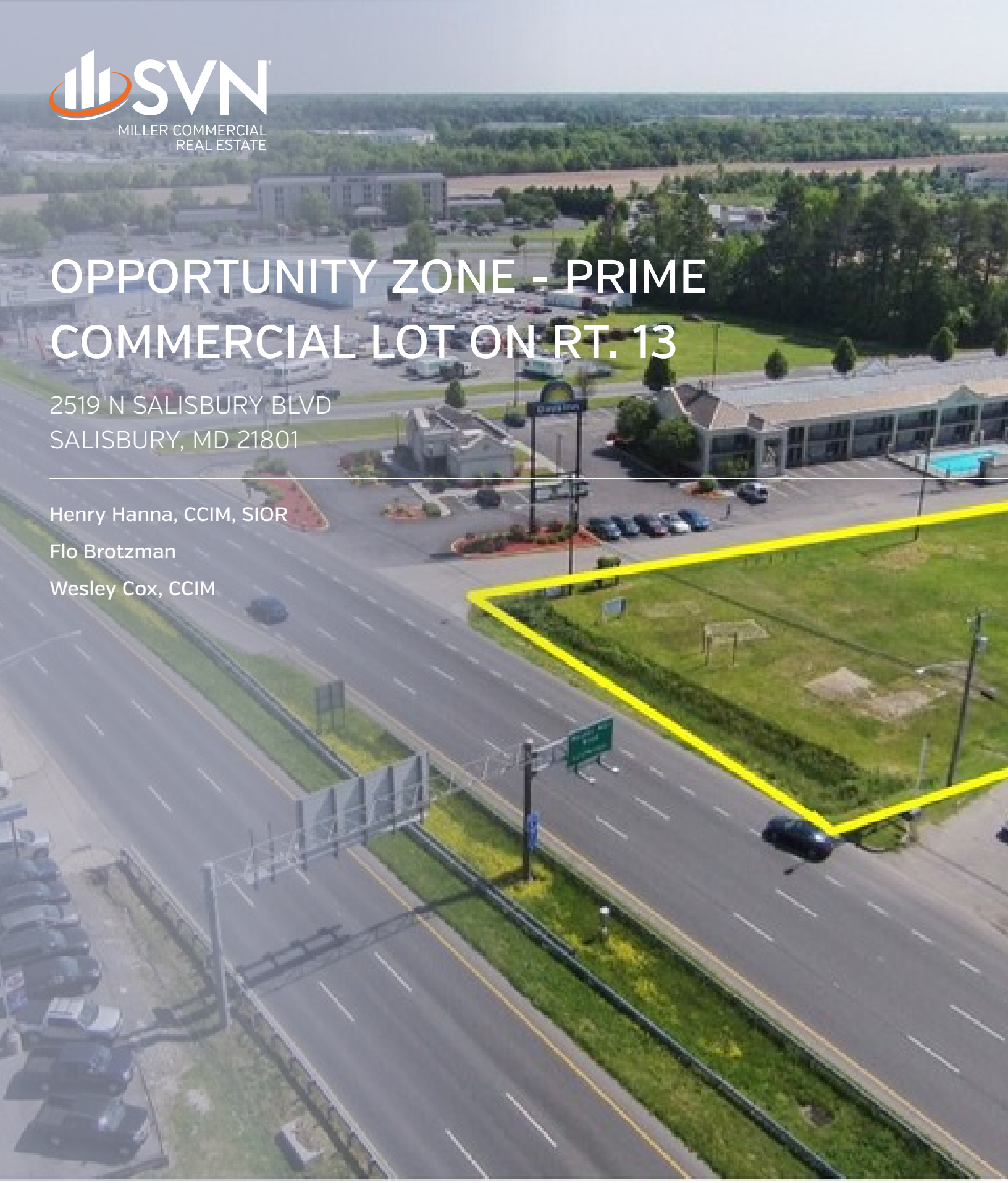


SVN
MILLER COMMERCIAL REAL ESTATE

OPPORTUNITY ZONE - PRIME COMMERCIAL LOT ON RT. 13

2519 N SALISBURY BLVD
SALISBURY, MD 21801

Henry Hanna, CCIM, SIOR

Flo Brotzman

Wesley Cox, CCIM

Executive Summary

SALE OVERVIEW

SALE PRICE:	$490,000
LOT SIZE:	0.69 Acres
ZONING:	General Commercial
MARKET:	Eastern Shore Of Maryland
SUB MARKET:	Salisbury

PROPERTY DESCRIPTION

Prime retail location. Zoning allows numerous possibilities Including retail, banks, medical office, restaurant, and numerous commercial uses.

