



LEASE

Route 13 Office/Warehouse

1923 N SALISBURY BLVD

Salisbury, MD 21801

PRESENTED BY:

**JOHN MCCLELLAN, CCIM,
SIOR**

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KELLY JETER

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PROPERTY SUMMARY



OFFERING SUMMARY

LEASE RATE:	\$9.00 SF/yr (NNN)
BUILDING SIZE:	17,240 SF
YEAR BUILT:	1979
ZONING:	C-2 General Commercial

PROPERTY OVERVIEW

Ideal Leasing Opportunity Available! Office/warehouse building situated with frontage on the highly trafficked Route 13 corridor. The property offers a corner location at the intersection of N Salisbury Blvd and Cherry Way on the north side of Salisbury in the heart of the highly developed retail corridor. The building spans 17,240 SF and sits on 1.23 acres. The former home to JG Parks & Son diesel specialists, offers a new user office/retail space with ample warehouse and multiple points of grade level loading access. There are a total of 9 overhead doors. The retail portion of the building features an open counter/parts area, private offices, and a set of restrooms. The warehouse is divided into multiple sections with overhead door sizes ranging from 12 ft - 14 ft.

PROPERTY HIGHLIGHTS

- Prime location along retail corridor
- High traffic counts and great exposure - average daily traffic count exceeds 30,000 vehicles
- Rare office/warehouse opportunity
- Located in the County - no City taxes

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PROPERTY BOUNDARIES



JOHN MCCLELLAN, CCIM, SIOR

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DRONE PHOTOS



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DRONE PHOTOS



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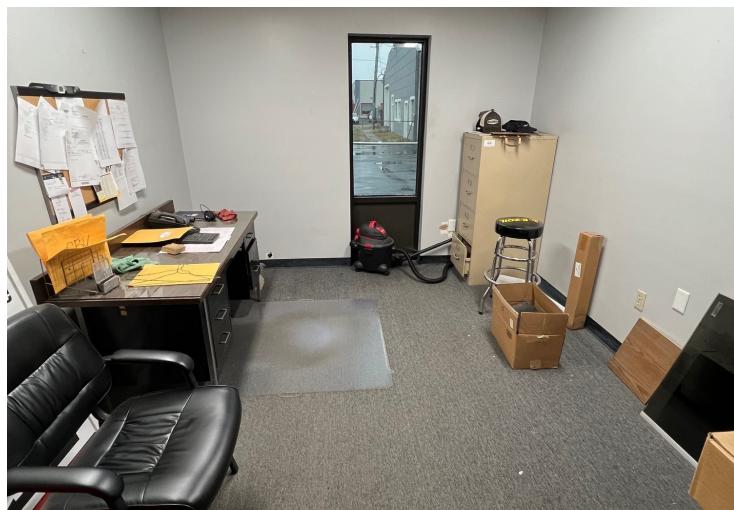
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EXTERIOR PHOTOS



