



Pharma Manufacturing Facility for Sale / Lease

207 Kiley Drive, SALISBURY, MD 21801



SUMMARY

SALE - LEASE PRICE: TBD

LOT SIZE: 13.5 acres

BUILDING SF: 200,000 SF

ZONING: Light Industrial

MARKET: Eastern Shore MD

SUBMARKET: Salisbury

MAP / PARCEL: 0101/5457

PROPERTY OVERVIEW

Capitalize on quick market entry with this existing, modern 200,000 sf generic pharmaceutical manufacturing and packaging plant for sale or lease in Salisbury, Enterprise Zone location.

A skilled labor force exists within the Salisbury metropolitan area which encompasses more than 200,000 people. The facility is located in Northwood Industrial Park and within walking distance to area amenities.

Other companies located in Northwood include K&L Microwave (Electronics Manufacturing), Tishcon Corporation (Vitamin Manufacturing), Trinity Sterile (Sterilization of Lab Kits), United Parcel Service (Distribution), Pepsi Bottling Ventures (Distribution), Plymouth Tube (Steel Tube Manufacturing) and much more.

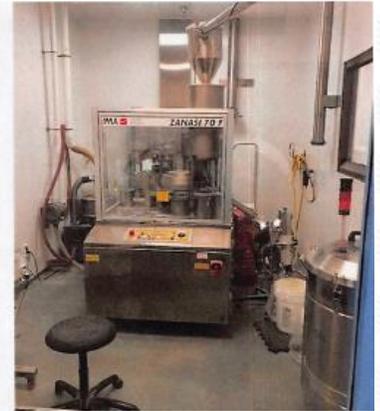
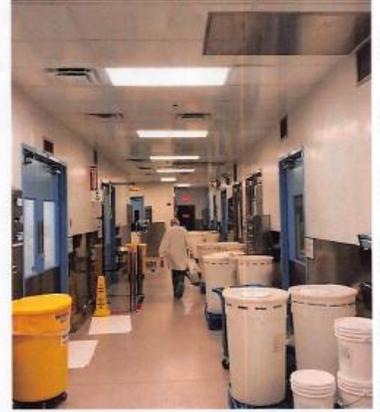


410-749-1251
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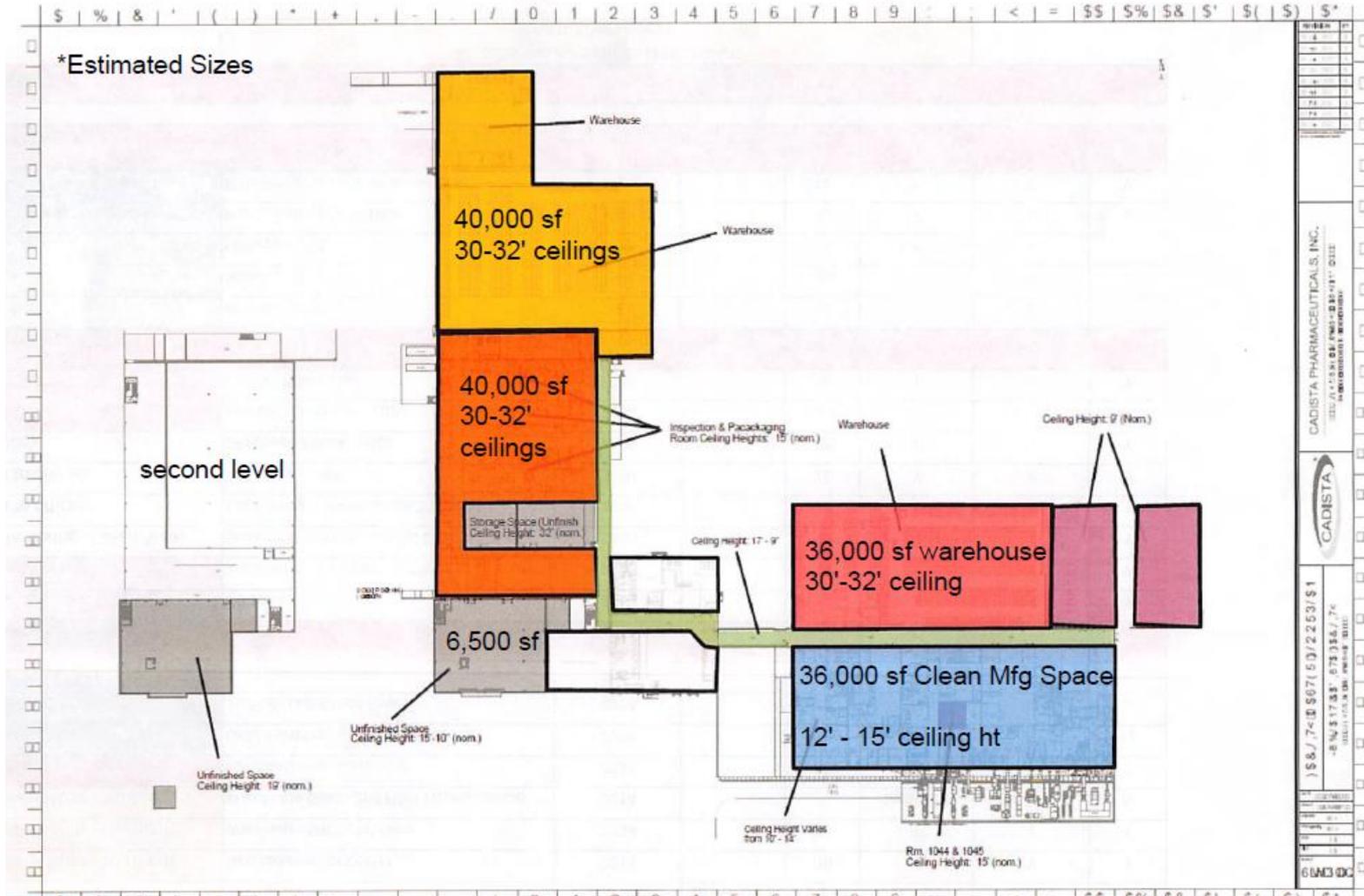


