



HIGHLIGHTS

- Multi-tenant Office Building
- 20,000 square feet
- Private/Public Collaboration
- Downtown Redevelopment



“When we met Joey we really liked him because he was very helpful and super easy to work with. He showed us the space before it was even available - it was literally a shell of a shell. But he sketched out an office layout so we could visualize what it could be. We were sold.”

-**Dan Varda**, *Movement Mortgage, Branch Manager*

DEAL STORY

207 West Main Street was the home and headquarters of Hess Apparel Inc, a regional woman's clothing outfit. The 3 story building included retail operations as well as administrative, shipping, and storage functions of the business. The Hess family began selling clothes in downtown Salisbury in 1928. Hess Apparel followed the trend of retailers across America, vacating downtowns to the more automobile friendly areas. In Salisbury's case, it was the Salisbury Mall.

The 3-story, +/- 20,000 square foot property was purchased in 1995 as an investment by a company that renovated the second floor into first class office space. The remainder of the building remained unoccupied for over 20 years.

Gillis Gilkerson purchased the building in 2015, working diligently to mobilize construction to renovate the first floor into class A office space, and fill vacancies on the second floor. Currently, the building nearly has all of the available space rented. The second floor is anchored by Allen & Associates, an Insurance Attorney that has occupied a large portion of the floor since the 1995 renovation. The second floor also includes other attorneys and professional office users.

The first tenant to move into the converted ground floor was the Gonzales Law firm. Next, the Gillis Gilkerson team worked with the City of Salisbury to consolidate departments and occupy the majority of the remaining ground floor. The Neighborhood Services/Code Compliance and the Community Development departments merged to create the Housing and Community Development department.

With efficiency in mind, Mayor Day, the City of Salisbury, and Gillis Gilkerson decided that The Hess Building was the perfect fit for a new location to house the two merged city departments. With a little imagination, access to Rt. 50, Church Street, the downtown plaza and Lots 1 and 15, the decision was made.

The final tenant is Movement Mortgage, a young mortgage company looking for a community to fit their “movement of change” mission and mantra. After looking at several available properties, they found their new space on the ground floor of 207 West Main Street in the heart of downtown Salisbury.

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