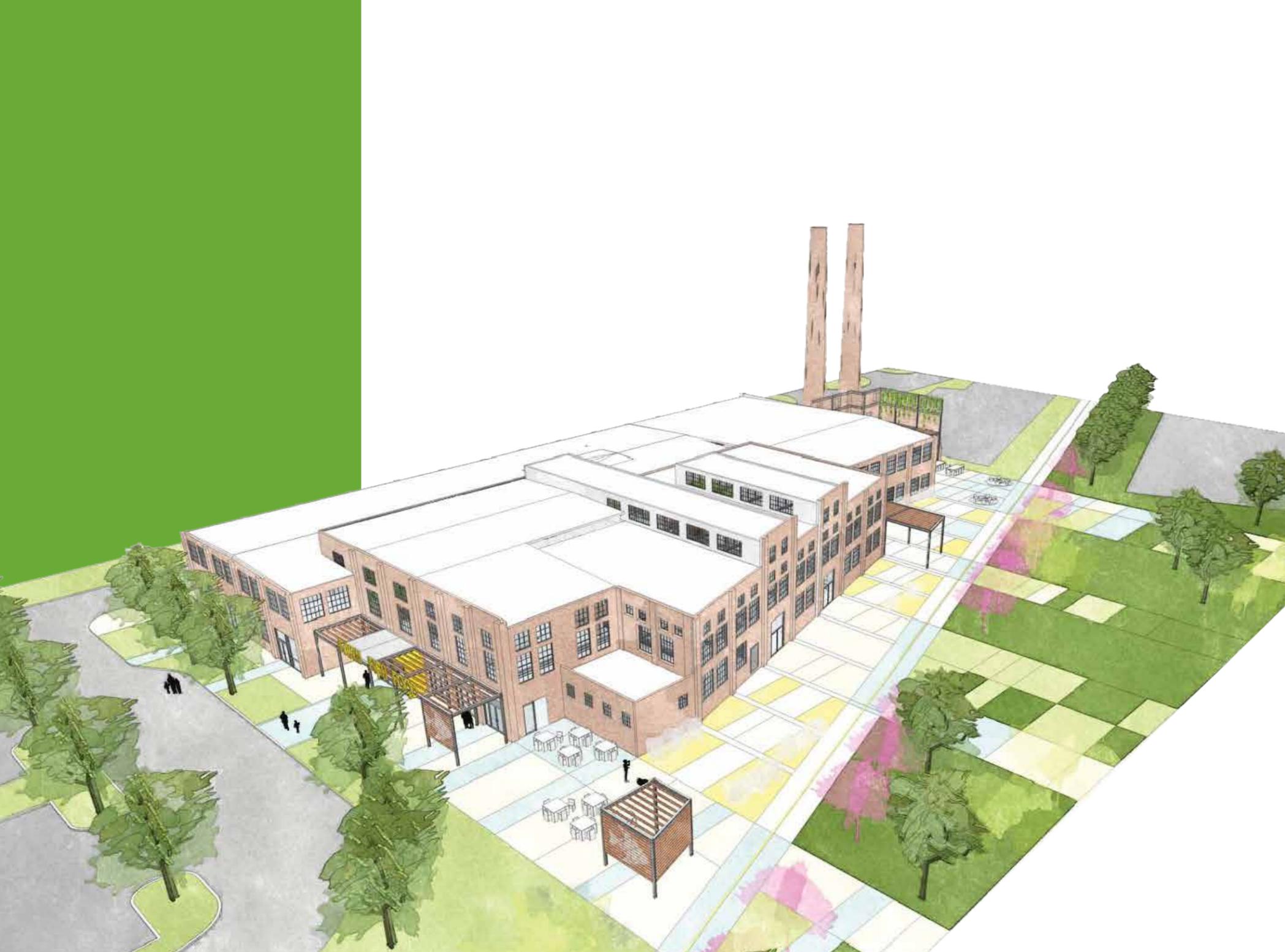


THE PACKING HOUSE

*An active, mixed-use plan for office
and food-related innovation*





OVERVIEW

The \$20M, 60,000 SF historic Phillips Packing House Building will be repurposed as The Packing House - an active, mixed-use LEED Gold development designed to support the emerging industries related to the Eastern Shore's famed farming and fisheries. The Packing House will house a synergistic mix of tech and creative entrepreneurs, food production and food related retail/eateries as well as a 2-story, light-filled open atrium space for continuous public programs and private events.

