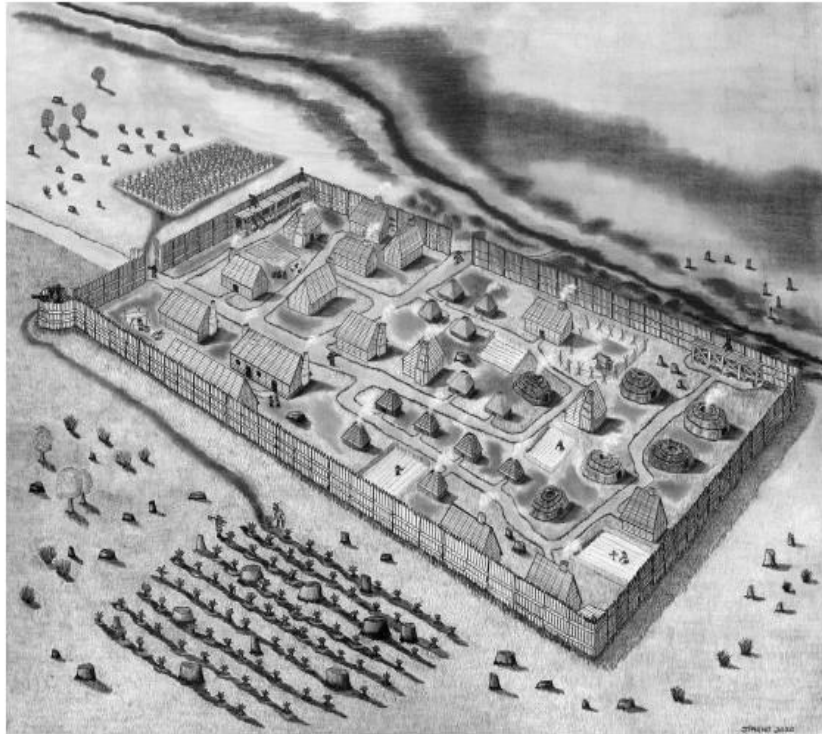


APPENDIX - PHASE 1 MARKET ASSESSMENT OF FUTURE DEVELOPMENT OPPORTUNITIES IN HISTORIC ST. MARY'S CITY



— Conjectural drawing of St. Mary's Fort based on the geophysical survey.
Jeffrey R. Parno

Presented to:



Prepared by:



&



FINAL – MAY 2022

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DATA ON PEER CASE STUDIES – HISTORICAL ATTRACTIONS



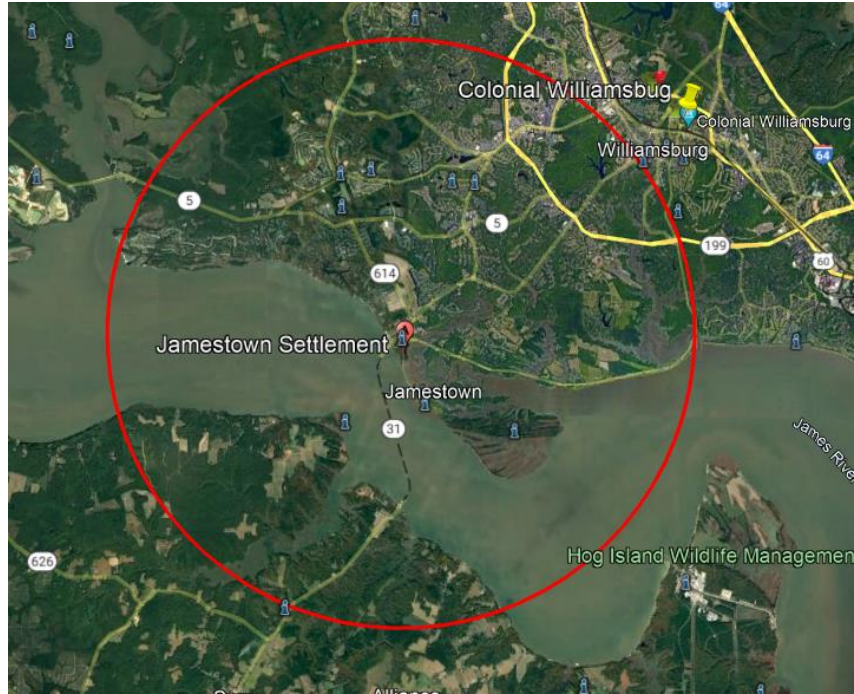
1-JAMESTOWN SETTLEMENT

Jamestown Settlement is a living history museum operated by the Commonwealth of Virginia, created in 1957 as Jamestown Festival Park for the 350th anniversary celebration. Today it includes a recreation of the original James Fort (c. 1607 to 1614), a Powhatan Native American town, indoor and outdoor displays, and replicas of the original settlers' ships: the Susan Constant, Godspeed, and Discovery. Jamestown is part of the part-historic project, part-tourist attraction in the Historic Triangle of Virginia, along with Colonial Williamsburg and Yorktown and the Colonial Parkway.

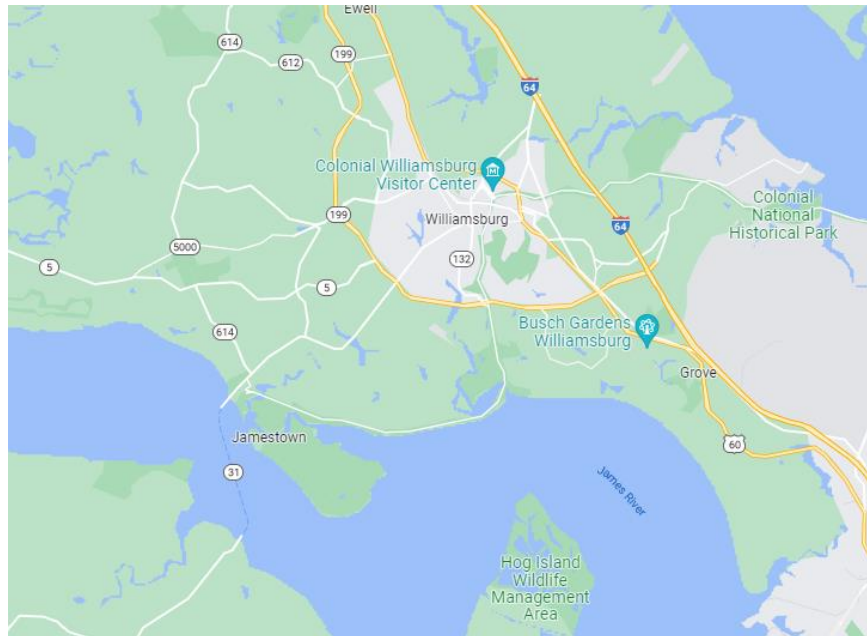
Jamestown Settlement 1388 Colonial Pkwy, Jamestown, VA 23081			
Location to:	6 miles SW of Colonial Williamsburg VA 15 miles W/SW of Yorktown VA 45 miles E/SE of Richmond VA & I95/295 170 miles S of St. Mary's City MD	5 Mile Radii	Retail Market Profile (Rounded \$000)
			Retail GAP
			Total Retail Trade \$350,545
			Total Food & Drink \$26,373
Nearby:		Residential Households	
Restaurants		1-Mile	4
1-Mile	2	5-Miles	13,000+
5-Miles	15+		
Hotels		Median Household Income	
1-Mile	2	1-Mile	\$118,327
5-Miles	25+	5-Miles	\$100,794
Vacation Rentals	None	Race/Ethnicity-5 Miles	
Other Attractions	Yes	White Alone	85.0%
Annual Visitation 2020	+/-500,000	Black Alone	7.2%
Access/Wayfinding	Good	Other	7.8%
		Median Age	49.8

