2017)

Management, business, science and arts	4,843	31.8%
Service	3,053	20.0%
Sales and office	3,573	23.4%
Production, transp. and material moving	2,220	14.6%

* Dorchester, Caroline, Talbot and Wicomico counties, MD and Sussex County, DE

MAJOR EMPLOYERS^{6,7} (2018)

Employer	Product/Service	Employment
Amick Farms	Poultry processing	1,200
Hyatt Regency Chesapeake Bay Golf Resort	Resort, golf and conference center	315
University of Maryland Shore Medical Center at Dorchester	Medical services	275
Rexnord	Metal mesh belt, wire cloth	225
Delmarva Community Services	Vocational services	205
Protenergy Natural Foods	Food processing	185
Signature HealthCARE at Mallard Bay	Nursing care	170
Bloch & Guggenheimer	Food processing	155
UMCES Horn Point Laboratory	Fisheries research	155
Genesis HealthCare / Chesapeake Woods Center	Nursing care	145
Dorchester Family YMCA	Recreation and sports ctr.	120
DS Smith	Corrugated boxes	120
LWRC International	Military firearms	105
Warwick Manor Behavioral Health	Medical services	105
Valley Proteins	Poultry processing	100
Koski Enterprises	Warehousing and transport.	95
Win Transport	Temp.-controlled transport	85
Egide USA	Electronic packaging prods.	75
The Mushroom Company	Mushroom processing	75
John W. Tieder	Electrical contractor	70

Excludes post offices, state and local governments, national retail and national foodservice

EMPLOYMENT⁴ (2017, BY PLACE OF WORK)

Industry	Estab-lishments	Annual Avg. Empl.	Emp. %	Avg. Wkly. Wage
Federal government	19	171	1.6	\$1,401
State government	8	787	7.2	1,157
Local government	23	1,300	12.0	892
Private sector	672	8,611	79.2	703
Natural resources and mining	22	189	1.7	739
Construction	81	447	4.1	797
Manufacturing	36	2,403	22.1	837
Trade, transportation and utilities	179	1,887	17.4	634
Information	8	140	1.3	506
Financial activities	58	276	2.5	894
Professional and business services	77	398	3.7	806
Education and health services	60	1,282	11.8	829
Leisure and hospitality	80	1,310	12.1	390
Other services	69	278	2.6	479
Total	722	10,870	100.0	769

Includes civilian employment only

HOURLY WAGE RATES⁴ (2017)

Selected Occupations	Median	Entry	Experienced
Accountants	\$31.92	\$18.04	\$39.77
Bookkeeping/accounting clerks	19.44	13.87	22.21
Computer systems analysts	37.61	26.43	45.40
Computer user support specialists	22.70	16.59	25.49
Customer service representatives	13.83	9.99	18.00
Electrical engineers	32.72	25.60	41.67
Freight, stock and material movers, hand	13.44	10.15	17.66
Industrial truck operators	16.74	12.02	19.50
Inspectors, testers, sorters	14.45	10.72	20.44
Machinists	21.46	13.49	27.99
Maintenance and repair workers, general	18.34	12.99	21.94
Network administrators	33.85	21.20	43.73
Packaging/filling machine operators	15.05	11.48	16.48
Packers and packagers, hand	11.47	9.91	13.01
Secretaries	16.98	11.48	19.91
Shipping/receiving clerks	16.26	11.53	18.04
Team assemblers	12.83	10.16	16.85

Wages are an estimate of what workers might expect to receive on the Upper Eastern Shore (Caroline, Dorchester, Kent, Queen Anne's and Talbot counties) and may vary by industry, employer and locality

Brief Economic Facts DORCHESTER COUNTY, MARYLAND

SCHOOLS AND COLLEGES^{3,8}

Educational Attainment - age 25 & over (2013-2017)

High school graduate or higher	85.3%
Bachelor's degree or higher	20.1%

Public Schools

Number: 6 elementary; 3 middle/combined; 3 high
Enrollment: 4,785 (Sept. 2018)
Cost per pupil: \$14,261 (2016-2017)
Students per teacher: 12.1 (Oct. 2017)
High school career / tech enrollment: 574 (2017)
High school graduates: 252 (July 2017)

Nonpublic Schools Number: 5 (Sept. 2017)

Higher Education Enrollment ('18) Degrees ('17)

2-year institution

Chesapeake College*	2,081	250
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4-year institution

University of Maryland Center for Environmental Science (UMCES)**	NA	NA
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Several major universities are located in the region, including Salisbury University, University of Maryland Eastern Shore and Washington College.

* Located in nearby Queen Anne's County; coursework is offered in Dorchester County at the Chesapeake College Cambridge Center as well as other locations in the region

** Accredited in March 2016; offers joint graduate programs with other USM institutions including the system-wide program in Marine-Estuarine-Environmental Sciences, in which UMCES has a leading role.