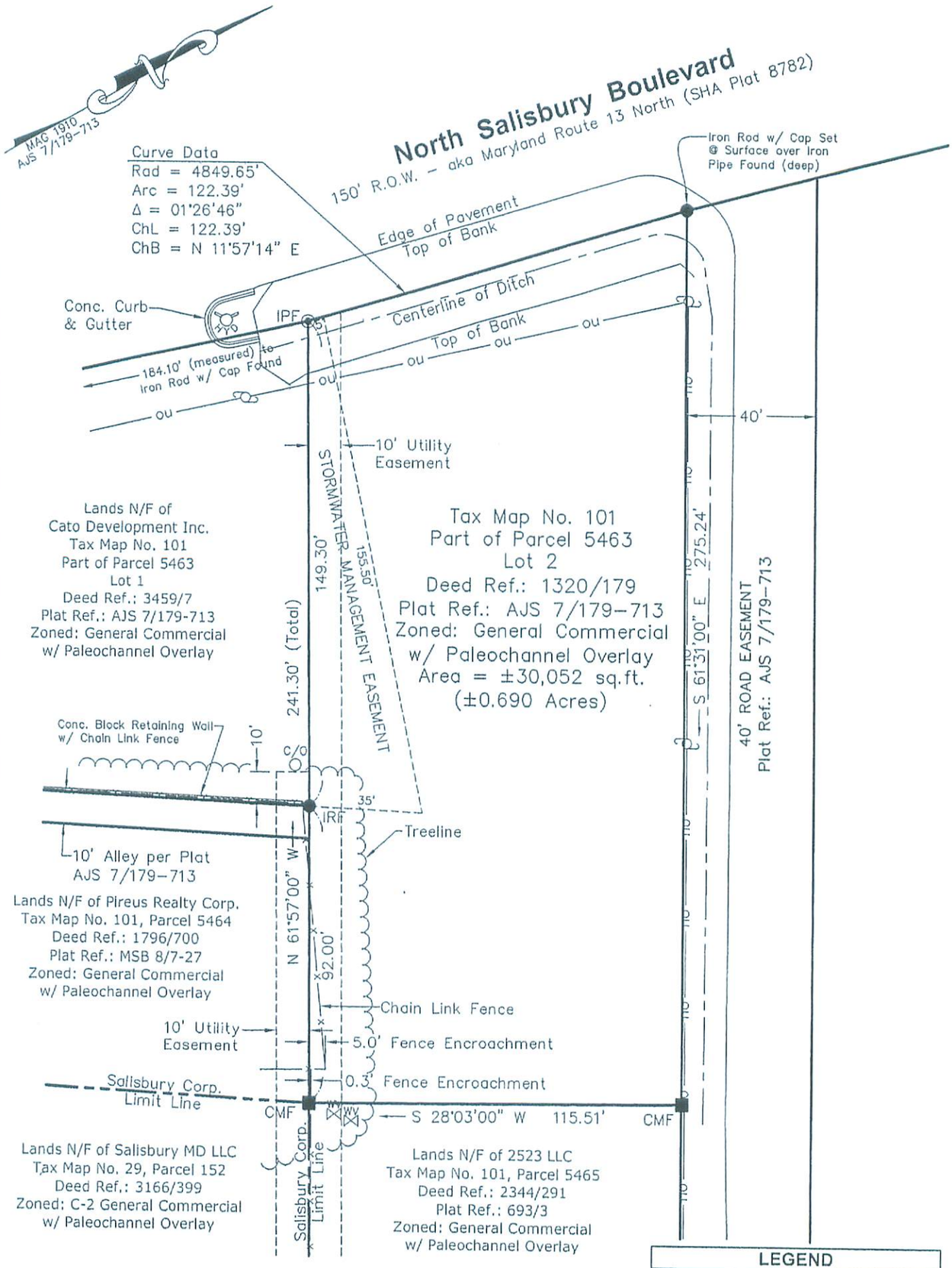
Located between Center of Salisbury and busy North corridor which is home to Marshall's, Target, Walmart, Sam's Club etc.

Average daily traffic count approximately 37,000 +/-.

Days Inn

13 50 EAST
Norfolk
Ocean City
50 WEST
Cambridge
2 LANES
at&t

BOUNDARY SURVEY OF THE LANDS OF SNEE BROTHERS INC.
2519 NORTH SALISBURY BOULEVARD
PARSONS ELECTION DISTRICT,
CITY OF SALISBURY, WICOMICO COUNTY, MARYLAND



LEGEND	
CMF	Concrete Post Found
IPF	Iron Pipe Found
IRF	Iron Rod Found
	Utility Pole
ou	Overhead Utility Lines
	Fire Hydrant
WV	Water Valve
C/O	Sewer Clean Out

GRAPHIC SCALE

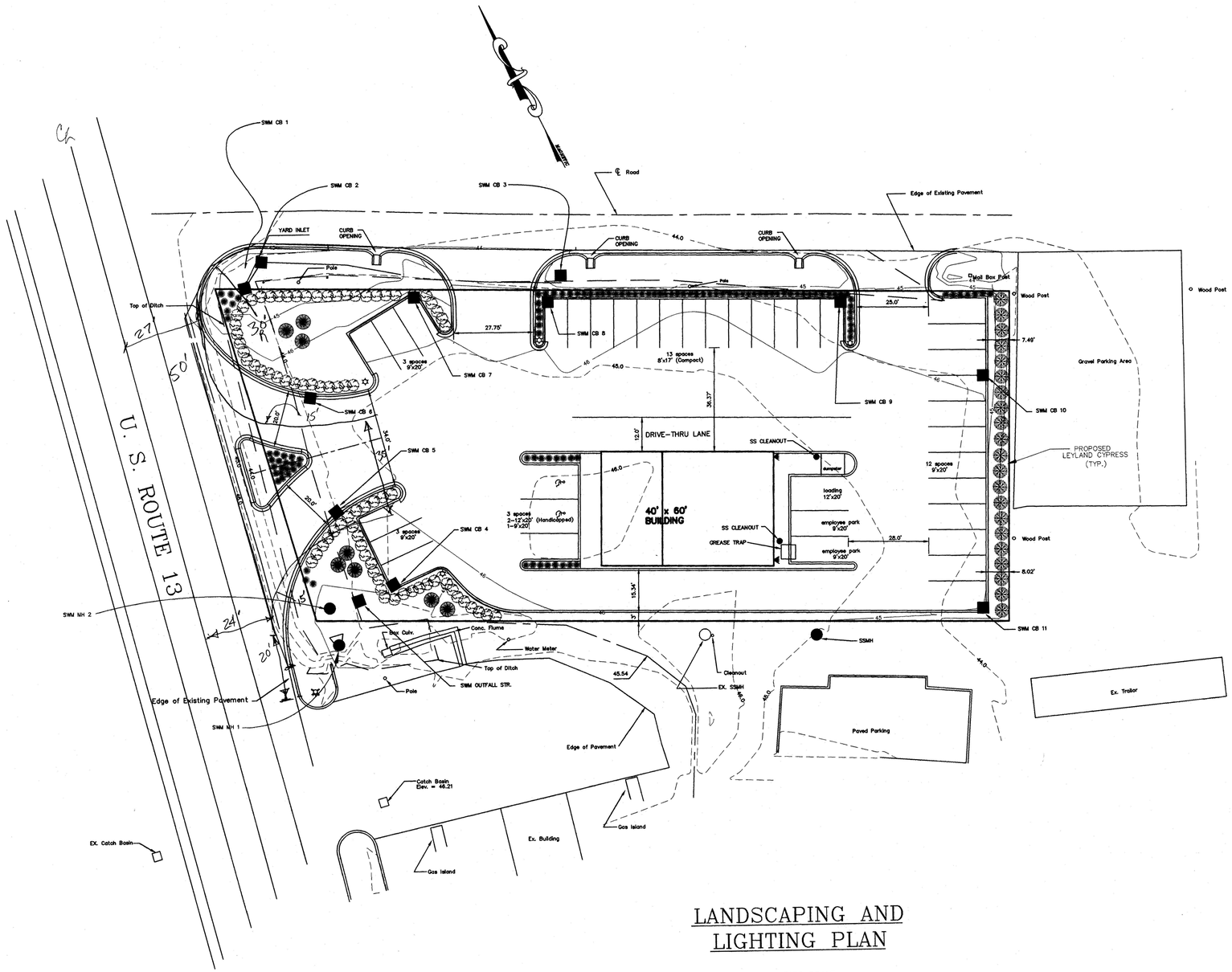
40 0 20 40

Scale in Feet

Scale: 1" = 40'