Jamestown Settlement

Five Mile Radius



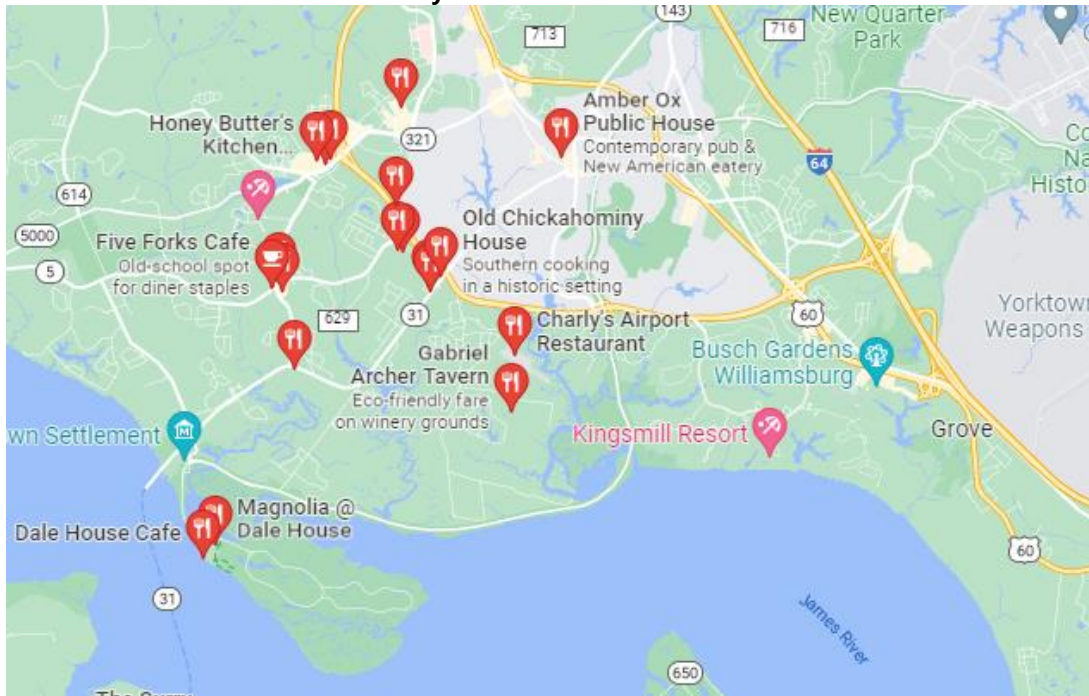
Source: Google Earth



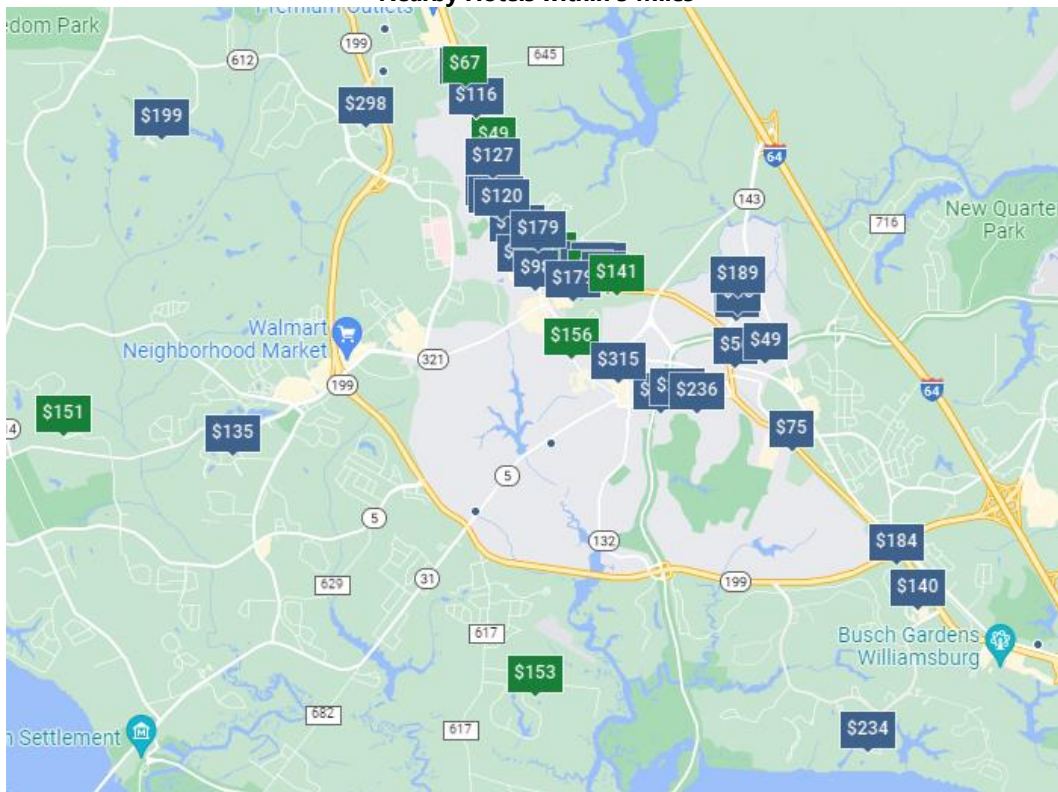
Source: Google Maps

Jamestown Settlement

Nearby Restaurants within 5 Miles



Nearby Hotels within 5 Miles



1-Demographic & Income Profile -Jamestown Settlement		
1388 Colonial Pkwy, Jamestown, VA 23081		
	1 Mile Radius	5 Mile Radii
Population	13	32,091
Households	4	13,136
Owner Occupied Units	3	10,697
Renter Occupied Units	-	2,439
Median Age	42.5	49.8
Households By Income		
Median Household Income	\$118,327	\$100,794
National Median Income	\$72,353	
% Households Below National Median +/-		
($<$) \$15,000	0.0%	3.7%
\$15,000-\$24,999	0.0%	4.7%
\$25,000-\$34,999	0.0%	4.3%
\$35,000-\$49,999	0.0%	6.1%
\$50,000-\$72,353	0.0%	12.3%
Total % Households Below National Median +/-	0.0%	31.1%
Households by Income Under National Poverty Level+/-		
Household of 2 $<$ \$15,000	0.0%	3.7%
Household of 4 \$15,000-\$24,999	0.0%	4.7%
Total Households by Income Under National Poverty Level+/-	0.0%	8.4%
% Race & Ethnicity		
White Alone	100.0%	85.0%
Black Alone	0.0%	7.2%
Other Races	0.0%	7.8%
Housing Profile		
	1 Mile Radius	5 Mile Radii
Highest % Owner Occupied Housing by Value	100% (\$300,000-\$749,999)	67.1% (\$300,000-\$749,999)
Median Occupied Home Value	\$450,000	\$418,549
Average Occupied Home Value	\$475,000	\$488,137
Median Household Income	\$118,327	\$100,794
Ratio Multiplier/Median Home Value to Median Income	3.80	4.15
% Owner Occupied Units	60.0%	74.60%
% Renter Occupied Units	20.00%	17.00%
% Vacant Housing	20.00%	8.40%
Market Profile		
%White Collar	85.70%	76.30%
%Blue Collar	0.00%	10.50%
Top 3 Tapestry Segments	Exurbanites	Silver & Gold In Style Comfortable Empty Nester

Source: ESRI 2022 Forecast

1-Retail Market Profile - Jamestown Settlement					
Retail Market Place Profile (Rounded \$000)	1 Mile Radius				
	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$157	\$0	\$157	100.00	0
Total Food & Drink	\$142	\$0	\$142	100.00	0
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$29	\$0	\$29	100.00	0
Furniture & Home Furnishing Stores	\$5	\$0	\$5	100.00	0
Electronics & Appliance Stores	\$4	\$0	\$4	100.00	0
Building Material, Garden Equip. & Supply Stores	\$10	\$0	\$10	100.00	0
Food & Beverage Stores	\$24	\$0	\$24	100.00	0
Health & Personal Care Stores	\$8	\$0	\$8	100.00	0
Gasoline Stations	\$13	\$0	\$13	100.00	0
Clothing & Accessories	\$7	\$0	\$7	100.00	0
General Merchandise Stores	\$25	\$0	\$25	100.00	0
Miscellaneous Retailers	\$5	\$322	(\$317)	(96.8)	1
Food Services & Drinking Places	\$15	\$524	(\$508)	(94.20)	1
Retail Market Place Profile (Rounded \$000)	5 Mile Radii				
	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$603,548	\$253,003	350,545	40.90	128
Total Food & Drink	\$64,471	\$38,098	\$26,373	25.70	50
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$129,241	\$1,764	\$127,477	97.30	3
Furniture & Home Furnishing Stores	\$23,307	\$10,455	\$12,851	38.10	12
Electronics & Appliance Stores	\$19,674	\$3,393	\$16,280	70.60	8
Building Material, Garden Equip. & Supply Stores	\$42,582	\$14,017	\$28,565	50.50	10
Food & Beverage Stores	\$105,214	\$115,618	(\$10,403)	(4.70)	16
Health & Personal Care Stores	\$37,723	\$22,504	\$15,218	25.30	16
Gasoline Stations	\$58,577	\$5,912	\$52,665	81.70	2
Clothing & Accessories	\$29,979	\$11,940	\$18,038	43.00	14
General Merchandise Stores	\$107,116	\$46,239	\$60,876	39.70	6
Miscellaneous Retailers	\$2,449	\$13,677	\$8,771	2403.0	30
Food Services & Drinking Places	\$64,471	\$38,098	\$26,373	25.70	50

Source: ESRI 2022 Forecast

2-COLONIAL WILLIAMSBURG

Colonial Williamsburg is a living-history museum and private foundation presenting a part of the historic district in the city of Williamsburg, Virginia. The historic area includes several hundred restored or re-created buildings from the 18th century, when the city was the capital of Colonial Virginia; 17th-century, 19th-century, and Colonial Revival structures; and more recent reconstructions Colonial Williamsburg is part of the part-historic project, part-tourist attraction in the Historic Triangle of Virginia, along with Jamestown and Yorktown and the Colonial Parkway.

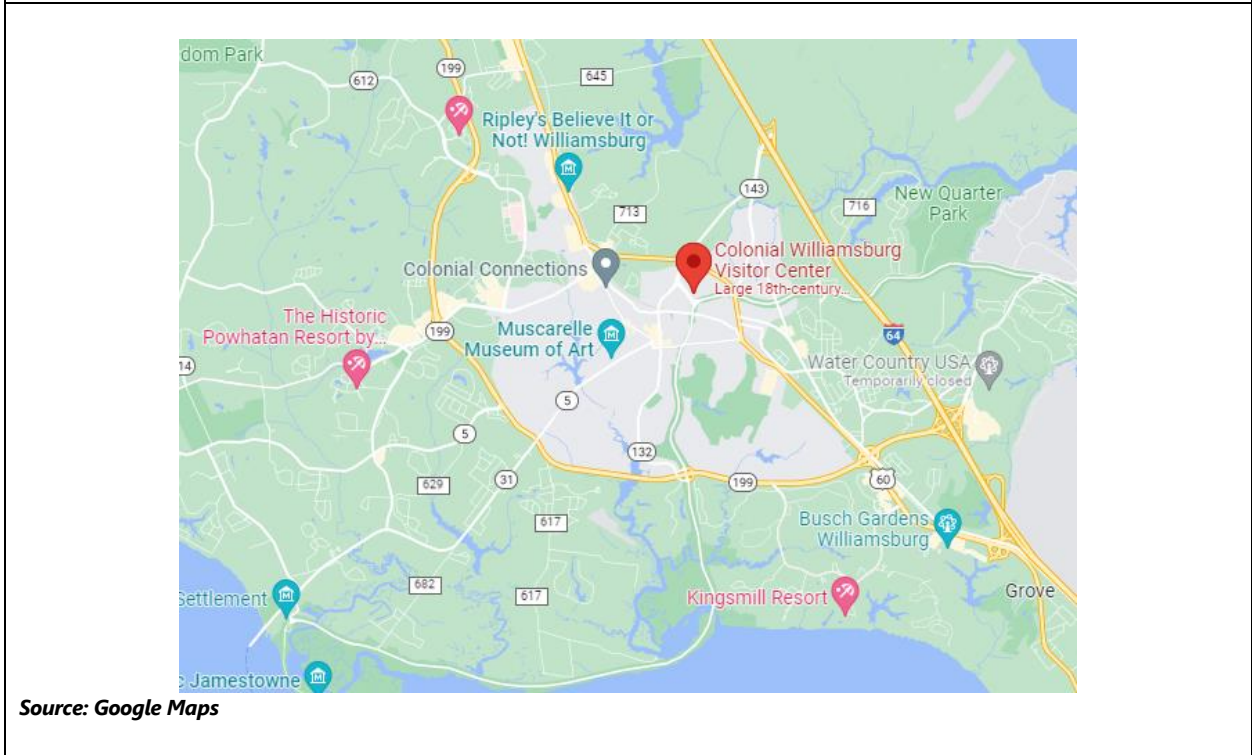
Colonial Williamsburg
101 Visitor Center Dr., Williamsburg, VA 23185

Location to:	6 miles NE of Jamestown Settlement VA 12 miles W/NW of Yorktown VA 45 miles E/SE of Richmond VA 160 miles S of St. Mary's City MD	5 Mile Radii	Retail Market Profile (Rounded \$000)	Retail GAP
			Total Retail Trade	(\$253,019)
			Total Food & Drink	(\$134,034)
Nearby:				
Restaurants		Residential Households		
1-Mile	4	1-Mile		1,646
5-Miles	15+	5-Miles		25,891
Hotels		Median Household Income		
1-Mile	3*	1-Mile		\$54,121
5-Miles	25+	5-Miles		\$85,537
Vacation Rentals	None	Race/Ethnicity-5 Miles		
Other Attractions	Yes**	White Alone		74.3%
Annual Visitation 2020	+/-600,000	Black Alone		14.7%
Access/Wayfinding	Good	Other		11.0%
		Median Age		42.7