Originally built in 1920 as a furniture factory, the building later became part of the Phillips Packing Company empire, which employed thousands of people in Cambridge at its peak and supplied rations to troops during WWII. The building features an open floor plan, soaring ceilings, and the opportunity to retain many historic architectural features that will enhance the space with an authentic, Eastern Shore manufacturing aesthetic. Adjacent to the Phillips Building is the future site of Cannery Park, a new 'central park' for the City of Cambridge that will incorporate active and passive spaces for recreation. The Packing House and Cannery Park are easily accessible to the lively and charming downtown Cambridge and Route 50.



VISION

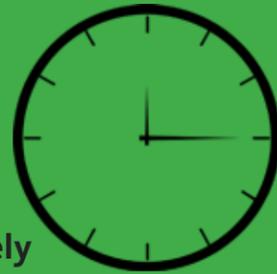
Cross Street Partners, in partnership with Eastern Shore Land Conservancy (ESLC), will re-purpose the historic Phillips Packing Company, Factory F (The Packing House) in Cambridge, MD. Building on the Eastern Shore's deep tradition of agricultural and fishing assets, the Packing House will become an active, mixed-use development designed to support and grow regional economic opportunities connected to agriculture, aquaculture, environmental technologies, and tourism.

The Packing House will serve as a connection between the growing downtown revitalization in Cambridge and the well-traveled Route 50—Ocean Gateway to Maryland, Delaware, and Virginia beaches. The commercialization, research, production, and active retail uses will support local employment and inform nutrition and public health programming on the Eastern Shore.

Redeveloping this historically significant building as an entrepreneurial engine for the Cambridge community in a manner that celebrates Cambridge's unique heritage preserves the legacy of the Phillips Packing Company. It is the last remaining factory from the Phillips Company's empire of vegetable and food packing businesses, which once employed thousands of people in Cambridge. The company closed in the 1960's, and the building has been deteriorating for decades.



Located
60 minutes
 from Annapolis
 and approximately
90 -105 minutes
 from Baltimore and D.C.



Cambridge is one of
 Maryland's oldest cities,
 incorporated in 1793.

Nearby
**Blackwater
 National
 Wildlife Refuge**
 and the new
**Harriet Tubman
 Underground
 Railroad
 Visitor Center**
 attract thousands of
 visitors annually.



One block off



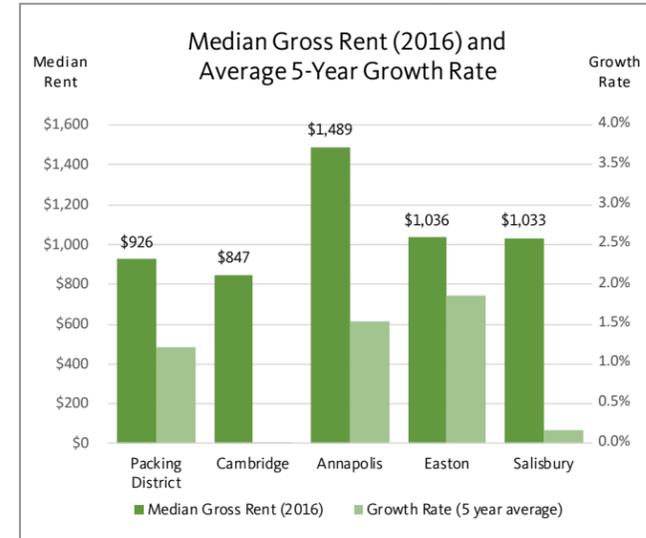
providing access to
Baltimore-Washington Corridor
 and millions traveling to and from
Maryland and Delaware beaches.

Within **walking/biking**
 distance of a **revitalized downtown**
 corridor featuring **popular eateries**
 and a **craft brewery.**