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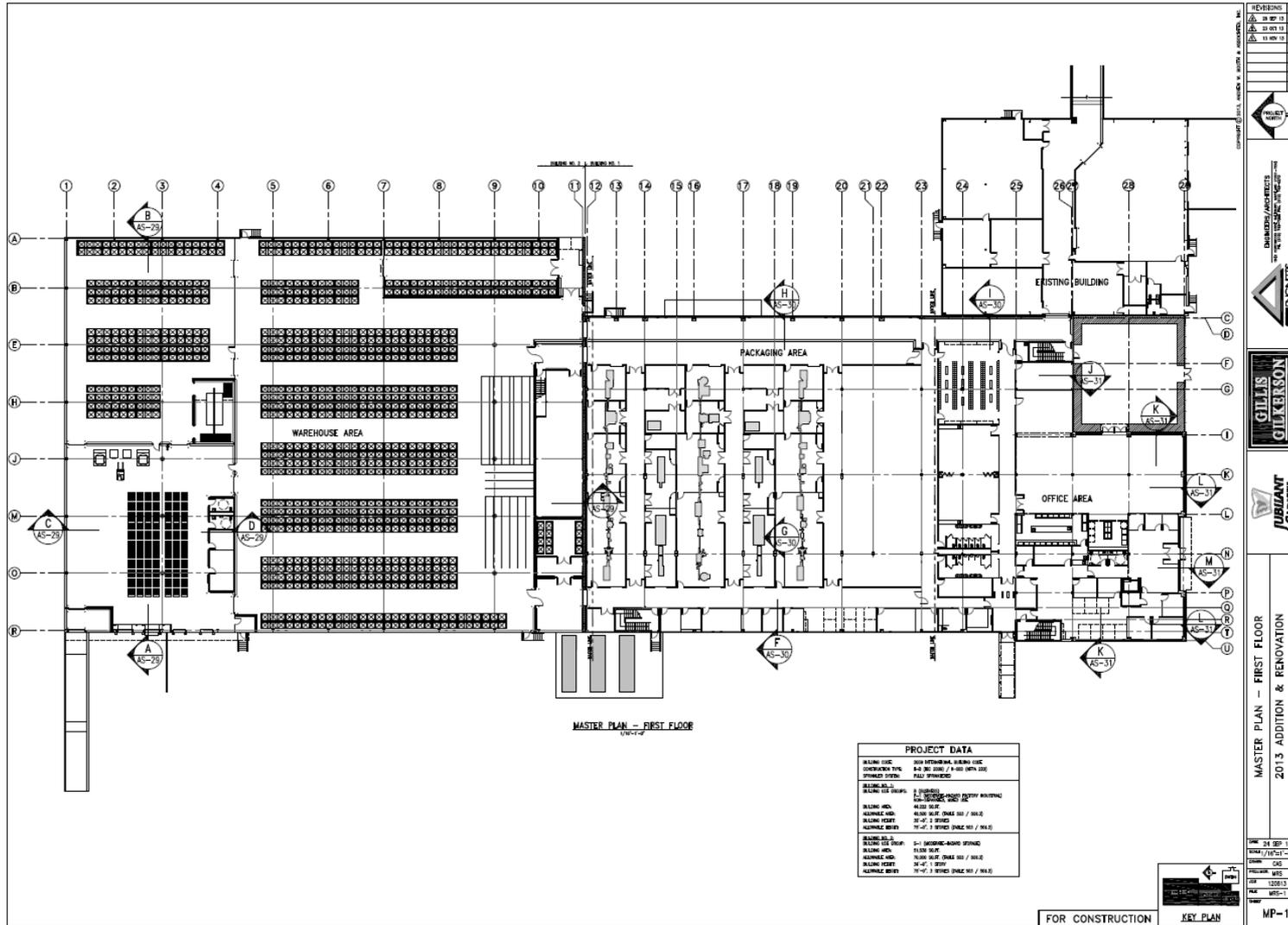
Jubilant Cadista Functional Area	Description	Year Built	Size +/- (sqft)	Height (+/-)	Heated	Cooled	Finished
Distribution Warehouse - Northerly	New Loading Dock 5097	2014		30	Y	Y	Y
Distribution Warehouse - Northerly	Warehouse 5092 - 1st Floor	2014		30	Y	Y	Y
Distribution Warehouse - Northerly	Warehouse 5092 - 2nd Floor WH Mezzanine	2014			Indirectly	Indirectly	N
Inspection & Packaging	Manufacturing - Suite 5000	2014		30	Y	Y	Y
Inspection & Packaging	Unfinished Storage Space (Moss Hill 2)	2014		30	N	N	N
Office Building - 1st floor	1st Floor Unfinished Space	2014		10	N	N	N
Office Building - 2nd floor	2nd Floor Unfinished Space	2014		10	N	N	N
2014 SECTION SUBTOTALS			110,747				
Easterly office - 1st floor	QC Labs	2006		10	Y	Y	Y