* Williamsburg Resorts that includes five specialty hotels & dining

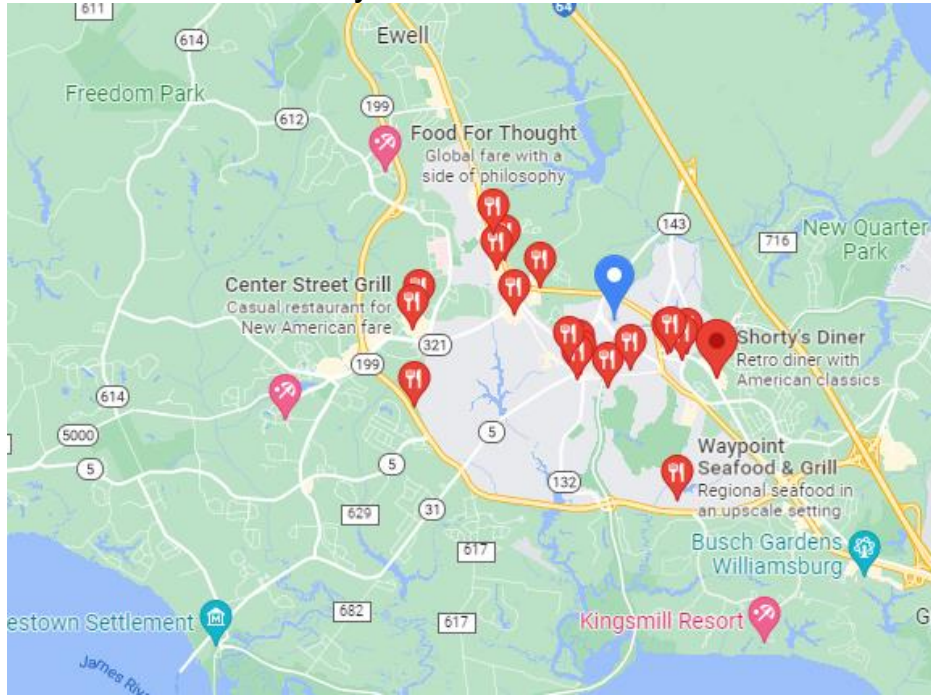
** Williamsburg Busch Gardens

Colonial Williamsburg

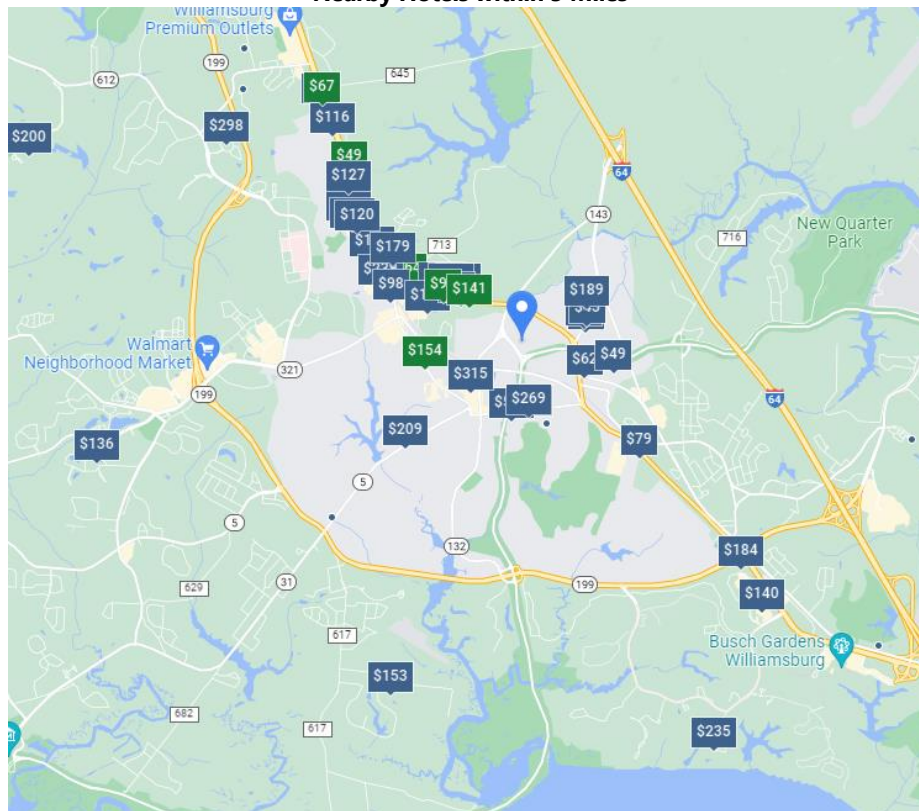


Colonial Williamsburg

Nearby Restaurants within 5 Miles



Nearby Hotels within 5 Miles



2-Demographic & Income Profile -Colonial Williamsburg		
101 Visitor Center Dr., Williamsburg, VA 23185		
	1 Mile Radius	5 Mile Radii
Population	5,374	66,697
Households	1,646	25,891
Owner Occupied Units	634	18,367
Renter Occupied Units	1,012	7,525
Median Age	25.8	42.7
Households By Income		
Median Household Income	\$54,121	\$85,537
National Median Income	\$72,353	
% Households Below National Median +/-		
(<) \$15,000	18.8%	6.5%
\$15,000-\$24,999	10.0%	6.0%
\$25,000-\$34,999	6.9%	5.2%
\$35,000-\$49,999	10.6%	8.8%
\$50,000-\$72,353	16.1%	15.0%
Total % Households Below National Median +/-	62.4%	41.5%
Households by Income Under National Poverty Level+/-		
Household of 2 <\$15,000	18.8%	6.5%
Household of 4 \$15,000-\$24,999	10.0%	6.0%
Total Households by Income Under National Poverty Level+/-	28.8%	12.5%
% Race & Ethnicity		
White Alone	67.2%	74.3%
Black Alone	18.8%	14.7%
Other Races	14.0%	11.0%
Housing Profile		
	1 Mile Radius	5 Mile Radii
Highest % Owner Occupied Housing by Value	27.1% (\$250,000-\$299,999)	23.3% (\$300,000-\$399,999)
Median Occupied Home Value	\$287,791	\$372,347
Average Occupied Home Value	\$347,871	\$436,689
Median Household Income	\$54,121	\$85,537
Ratio Multiplier/Median Home Value to Median Income	5.32	4.35
% Owner Occupied Units	27.2%	60.00%
% Renter Occupied Units	43.30%	24.60%
% Vacant Housing	29.50%	15.40%
Market Profile		
%White Collar	70.50%	71.60%
%Blue Collar	10.80%	12.00%
Top 3 Tapestry Segments	College Towns Set to Impress Retirement Communities	Silver & Gold Exurbanites Comfortable Empty Nesters

Source: ESRI 2022 Forecast

2-Retail Market Profile - Colonial Williamsburg					
Retail Market Place Profile (Rounded \$000)	1 Mile Radius				#of Businesses
	Demand	Supply	Retail Gap	Leakage/Surplus Factor	
2022 Industry Summary					
Total Retail Trade	\$36,411	\$158,028	(\$121,617)	(62.50)	65
Total Food & Drink	\$3,996	\$47,293	(\$43,300)	(84.40)	39
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$7,681	\$22,481	(\$14,799)	(49.10)	4
Furniture & Home Furnishing Stores	\$1,329	\$8,707	(\$7,377)	(73.50)	6
Electronics & Appliance Stores	\$540	\$5,880	(\$5,340)	(93.20)	4
Building Material, Garden Equip. & Supply Stores	\$1,981	\$4,138	(\$2,156)	(35.20)	3
Food & Beverage Stores	\$6,718	\$21,270	(\$14,551)	(52.00)	8
Health & Personal Care Stores	\$2,157	\$1,816	\$341	8.60	1
Gasoline Stations	\$3,784	\$2,166	\$1,618	27.20	1
Clothing & Accessories	\$1,852	\$20,286	(\$18,433)	(83.30)	14
General Merchandise Stores	\$6,677	\$0	\$6,677	100.00	0
Miscellaneous Retailers	\$1,334	\$7,273	(\$5,939)	(69.0)	19
Food Services & Drinking Places	\$3,996	(\$47,296)	(\$43,300)	(84.40)	39
Retail Market Place Profile (Rounded \$000)	5 Mile Radii				#of Businesses
	Demand	Supply	Retail Gap	Leakage/Surplus Factor	
2022 Industry Summary					
Total Retail Trade	\$1,029,032	\$1,282,051	(253,019)	(10.90)	525
Total Food & Drink	\$110,315	\$244,350	(\$134,034)	(37.80)	244
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$219,759	\$188,054	\$31,705	7.80	27
Furniture & Home Furnishing Stores	\$39,510	\$62,094	(\$22,584)	(22.20)	44
Electronics & Appliance Stores	\$33,636	\$34,456	(\$819)	(1.20)	19
Building Material, Garden Equip. & Supply Stores	\$70,548	\$60,206	\$10,341	7.90	23
Food & Beverage Stores	\$180,744	\$282,662	(\$101,888)	(22.00)	47
Health & Personal Care Stores	\$64,124	\$77,709	(\$13,584)	(9.60)	45
Gasoline Stations	\$100,726	\$60,142	\$40,583	25.20	17
Clothing & Accessories	\$51,272	\$145,465	(\$94,189)	(47.90)	109
General Merchandise Stores	\$183,268	\$153,474	\$29,794	8.80	18
Miscellaneous Retailers	\$38,180	\$116,849	(\$78,668)	50.7	136
Food Services & Drinking Places	\$110,315	\$244,350	(\$134,034)	(37.80)	244

Source: ESRI 2022 Forecast

3-REVOLUTIONARY YORKTOWN

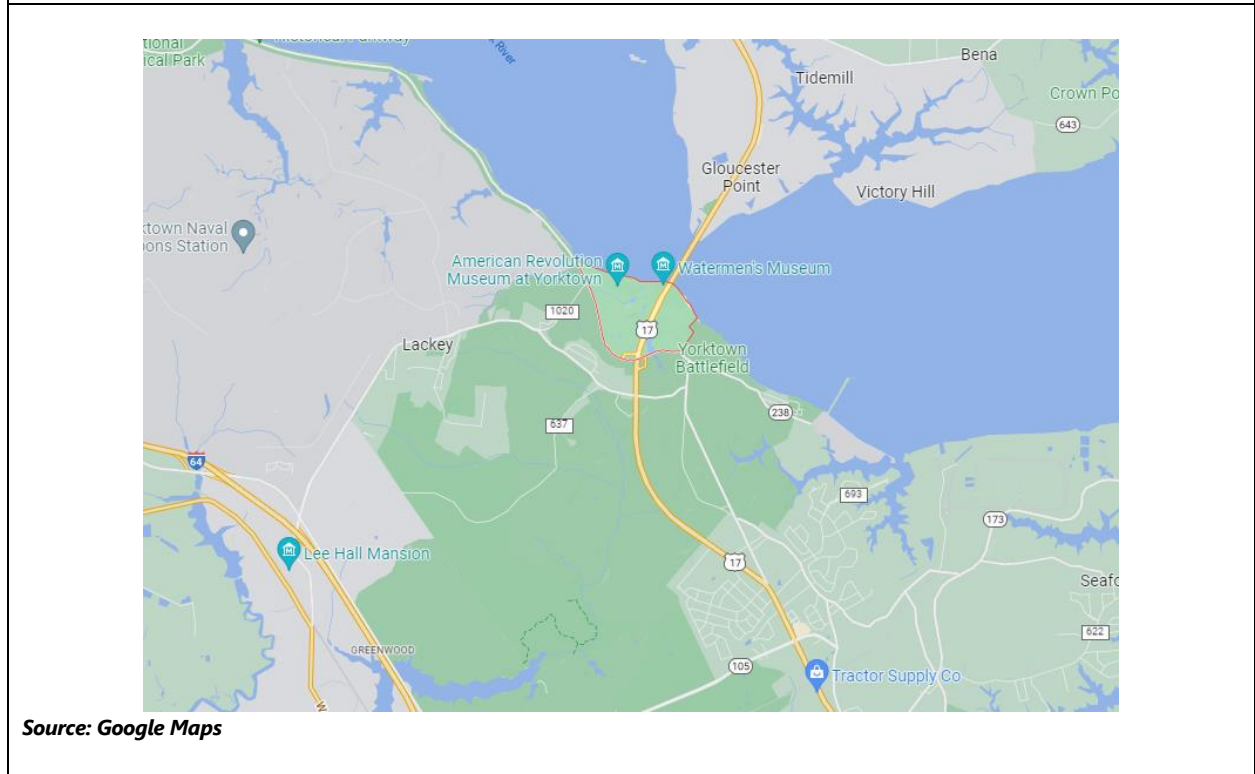
Supported by the French army and navy, Washington's forces defeated Lord Charles Cornwallis' veteran army dug in at Yorktown, Virginia. Victory at Yorktown led directly to the peace negotiations that ended the war in 1783 and gave America its independence. The American Revolution Museum at Yorktown tells the story of the nation's founding through immersive indoor exhibition galleries and films and outdoor living-history experiences.