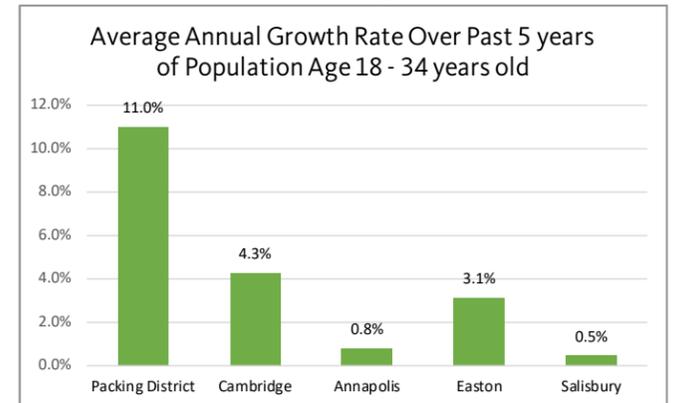


MARKET PROFILE

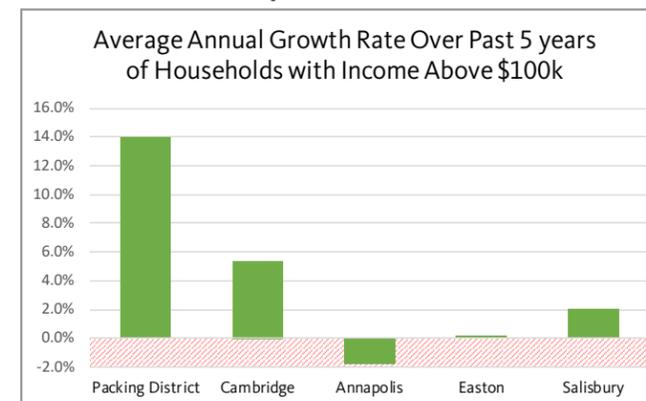
Affordable Living



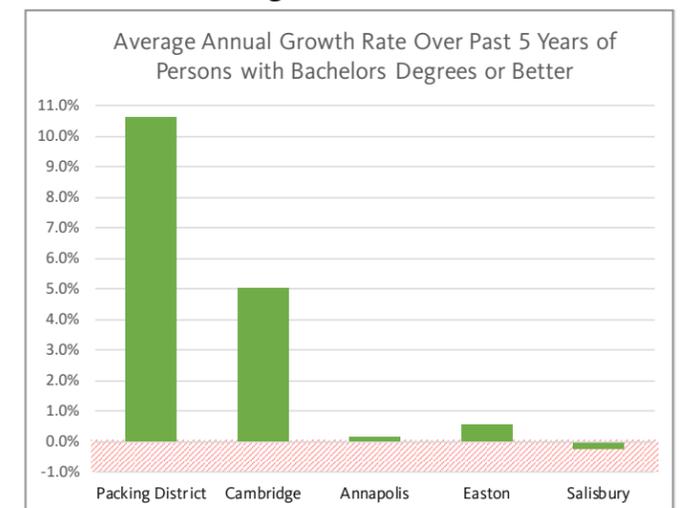
Millennial Migration



Disposable Income



Higher Education



Source: American Community Surveys 2012 - 2016

*The Packing District, census tract 9704, consists of Factory F, Cannery Park, and housing in the Pine Street community.

The First floor offers a wide array of spaces that support easily accessible office space, creative light manufacturing, gallery, broadcasting, health and wellness, and food retail including an eatery, coffee shop, or brewery.

Shared Kitchen Incubator

The Shared Use Commercial Kitchen at The Packing House will empower local food entrepreneurs to grow their businesses in a supportive, lower-risk environment. The licensed and insured facility, the first of its kind in Cambridge, will feature commercial grade kitchen equipment, dry storage, cold storage, and food preparation areas. It will be designed for maximum flexibility to drive value for local food entrepreneurs and businesses at all stages of development.