JOB NUMBER: 12057	SCALE: 1"= 40'
DRAWN BY: MPB	DATE: August 2016
COMPUTED BY: AVF	DATE: July 2016
CHECKED BY:	DATE:

HAMPSHIRE, HAMPSHIRE & ANDREWS INC.
MARYLAND REGISTERED LAND SURVEYORS
720 E. College Avenue, Unit D
Salisbury, MD 21804
Ph: 410-742-4673
Email: hhainc@comcast.net



LANDSCAPING AND LIGHTING PLAN

GRAPHIC SCALE

20 0 10 20

Scale in Feet

SCALE: 1" = 20'

NOTES :

1. Owner/Developer : SNEE BROTHERS, Inc.
   P.O. DRAWER E
   FRUITLAND, Md. 21826
   (410) 749-5529
2. Tax Map # 101, Parcel 5463, Lot 2
3. Zoning : General Commercial
4. Area of Parcel = 0.690 Acres
5. Setbacks : Front = 25'
   Rear= 15'
   Side =
6. Parking Required : 1/25 sq. ft. Dining Area, 1/2 Employees
   36 Spaces Required (850/25 + 4/2 = 36)
   36 Spaces Provided
   23 – 9' x 19'
   13 – 8' x 17' (Compact)
   2 – HDCP (12' x 19')
7. Flood Zone Designation – "C" (area of minimal flooding) per FEMA flood insurance rate map, Community Panel # 240078-0019-C, dated Sept. 8, 1984
8. Vertical Control based on NGS Benchmark B183 Elevation 45.60 NGVD 29 Datum To convert NGVD 29 Datum to city Datum add 0.28 ft.
9. Proposed City of Salisbury Water & Sewer
10. All paving and road patching in City of Salisbury right-of-ways which is necessitated by the construction of this project shall be the responsibility of the developer.

LEGEND

- 45.0 — DENOTES EXISTING CONTOURS
- 46 — DENOTES PROPOSED CONTOURS
- PROPOSED LIGHT POLE
- PROPOSED WALL LIGHT

LIGHTING NOTES :

1. ALL POLE AND WALL LIGHTING SHALL BE POWER DRAWER SITE NIGHT FROM McGRAW – EDISON OR APPROVED EQUAL.
2. LIGHTING SHALL BE DIRECTED SO AS NOT TO CREATE GLARE WHEN VIEWED FROM STREETS AND ADJACENT PROPERTIES.
3. POLE LIGHTING SHALL HAVE A MAXIMUM HEIGHT OF 20 FEET.

LANDSCAPING TABLE

QUANTITY	SYMBOL	NAME	SIZE
21		LEYLAND CYPRESS	3'–4' 3 GAL.
8		FORSYTHIA "LYNWOOD"	2'–3' 3 GAL.
76		JUNIPER C. "SARGENT" (3' O.C.)	18" 2 GAL.
115		HEMEROCALLIS HYB. "MELLA DORO"	12" 1 GAL.

VICINITY MAP

Date Plotted 5/8/96

SOULE & ASSOCIATES, P.C.
ENGINEERING / SURVEYING / PLANNING
122 ARLINGTON ROAD
ARLINGTON BUSINESS CENTER
SALISBURY, MARYLAND 21801
(410) 742-7797

REVISIONS

Date	Issued for

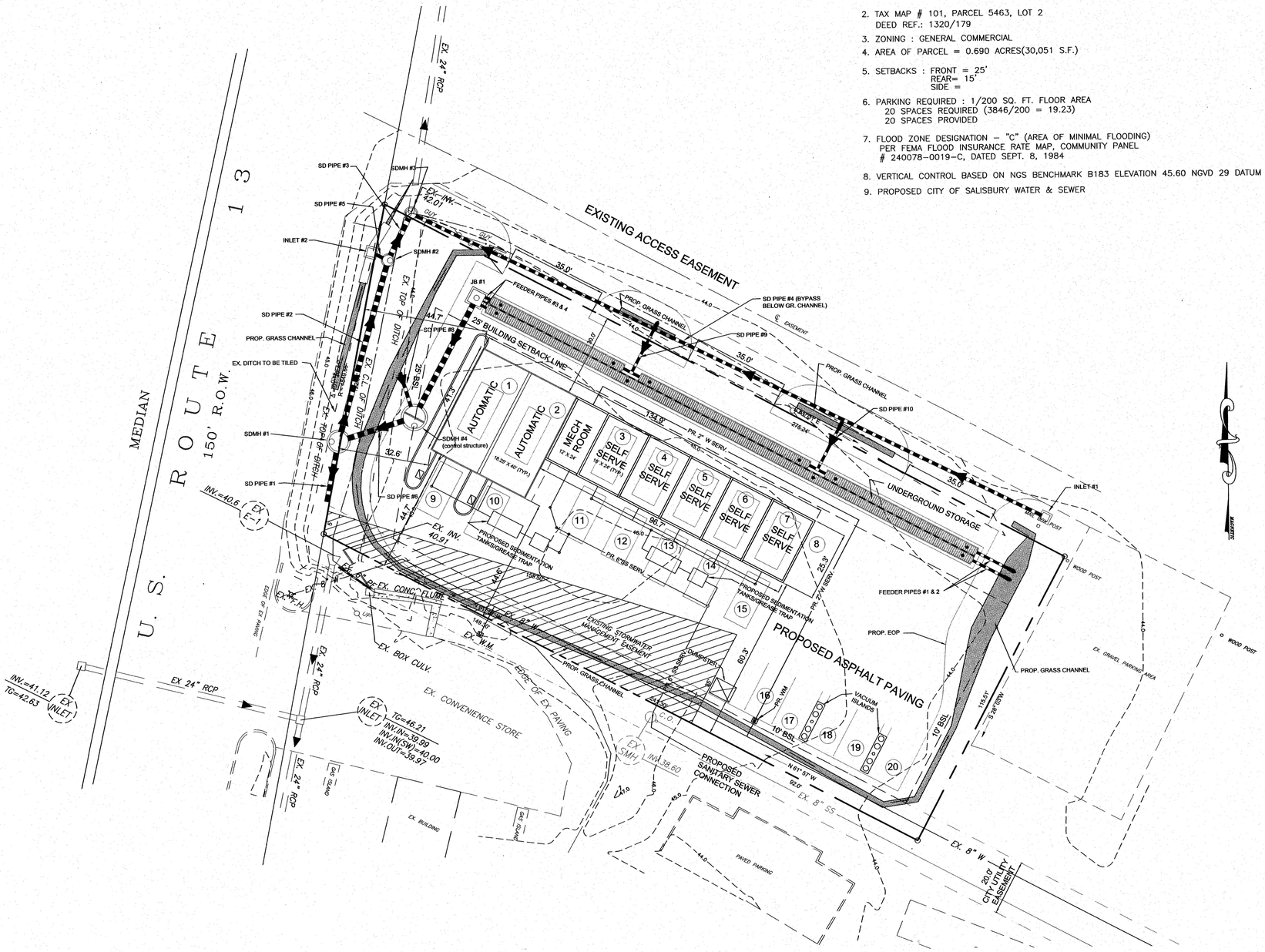
NORTH 13 RESTAURANT
SNEE BROTHERS, INC.
PARSONS ELECTION DISTRICT
WICOMICO COUNTY, MARYLAND