Revolutionary Yorktown

101 Visitor Center Dr., Williamsburg, VA 23185

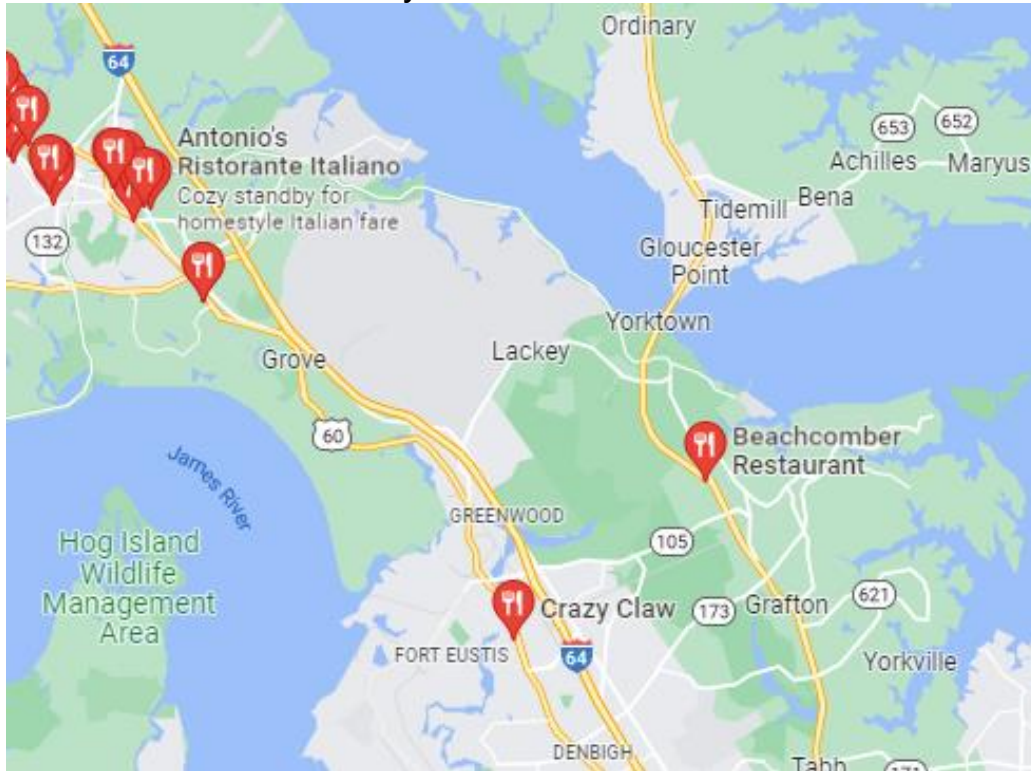
Location to: 21 miles E of Jamestown Settlement VA 21 miles SE of Colonial Williamsburg VA 60 miles E/SE of Richmond VA 155 miles S of St. Mary's City MD	5 Mile Radii	Retail Market Profile (Rounded \$000) Total Retail Trade \$229,859 Total Food & Drink \$25,201
Nearby: Restaurants 1-Mile 2 5-Miles 8+ Hotels 1-Mile 6+ 5-Miles 20+ Vacation Rentals None Other Attractions Yes Annual Visitors 2020 +/-360,000 Access/Wayfinding Good	Residential Households 1-Mile 339 5-Miles 14,322 Median Household Income 1-Mile \$46,063 5-Miles \$68,268 Race/Ethnicity-5 Miles White Alone 67.9% Black Alone 21.3% Other 10.8% Median Age 39.4	

Revolutionary Yorktown

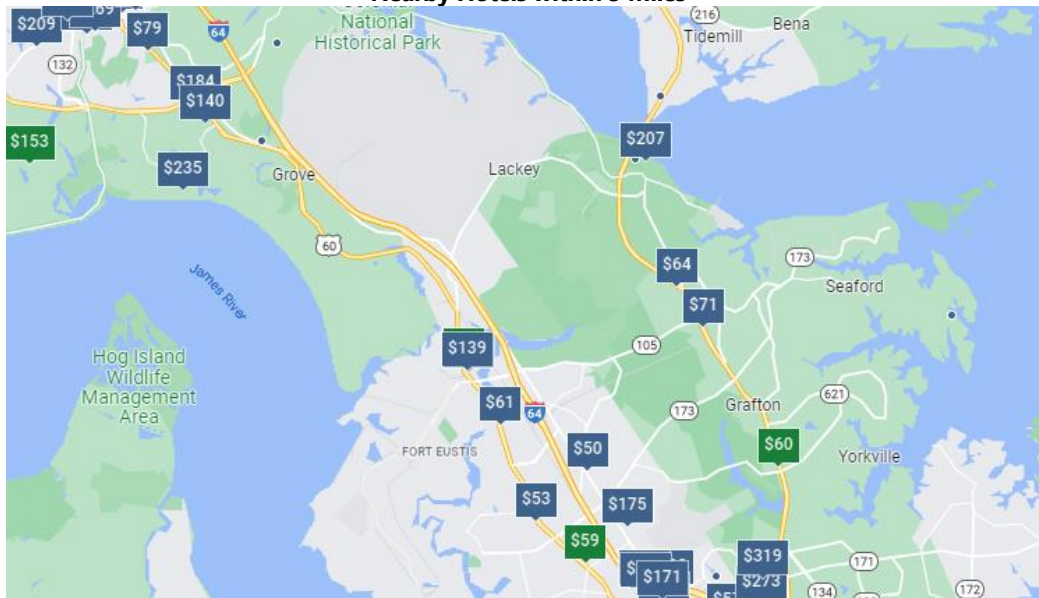


Revolutionary Yorktown

Nearby Restaurants within 5 Miles



Nearby Hotels within 5 Miles



3-Demographic & Income Profile Revolutionary Yorktown 200 Water Street, Yorktown, VA 23690		
	1 Mile Radius	5 Mile Radii
Population	637	37,341
Households	339	14,322
Owner Occupied Units	137	9,080
Renter Occupied Units	203	5,242
Median Age	28.2	39.4
Households By Income		
Median Household Income	\$46,063	\$68,268
National Median Income	\$72,353	
% Households Below National Median +/-		
	(<) \$15,000	17.4%
	\$15,000-\$24,999	16.2%
	\$25,000-\$34,999	9.1%
	\$35,000-\$49,999	10.3%
	\$50,000-\$72,353	9.1%
Total % Households Below National Median +/-	62.1%	53.1%
Households by Income Under National Poverty Level+/-		
Household of 2 <\$15,000	17.4%	8.7%
Household of 4 \$15,000-\$24,999	16.2%	8.5%
Total Households by Income Under National Poverty Level+/-	33.6%	17.2%
% Race & Ethnicity		
	White Alone	53.3%
	Black Alone	36.2%
	Other Races	10.5%
Housing Profile		
	1 Mile Radius	5 Mile Radii
Highest % Owner Occupied Housing by Value	40.4% (\$500,000-\$749,999)	23.6% (\$300,000-\$399,999)
Median Occupied Home Value	\$513,636	\$288,677
Average Occupied Home Value	\$488,787	\$341,128
Median Household Income	\$46,063	\$68,268
Ratio Multiplier/Median Home Value to Median Income	11.15	4.23
% Owner Occupied Units	35.2%	57.40%
% Renter Occupied Units	52.20%	33.10%
% Vacant Housing	12.60%	9.50%
Market Profile		
%White Collar	66.50%	64.50%
%Blue Collar	9.40%	20.20%
Top 3 Tapestry Segments	Metro Fusion Silver & Gold	Comfortable Empty Nesters Savvy Suburbanites Home Improvement

Source: ESRI 2022 Forecast

3-Retail Market Profile - Revolutionary Yorktown					
Retail Market Place Profile (Rounded \$000)	1 Mile Radius				
	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$8,102	\$1,856	\$6,245	62.70	8
Total Food & Drink	\$863	\$5,076	(\$4,212)	(70.90)	8
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$1,754	\$0	\$1,754	100.00	0
Furniture & Home Furnishing Stores	\$303	\$0	\$303	100.00	0
Electronics & Appliance Stores	\$259	\$0	\$259	100.00	0
Building Material, Garden Equip. & Supply Stores	\$512	\$0	\$512	100.00	0
Food & Beverage Stores	\$1,448	\$553	\$895	44.70	1
Health & Personal Care Stores	\$503	\$0	\$503	100.00	0
Gasoline Stations	\$850	\$0	\$820	100.00	0
Clothing & Accessories	\$395	\$122	\$272	52.50	1
General Merchandise Stores	\$1,442	\$0	\$1,442	100.00	0
Miscellaneous Retailers	\$299	\$855	(\$536)	(47.3)	5
Food Services & Drinking Places	\$863	\$5,076	(\$4,212)	(70.90)	8
Retail Market Place Profile (Rounded \$000)	5 Mile Radii				
	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$495,995	\$263,136	229,859	30.40	146
Total Food & Drink	\$53,081	\$27,879	\$25,201	31.10	49
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$105,104	\$82,430	\$22,674	12.10	28
Furniture & Home Furnishing Stores	\$18,718	\$2,964	\$15,754	72.70	5
Electronics & Appliance Stores	\$16,013	\$8,764	\$7,248	29.30	4
Building Material, Garden Equip. & Supply Stores	\$33,337	\$23,493	\$9,843	17.30	14
Food & Beverage Stores	\$87,097	\$57,039	\$30,058	20.90	20
Health & Personal Care Stores	\$29,757	\$20,297	\$9,459	18.90	7
Gasoline Stations	\$48,703	\$27,369	\$21,333	28.00	9
Clothing & Accessories	\$24,756	\$5,181	\$19,575	65.40	8
General Merchandise Stores	\$88,451	\$20,928	\$67,522	61.70	7
Miscellaneous Retailers	\$18,178	\$9,837	\$8,340	29.8	28
Food Services & Drinking Places	\$53,081	\$27,879	\$25,201	31.10	49

Source: ESRI 2022 Forecast

4-ANTIETAM NATIONAL BATTLEFIELD

Antietam, the deadliest one-day battle in American military history, showed that the Union could stand against the Confederate army in the Eastern theater. It also gave President Abraham Lincoln the confidence to issue the preliminary Emancipation Proclamation at a moment of strength rather than desperation. Antietam National Cemetery, which adjoins the park, covers 11.36 acres, and contains more than 4,976 interments (1,836 unidentified). The Antietam National Battlefield Visitor Center contains museum exhibits about the battle and the Civil War.