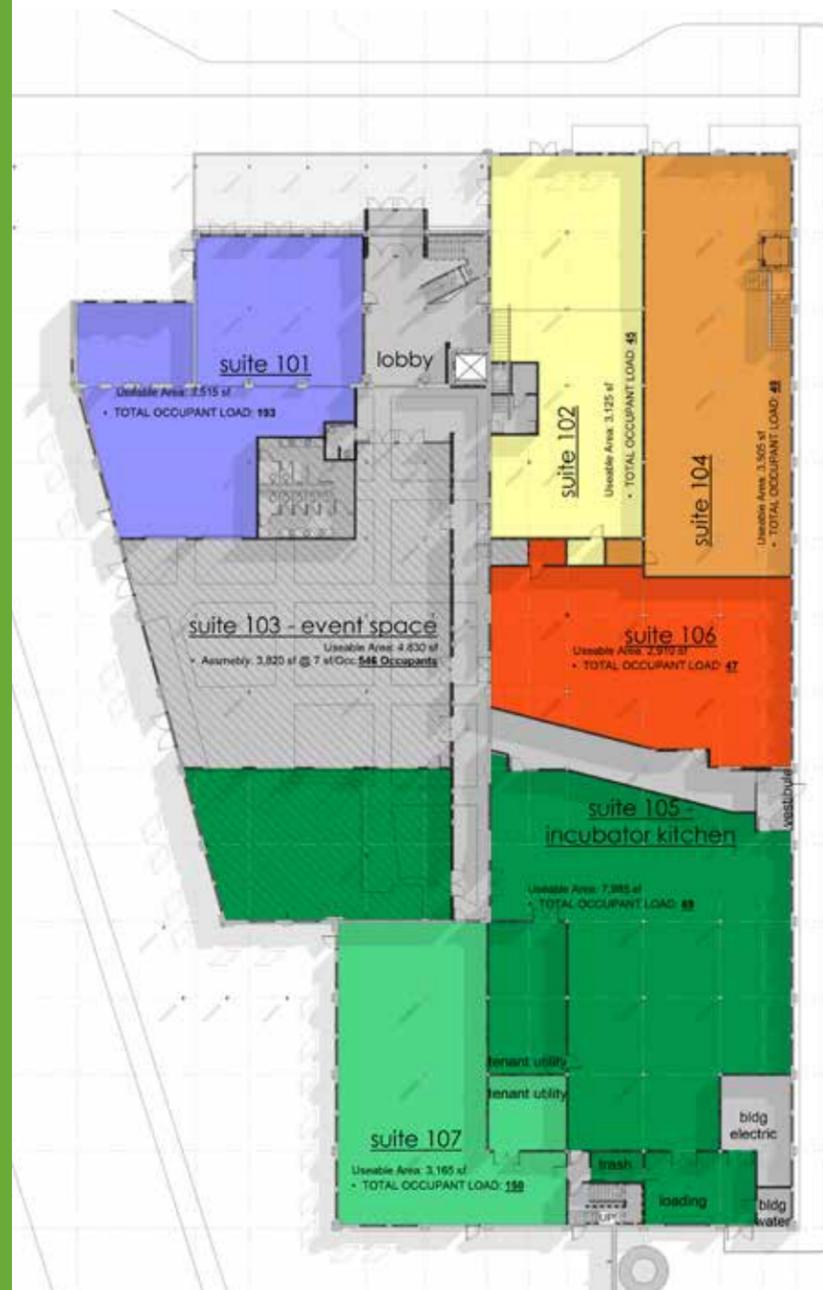
Fresh Food Market

The innovative approach to a fresh foods marketplace will support area farms and increase the community's access to year-round produce that is fresh and locally sourced. A weekly farmer's market, on-site take out, and full meals will be produced directly by the food businesses in the Shared Use Commercial Kitchen. The goal is for a wide array of food products to showcase the food production talents of the Eastern Shore.

