



LEASE

Warehouse For Lease - Cambridge

401 DORCHESTER AVE

Cambridge, MD 21613

PRESENTED BY:

KELLY JETER

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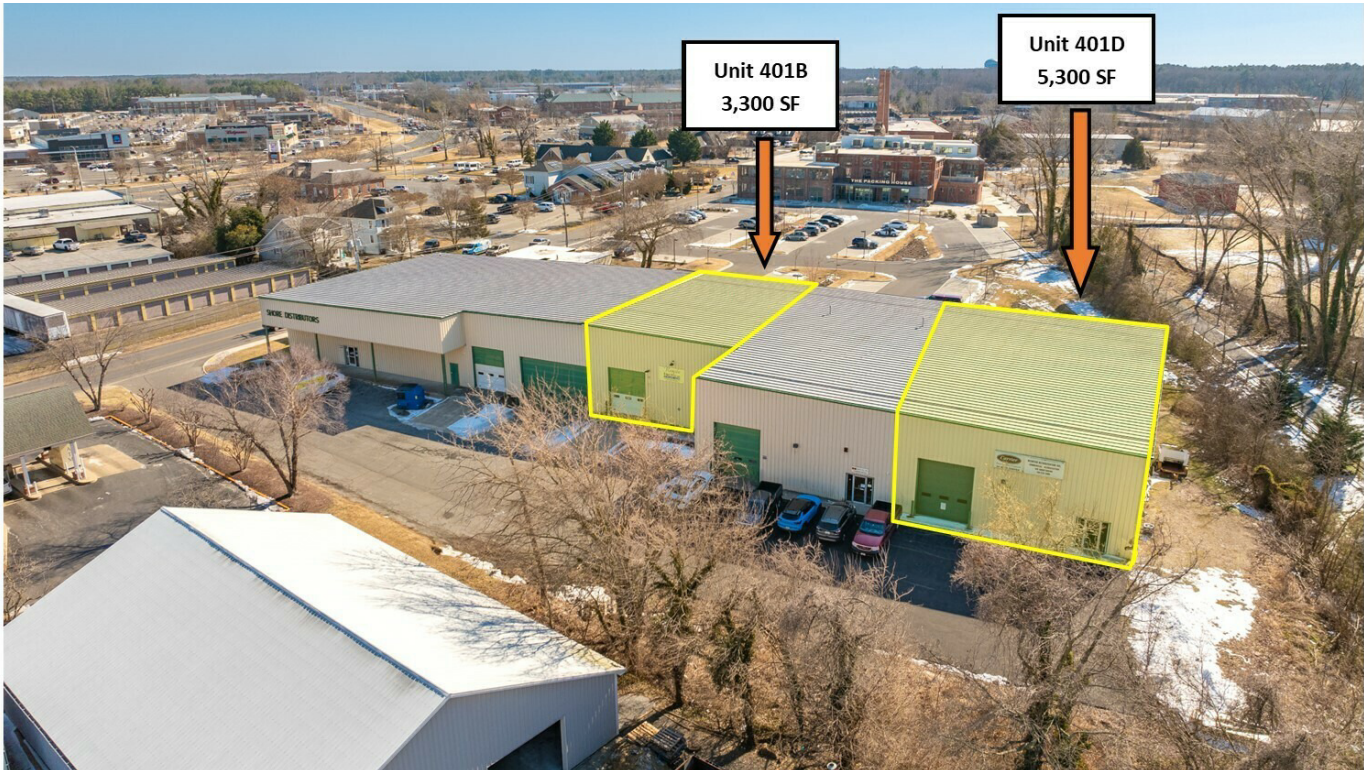
**JOHN MCCLELLAN, CCIM,
SIOR**