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RETAIL/SHOWROOM PHOTOS



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WAREHOUSE PHOTOS



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WAREHOUSE PHOTOS



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ADDITIONAL SITE PHOTOS



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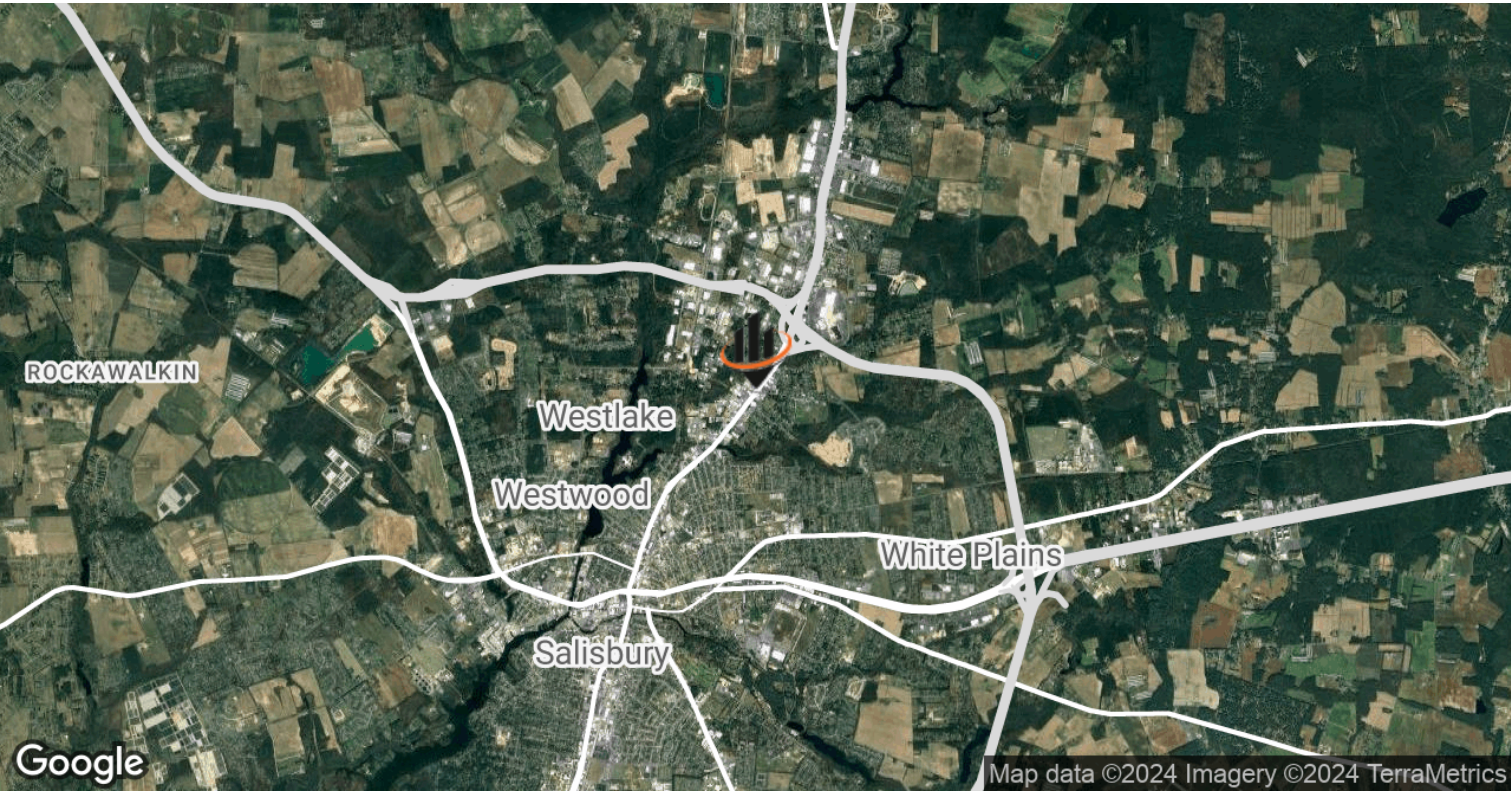
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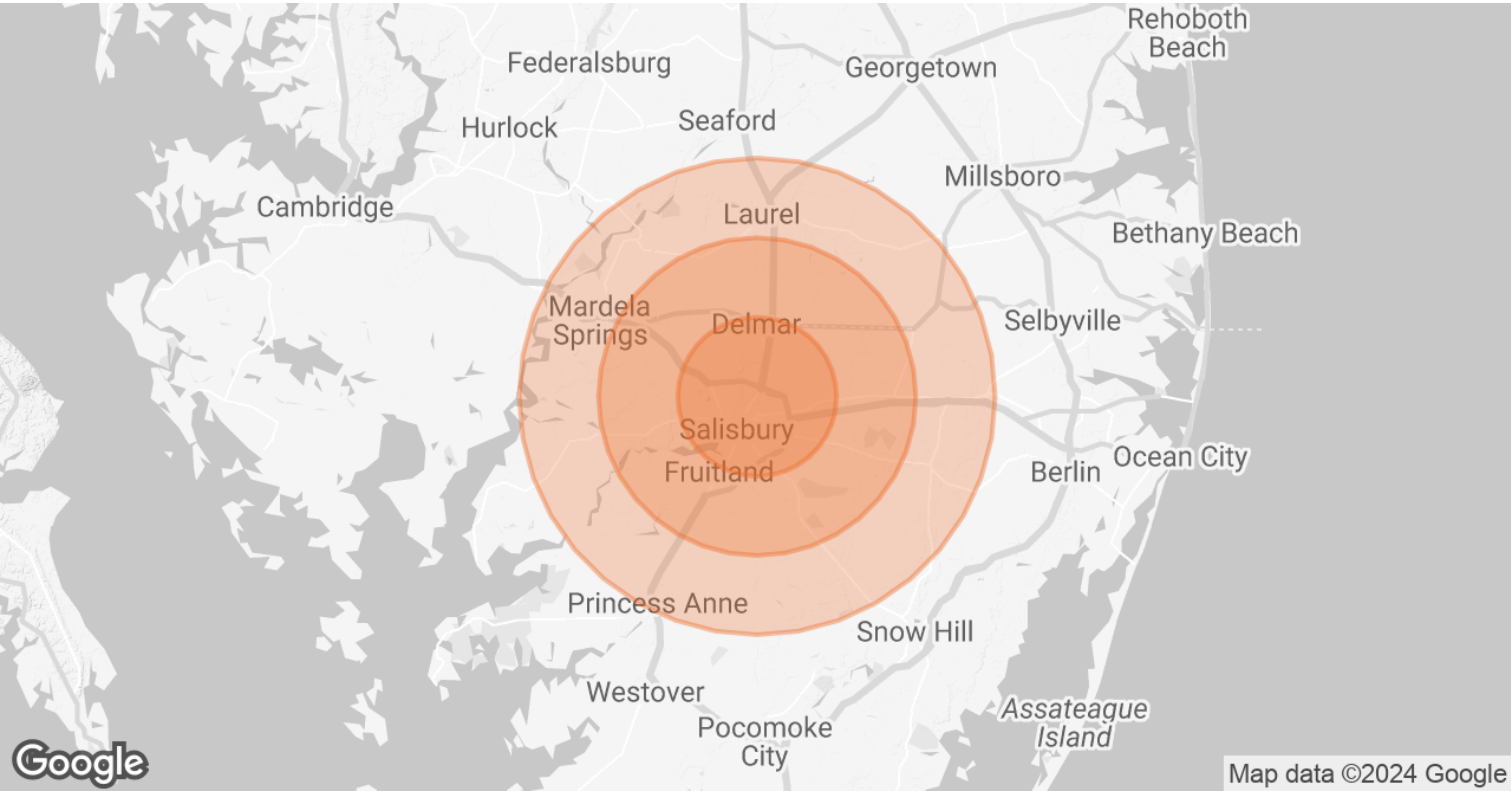
LOCATION MAP