Designed By D. SNEE
Drawn By J.W.H.
Date MAY 7, 1996
Job No. 95-066
Drawing File No. 95066LAN.dwg
Sheet No. 1 OF 1

NOTES :

1. OWNER/DEVELOPER : SNEE BROTHERS, INC.
   P.O. DRAWER E
   FRUITLAND, MD. 21826
   (410) 749-5529
2. TAX MAP # 101, PARCEL 5463, LOT 2
   DEED REF.: 1320/179
3. ZONING : GENERAL COMMERCIAL
4. AREA OF PARCEL = 0.690 ACRES(30,051 S.F.)
5. SETBACKS : FRONT = 25'
   REAR= 15'
   SIDE =
6. PARKING REQUIRED : 1/200 SQ. FT. FLOOR AREA
   20 SPACES REQUIRED (3846/200 = 19.23)
   20 SPACES PROVIDED
7. FLOOD ZONE DESIGNATION – "C" (AREA OF MINIMAL FLOODING)
   PER FEMA FLOOD INSURANCE RATE MAP, COMMUNITY PANEL
   # 240078-0019-C, DATED SEPT. 8, 1984
8. VERTICAL CONTROL BASED ON NGS BENCHMARK B183 ELEVATION 45.60 NGVD 29 DATUM
9. PROPOSED CITY OF SALISBURY WATER & SEWER

LOCATION MAP
SCALE 1"=250'



LEGEND

PR. 6" SS SERV.	PROP. SEWER SERVICE
EX. 8" SS	DENOTES EXISTING SANITARY SEWER
PR. 2" W SERV.	DENOTES PROPOSED WATER SERVICE W/ SIZE
EX. 8" W	EX. WATER MAIN
EX. FH	DENOTES EXISTING FIRE HYDRANT
M	WATER METER
	DENOTES PROPOSED STORMWATER PIPE
	DENOTES EXISTING STORMWATER PIPE
	C.L. SWALE/DRAINAGE
	RIGHT OF WAY LINE
45.0	DENOTES EX. CONTOUR
	PROPERTY LINE
	SETBACK LINE
	DENOTES PROPOSED GRASS CHANNEL
	DENOTES EXISTING STORMWATER EASEMENT
3	DENOTES PARKING SPACE

CARWASH CONCEPT PLAN

GRAPHIC SCALE
20 0 10 20
Scale in Feet

PROFESSIONAL CERTIFICATION

I HEREBY CERTIFY THAT THESE DOCUMENTS WERE PREPARED OR APPROVED BY ME, AND THAT I AM A DULY LICENSED PROFESSIONAL ENGINEER UNDER THE LAWS OF THE STATE OF MARYLAND.