Antietam National Battlefield

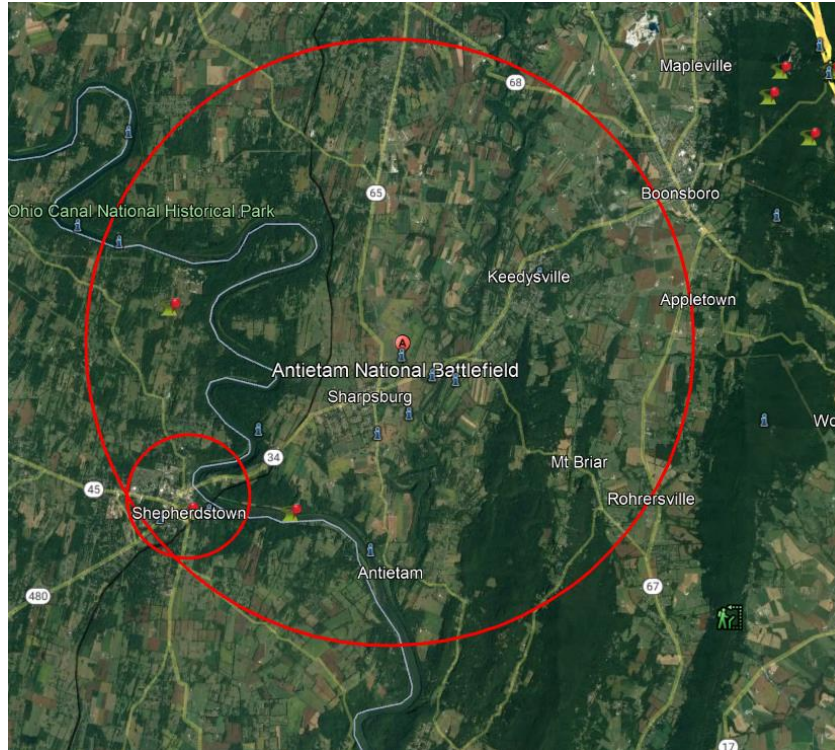
302 E Main St., Sharpsburg, MD 21782

<p>Location to:</p> <ul style="list-style-type: none"> 22 miles W of Fredrick MD 22 miles N of Harpers Ferry WV 71 miles W of Baltimore MD 4 miles SE of Shepherd University 145 miles N/NW of St. Mary's City MD <p>Nearby:</p> <table border="0"> <tr> <td colspan="2">Restaurants</td> </tr> <tr> <td>1-Mile</td> <td>1</td> </tr> <tr> <td>5-Miles</td> <td>0*</td> </tr> <tr> <td colspan="2">Hotels</td> </tr> <tr> <td>1-Mile</td> <td>4</td> </tr> <tr> <td>5-Miles</td> <td>0*</td> </tr> <tr> <td>Vacation Rentals</td> <td>Yes</td> </tr> <tr> <td>Other Attractions</td> <td>Yes</td> </tr> <tr> <td>Annual Visitors 2020</td> <td>+/- 250,000</td> </tr> <tr> <td>Access/Wayfinding</td> <td>Good</td> </tr> </table>	Restaurants		1-Mile	1	5-Miles	0*	Hotels		1-Mile	4	5-Miles	0*	Vacation Rentals	Yes	Other Attractions	Yes	Annual Visitors 2020	+/- 250,000	Access/Wayfinding	Good	<p>5 Mile Radii</p> <table border="0"> <tr> <td>Retail Market Profile (Rounded \$000)</td> <td>Retail GAP</td> </tr> <tr> <td>Total Retail Trade</td> <td>\$166,995</td> </tr> <tr> <td>Total Food & Drink</td> <td>\$13,251</td> </tr> </table> <table border="0"> <tr> <td colspan="2">Residential Households</td> </tr> <tr> <td>1-Mile</td> <td>375</td> </tr> <tr> <td>5-Miles</td> <td>5,442</td> </tr> <tr> <td colspan="2">Median Household Income</td> </tr> <tr> <td>1-Mile</td> <td>\$79,715</td> </tr> <tr> <td>5-Miles</td> <td>\$97,619</td> </tr> <tr> <td colspan="2">Race/Ethnicity-5 Miles</td> </tr> <tr> <td>White Alone</td> <td>91.7%</td> </tr> <tr> <td>Black Alone</td> <td>3.4%</td> </tr> <tr> <td>Other</td> <td>4.9%</td> </tr> <tr> <td>Median Age</td> <td>42.0</td> </tr> </table>	Retail Market Profile (Rounded \$000)	Retail GAP	Total Retail Trade	\$166,995	Total Food & Drink	\$13,251	Residential Households		1-Mile	375	5-Miles	5,442	Median Household Income		1-Mile	\$79,715	5-Miles	\$97,619	Race/Ethnicity-5 Miles		White Alone	91.7%	Black Alone	3.4%	Other	4.9%	Median Age	42.0
Restaurants																																																	
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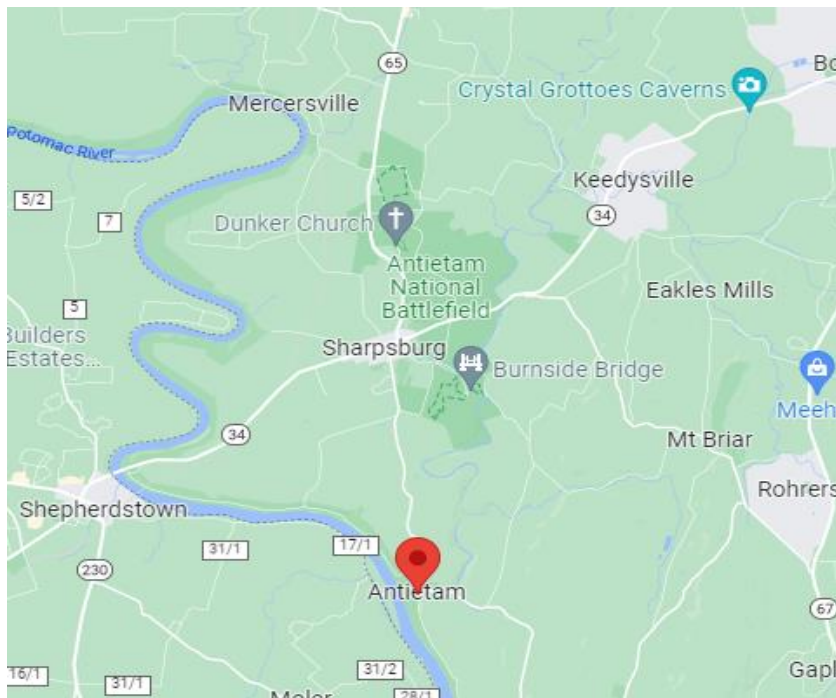
*Multiple Restaurants & Hotels Located 12 Miles east at I85-Martinsburg WV

Antietam National Battlefield

Five Mile Radius

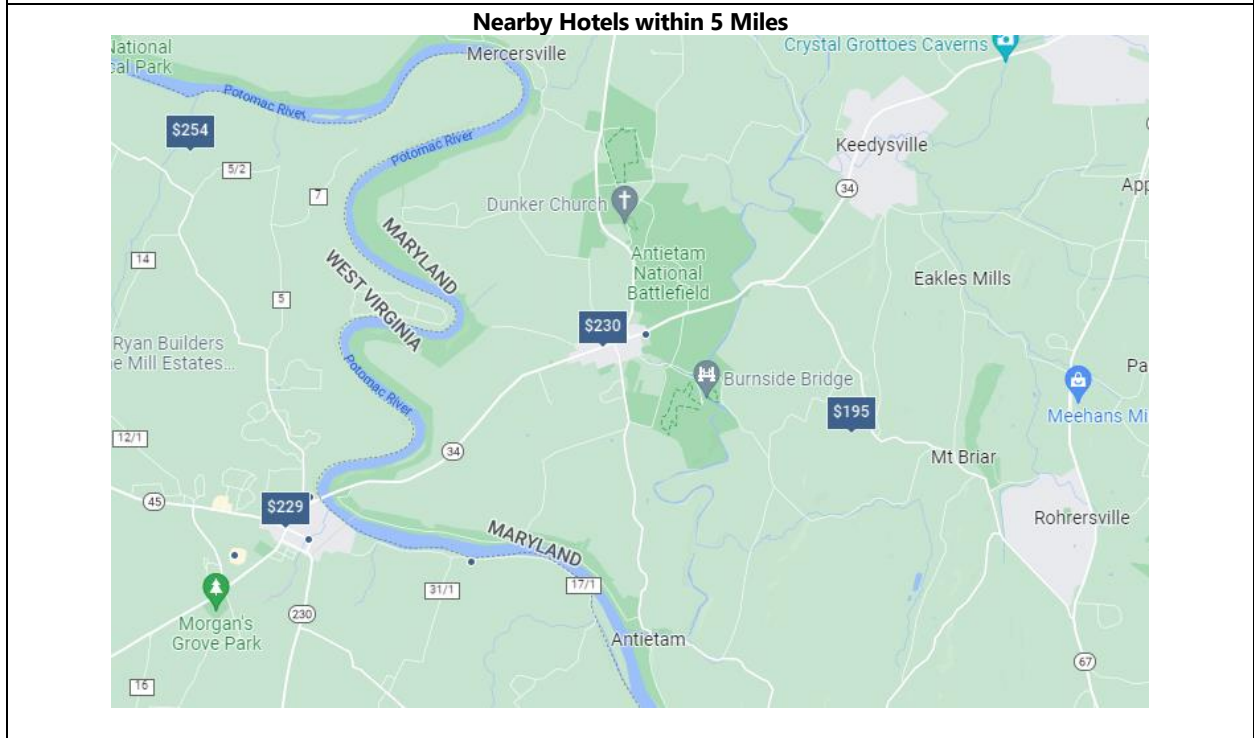
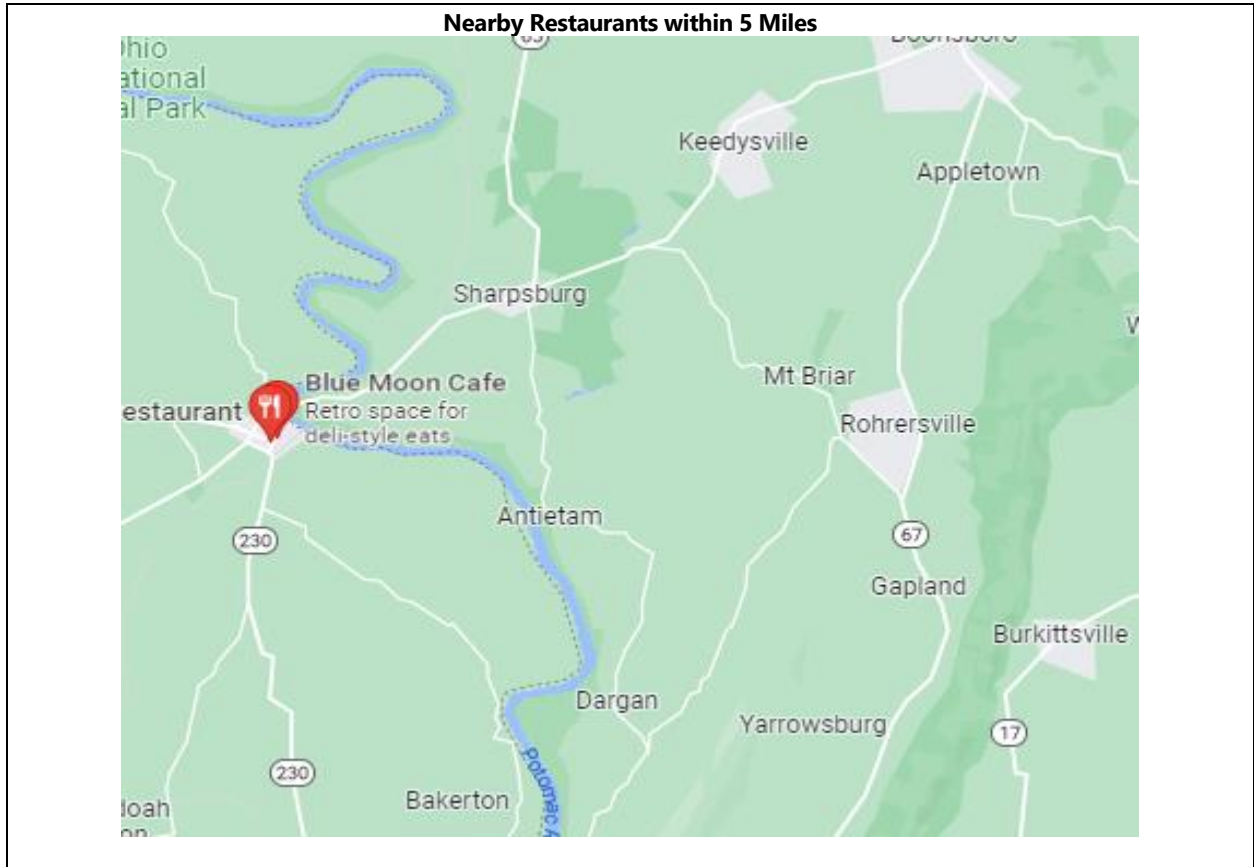


Source: Google Earth



Source: Google Maps

Antietam National Battlefield



4-Demographic & Income Profile -Antietam National Battlefield		
302 E Main St., Sharpsburg, MD 21782		
302 E Main St., Sharpsburg, MD 21782		
	1 Mile Radius	5 Mile Radii
Population	949	14,974
Households	375	5,442
Owner Occupied Units	312	4,380
Renter Occupied Units	62	1,062
Median Age	44.5	42.0
Households By Income		
Median Household Income	\$79,715	\$97,619
National Median Income	\$72,353	
% Households Below National Median +/-		
($<$) \$15,000	5.3%	4.7%
\$15,000-\$24,999	5.9%	4.8%
\$25,000-\$34,999	8.8%	5.5%
\$35,000-\$49,999	12.3%	9.0%
\$50,000-\$72,353	15.0%	15.9%
Total % Households Below National Median +/-	47.3%	39.9%
Households by Income Under National Poverty Level+/-		
Household of 2 $<$ \$15,000	5.3%	4.7%
Household of 4 \$15,000-\$24,999	5.9%	4.8%
Total Households by Income Under National Poverty Level+/-	11.2%	9.5%
% Race & Ethnicity		
White Alone	92.3%	91.7%
Black Alone	0.7%	3.4%
Other Races	7.0%	4.9%
Housing Profile		
	1 Mile Radius	5 Mile Radii
Highest % Owner Occupied Housing by Value	44.6% (\$250,000-\$399,999)	28.4% (\$300,000-\$399,999)
Median Occupied Home Value	\$266,197	\$314,211
Average Occupied Home Value	\$290,144	\$350,657
Median Household Income	\$79,715	\$97,619
Ratio Multiplier/Median Home Value to Median Income	3.34	3.22
% Owner Occupied Units	75.5%	73.80%
% Renter Occupied Units	14.93%	17.90%
% Vacant Housing	9.60%	8.30%
Market Profile		
%White Collar	53.90%	59.50%
%Blue Collar	30.80%	24.20%
Top 3 Tapestry Segments	Green Acres	Green Acres In Style Workday Drive