TAX RATES⁹

	Dorchester Co.	Maryland
Corporate Income Tax (2019)	none	8.25%
Base – federal taxable income		
Personal Income Tax (2019)	2.62%	2.0%-5.75%*
Base – federal adjusted gross income		
*Graduated rate peaking at 5.75% on taxable income over \$300,000		
Sales & Use Tax (2019)	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 19)	\$1.00	\$0.112
Effective rate per \$100 of assessed value		
In an incorporated area, the county rate may vary and a municipal rate will also apply		
Business Personal Property Tax (FY 19)	none	none
No county personal property tax on ordinary business property \$2.44/\$100 applicable to utility operating property only		
In an incorporated area, a municipal rate will also apply; municipal exemptions may be available		
Major Tax Credits Available		
One Maryland, Enterprise Zone, Job Creation, More Jobs for Marylanders (Tier I), R&D, Biotechnology and Cybersecurity Investment, A&E District		

INCOME³ (2013-2017)

Distribution	Dorchester Co.	Percent Households Maryland	U.S.
Under \$25,000	24.9	14.2	21.3
\$25,000 - \$49,999	24.8	17.1	22.5
\$50,000 - \$74,999	18.0	16.5	17.7
\$75,000 - \$99,999	13.8	13.1	12.3
\$100,000 - \$149,999	12.5	18.7	14.1
\$150,000 - \$199,999	3.2	9.7	5.8
\$200,000 and over	2.9	10.7	6.3
Median household	\$50,532	\$78,916	\$57,652
Average household	\$69,144	\$103,845	\$81,283
Per capita	\$28,911	\$39,070	\$31,177
Total income (millions)	\$895	\$226,495	\$9,658,475

HOUSING^{3,10}

Occupied Units (2013-2017) 12,940 (65.8% owner occupied)

Housing Transactions (2018)*

Units sold	413
Median selling price	\$169,719

*All multiple listed properties; excludes auctions and FSBO

BUSINESS AND INDUSTRIAL PROPERTY⁶

Dorchester County offers a variety of industrial and office properties for businesses. Two industrial parks with easy access to U.S. Routes 50 and 13 are within State Enterprise Zones and located in Cambridge and Hurlock. Water and sewer services are available to sites in both parks.

The 113-acre **Dorchester Regional Technology Park** is completed and building lots are available for sale. The park is served with water, sewer and fiber infrastructure, and offers excellent startup, relocation and expansion opportunities to technology, R&D, and innovative manufacturing companies.

Business Incubator

Eastern Shore Innovation Center, Cambridge
Tech entrepreneurs have found a home at the Eastern Shore's first purpose-built incubator, and the first building in the Dorchester Regional Technology Park.

Market Profile Data (2018)	Low	High	Average
Land – cost per acre			
Industrial	\$16,500	\$70,000	\$35,000
Office	\$20,000	\$150,000	\$40,000
Rental Rates – per square foot			
Warehouse / Industrial	\$1.50	\$6.00	\$3.75
Flex / R&D / Technology	\$4.50	\$7.50	\$6.00
Class A Office	\$10.00	\$28.50	\$14.00

Brief Economic Facts DORCHESTER COUNTY, MARYLAND

TRANSPORTATION

Highways: U.S. 50

Mass Transit: Delmarva Community Transit (DCT), a fixed route service, is a collaborative effort between several regional transit organizations; special services are available for persons unable to use the regional fixed routes

Rail: Maryland & Delaware Railroad Company with access to Norfolk Southern

Truck: More than 100 local and long-distance trucking establishments are located on the Upper Eastern Shore

Water: Port of Baltimore, 50' channel, 74 miles northwest of Cambridge; a leading U.S. automobile and break-bulk port; seven public terminals including the state-of-the-art Intermodal Container Transfer Facility

Air: The Cambridge-Dorchester Regional Airport runway is currently 4476' with plans to expand to 5400'; airport is outside of the restricted zones, resulting in shorter waits for landings and take-offs; charter service is offered at Easton Airport, 15 miles north of Cambridge; commuter service is available at Salisbury-Ocean City Wicomico Regional Airport, 35 miles east of Cambridge

RECREATION AND CULTURE

Parks and Recreation: Wildlife refuge areas include Taylor's Island, LeCompte, and Blackwater National Wildlife Refuges; 16 community parks provide recreational opportunities; facilities include Hurlock Athletic Complex, Glasgow Street Athletic Complex/Tennis Courts, and the Dorchester County Pool, largest outdoor public pool on Maryland's Eastern Shore; fishing, boating, sailing, swimming, picnicking, hunting, cycling, canoeing and golfing are recreational pursuits in the county