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PROPERTY SUMMARY



OFFERING SUMMARY

LEASE RATE:	\$6.95 SF/yr (Gross)
NUMBER OF UNITS AVAILABLE:	2
AVAILABLE SF:	3,300 - 5,300 SF
ZONING:	CMU

PROPERTY DESCRIPTION

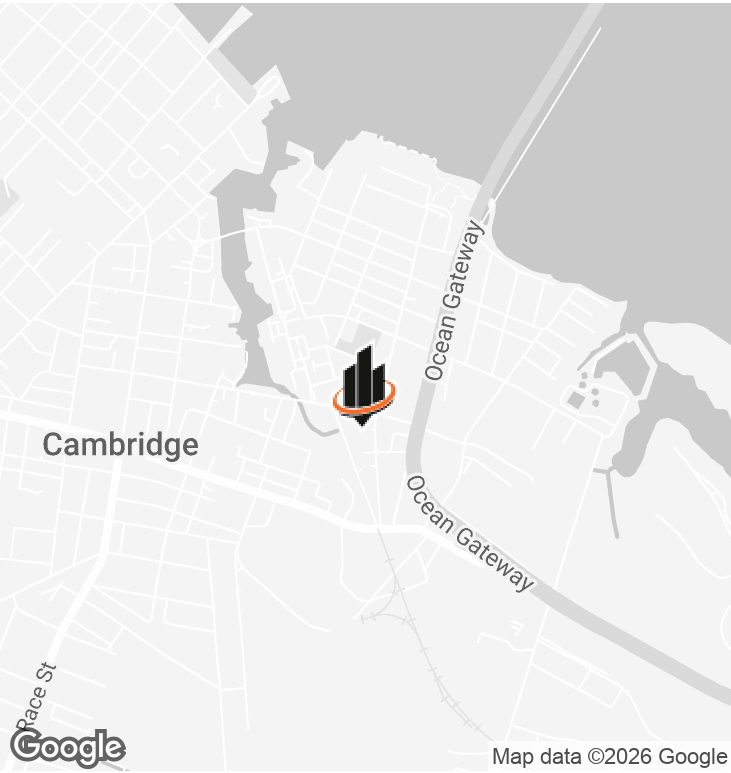
Two office/warehouse units available for lease in Cambridge just one block off Route 50. The warehouse is anchored by Shore Distributors with one 3,300 SF unit, and one 5,300 SF unit available. Both units feature a dock high door and grade level overhead door. Overhead doors are 14ft and ceiling heights are 18 ft. Each unit features a small office space with bathroom. Dock doors are shared by all tenants with access to each unit via a loading corridor. This convenient location in the heart of Cambridge provides tenants with easy access to the MD/DE beaches, as well as the Baltimore/DC Metro areas.

Rate is gross plus utilities

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PROPERTY DETAILS & HIGHLIGHTS



BUILDING NAME	Warehouse For Lease - Cambridge
PROPERTY TYPE	Industrial
BUILDING SIZE	17,231 SF
YEAR BUILT	1997
NUMBER OF FLOORS	1
FREE STANDING	Yes
CEILING HEIGHT	18 ft
DOOR HEIGHT	14 ft

- Highly Functional Office/Warehouse Layout – Flexible configuration ideal for contractors, service companies, trades, distribution, and light manufacturing, offering efficient workflow and operational versatility.
- Strategic Cambridge Location – Convenient access to US Route 50 and key Eastern Shore corridors, providing strong connectivity to Ocean City, Salisbury, and the greater Delmarva region.
- Excellent Accessibility & Visibility – Positioned along Dorchester Avenue with easy ingress/egress, prominent exposure, and efficient circulation for employees, customers, and deliveries.
- Ample On-Site Parking & Truck Access – Generous parking field and practical loading capabilities support smooth daily operations and fleet-based users.
- Move-In Ready Opportunity – Well-maintained

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LEASE SPACES



LEASE INFORMATION

LEASE TYPE:	Gross	LEASE TERM:	Negotiable
TOTAL SPACE:	3,300 - 5,300 SF	LEASE RATE:	\$6.95 SF/yr

AVAILABLE SPACES

SUITE	TENANT	SIZE (SF)	LEASE TYPE	LEASE RATE	DESCRIPTION
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401B	Available	3,300 SF	Gross	\$6.95 SF/yr	Warehouse with small office, dock door, and grade level overhead door
401D	Available	5,300 SF	Gross	\$6.95 SF/yr	Warehouse with small office, dock door, and grade level overhead door