Source: ESRI 2022 Forecast

4-Retail Market Profile - Antietam National Battlefield					
1 Mile Radius					
Retail Market Place Profile (Rounded \$000)	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$10,879	\$5,898	\$4,980	29.70	4
Total Food & Drink	\$1,164	\$1,061	\$103	4.70	2
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$2,281	\$0	\$2,281	100.00	0
Furniture & Home Furnishing Stores	\$395	\$0	\$395	100.00	0
Electronics & Appliance Stores	\$415	\$108	\$306,629	58.50	1
Building Material, Garden Equip. & Supply Stores	\$804	\$0	\$801	100.00	0
Food & Beverage Stores	\$1,990	\$3,193	(\$1,203)	(23.30)	1
Health & Personal Care Stores	\$689	\$987	(\$297)	(17.80)	1
Gasoline Stations	\$962	\$0	\$962	100.00	0
Clothing & Accessories	\$732	\$0	\$732	100.00	0
General Merchandise Stores	\$1,759	\$0	\$1,759	100.00	0
Miscellaneous Retailers	\$412	\$656	(\$243)	(22.8)	1
Food Services & Drinking Places	\$1,164	\$1,061	\$103	4.70	2
5 Mile Radii					
Retail Market Place Profile (Rounded \$000)	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$224,600	\$57,604	166,995	59.20	54
Total Food & Drink	\$24,109	\$10,857	\$13,251	37.90	23
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$47,618	\$1,315	\$46,302	94.60	4
Furniture & Home Furnishing Stores	\$7,788	\$1,078	\$6,709	75.70	1
Electronics & Appliance Stores	\$7,419	\$3,260	\$4,158	38.90	2
Building Material, Garden Equip. & Supply Stores	\$15,242	\$1,058	\$14,183	87.00	4
Food & Beverage Stores	\$41,583	\$23,348	\$18,234	28.10	9
Health & Personal Care Stores	\$13,916	\$6,892	\$7,024	33.80	4
Gasoline Stations	\$23,218	\$7,469	\$15,849	51.50	1
Clothing & Accessories	\$12,377	\$3,556	\$8,820	55.40	5
General Merchandise Stores	\$38,269	\$2,206	\$36,063	89.10	2
Miscellaneous Retailers	\$7,982	\$3,501	\$4,480	39.0	13
Food Services & Drinking Places	\$24,109	\$10,857	\$13,251	3709.00	23

Source: ESRI 2022 Forecast

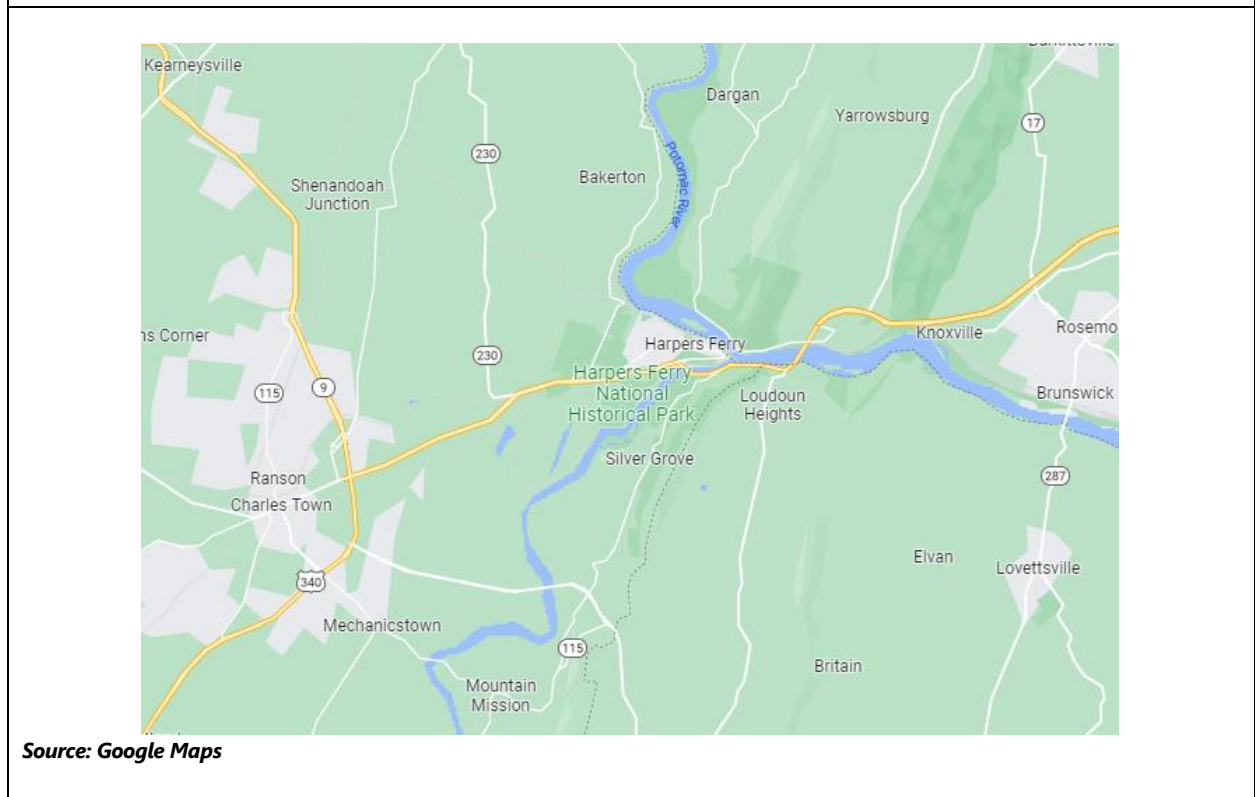
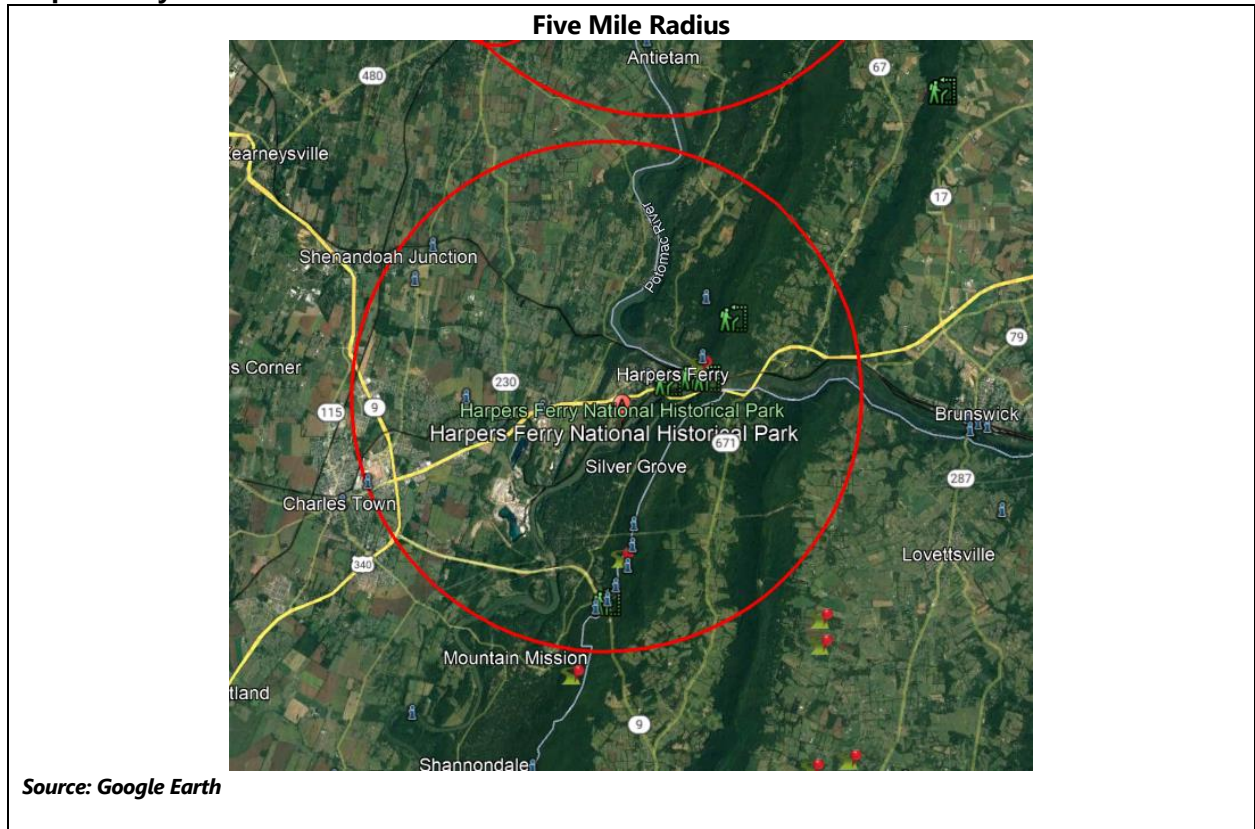
5-HARPERS FERRY NATIONAL HISTORIC PARK

John Brown's raid on Harpers Ferry was an effort by abolitionist John Brown, from October 16 to 18, 1859, to initiate a slave revolt in Southern states by taking over the United States arsenal at Harpers Ferry, Virginia (since 1863, West Virginia). It is known as the dress rehearsal for, or Tragic Prelude to, the Civil War. Harpers Ferry and surrounding areas were designated as a National Monument in 1944. Congress later designated it as the Harpers Ferry National Historical Park in 1963. The park is managed by the National Park Service.

Harpers Ferry National Historic Park 171 Shoreline Dr., Harpers Ferry, WV 25525

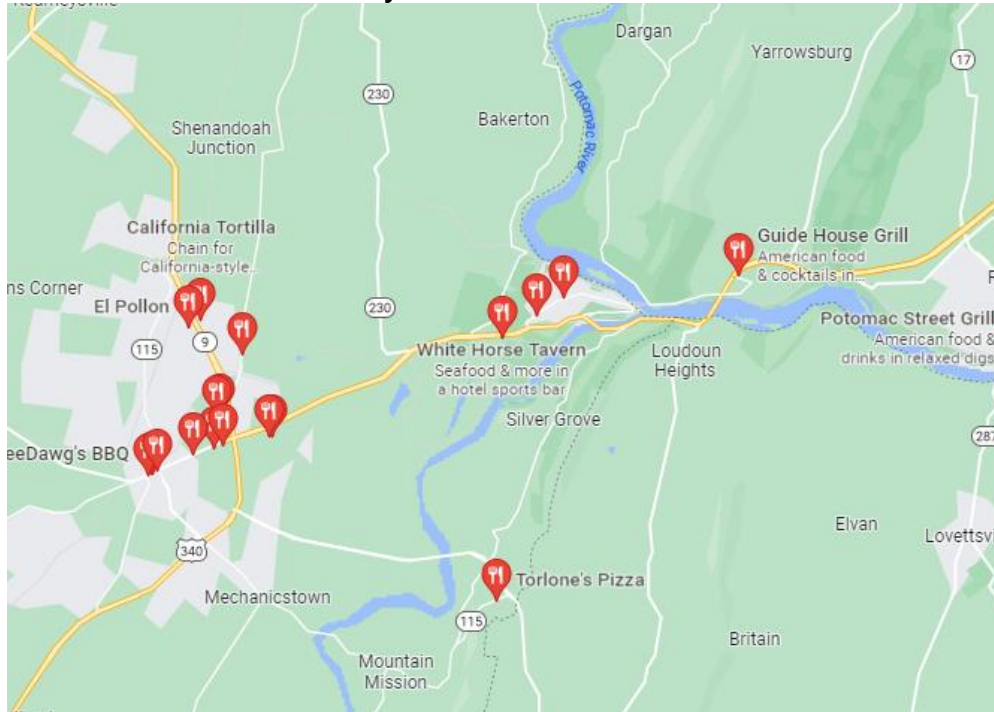
Location to: 11 miles S of Hagerstown MD 22 miles S of Antietam National Battlefield 139 miles N/NW of St. Mary's MD		5 Mile Radii Retail Market Profile (Rounded \$000)		Retail GAP Total Retail Trade \$89,172 Total Food & Drink \$10,437
Nearby: Restaurants 1-Mile 4 5-Miles 15+ Hotels 1-Mile 5 5-Miles 15+ Vacation Rentals Yes Other Attractions Yes Annual Visitors 2020 +/-450,000 Access/Wayfinding Good	Residential Households 1-Mile 1,015 5-Miles 7,486 Median Household Income 1-Mile \$74,304 5-Miles \$91,497 Race/Ethnicity-5 Miles White Alone 88.9% Black Alone 4.3% Other 6.8% Median Age 42.0			