Easterly office - 2nd floor	2nd Floor Administration Offices	2006		10	Y	Y	Y
Critical Manufacturing - Clean Areas	Suite 4000 and Adjacent QC Labs	2006		12	Y	Y	Y
Area Adjacent to offices	Engineering & Maintenance 3012-3013	2006		10	Y	Y	Y
Area Adjacent to offices	Validation - 3009	2006		10	Y	Y	Y
Old Loading Dock	Old Loading Dock - 3002	2006		25	Y	Y	Y
Storage Warehouse - 2020	Storage Warehouse - 2020	2006		30	Y	Y	Y
Storage Warehouse - 2021	Storage Warehouse - 2021	2006		30	Y	Y	Y
2006 SECTION SUBTOTALS			53,020				
Hallway (Security)	Hallway - 5024	1994		10	Y	Y	Y
Hallway (River)	Hallway - 3001	1994		20	Y	Y	Y
Hallway (Main)	Hallway - 1071	1994		30	Y	Y	Y
Critical Manufacturing - Clean Areas	Manufacturing Suite 1000	1994		12	Y	Y	Y
Critical Manufacturing - Clean Areas	Manufacturing Suite 1000 Addition	1994		12	Y	Y	Y
1994 SECTION SUBTOTALS			37,733				
BUILDING TOTAL			201,500				