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BUILDING PLAN



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DRONE PHOTOS



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DRONE PHOTOS



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401B PHOTOS



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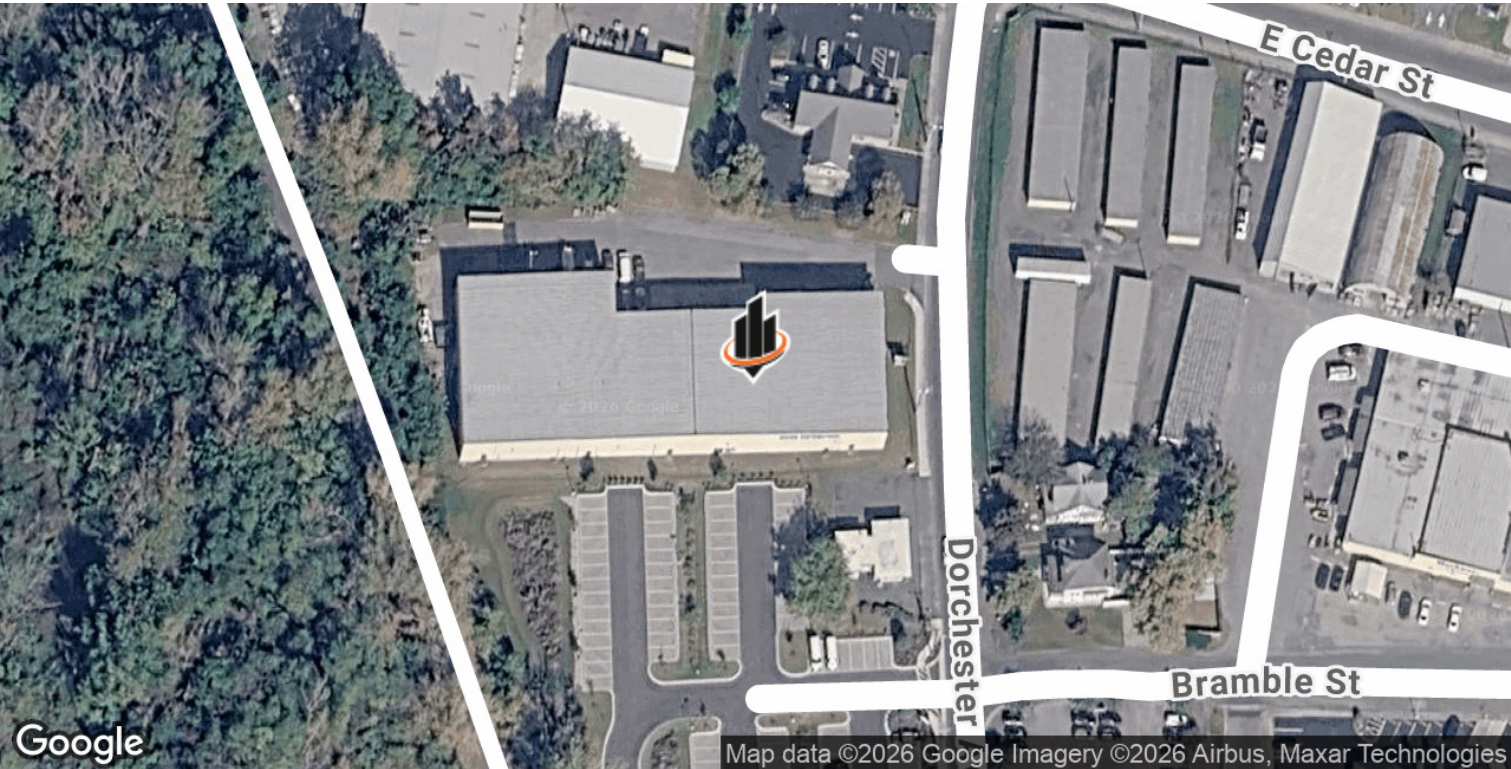
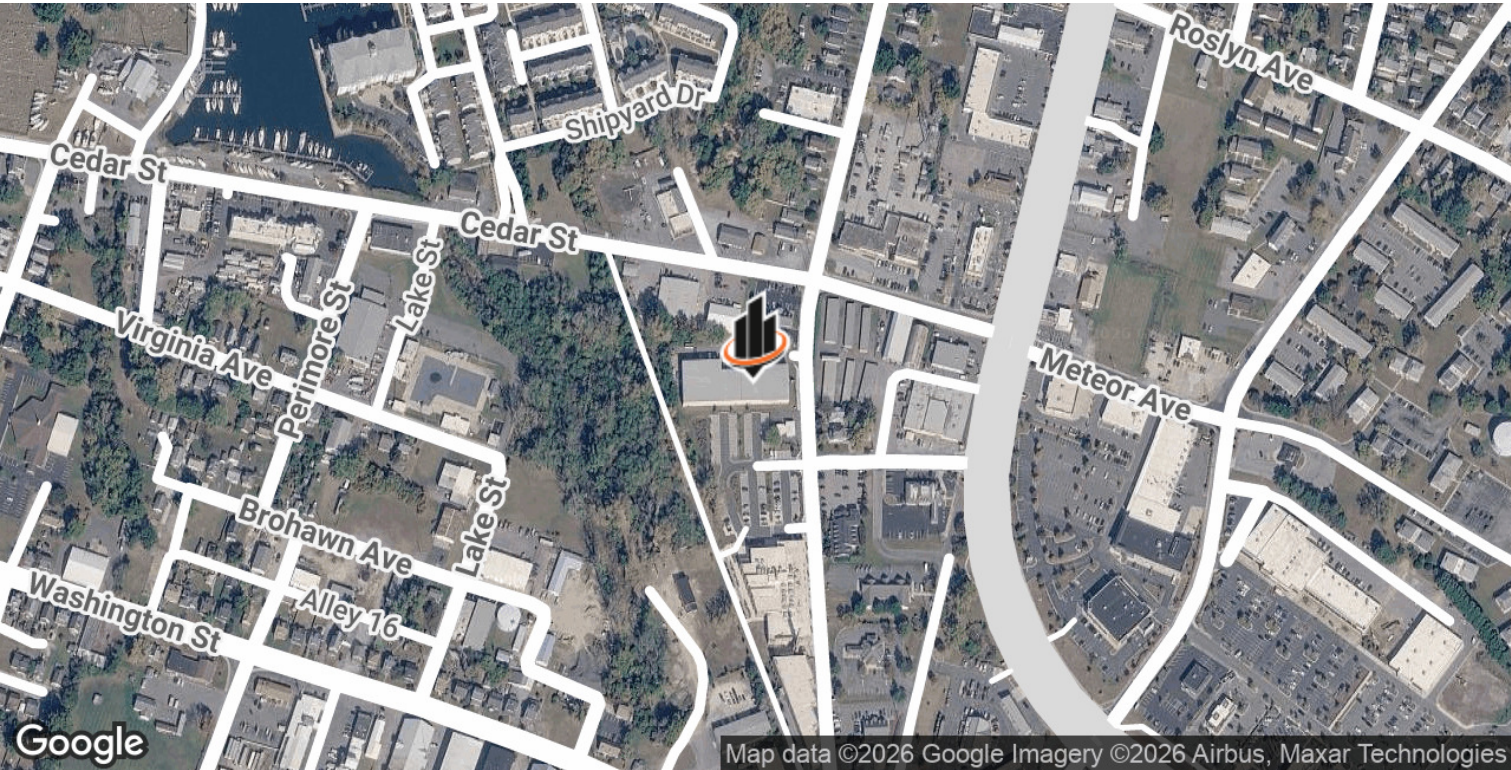
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401D PHOTOS