LICENSE NO.: 21785

EXPIRATION DATE: NOV. 21 2009

Date Plotted : 5/30/2008

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SOULÉ & ASSOCIATES, P.C.
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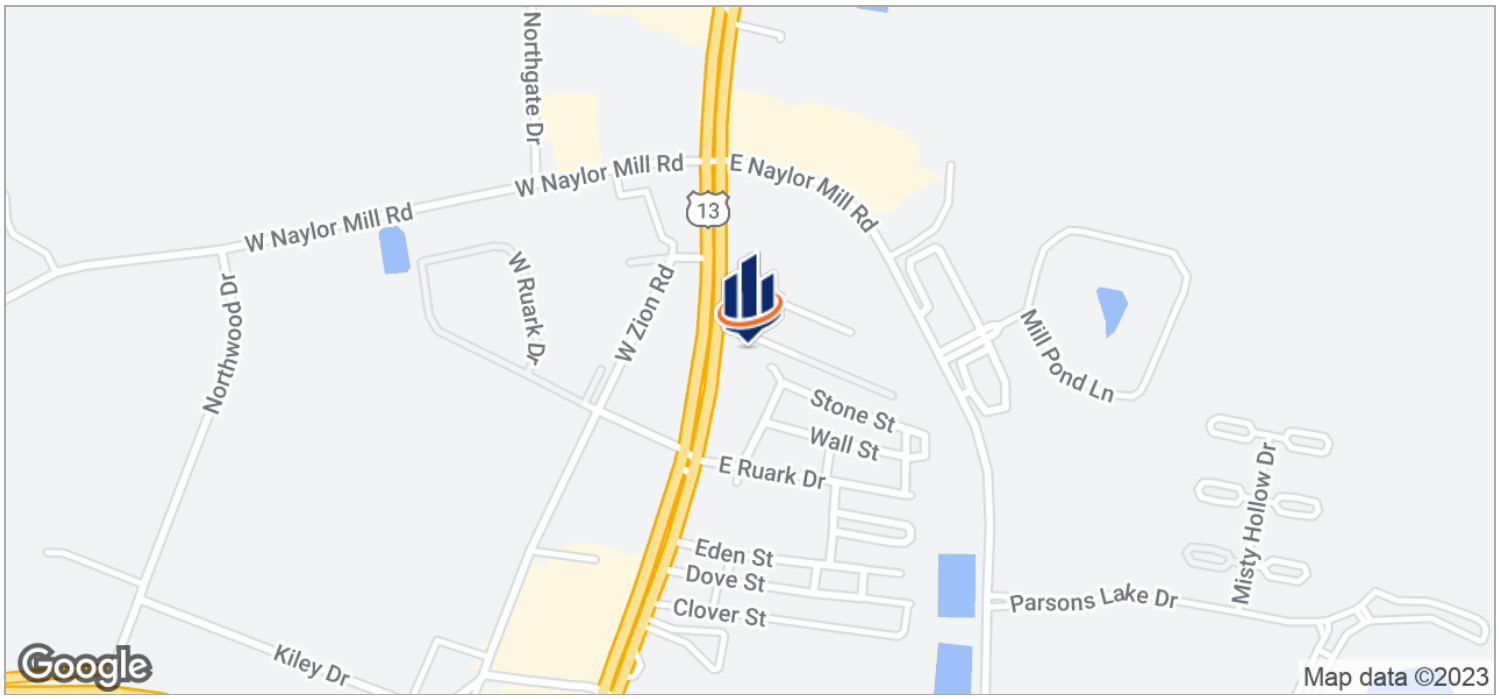
122 ARLINGTON ROAD
ARLINGTON BUSINESS CENTER
SALISBURY, MARYLAND 21801
Phone (410) 742-7797, FAX (410) 742-1541
EMAIL: sbsoule@soule-associates.com

REVISIONS	
Date	Issued for

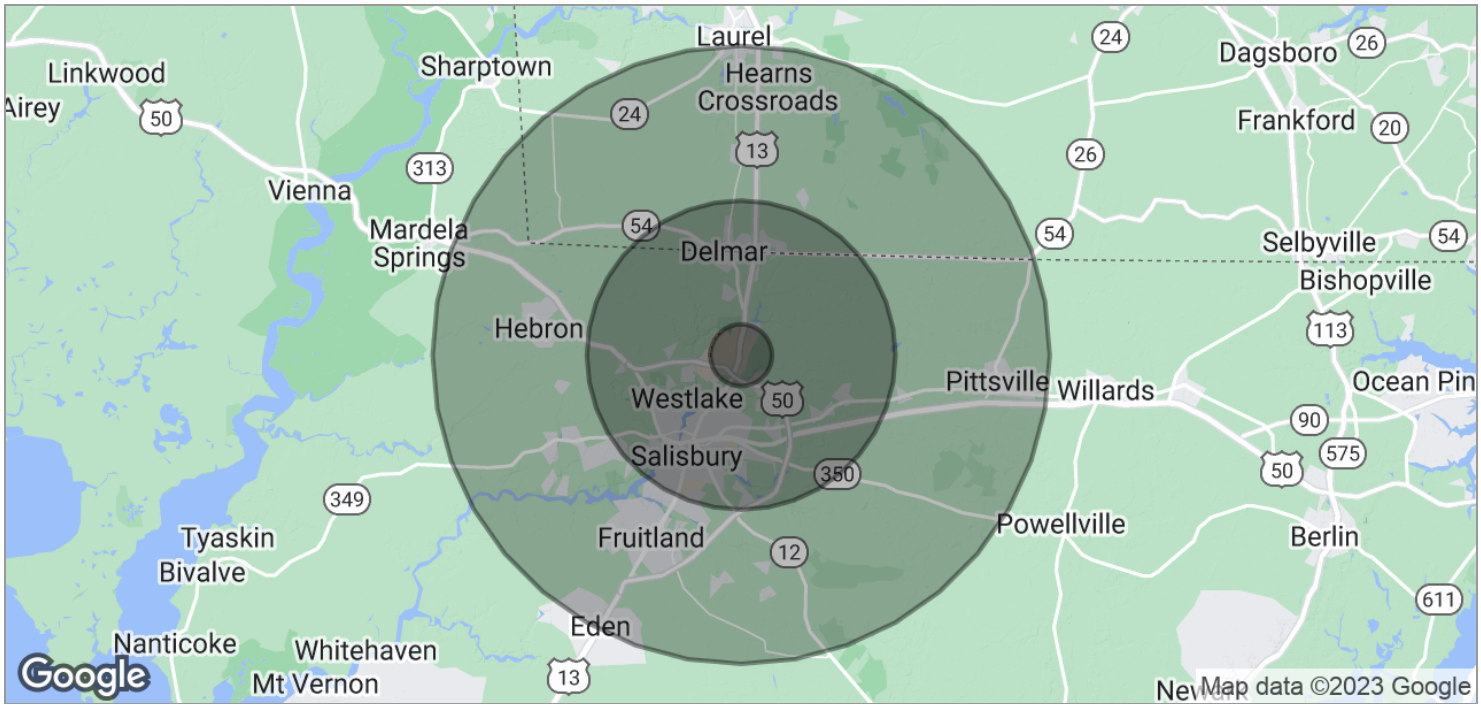
NORTH 13 CARWASH CONCEPT PLAN
SNEE BROTHERS
PARSONS ELECTION DISTRICT
CITY OF SALISBURY
WICOMICO COUNTY, MARYLAND

Designed By	DWS
Drawn By	DWS
Date	JANUARY, 2008
Job No.	05-070
Drawing File No.	SITEBASE
Sheet No.	