ALL SIZES AND DIMENSIONS APPROXIMATE
Refer to attached map



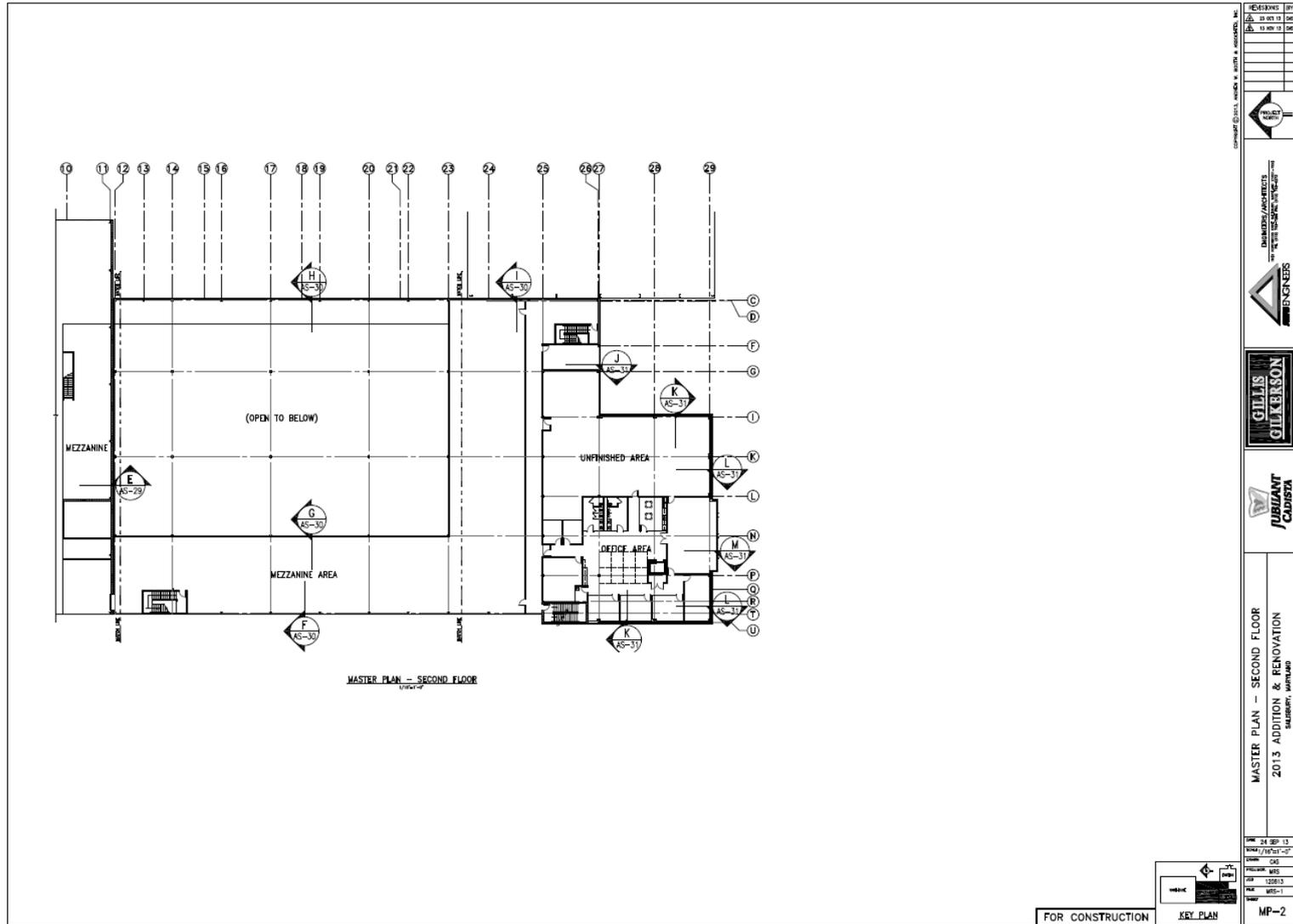
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COMPANY: JILL ANDERSON & SUTHERLAND ARCHITECTS, INC.

REV	DATE	BY
01	03/13/13	JK
02	03/13/13	JK

DESIGNED/ARCHITECTS
JILL ANDERSON & SUTHERLAND ARCHITECTS, INC.
100 WEST WASHINGTON STREET, SUITE 200
BALTIMORE, MD 21201