Attractions: Blackwater National Wildlife Refuge; Harriet Tubman Underground Railroad Byway; Harriet Tubman Visitor Center; Heritage Museums & Gardens of Dorchester; Dorchester Center for the Arts; Richardson Maritime Museum and the Ruark Boatworks in Cambridge; Historic High Street in Cambridge; Old Trinity Church; Spocott Windmill; East New Market National Register Historic District; Handsell (historic home) and Native American Longhouse; Historic Vienna (on the banks of the Nanticoke River)

Arts & Entertainment District: Cambridge

Events: National Outdoor Show, Everything Oyster, Cambridge Beer Festival, Choptank River Swim Fest, St. Paul's Flower Show & Fair, Grape Blossom Festival, Antique Aircraft Fly-in, Hoopers Island Fishing Tournament, Cambridge Classic Powerboat Regattas, GrooveFest: Blues Brews & BBQ, Cambridge Power Boat Challenge, Seafood Feast-I-Val, Dorchester Showcase, Grand National Waterfowl Hunt, Annual Native American Festival, Taste of Cambridge, Great Tomato Festival, Hurlock Fall Festival, Hot Sauce and Oyster Festival, Belgian Beer Festival, Cambridge Schooner Tall Ship Rendezvous, Nanticoke River Jamboree, IRONMAN Maryland

UTILITIES

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

Gas: Natural gas is supplied to Cambridge by Chesapeake Utilities Corporation (Cambridge Gas Co. Division); customers may choose their gas supplier

Water and Sewer: Municipal systems in Cambridge, East New Market, Hurlock, Secretary, and Vienna

Telecommunications: Local carriers – Verizon Maryland and other local providers that offer service on proprietary or leased infrastructure; Fiber optic broadband capabilities – Bay Country Communications (cable television, internet), Comcast (phone, internet, cable television), Verizon (phone, internet, television); Long distance carriers – AT&T, Sprint, Verizon and others

GOVERNMENT¹¹

County Seat: Cambridge

Government: Five council members elected 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
William V. Nichols, President, County Council 410.228.1700
Jeremy D. Goldman, County Manager 410.228.1700

Website: www.choosedorchester.org

County Bond Rating: A+ (S&P); Aa3 (Moody's)

Dorchester County Economic Development Office

104 Tech Park Drive

Cambridge, Maryland 21613

Telephone: 410.228.0155

Email: info@choosedorchester.org

www.choosedorchester.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 Dorchester County Economic Development Office
- 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

ADVISOR BIO



JOHN MCCLELLAN, CCIM, SIOR

Senior Advisor

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PROFESSIONAL BACKGROUND

John McClellan, CCIM, SIOR serves as a Senior Advisor for SVN/Miller Commercial Real Estate specializing in the sale and lease of office, industrial, and retail property on the Eastern shore of Maryland and Delaware. McClellan brings 35 years of commercial real estate experience and has secured well over 4,000 transactions, resulting in a career brokerage volume in excess of \$500 million.

McClellan has successfully brokered retail, office, and industrial properties for sale and lease. These include a \$9.6 million sale of Gateway Crossing, a \$2.75 million sale of the Standard Register plant, and \$2.2 million industrial lease with Grayling Industries.

Past clients and customers include Pepsi Cola, Field Container, Perdue Farms, UPS, Delmarva Power, Gannett Newspapers, Advance Auto, CVS, 84 Lumber, Chick-Fil-A, The General Services Administration, and many others.

He is past President of the Salisbury Area Chamber of Commerce and presently serves on the advisory board for M&T Bank.

McClellan is a 1984 graduate of Penn State University with a BS in Accounting. He was co founder and operator of SubRunners (sub delivery) from 1986 - 2003.

He holds the prestigious CCIM and SIOR designations.

EDUCATION

Bachelor of Science in Accounting from Pennsylvania State University

MEMBERSHIPS

Society of Industrial and Office Realtors (SIOR) - only 3,100 industrial and office real estate broker are recognized as SIOR designees

Commercial Investment Member (CCIM)

Lower Shore Advisory Board for M&T Bank

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ADVISOR BIO



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PROFESSIONAL BACKGROUND

Kelly has a background in retail sales and management with an emphasis in fashion merchandising. She transitioned into real estate in the middle of 2016 when she joined The McClellan Team at SVN-Miller. Kelly started as John's assistant and became a licensed real estate agent in 2017. From there she has transitioned into an Advisory role as she has brokered numerous commercial sales and leases over the past 3 years.

Kelly is now pursuing her CCIM designation and is in the process of taking her classes with the CCIM Institute and working towards the production threshold.

EDUCATION

Kelly received her Bachelor of Science degree from University of South Carolina in Retailing and graduated with Summa Cum Laude recognition.

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