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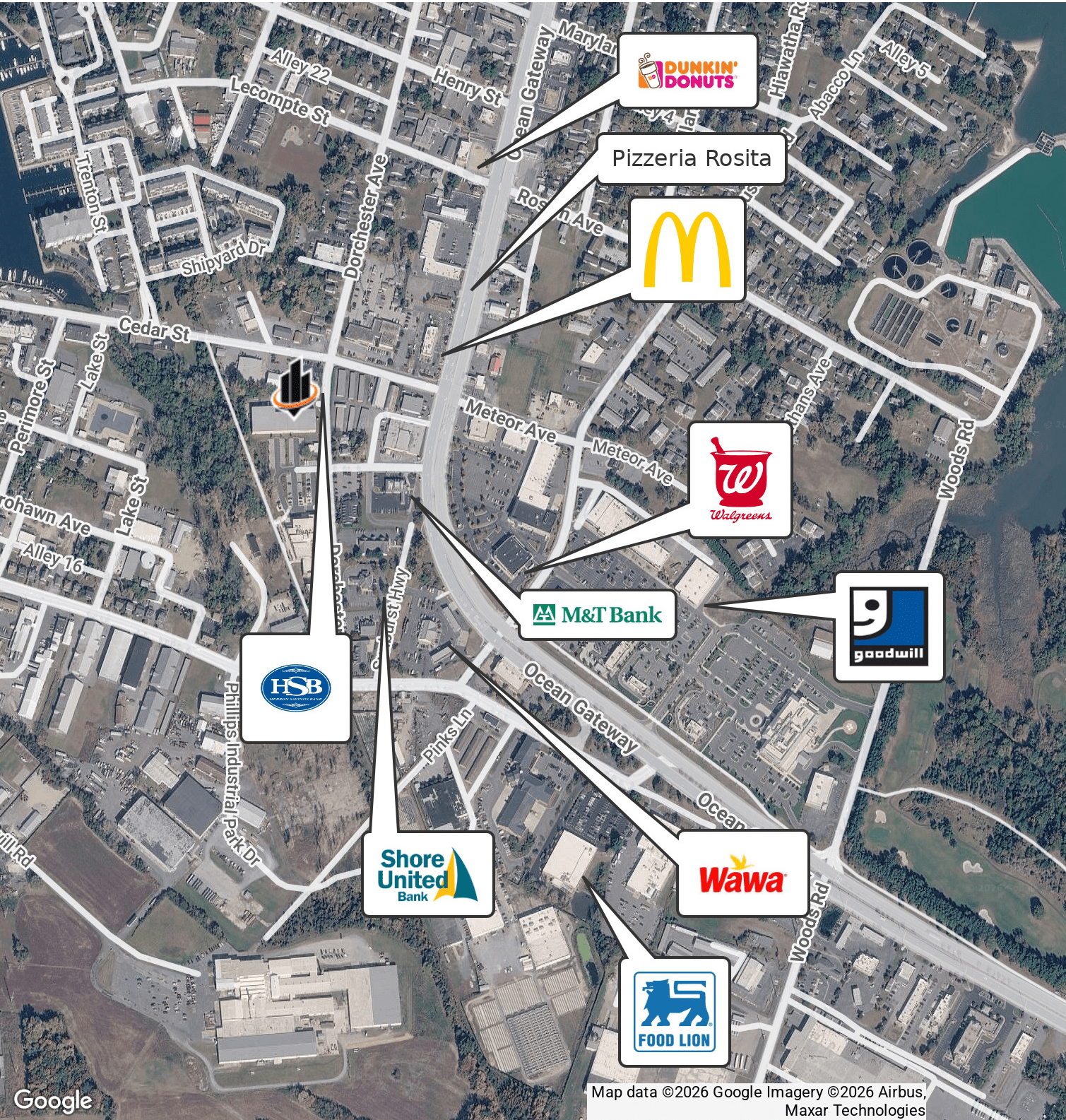
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LOCATION MAP