OWNER
GILLIS GILKERSON

CONSULTANT
LUBIANT CALUSIA

PROJECT
MASTER PLAN - SECOND FLOOR
2013 ADDITION & RENOVATION
SALISBURY, MARYLAND

DATE	03/13/13
PROJECT	045
DATE	03/13/13
DATE	03/13/13
DATE	03/13/13

FOR CONSTRUCTION

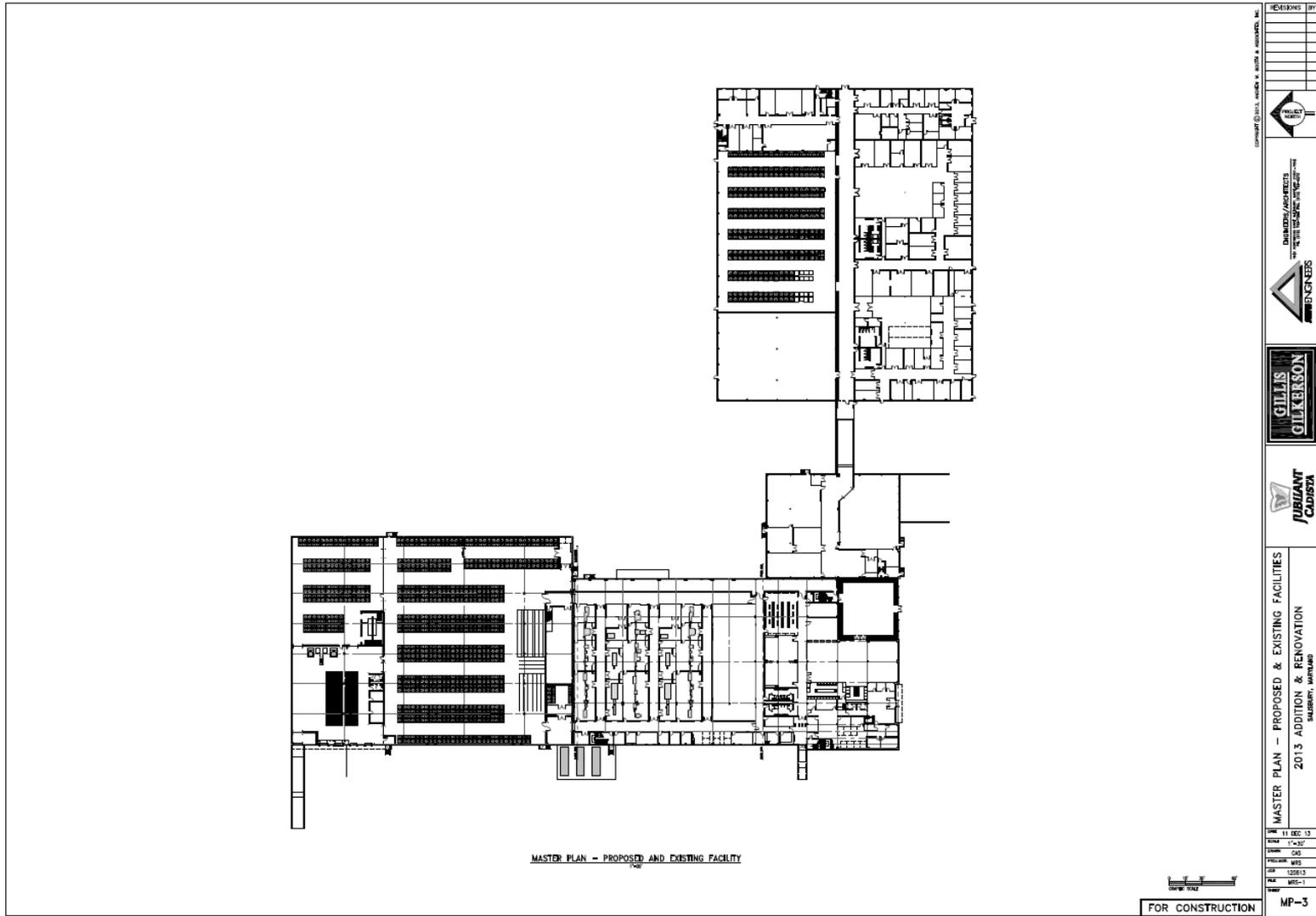
KEY PLAN

MP-2



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<p style="font-size: small;">CONTRACT NO. 11-000-013</p> <p style="font-size: small;">DATE: 11-02-13</p> <p style="font-size: small;">DRAWN: CAS</p> <p style="font-size: small;">BY: WES</p> <p style="font-size: small;">NO: 1303-3</p> <p style="font-size: small;">REV: 000-1</p> <p style="font-size: small;">SHEET: MP-3</p>	<p style="font-size: small;">PROJECT NO.</p> <p style="font-size: small;">DRAWINGS/ARCHITECTS</p> <p style="font-size: small;">MEMBERS</p> <p style="font-size: small;">GILLESPIE & GILKERSON</p> <p style="font-size: small;">TUBILANT CADISTA</p> <p style="font-size: small;">MASTER PLAN - PROPOSED & EXISTING FACILITIES</p> <p style="font-size: small;">2013 ADDITION & RENOVATION</p> <p style="font-size: x-small;">SALISBURY, MARYLAND</p>
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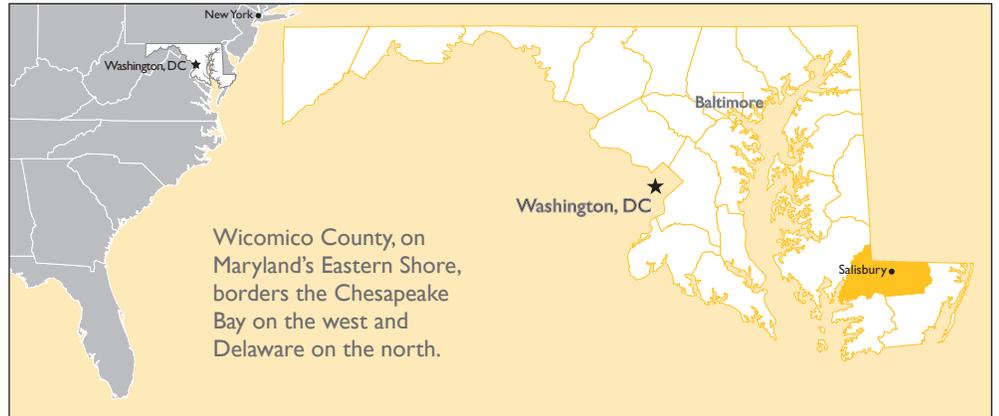
Brief Economic Facts

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. Chesapeake Shipbuilding recently announced the addition of 100 new jobs associated with the expansion of its Salisbury shipyard.

Wicomico County's private sector industries generate \$5.6



billion in economic output. Major employers are Chesapeake Shipbuilding, Delmarva Power, Jubilant Cadista Pharmaceuticals, K&L Microwave, Tidal Health, 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 (2020): Salisbury 33,050; Fruitland 5,534; Delmar 3,891; Pittsville 1,618; Hebron 1,099

