



HIGHLIGHTS

- Industrial/Warehouse
- 150,000 SF Developed
- Build to Suit Successfully Implemented
- Easily Accessible
- National Tenants

DEAL STORY

Northwood Industrial Park may have been originally developed in the 60's but some twenty years later became a gem for Gillis Gilkerson developers as it provided opportunity for growth, land for building and space for new business. Northwood was identified and recognized as a growth corridor for industrial type users of commercial space from large to small in Wicomico County. Its physical location was convenient with easy access to both Rt.13 and Rt. 50, especially after the bypass was built. Another contributing factor was the adequate utility infrastructure that was already in place as well as appropriate zoning that allowed flexibility and a large number of approved uses.

Gillis Gilkerson recognized and anticipated the opportunity for growth in this sector and successfully implemented several development projects to help transform the Northwood Industrial Park into what it is today. The first deal, initiated in 1986, was the development of a building for Clark & Sons Overhead Doors. At the same time, Frito Lay was in search of new space in the Industrial Park. The available vacant lots on the corner of Northwood Drive and Alexander became the solution for both businesses. Completing the project for both users simultaneously allowed for economies of scale and cost savings that were passed directly to the Tenants. Clark & Sons continues to operate their business from this location currently.

Gillis Gilkerson went on to purchase adjoining lots further south to accommodate three additional tenants including McCall Handling, Innovative Cash Register and Wareheim Air Brakes. Next was the development of a ten acre parcel for Daltile and John Deere that included a common loading dock for two unique tenants.

On the south side of Northwood, Gillis Gilkerson purchased the old Bowl Drive-In movie theatre and two, seven acre parcels of land. This space provided a unique solution for Aero Energy. The company was looking for space to accommodate a small building and large storage yard. This site fit their need because of its proximity to a creek where a portion of the property could not be developed, but could be utilized by Aero. The new subdivision and proposed use of the site required Gillis Gilkerson to install a road and infrastructure which was successfully completed.

Other Gillis Gilkerson development projects in the Northwood Industrial Park include United Electric and Eastern Shore Brick Company (now Potomac Valley Brick). The icing on the cake for Northwood Industrial Park was the donation of land Gillis Gilkerson made to Main Street Gym, a locally owned gym with a reputation for using boxing to change lives by keeping kids off the streets.

CONTACT BRADLEY GILLIS

PO BOX 4322 | 410-543-5115 | BRAD@GGIBUILDS.COM | **GGIBUILDS.COM**