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DEMOGRAPHICS MAP & REPORT



POPULATION	5 MILES	10 MILES	15 MILES
TOTAL POPULATION	68,969	103,507	136,384
AVERAGE AGE	35.1	37.4	37.6
AVERAGE AGE (MALE)	34.1	36.7	36.6
AVERAGE AGE (FEMALE)	36.0	38.1	38.5

HOUSEHOLDS & INCOME	5 MILES	10 MILES	15 MILES
TOTAL HOUSEHOLDS	28,550	42,408	56,283
# OF PERSONS PER HH	2.4	2.4	2.4
AVERAGE HH INCOME	\$62,943	\$67,681	\$65,489
AVERAGE HOUSE VALUE	\$152,687	\$173,040	\$175,729

* Demographic data derived from 2020 ACS - US Census

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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 one agricultural producing county in Maryland, and ranks fourth 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 County's private sector industries generate \$4.5 billion in economic output. Major employers are Chesapeake Shipbuilding, Delmarva Power, Jubilant Cadista Pharmaceuticals, K&L Microwave, Peninsula Regional Medical Center, Perdue Farms, Salisbury University and Tishcon.

Wicomico County has a 5,223-acre State Enterprise Zone 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
Pittsburg, Pennsylvania	324	521
Richmond, Virginia	212	341
Washington, DC	114	183

CLIMATE AND GEOGRAPHY¹

Yearly Precipitation (inches)	45.2
Yearly Snowfall (inches)	6
Summer Temperature (°F)	76.1
Winter Temperature (°F)	38.7
Days Below Freezing	76
Land Area (square miles)	379.1
Water area (square miles)	14.4
Shoreline (miles)	361
Elevation (ft)	sea level to 73

POPULATION^{2,3}

	Wicomico County Households	Wicomico County Population	Lower Eastern Shore*	Maryland
2010	37,225	98,733	197,980	5,773,552
2020	39,075	103,990	213,699	6,055,802
2030**	43,925	111,220	223,470	6,254,500

*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} (2020)

Age	Number	Percent
Under 5yrs	6,262	6.1%
5 - 19 yrs	21,575	20.9%
20 - 44 yrs	34,042	33.1%
45 - 64 yrs	25,058	24.3%
65 and over	16,285	15.9%
Total	103,222	100.0
Median Age		36 Years

Brief Economic Facts WICOMICO COUNTY, MARYLAND

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

Civilian Labor Force (2021 avg.)	County	Labor Mkt. Area*
Total civilian labor force	49,998	224,744
Employment	46,932	211,809
Unemployment	3,066	12,935
Unemployment rate	6.1%	5.8%
Residents commuting outside the county to work (2016-2020)	Number 7,881	Percent 17.7%

Employment in selected occupations (2016-2020)

Management, business, science and arts	16,886	34.0%
Service	10,835	21.8%
Sales and office	10,925	22.0%
Production, transp. and material moving	6,296	12.7%

*Caroline, Cecil, Dorchester, Kent, Queen Anne's, Somerset, Talbot, Wicomico, and Worcester Counties

MAJOR EMPLOYERS^{6,7} (2020-2021)

Employer	Product/Service	Employment
Peninsula Regional Medical Center	Medical services	3300
Salisbury University	Higher education	1800
Perdue Farms	HQ / poultry processing	1600
Walmart / Sam's Club	Consumer goods	850
Wor-Wic Community College	Higher education	700
Jubilant Cadista Pharmaceuticals	Generic pharmaceutical preparations	450
Food Lion	Groceries	379
Genesis HealthCare / Salisbury Rehabilitation and Nursing Center	Nursing care	340
SHORE UP!	Community development & social services	300
Piedmont Airlines / American Airlines	HQ / airline	300
Delmarva Power	Energy products & services	300
K&L Microwave	Electronics assembly	290
Pohanka of Salisbury	Car dealers	270
Bosco's	Consumer goods	253
Dove Pointe	Services for persons with disabilities	250
Three Lower Counties Community	Social Services	246
Credit Plus	Credit reporting services	220
Deer's Head Hospital Center	Medical services	211
Harkins Concrete Construction	Construction	200
Tishcon	Vitamins	180

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

EMPLOYMENT⁴ (2020)

Industry	Estab-lishments	Annual Avg. Empl.	Empl. %	Avg. Wkly. Wage
Federal Government	28	324	0.76	\$1,181
State Government	13	2,593	6.07	1,015
Local Government	47	4,617	10.81	946
Private Sector	2,499	35,179	82.36	921
Natural resources and mining	25	272	0.64	939
Construction	282	2,277	5.33	1,031
Manufacturing	93	2,911	6.82	911
Trade, Transportation, and utilities	578	9,018	21.11	838
Information	21	436	1.02	1,257
Financial activities	260	1,483	3.47	1,137
Professional and business services	413	4,229	9.90	1,199
Education and health services	336	9,483	22.20	1,046
Leisure and hospitality	246	3,698	8.66	376
Other Services	238	1,370	3.21	708
Total	2,587	42,714	100.00	931

Includes civilian employment only

HOURLY WAGE RATES⁴ (2021)

Selected Occupations	Median	Entry	Skilled
Accountants	\$30.60	\$21.63	\$40.57
Assemblers and Fabricators	\$14.24	\$12.02	\$18.04
Bookkeeping/accounting clerks	\$18.48	\$14.57	\$23.03
Computer hardware engineers	\$43.52	\$27.60	\$49.56
Computer user support specialists	\$23.16	\$17.56	\$28.21
Customer service representatives	\$14.66	\$12.71	\$18.92
Electrical engineers	\$38.96	\$31.85	\$55.23
Freight, stock and material movers	\$14.29	\$12.29	\$17.29
Industrial truck operators	\$17.48	\$14.28	\$21.31
Information security analyst	\$43.13	\$29.72	\$62.84
Inspectors, testers, sorters	\$18.04	\$13.56	\$23.38
Machinists	\$23.54	\$16.39	\$26.93
Maintenance workers, machinery	\$18.10	\$13.39	\$24.77
Network support specialists	\$37.18	\$27.29	\$49.23
Packaging/filling machine operators	\$14.24	\$11.80	\$16.86
Packers and packagers hand	\$12.86	\$11.76	\$14.86
Secretaries	\$17.87	\$13.60	\$21.41
Shipping/receiving clerks	\$14.41	\$12.73	\$18.48
Stock clerks and order fillers	\$14.29	\$11.95	\$16.03