POPULATION DISTRIBUTION^{2,3} (2022)

Age	Number	Percent
Under 5yrs	6,191	5.5%
5 - 19 yrs	21,442	18.3%
20 - 44 yrs	34,328	31.5%
45 -64 yrs	25,069	26.9%
65 and over	16,785	17.7%
Total	103,223	100.0%
Median Age		36.1 Years

Brief Economic Facts WICOMICO COUNTY, MARYLAND

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

Civilian Labor Force (2023 avg.)	County	Labor Mkt. Area*
Total civilian labor force	52,107	230,339
Employment	50,783	224,820
Unemployment	1,324	5,519
Unemployment rate	2.5%	2.4%
Residents commuting outside the county to work (2018-2022)		Percent 27.7%
Employment in selected occupations (2018-2022)		
Management, business, science and arts	17,655	34.7%
Service	11,261	22.1%
Sales and office	10,678	21.0%
Production, transp. and material moving	6,758	13.3%

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

MAJOR EMPLOYERS^{6,7} (2022-2023)

Employer	Product/Service	Employment
Tidal Health	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
Food Lion	Groceries	379
Genesis HealthCare / Salisbury Rehabilitation and Nursing Center	Nursing care	340
SHORE UP!	Community development & social services	300
Delmarva Power	Energy products & services	300
K&L Microwave	Electronics assembly	290
Pohanka of Salisbury	Car dealers	270
Boscov's	Consumer goods	253
Dove Pointe	Services for persons with disabilities	250
Piedmont Airlines / American Airlines	HQ / airline	250
Jubilant Cadista Pharmaceuticals	Generic pharmaceutical preparations	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 (2023)