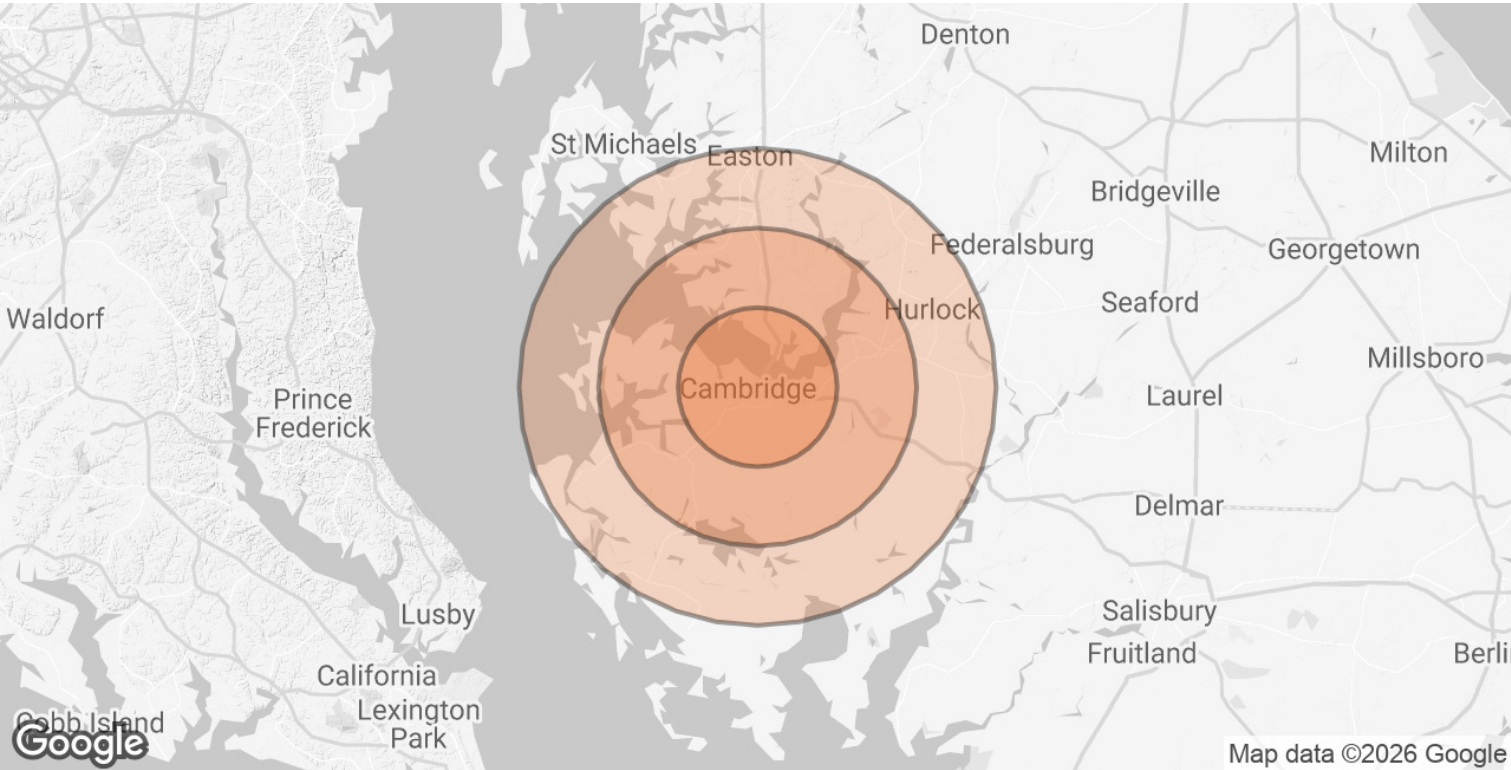
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RETAILER MAP