Location Maps



Demographics Map



POPULATION	1 MILE	5 MILES	10 MILES
TOTAL POPULATION	1,366	59,270	116,392
MEDIAN AGE	36.5	33.3	34.9
MEDIAN AGE (MALE)	33.3	31.5	33.4
MEDIAN AGE (FEMALE)	38.9	34.3	35.9

HOUSEHOLDS & INCOME	1 MILE	5 MILES	10 MILES
TOTAL HOUSEHOLDS	559	22,627	43,477
# OF PERSONS PER HH	2.4	2.6	2.7
AVERAGE HH INCOME	$64,202	$55,225	$64,028
AVERAGE HOUSE VALUE	$201,254	$184,115	$215,090

GENERAL COMMERCIAL DISTRICT

Sections:

17.36.010 Purpose.
17.36.020 Permitted uses.
17.36.030 Uses permitted by special exception.
17.36.040 Uses permitted by ordinance permit.
17.36.050 Accessory uses and structures.
17.36.060 Development standards.

Section 17.36.010 Purpose.

The purpose of the general commercial district is to provide a wide range of functional and attractive regional retail, office, service, wholesale, storage, distributing and light manufacturing activities.

To alleviate problems with traffic congestion and unnecessary turning movements, unified access and consolidation of businesses are encouraged. Because of the potential impact of these types of activities, special landscaping and screening requirements are established for certain use.

The following uses, standards and area regulations have been established consistent with this purpose. (Ord. 1599 § 1 (part), 1995: prior code § 150-65)

Section 17.36.020 Permitted uses.

A. Permitted uses shall be as follows:

1. Apartment units, in accordance with Chapter 17.168;
2. Bank;
3. Bakery;
4. Boardinghouse/rooming house;
5. Business center in accordance with the requirements of Chapter 17.172, provided that each individual lot shall have a minimum of six thousand (6,000) square feet of land area;
6. Carpenter, sheet metal, sign, blacksmith and welding shop, provided that all activities are confined within a building;
7. Church and other place of worship;
8. Club, lodge and fraternal organization;
9. Cultivation of land;
10. Cultural uses, such as museum, library or art gallery;
11. Dry-cleaning plant;
12. Eating and drinking establishments, including tavern, dance hall, nightclub and restaurants, all types;
13. Firehouse;
14. Equipment sales, rental, service, repair or maintenance facility for industrial, automotive, marine, office, construction, household, business or farm equipment;
15. Greenhouse, florist and nursery;
16. Hotel, motel or motor hotel;
17. Laboratory and establishment for production, sale, fitting or repair of eyeglasses, hearing aids and prosthetic appliances;
18. Light industrial uses, as listed in the light industrial district, completely confined within a

building with no outside storage of raw materials or finished products;

19. Lumber and building supplies;

20. Marina;

21. Medical-care facility;

22. Medical and dental office and clinic;

23. Police station or substation;

24. Parking garage, public or private;

25. Mixed use building as defined in Section 17.04.120 in this chapter in accordance with a comprehensive site plan, as approved by the planning commission, with a mandatory five-foot-wide landscaping area abutting all property lines and parking lots. Signage shall be the same as required for a shopping center;

26. Neighborhood shopping center not exceeding thirty thousand (30,000) gross square feet of building area in accordance with the requirements of Chapter 17.212;

27. Office or office building for more than one office;

28. Radio or television broadcasting station or studio;

29. Retail sales;

30. School of special instruction;

31. Service, rental or repair establishment, such as laundry or laundromat, automobile rental, gasoline and service station, car wash, appliance repair, equipment or instrument repair or rental, dry-cleaning pickup station, hairdresser shop, pet-grooming shop, excluding outdoor runs, upholstery shop, funeral home, tailor and other uses of similar nature;

32. Taxi and limousine service;

33. Theater, excluding drive-in theater;

34. Wholesale business, warehouse, moving, storage and distribution establishment, including wholesale sales.

35. Group domiciliary care facility. (Ord. 1786 § 6, 2000; Ord. 1599 § 1 (part), 1995; prior code § 150-66)

Section 17.36.030 Uses permitted by special exception.

Uses permitted by special exception shall be as follows:

A. Animal hospital or kennel or any other facility for the treatment of animals with outside pens or runs;

B. Bus terminal;

C. Shopping centers, neighborhood, over thirty thousand (30,000) gross square feet of floor area, commercial and regional shopping centers in accordance with Chapter 17.212;

D. Trucking and freight stations, terminals, and storage yards, excluding the above ground storage of flammable liquids, except for servicing vehicles owned or used in the conduct of the business;

E. Recreational establishment, indoor.

F. Day care facilities for the elderly and handicapped. (Ord. 1690 § 2, 1998; Ord. 1599 § 1 (part), 1995; prior code § 150-67)

Section 17.36.040 Uses permitted by ordinance permit.

Uses permitted by ordinance permit shall be as follows:

A. Commercial auction;

B. Communication tower, over seventy-five (75) feet in height or any other electronic

communications facilities with more than one tower or more than one sending or receiving disk in accordance with Chapter 17.220;

C. Liquor stores and dispensaries (off-sale);

D. Public or private utility building and uses;

E. Recreational establishment, outdoor;

F. Utility substation, in accordance with Chapter 17.220;

G. Compact concrete dispenser as an accessory use to a use listed in Section 17.36.020, permitted uses, and/or Section 17.36.030, uses permitted by special exception. (Ord. 1599 § 1 (part), 1995; prior code § 150-68)

Section 17.36.050 Accessory uses and structures.

Accessory uses and structures shall be as follows:

A. Off-street parking lot or structure;

B. Off-street loading and unloading facilities;

C. Underground storage of flammable liquids for vehicles used in the conduct of the business of the principal use;

D. Communication towers for broadcasting and receiving, not exceeding seventy-five (75) feet in height;

E. Other accessory uses and structures clearly incidental to, customary to and associated with the permitted use;

F. Day-care services for employees or patrons of a permitted use. (Prior code § 150-69)

Section 17.36.060 Development standards.

Development standards for the general commercial district shall be as follows:

A. Minimum Lot Requirements. All lots hereafter established shall meet the following minimum requirements:

1. Lot area: ten thousand (10,000) square feet;

2. Interior lot width: eighty (80) feet;

3. Corner lot width: one hundred (100) feet.

B. Minimum yard and setback requirements shall be as follows:

1. Front: twenty-five (25) feet;

2. Rear: fifteen (15) feet;

3. Side: two, not less than twenty (20) feet total in any combination.

C. The height limitation shall be fifty (50) feet.

D. Parking, loading and unloading areas shall be provided for all uses in accordance with Chapter 17.196.

E. Access. Direct access onto a street or major highway shall be reduced or eliminated wherever the city department of public works determines that alternate or unified points of access are available to a site resulting in better traffic flow and less traffic congestion. Service drives and loading and unloading areas shall be located so that in the process of loading or unloading no truck will block the passage of other vehicles on the service drive or extend into any public street or private drive used for traffic circulation.