Industry	Estab-lishments	Annual Avg. Empl.	Empl. %	Avg. Wkly. Wage
Federal Government	27	283	0.6%	\$1,333
State Government	13	2,621	5.8%	1,118
Local Government	47	5,269	11.6%	989
Private Sector	2,493	37,335	82.0%	1,049
Natural resources and mining	31	299	0.7%	1,071
Construction	261	2,317	5.1%	1,148
Manufacturing	86	2,867	6.3%	1,034
Trade, Transportation, and utilities	567	9,408	20.7%	932
Information	27	368	0.8%	1,244
Financial activities	275	1,437	3.2%	1,213
Professional and business services	425	4,266	9.4%	1,561
Education and health services	354	9,856	21.7%	1,245
Leisure and hospitality	232	5,071	11.1%	423
Other Services	235	1,447	3.2%	803
Total	2,580	45,508	100.0%	1,047

Includes civilian employment only

HOURLY WAGE RATES⁴ (2022)

Selected Occupations	Median	Entry	Skilled
Accountants and Auditors	\$31.52	\$21.83	\$42.07
Assemblers and Fabricators	\$15.08	\$12.99	\$18.76
Bookkeeping Clerks	\$20.09	\$15.42	\$23.77
Network Support Specialists	\$30.74	\$22.15	\$35.94
Computer Systems Analysts	\$41.16	\$29.59	\$48.77
Computer User Support Specialists	\$24.21	\$18.98	\$27.91
Customer Service Representatives	\$16.90	\$13.64	\$21.39
Electrical Engineers	\$43.37	\$33.4	\$51.84
Industrial Truck Operators	\$16.79	\$14.38	\$20.39
Information Security Analysts	\$49.22	\$32.71	\$57.72
Inspectors, Testers, Sorters, Laborers and Freight, Hand	\$18.24	\$14.03	\$24.20
Machinists	\$18.07	\$16.96	\$22.81
Maintenance Workers, Machinery	\$20.39	\$14.46	\$24.14
Mechanical Engineers	\$38.96	\$25.93	\$49.86
Packaging Operators and Tenders	\$15.53	\$13.04	\$16.91
Packers and Packagers, Hand	\$13.01	\$12.58	\$15.61
Secretaries and Admin Assistants	\$18.53	\$14.89	\$22.40
Shipping, Receiving Clerks	\$16.43	\$13.65	\$19.27
Stockers and Order Fillers	\$15.11	\$12.83	\$17.22

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 (2018-2022)

High school graduate or higher	88.5%
Bachelor's degree or higher	28.9%

Public Schools

Number: 16 elementary; 5 middle/comb.; 3 high, 1 career/tech
 Enrollment: 15,086
 Cost per pupil: \$18,871
 Students per teacher: 12.5
 High school career / tech enrollment: 1,732
 High school graduates: 931

Nonpublic Schools Number: 16

Higher Education (2023)

	Enrollment	Degrees
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2-year institution

Wor-Wic Community College	2,438	529
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4-year institutions

Salisbury University	7,123	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 (2024)	none	8.25%

Base – federal taxable income

Personal Income Tax (2024)	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 (2024)	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 (2024)	\$0.8855	\$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 (2024)	\$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 (2018-2022)

Distribution	Percent Households		
	Wicomico County	Maryland	U.S.
Under \$25,000	15.6	11.6	15.7
\$25,000 - \$49,999	19.5	13.3	18.1
\$50,000 - \$74,999	18.7	13.6	16.1
\$75,000 - \$99,999	14.8	12.3	12.8
\$100,000 - \$149,999	16.1	19.3	17.1
\$150,000 - \$199,999	8.2	12.1	8.8
\$200,000 and over	7.1	17.9	11.4
Median household	\$69,421	\$98,461	\$75,149
Average household	\$92,407	\$129,642	\$105,833
Per Capita	\$35,658	\$49,865	\$41,261
Total income (millions)	\$3,691	\$300,526	\$13,307,055

HOUSING^{3,10}

Occupied Units 2018-2022 39,939 (59.7% owner occupied)

Housing Transactions (2023)

Units Sold	1,059
Median Selling Price	\$250,500

*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 (2023)	Low	High	Average
Land – cost per acre			
Industrial	\$35,000	\$125,000	\$60,000
Office	\$50,000	\$150,000	\$70,000
Rental Rates – per square foot			
Warehouse / Industrial	\$5	\$7	\$6
Flex / R&D / Technology	\$8	\$14	\$11
Class A Office	\$9	\$15	\$11

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, 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

Julie Giordano, 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

One Plaza East, Suite 501

P. O. Box 4700 Salisbury, Maryland 21803

Telephone: 410.749.1251

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