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DEMOGRAPHICS MAP & REPORT



POPULATION	5 MILES	10 MILES	15 MILES
TOTAL POPULATION	17,629	24,880	57,460
AVERAGE AGE	43	44	45
AVERAGE AGE (MALE)	41	43	44
AVERAGE AGE (FEMALE)	45	45	47

HOUSEHOLDS & INCOME	5 MILES	10 MILES	15 MILES
TOTAL HOUSEHOLDS	7,581	10,620	24,407
# OF PERSONS PER HH	2.3	2.3	2.4
AVERAGE HH INCOME	\$83,363	\$91,290	\$106,514
AVERAGE HOUSE VALUE	\$285,306	\$318,837	\$376,384

Demographics data derived from AlphaMap

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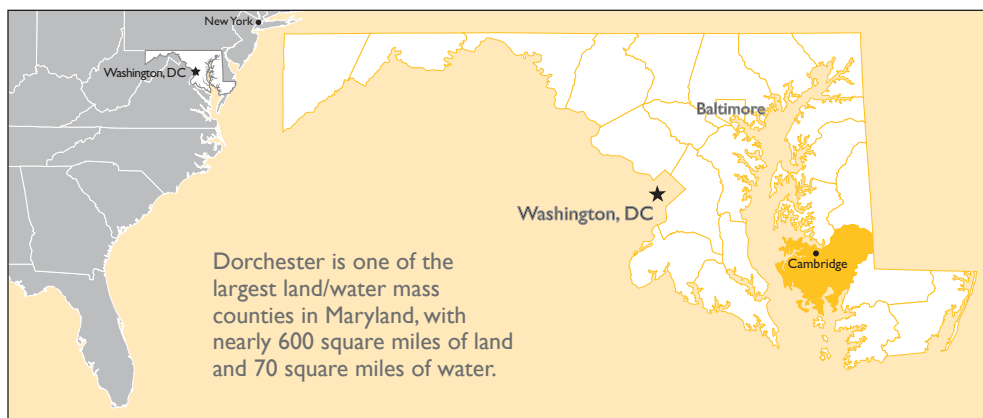
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Brief Economic Facts

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)
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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)
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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

TABLE 1: PERMITTED USES BY ZONING DISTRICT	P: Permitted C: Permitted, subject to conditions SE: Special Exception SC: Special Exception, subject to conditions									
	Land Use	Zoning Districts								Use Regs.
		NC 1,2,3,4	R	I	CMU	GC	IND	MR	RC	
Residential										
Day Care, Home (no more than 8 clients)	C	C		C			C	C		§ 4.2.3(A)4
Group Home (no more than 8 clients)	C	C		C	C					§ 4.2.3(A)5
Home Occupations	C	C		C			C	C		§ 4.2.3(A)9
Homeless Shelter			SC	C	C					
Multi-Family Residences										§ 4.2.3(A)3
Attached (townhouses located on a single lot)		SC		P			P			§ 4.2.3(A)1
Commercial Apartments				P			P			
Single-Family Residences										
Accessory Dwelling Unit (ADU) to a primary residence	SC	SC		SC			SC	P		§ 4.2.3(A)2
Attached (townhouses located on individual lots)		SC		P			P			§ 4.2.3(A)1
Detached	P	P		P			P	P		
Duplex	SE	SE		P						
Temporal Housing										
Bed and Breakfast	SC	SC		SC	SC		SC	SC	SC	§ 4.2.3(A)6
Boarding House			SC			SC				§ 4.2.3(A)8
Country Inn	SC	SC		SC	SC		SC		SC	§ 4.2.3(A)7