Harpers Ferry National Historical Park

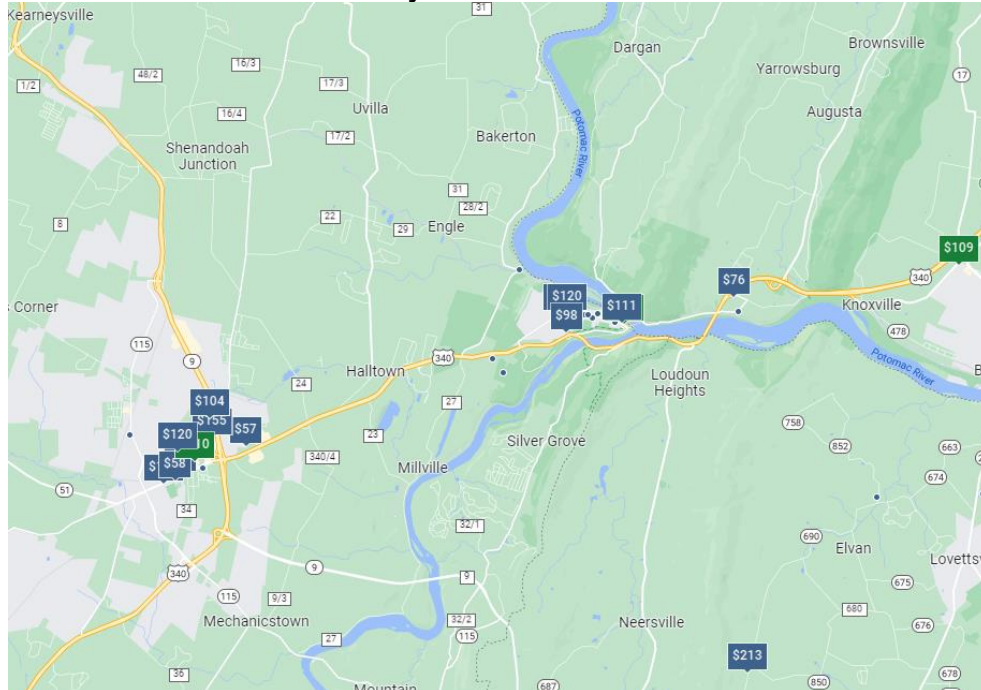


Harpers Ferry National Historical Park

Nearby Restaurants within 5 Miles



Nearby Hotels within 5 Miles



5-Demographic & Income Profile -Harpers Ferry National Historic Park 171 Shoreline Dr., Harpers Ferry, WV 25525					
	1 Mile Radius	5 Mile Radii	Charles Town 1 Mile Radius		
Population	2,221	19,758	7,341		
Households	1,015	7,486	3,095		
Owner Occupied Units	706	6,077	1,939		
Renter Occupied Units	309	1,410	1,156		
Median Age	48	42	39		
Households By Income					
Median Household Income	\$74,304	\$91,497	\$62,969		
National Median Income	\$72,353				
% Households Below National Median +/-					
	(<) \$15,000	6.7%	5.3%	11.8%	
	\$15,000-\$24,999	5.9%	5.3%	11.1%	
	\$25,000-\$34,999	9.0%	5.9%	8.1%	
	\$35,000-\$49,999	11.3%	9.1%	9.0%	
	\$50,000-\$72,353	16.8%	14.8%	15.9%	
Total % Households Below National Median +/-	49.7%			40.4%	55.9%
Households by Income Under National Poverty Level+/-					
Household of 2 <\$15,000	6.7%			5.3%	11.8%
Household of 4 \$15,000-\$24,999	5.9%			5.3%	11.1%
Total Households by Income Under National Poverty Level+/-	12.6%			10.6%	
% Race & Ethnicity					
	White Alone	94.0%	88.9%	76.2%	
	Black Alone	3.0%	4.3%	10.9%	
	Other Races	3.0%	6.8%	12.9%	
Housing Profile					
	1 Mile Radius	5 Mile Radii	Charles Town 1 Mile Radius		
Highest % Owner Occupied Housing by Value	35.8% (\$250,000-\$399,999)	23.0% (\$300,000-\$399,999)	41.5% (\$100,000-\$199,999)		
Median Occupied Home Value	\$234,118	\$279,377	\$197,470		
Average Occupied Home Value	\$259,197	\$309,514	\$234,820		
Median Household Income	\$74,304	\$91,497	\$62,969		
Ratio Multiplier/Median Home Value to Median Income	3.15	3.05	3.14		
% Owner Occupied Units	59.9%	72.9%	54.5%		
% Renter Occupied Units	26.2%	16.9%	32.5%		
% Vacant Housing	13.8%	10.1%	13.0%		
Market Profile					
%White Collar	69.0%	67.3%	58.4%		
%Blue Collar	17.6%	17.0%	22.4%		
Top 3 Tapestry Segments	Midlife Constants The Great Outdoors Workday Drive	Middleburg Midlife Constants Workday Drive	Middleburg Front Porches Comfortable Empty Nesters		

Source: ESRI 2022 Forecast

5-Retail Market Profile -Harpers Ferry National Historic Park					
Retail Market Place Profile (Rounded \$000)	1 Mile Radius				
	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$31,133	\$12,010	\$19,123	44.30	12
Total Food & Drink	\$3,130	\$1,637	\$1,493	31.30	7
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$6,832	\$0	\$6,832	100.00	0
Furniture & Home Furnishing Stores	\$961	\$0	\$961	100.00	0
Electronics & Appliance Stores	\$737	\$0	\$737	100.00	0
Building Material, Garden Equip. & Supply Stores	\$2,001	\$0	\$2,001	100.00	0
Food & Beverage Stores	\$5,840	\$8,729	(\$2,889)	(19.80)	3
Health & Personal Care Stores	\$1,979	\$358	\$1,620	69.30	1
Gasoline Stations	\$3,931	\$0	\$3,931	100.00	0
Clothing & Accessories	\$1,075	\$946	\$128	6.40	2
General Merchandise Stores	\$5,505	\$0	\$5,505	100.00	0
Miscellaneous Retailers	\$1,213	\$0	\$1,213	100.0	0
Food Services & Drinking Places	\$3,130	\$1,637	\$1,493	31.30	7
Retail Market Place Profile (Rounded \$000)	5 Mile Radii				
	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$281,321	\$192,149	89,172	18.80	71
Total Food & Drink	\$29,631	\$19,194	\$10,437	21.40	40
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$60,856	\$6,331	\$54,524	81.20	6
Furniture & Home Furnishing Stores	\$9,369	\$4,662	\$4,707	33.50	4
Electronics & Appliance Stores	\$7,458	\$2,158	\$5,299	55.10	2
Building Material, Garden Equip. & Supply Stores	\$18,557	\$10,898	\$7,659	26.00	4
Food & Beverage Stores	\$51,973	\$70,673	(\$18,699)	(15.20)	14
Health & Personal Care Stores	\$17,207	\$14,629	\$2,578	8.10	8
Gasoline Stations	\$33,342	\$12,812	\$20,530	44.50	2
Clothing & Accessories	\$11,353	\$2,970	\$8,383	58.50	7
General Merchandise Stores	\$50,357	\$54,688	(\$4,331)	(4.10)	5
Miscellaneous Retailers	\$9,289	\$8,744	\$545	3.0	14
Food Services & Drinking Places	\$29,631	\$19,194	\$10,437	21.40	40

Source: ESRI 2022 Forecast

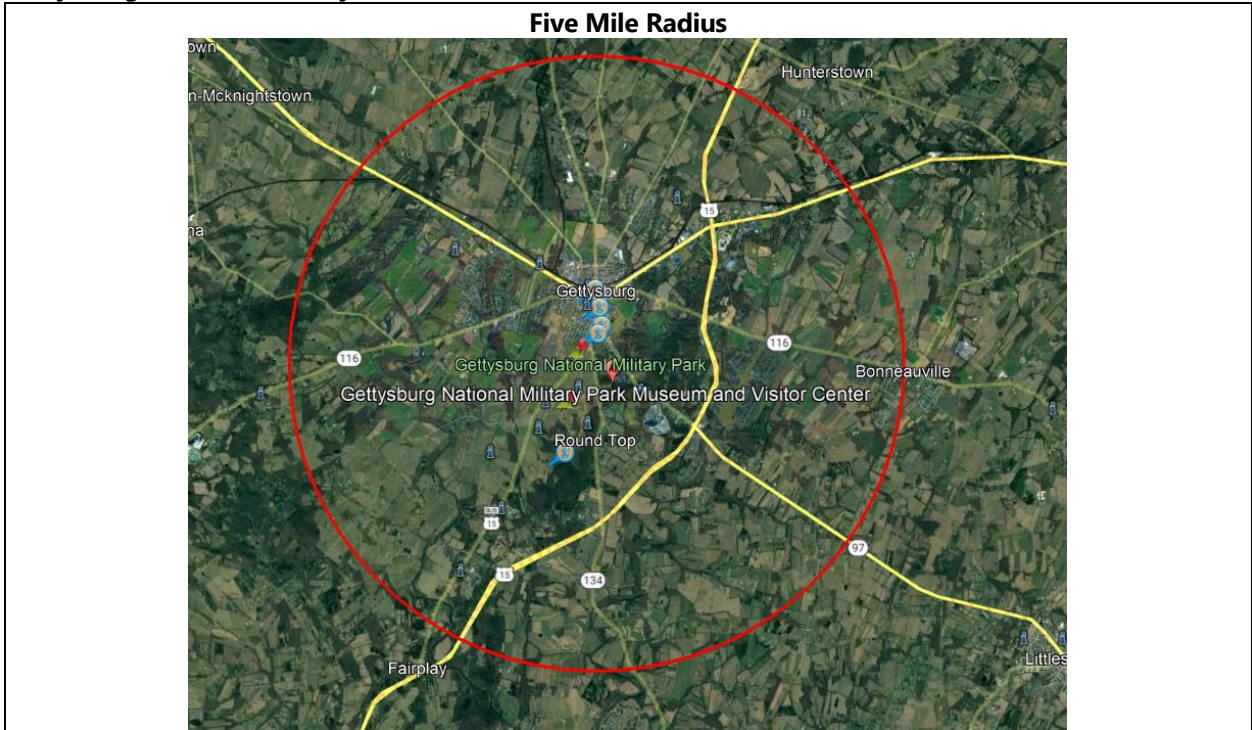
6-GETTYSBURG NATIONAL MILITARY PARK

The Battle of Gettysburg occurred on July 1–3, 1863, in and around the town of Gettysburg, Pennsylvania, by Union and Confederate forces during the American Civil War. In the battle, Union Maj. Gen. George Meade's Army of the Potomac defeated attacks by Confederate Gen. Robert E. Lee's Army of Northern Virginia, halting Lee's invasion of the North. The battle involved the largest number of casualties of the entire war and is considered the war's turning point due to the Union's decisive victory and concurrence with the Siege of Vicksburg. The Gettysburg Foundation manages the on-campus museum and visitor center, and package tours are available for the military park and battlefield. The park all but surrounds the town of Gettysburg and features 1,300 monuments, 400 cannons and nearly 150 historic buildings. The park also provides diverse habitats that support a range of plants and animals.