F. Lighting. Lighting shall be designed so as not to throw glare onto surrounding properties. Flashing lights are prohibited.

G. Signs. Signs shall be in accordance with Chapter 17.216.

H. Storage. All necessary outside storage of parts, materials, heavy equipment and

inoperable vehicles accessory to uses permitted herein shall be in accordance with Chapter 17.220. Open, unenclosed storage of parts, materials, heavy equipment and inoperable vehicles is prohibited.

I. Landscaping and Screening.

1. Either landscaping or screening shall be provided for all uses in accordance with the provisions of Chapter 17.220;

2. In addition to the requirements of Chapter 17.220, all areas not devoted to building or required parking areas shall be landscaped as defined in Section 17.220.080, provided that a landscaped area of at least three feet shall be required abutting all property lines where a zero setback is not provided. (Ord. 1599 § 1 (part), 1995; prior code § 150-70)

Advisor Bio & Contact 1

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Cell: 410.430.2187

Email: henry.hanna@svn.com

Address: 206 E. Main Street
Salisbury, MD 21801

Henry Hanna, CCIM, SIOR

Council Chair of Industrial Properties
SVN | Miller Commercial Real Estate

Henry H. Hanna, III, CCIM, SIOR, serves as the National Council Chair of Industrial Properties and is a Senior Advisor for SVN Miller Commercial Real Estate. He specializes in the marketing and sale of industrial and commercial properties. Hanna has successfully represented banks, developers, investors, and commercial and industrial companies as well as local and state governments. He has brokered industrial sales including the Northwood Industrial Park in Salisbury, Maryland; has worked with national and international companies (from Germany, Italy, and Belgium); has listed, marketed, and sold a variety of pharmaceutical, defense, hi-tech, manufacturing, modular home, and boatbuilding companies. He has also actively worked with the State of Maryland, the Department of Business and Economic Development, and MEDCO–the Maryland Economic Development Corporation.

Hanna holds the prestigious Society of Industrial and Office Realtors designation (SIOR) and the Certified Commercial Investment Member (CCIM) designation.

Hanna currently serves as director for WIRA (Wallops Island Regional Alliance) supporting economic development for industries serving NASA, the Aerospace and Unmanned Aerial Vehicles. (UAV).

He served as past chair for the Salisbury University (SU) Foundation and SU Real Estate Foundation, where he volunteers regularly and provides his expertise and advice on real estate matters.

Notable career highlights for Hanna include representing industrial companies such as Solo Cup, Helvoet Pharma, Trinity Sterile, Bayliner Marine, Silverton Marine, Kraft Foods, ES Steel, Choptank Electric, 84 Lumber, Koski Trucking, Eastern Shore Forest Products, Interstate Container, Canada Dry, Norfolk Southern Railroad, Allen Harim, Newmill Capital, the Maryland Department of Commerce and the Maryland Department of Economic Development (MEDCO) and many others. On a retail level, Henry has represented owners and developers as a broker for national retail companies, including Walgreens, CVS, Rite Aid, Wawa, 7-Eleven, and Sheetz, as well as many banks.

Hanna earned a master's of business administration from Southern

Advisor Bio & Contact 2

MD #597618

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Salisbury, MD 21801

Flo Brotzman

Senior Advisor
SVN | Miller Commercial Real Estate

Wesley Cox, CCIM serves as a Senior Advisor for SVN-Miller Commercial Real Estate, specializing in the sale and leasing of investment property, industrial, retail, office, and land in eastern Maryland and southern Delaware. Wesley has secured over 220 transactions and participated in over $175 million in volume in the past 14 years.

In 2014 Wesley recently received the Young Alumni Achievement Award from Salisbury University which is awarded to an Alum who has experienced a high level of achievement and was last given out in 2009. Wesley also received the SVN National Humanitarian Award at the SVN national conference in 2013, followed by the Maryland Association of Realtor's 2014 Community Service Award. In 2013 & 2014 Wesley also received the National Association of Realtor's Commercial Award. In addition Wesley was awarded the Rotarian of the Year of his local club.

Wesley has been involved in over 2,000,000 SF of industrial sales and leases representing national and international companies. Wesley has also worked with many national retailers to secure new locations including AT&T, Auto Zone, Harbor Freight Tools, Uno Chicago Grill, Hampton Inn, and more.

Wesley is the Past-President for the Salisbury Area Chamber of Commerce Foundation, Past-President of the Wicomico Rotary Club and serves on the board of directors for the Salisbury University Perdue School of Business Career Advisory Board, the Coastal Association of Realtor's, and the Wicomico Rotary Club. He has been the the author of a newspaper column and has been featured in the CCIM Real Estate magazine.

Wesley earned the coveted CCIM designation after only 3 years in the business of which only 5% of Realtor's have, and is a member of the International Counsel of Shopping Centers (ICSC). He received a B.S. in Business Administration and a second B.S. in M.I.S from Salisbury University.

View Wes' 5 for Friday feature on the SVNIC Blog here:
http://www.svn.com/2013/04/05/five-for-friday-with-wesley-cox-of-sperry-van-nessmiller-commercial-real-estate/

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 $3.9 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
Pittsburgh, Pennsylvania	324	521
Richmond, Virginia	212	341
Washington, DC	114	183

CLIMATE AND GEOGRAPHY[1]

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 Households	Wicomico County Population	Lower Eastern Shore*	Maryland
2000	32,218	84,644	155,934	5,296,486
2010	37,220	98,733	176,657	5,773,552
2020**	40,688	106,200	186,050	6,141,900

*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] (2018)

Age	Number	Percent
Under 5	6,255	6.1
5 - 19	21,759	21.1
20 - 44	33,743	32.7
45 - 64	25,040	24.3
65 and over	16,398	15.9
Total	103,195	100.0
Median age		35.9 years

Brief Economic Facts // WICOMICO COUNTY, MARYLAND

LABOR AVAILABILITY[3,4,5] (BY PLACE OF RESIDENCE)