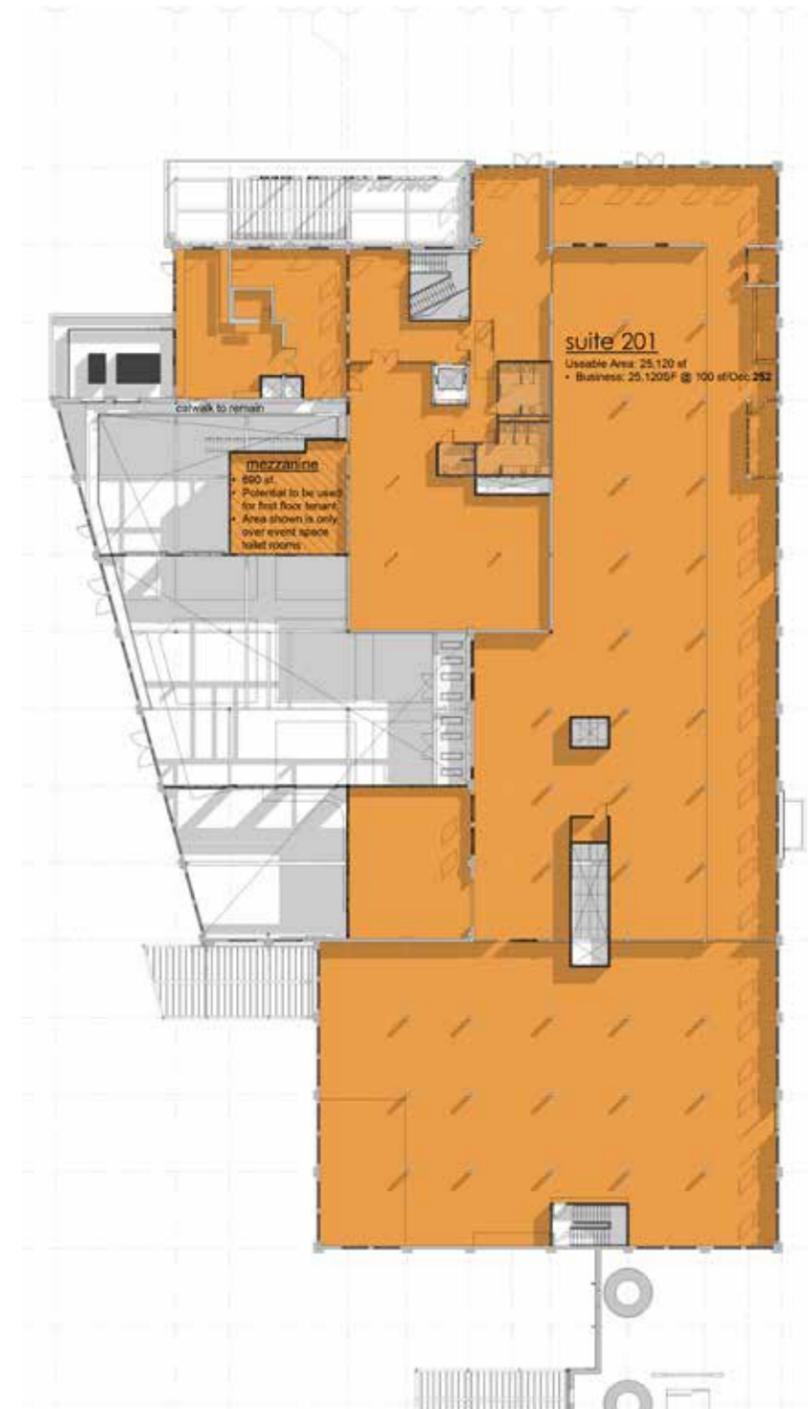
Public Events Space

The Packing House two story atrium space opens on to Cannery Park and offers a wide range of public programming and event options in affordable space; catering kitchen on premises. Capacity - 540 guests.

LOWER LEVEL
Gross Square Footage: 34,015 SF



SECOND LEVEL
Gross Square Footage: 25,550 SF



Shared Office / Lab Space Innovation Hub

The second floor of the Packing House will house an innovation hub that will include co-working space, an agtech accelerator, and programming in collaboration with the University of Maryland and national institutions focusing on food production and health. The focus will be on commercialization, business growth and education, bringing together Eastern Shore farmers and watermen, researchers and start-ups, and businesses and individuals from outside the region connected to these sectors. The planned operator of the innovation hub, the Eastern Shore Entrepreneurship Center (ESEC), has created small co-working spaces throughout this rural region and has already launched the agtech accelerator. The Packing House represents a singular opportunity for expanding and maturing its programming.

LEASE RANGE: \$13 - \$17/SF

BUILDING FEATURES

- Potential uses: Office, small and medium-scale food production, light manufacturing, retail and event space
- Iconic 90-foot smokestacks highly visible from Route 50
- 12 - 40 foot ceilings, factory windows, skylights, and exposed brick walls
- 120 onsite parking spaces and loading bay
- Event Space Capacity - 540+
- Cannery Park - 6.6 acre, city-owned property adjacent to the building that will become a new central park for the town
- Outdoor dining area
- Certified historic preservation targeting LEED Gold certification



Existing facade of the Packing House entrance.



Architectural rendering of the proposed Packing House entrance.



the **PACKING HOUSE**

DEVELOPMENT TEAM



Headquartered in Baltimore, Cross Street Partners is a vertically integrated real estate company focused exclusively on rebuilding communities by creating vibrant, mixed-use neighborhoods on a foundation of innovation and entrepreneurial activity. The company specializes in adaptive reuse of historic properties, brownfield remediation, sustainable design and building practices, and transit-oriented development. Started in 2010, the principals of Cross Street Partners bring decades of experience in transforming urban neighborhoods. A special focus is the company's adaptive reuse of magnificent but neglected old buildings.



Eastern Shore Land Conservancy (ESLC) was founded in 1990 as a result of widespread concern that the Eastern Shore's important wildlife habitat and prime farmland were being consumed by sprawling development. With this foundation in land preservation and more than 59,000 acres preserved (as of March 2018), ESLC simultaneously focuses its efforts on providing a suite of town planning, environmental education, and coastal resilience strategies to strengthen the region as a whole. ESLC believes that Eastern Shore towns should be vibrant and well-defined, and works to help the small towns of Cecil, Kent, Queen Anne's, Talbot, Caroline, and Dorchester counties soundly plan for and host the majority of growth in the region, while becoming models of innovative economic development and providing plenty of open, green spaces.

For Leasing Opportunities, contact:

Sharon Spedden

Sharon Real Estate
410.228.2525 | sharon@sharonre.com

Bob Greenlee

SVN | Miller Commercial Real Estate
43.390.2600 | bob.greenlee@svn.com

Margaret Norfleet-Neff

Cross Street Partners
MNorfleet-Neff@crossstpartners.com

ThePackingHouseCambridge.com