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 (2016-2020)

High school graduate or higher	87.7%
Bachelor's degree or higher	29.8%

Public Schools

Number: 16 elementary; 5 middle/comb.; 3 high
Enrollment: 14,664
Cost per pupil: \$16,208
Students per teacher: 12.5
High school career / tech enrollment: 1,747
High school graduates: 879

Nonpublic Schools Number: 15

Higher Education (2020)	Enrollment	Degrees
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2-year institution

Wor-Wic Community College	2,705	529
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4-year institutions

Salisbury University	8,124	2,200
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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 County	Maryland
Corporate Income Tax (2022)	none	8.25%

Base – federal taxable income

Personal Income Tax (2022)	3.20%	2.0-5.75%
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Base – federal adjusted gross income

*Graduated rate peaking at 5.75% on taxable income over \$300,000

Sales & Use Tax (2022)	none	6.0%
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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 22)	\$0.9195	\$0.1120
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Effective rate per \$100 of assessed value

In addition to this rate, there are some miscellaneous taxes and/ or special taxing areas in the county; in an incorporated area, a municipal rate may also apply

Business Personal Prop. Tax (FY 22)	\$2.1715	none
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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 may also apply; municipal exemptions may be available

Major Tax Credits Available

Enterprise Zone, Job Creation, More Jobs for Marylanders, R&D, New Jobs, Biotechnology and Cybersecurity Investment, A&E District

INCOME³ (2016-2020)

Distribution	Percent Households		
	Wicomico County	Maryland	U.S.
Under \$25,000	19.6%	12.80%	18.40%
\$25,000 - \$49,999	22.9%	15.40%	20.60%
\$50,000 - \$74,999	19.0%	15.20%	17.20%
\$75,000 - \$99,999	12.7%	13.00%	12.80%
\$100,000 - \$149,999	14.8%	19.30%	15.60%
\$150,000 - \$199,999	6.9%	10.80%	7.10%
\$200,000 and over	4.1%	13.40%	8.30%
Median household	\$60,366	\$87,063	\$64,994
Average household	\$76,564	\$114,236	\$91,547
Per Capita	\$29,049	\$43,352	\$35,384
Total income (millions)	\$2,920	\$254,806	\$11,201,162

HOUSING^{3,10}

Occupied Units 2016-2020 38,142 (58.7% owner occupied)

Housing Transactions

Units Sold	1,565
Median Selling Price	\$217,000

*All multiple listed properties 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.

Market Profile Data (2019)	Low	High	Average
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: More than 70 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 American Airlines 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 PoPs are located in Salisbury

GOVERNMENT

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

John Psota, 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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Email: info@swed.org

www.swed.org

Sources:

1 National Oceanic and Atmospheric Administration (1981-2010 normals); Maryland Geological Survey

2 American Community Survey

3 U.S. Bureau of the Census

4 Maryland Department of Labor, 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

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	P
Fisheries			P				P
Forestry	P	P	P	P	P	P	P
Grain mills and feed supply		P				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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	Zoning Districts						
USE DESCRIPTION	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		
Financial institutions	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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	Zoning Districts						
USE DESCRIPTION	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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	Zoning Districts							
USE DESCRIPTION	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	

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

	Zoning Districts						
USE DESCRIPTION	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

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

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	Zoning Districts						
USE DESCRIPTION	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				

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

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	Zoning Districts						
USE DESCRIPTION	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					

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

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		Zoning Districts						
USE DESCRIPTION	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)				P				
Dwelling Unit with a commercial/business/office building	P	P		P	P			
Group Homes/Youth Group Homes (See Section 225-96)					P			
Guest Rooms (See Section 225-97)					P			
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								

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

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		Zoning Districts						
USE DESCRIPTION		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

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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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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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