Civilian Labor Force (2018 avg.)	County	Labor Mkt. Area*
Total civilian labor force	51,041	191,345
Employment	48,365	182,024
Unemployment	2,676	9,321
Unemployment rate	5.2%	4.9%
Residents commuting outside the county to work (2013-2017)	Number 11,732	Percent 24.1%
Employment in selected occupations (2013-2017)		
Management, business, science and arts	16,289	32.7%
Service	10,359	20.8%
Sales and office	12,198	24.5%
Production, transp. and material moving	6,319	12.7%

*Wicomico, Somerset and Worcester counties, MD and Sussex County, DE

MAJOR EMPLOYERS[6,7] (2018-2019)

Employer	Product/Service	Employment
Peninsula Regional Medical Center	Medical services	2,900
Salisbury University	Higher education	1,865
Perdue Farms	HQ / poultry processing	1,500
Wor-Wic Community College	Higher education	435
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
Chesapeake Shipbuilding	Shipbuilding / naval architecture	165
Tishcon	Supplements	165
Verizon	Telecommunications	160

Excludes post offices, state and local governments, national retail and national foodservice; includes higher education

EMPLOYMENT[4] (2018, BY PLACE OF WORK)

Industry	Establishments	Annual Avg. Empl.	Emp. %	Avg. Wkly. Wage
Federal government	27	298	0.7	$1,232
State government	13	2,793	6.1	879
Local government	47	4,793	10.6	852
Private sector	2,506	37,535	82.6	829
Natural resources and mining	25	274	0.6	767
Construction	288	2,226	4.9	972
Manufacturing	94	2,948	6.5	906
Trade, transportation and utilities	594	9,754	21.5	754
Information	24	512	1.1	1,118
Financial activities	256	1,796	4.0	990
Professional and business services	420	4,364	9.6	1,099
Education and health services	327	9,245	20.4	989
Leisure and hospitality	242	4,833	10.6	323
Other services	232	1,582	3.5	559
Total	2,594	45,419	100.0	837

Includes civilian employment only

HOURLY WAGE RATES[4] (2018)

Selected Occupations	Median	Entry	Experienced
Accountants	$26.56	$17.81	$33.11
Bookkeeping/accounting clerks	17.28	12.86	20.16
Computer user support specialists	21.70	12.22	27.21
Customer service representatives	15.54	11.14	17.36
Electrical engineers	39.19	33.55	50.49
Freight, stock and material movers, hand	11.87	10.64	14.61
Industrial truck operators	24.93	13.58	30.37
Inspectors, testers, sorters	16.09	12.40	26.37
Machinists	21.67	11.87	19.26
Maintenance and repair workers, general	16.59	11.84	20.50
Network administrators	38.82	25.78	56.32
Packaging and filling machine operators	13.86	12.23	14.58
Packers and packagers, hand	10.14	9.67	11.61
Secretaries	16.88	11.87	19.26
Shipping/receiving clerks	14.37	11.84	16.15
Team assemblers	11.63	10.27	15.42

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 (2013-2017)

High school graduate or higher	88.6%
Bachelor's degree or higher	27.8%

Public Schools

Number: 16 elementary; 5 middle/combined; 3 high

Enrollment: 14,949 (Sept. 2018)

Cost per pupil: $13,843 (2017-2018)

Students per teacher: 13.0 (Oct. 2018)

High school career / tech enrollment: 1,147 (2017)

High school graduates: 924 (July 2018)

Nonpublic Schools

Number: 17 (Sept. 2018)

Higher Education (2018)	Enrollment	Degrees
2-year institution		
Wor-Wic Community College	3,024	363
4-year institution		
Salisbury University	8,556	2,209

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 RATES[9]

	Wicomico Co.	Maryland
Corporate Income Tax (2019)	none	8.25%
Base – federal taxable income		
Personal Income Tax (2019)	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 (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 20)	$0.9346	$0.112
Effective rate per $100 of assessed value In an incorporated area a municipal rate will also apply		
Business Personal Property Tax (FY 20)	$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

One Maryland, Enterprise Zone, Job Creation, More Jobs for Marylanders (Tier 1), R&D, Biotechnology and Cybersecurity Investment, Arts & Entertainment District

INCOME[3] (2013-2017)

Distribution	Percent Households Wicomico Co.	Maryland	U.S.
Under $25,000	21.7	14.2	21.3
$25,000 - $49,999	25.0	17.1	22.5
$50,000 - $74,999	18.5	16.5	17.7
$75,000 - $99,999	12.9	13.1	12.3
$100,000 - $149,999	13.0	18.7	14.1
$150,000 - $199,999	4.9	9.7	5.8
$200,000 and over	4.0	10.7	6.3
Median household	$54,493	$78,916	$57,652
Average household	$72,948	$103,845	$81,283
Per capita	$27,755	$39,070	$31,177
Total income (millions)	$2,729	$226,495	$9,658,475

HOUSING[3,10]

Occupied Units (2013-2017)	37,415 (60.7% owner occupied)
Housing Transactions (2018)*	
Units sold	1,103
Median selling price	$145,261

*All multiple listed properties; excludes auctions and FSBO

BUSINESS AND INDUSTRIAL PROPERTY[6]

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.

Market Profile Data (2018)	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[11]

County Seat: Salisbury

Government: County executive; seven council members (two elected at large and five from districts) for four-year terms; charter form of government allows for the separation of the executive from the legislative branch; lawmaking powers are vested in an elected legislative body
Robert L. Culver, Jr., County Executive 410.548.4801
John T. Cannon, President, County Council 410.548.4696

Website: www.wicomicocounty.org

County Bond Rating: AA+ (S&P); Aa2 (Moody's); AA (Fitch)

Salisbury-Wicomico Economic Development, Inc.

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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, Office of Workforce Information and Performance
5 U.S. Bureau of Labor Statistics
6 Salisbury-Wicomico Economic Development, Inc.
7 Maryland Department of Commerce
8 Maryland State Department of Education; Maryland Higher Education Commission
9 Maryland State Department of Assessments and Taxation; Comptroller of the Treasury
10 Maryland Association of Realtors
11 Maryland State Archives; Maryland Association of Counties

DISCLAIMER

OPPORTUNITY ZONE - PRIME COMMERCIAL LOT ON RT. 13 | 0.69 ACRES | SALISBURY,

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