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		NC 1,2,3,4	R	I	CMU	GC	IND	MR	RC	
Commercial										
Adult Bookstore/Entertainment						SE				
Animal hospital, veterinarian clinic				C	C	C			P	§ 4.2.3(B)2
Artisan Shop	SC			P	P					§ 4.2.3(B)1
Automotive Repair and Service: body shop, repair garage (excluding salvage), car wash				SC	SC	P				§ 4.2.3(B)5
Building material and supply, boat sales, farm implements storage and sales, feed and grain storage and sales, heavy equipment sales and service					P	P				
Café/Coffee Shop	SC			P	P					§ 4.2.3(B)1
Commercial sales, service, and repair	SC			P	P					§ 4.2.3(B)1
Contractor shops, plumbing, construction, etc. and service and repair					P	P				
Convenience Store				P	P					
Distillery, Limited				C	C					4.2.3(B)
Filling stations, service stations				SC	C	P				§ 4.2.3(B)4
Funeral Parlor				P	P				P	
Hotels, motels, convention centers, and similar businesses or institutions providing overnight accommodations				P	P		P			
Kennel or cattery				C	C	C		P	P	§ 4.2.3(B)3
Large-scale Manufacturing						P				

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Land Use	Zoning Districts									Use Regs.
	NC 1,2,3,4	R	I	CMU	GC	IND	MR	RC	OS	
Commercial										
Marina uses including boat repair, storage, marine-related manufacturing (excluding salvage)					P	P	SE			
Medical Cannabis Dispensing Facility				C		C				
Medical Cannabis Grow Facility						C				
Medical Cannabis Grow/Processing Facility						C				
Medical Cannabis Independent Labortory Facility				C						
Medical Cannabis Processing Facility						C				
Microbrewery				C	C					
Mixed-Use: Dwellings Above, Nonresidential				P	P					
Motor vehicle sales or rental					P					
Nursery for plants, greenhouses				P	P			P	P	
Office buildings, generally				P	P					
Offices and shops for professional and business services such as real estate, tax and accounting, travel agency, copy centers, similar	SC			P	P					§ 4.2.3(B)1
Personal services such as salons and barbershops, shoe repair	SC			P	P					§ 4.2.3(B)1

Professional offices such as physician, law, urban planning, architecture	SC									§ 4.2.3(B)1
TABLE 1: PERMITTED USES BY ZONING DISTRICT		P: Permitted C: Permitted, subject to conditions SE: Special Exception SC: Special Exception, subject to conditions								
Land Use	Zoning Districts									Use Regs.
	NC 1,2,3,4	R	I	CMU	GC	IND	MR	RC	OS	
Pubs, bars, dance halls, nightclubs				P	P					
Research and Development (office)				P	P					
Research, experimental, testing laboratories (excluding explosives and toxic materials)						P				
Resorts				P			P	P	P	
Restaurants, fast food, drive-in, drive-thru				P	P					
Restaurants, standard				P	P					
Salvage, recycling processing						P				
Seasonal/temporary sales	SE	SE	SE	SE	SE	SE	SE	SE	SE	§ 4.2.3 (B)8
Small-scale manufacturing and assembly such as cabinet making, furniture upholstery, printing, publishing				C	P	P				§ 4.2.3(B)6
Studios for art, music, dance, similar	SC		P	P	P					§ 4.2.3(B)1
Tattooing, body art, body piercing					P					
Trucking and freight stations, storage yards						P				
Warehousing, (Large) storage, distribution facilities					P	P				
Warehousing, (Medium) storage, distribution facilities				C	P	P				
Institutional										

Airport			P							
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TABLE 1: PERMITTED USES BY ZONING DISTRICT	P: Permitted C: Permitted, subject to conditions SE: Special Exception SC: Special Exception, subject to conditions									
	Zoning Districts									Use Regs.
Land Use	NC 1,2,3,4	R	I	CMU	GC	IND	MR	RC	OS	
Buildings for religious assembly (including associated residential structures for religious personnel and associated buildings but not including elementary or secondary school buildings)	SE	P	P	P	P		P	P	P	
Cemeteries	SE	SE	SE	SE	SE			P		
Environmental research and education, nature center	SE		P	P	P		P	P	P	
Institutional Residence or Care or Confinement Facilities										
Day care center, day nursery (9 to 16 clients)			P	P	P		P		P	§ 4.2.3(C)1
Day care center, day nursery (up to 30 clients)			P	P	P		P		P	
Day care center, Nursery school (with more than 30 clients)			P	P	P		P		P	
Hospitals, clinics, other medical (including mental health) treatment facilities in excess of 10,000 square feet of floor area			P	P	P		P		P	

TABLE 1: PERMITTED USES BY ZONING DISTRICT	P: Permitted									
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	SC: Special Exception, subject to conditions									
Land Use	Zoning Districts									Use Regs.
	NC 1,2,3,4	R	I	CMU	GC	IND	MR	RC	OS	
Activity conducted primarily entirely within a building or substantial strcure buildings or structures										
Bowling alleys, skating rinks, indoor tennis and squash courts, yoga, indoor athletic and exercise facilities and similar uses				P	P		P		P	
Theaters, cinemas				P	P		P			
Activity conducted primarily outside enclosed buildings or structures										
Golf Driving Range							P	P	P	
Privately owned and operated outdoor recreational facilities such as yacht clubs, golf courses, and country clubs, swimming or tennis clubs, (excluding rifle and pistol ranges), etc. not constructed pursuant to a permit authorizing the construction of some residential development	SE	SE	P	P			P	P	P	
Privately owned and operated outdoor recreational facilities - Ropes Course					SE					

Publicly owned and operated outdoor recreational facilities such as athletic fields, golf courses, tennis courts, swimming pools, parks, etc. not constructed pursuant to a permit authorizing the construction of another use such as a school.	P	P	P	P			P	P	P	
Emergency Services										
TABLE 1: PERMITTED USES BY ZONING DISTRICT		P: Permitted C: Permitted, subject to conditions SE: Special Exception SC: Special Exception, subject to conditions								
Land Use	Zoning Districts									Use Regs.
	NC 1,2,3,4	R	I	CMU	GC	IND	MR	RC	OS	
Civil Defense Operation	P	P	P	P	P	P	P	P	P	
Fire Stations	P	P	P	P	P	P	P	P	P	
Police Stations	P	P	P	P	P	P	P	P	P	
Rescue squad, ambulance service	P	P	P	P	P	P	P	P	P	
Miscellaneous										
Agricultural and Forestry Uses								P	P	
Christmas tree sales	C	C	P	P	P		P	P	P	
Festivals, events of public interest, special events, occasional, outdoor	C	C	C	C	C	C	C	C	C	
Temporary Structures incidental to construction	C	C	C	C	C	C	C	C	C	§ 4.2.3(D)3
Utilities										
Neighborhoods Service	P	P	P	P	P		P		P	§ 4.2.3(D)1
Public utility building and structures	SC	SC	SC	SC	SC	SC	SC	SC	SC	§ 4.2.3(D)1
Public utility building and structures with towers or antennas						SC		SC	SC	§ 4.2.3(D)2

Solar Energy Systems										
Small	C	C	C	C	C	C	C	C	C	§ 4.2.3 (D)
Medium and Large								SC		
Community	SC	SC	SC	SC	SC	SC	SC		SC	
Water or sewerage treatment facilities			P	P	P	P	P	P	P	

ADVISOR BIO



KELLY JETER

Advisor

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PROFESSIONAL BACKGROUND

Kelly Jeter is a commercial real estate agent with a passion for helping businesses find the right space to grow and succeed. Since starting her career in 2016, she's focused on industrial and office sales and leasing throughout Maryland and Delaware.

As an Advisor on The McClellan Team, Kelly goes beyond traditional brokerage. She offers strategic advisory services tailored to meet the unique needs of each client—providing creative, results-driven solutions that support long-term success.

Known for her client-first approach and commitment to delivering measurable outcomes, Kelly is passionate about helping businesses make smart, informed real estate decisions that fuel growth and maximize value.

EDUCATION

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

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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 as well as North Carolina. McClellan brings 38 years of commercial real estate experience and has secured well over 5,000 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 \$7.3 million sale of the Whitehurst Drive Complex in Seaford, DE; the \$3.6M sale of the Verizon Call Center; \$4.2M sale of Westwood Business Center; and the \$9.6M sale of Millsboro Self Storage

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 4,000 industrial and office real estate broker are recognized as SIOR designees

Commercial Investment Member (CCIM)

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To the extent Owner or any agent of Owner corresponds with any prospective purchaser, any prospective purchaser should not rely on any such correspondence or statements as binding Owner. Only a fully executed Real Estate Purchase Agreement shall bind the property and each prospective purchaser proceeds at its own risk.

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