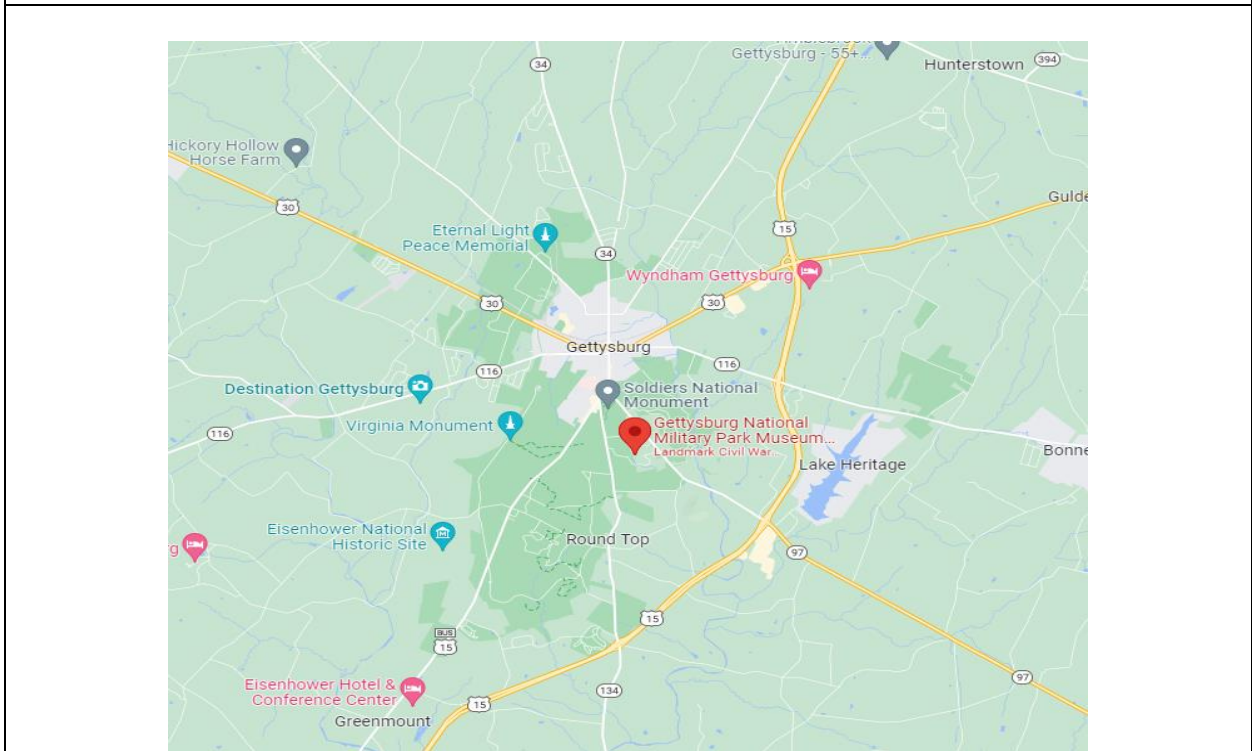
Gettysburg National Military Park 451 Baltimore St., Gettysburg PA 17325

Location to:	55 miles W/SW of Lancaster PA 35 miles S/SW of Harrisburg PA 35 miles NE of Antietam National Battlefield 50 miles NW of Baltimore MD 139 miles N/NW of St. Mary's City MD	5 Mile Radii	Retail Market Profile (Rounded \$000)	Retail GAP
			Total Retail Trade	(\$44,174)
			Total Food & Drink	(\$25,369)
Nearby:				
Restaurants		Residential Households		
1-Mile	5	1-Mile		2,580
5-Miles	15+	5-Miles		8,532
Hotels		Median Household Income		
1-Mile	8	1-Mile		\$42,872
5-Miles	25+	5-Miles		\$61,709
Vacation Rentals	Yes	Race/Ethnicity-5 Miles		
Other Attractions	Yes	White Alone		87.7%
Annual Visitors 2020	+/-1,000,000	Black Alone		4.2%
Access/Wayfinding	Good	Other		8.1%
		Median Age		41.7

Gettysburg National Military Park



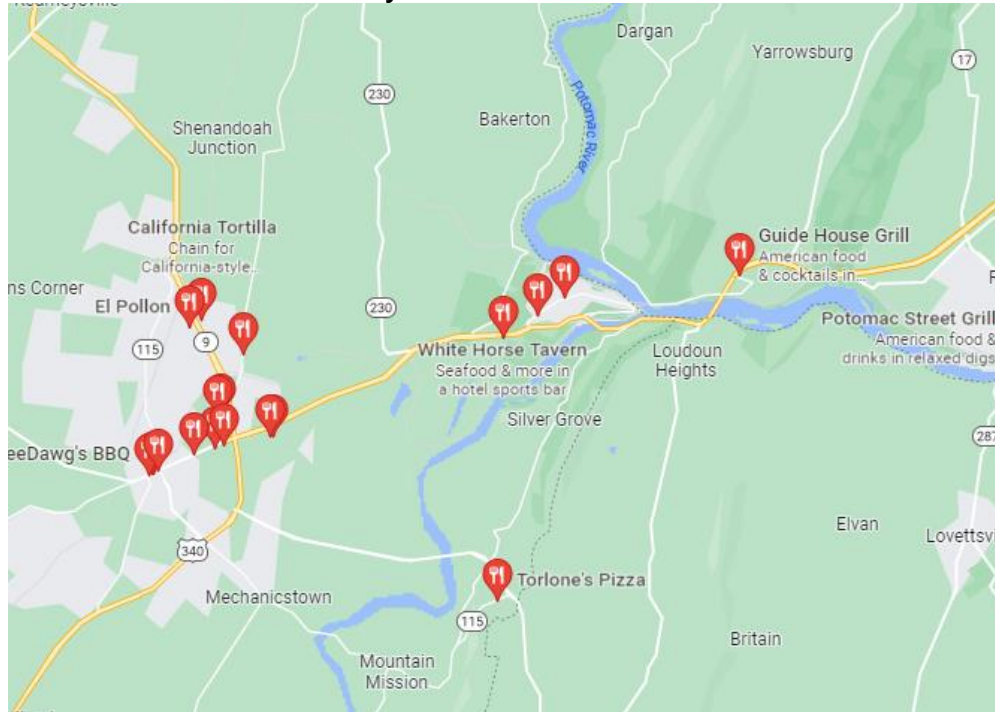
Source: Google Earth



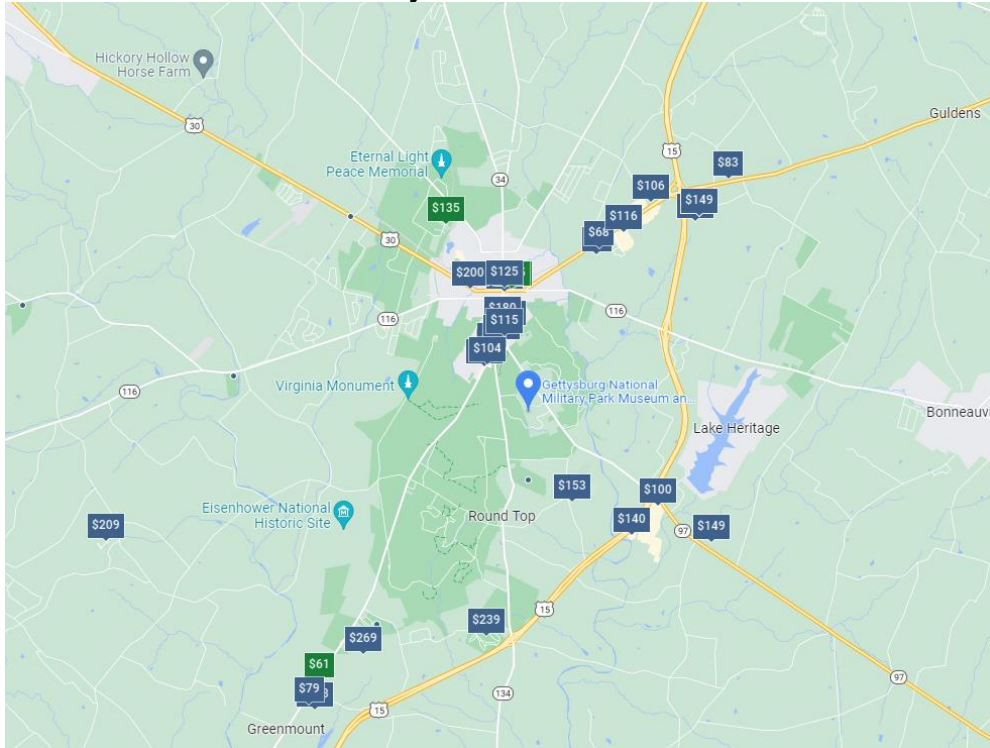
Source: Google Maps

Gettysburg National Military Park

Nearby Restaurants within 5 Miles



Nearby Hotels within 5 Miles



6-Demographic & Income Profile -Gettysburg National Military Park		
451 Baltimore St., Gettysburg PA 17325		
	1 Mile Radius	5 Mile Radii
Population	7,796	22,863
Households	2,580	8,532
Owner Occupied Units	1,060	5,961
Renter Occupied Units	1,519	2,570
Median Age	26.0	41.7
Households By Income		
Median Household Income	\$42,872	\$61,709
National Median Income	\$72,353	
% Households Below National Median +/-		
	(<) \$15,000	12.7%
	\$15,000-\$24,999	17.2%
	\$25,000-\$34,999	10.5%
	\$35,000-\$49,999	15.9%
	\$50,000-\$72,353	16.6%
Total % Households Below National Median +/-	72.9%	56.8%
Households by Income Under National Poverty Level+/-		
Household of 2 <\$15,000	12.7%	8.0%
Household of 4 \$15,000-\$24,999	17.2%	11.2%
Total Households by Income Under National Poverty Level+/-	29.9%	19.2%
% Race & Ethnicity		
	White Alone	81.1%
	Black Alone	6.8%
	Other Races	12.1%
Housing Profile		
	1 Mile Radius	5 Mile Radii
Highest % Owner Occupied Housing by Value	26.1% (\$300,000-\$399,999)	21.9% (\$300,000-\$399,999)
Median Occupied Home Value	\$257,027	\$266,473
Average Occupied Home Value	\$271,116	\$294,021
Median Household Income	\$42,872	\$61,709
Ratio Multiplier/Median Home Value to Median Income	6.00	4.32
% Owner Occupied Units	37.1%	64.0%
% Renter Occupied Units	53.1%	27.6%
% Vacant Housing	9.8%	8.4%
Market Profile		
%White Collar	67.4%	60.8%
%Blue Collar	17.2%	24.8%
Top 3 Tapestry Segments	Set to Impress Front Porches College Towns	Comfortable Empty Nesters Midlife Constants Set to Impress

Source: ESRI 2022 Forecast

6-Retail Market Profile -Gettysburg National Military Park					
Retail Market Place Profile (Rounded \$000)	1 Mile Radius				#of Businesses
	Demand	Supply	Retail Gap	Leakage/Surplus Factor	
2022 Industry Summary					
Total Retail Trade	\$62,344	\$89,562	(\$27,217)	(17.90)	109
Total Food & Drink	\$6,614	\$32,228	(\$25,614)	(65.90)	56
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$13,249	\$4,535	\$8,714	49.00	4
Furniture & Home Furnishing Stores	\$2,186	\$708	\$1,478	51.10	4
Electronics & Appliance Stores	\$2,093	\$2,531	(\$437)	(9.50)	2
Building Material, Garden Equip. & Supply Stores	\$3,545	\$2,818	\$726	11.40	5
Food & Beverage Stores	\$11,940	\$15,999	(\$4,058)	(14.50)	7
Health & Personal Care Stores	\$3,745	\$14,204	(\$10,361)	(57.40)	10
Gasoline Stations	\$6,410	\$18,507	(\$12,097)	(48.50)	5
Clothing & Accessories	\$3,583	\$5,528	(\$1,944)	(21.30)	13
General Merchandise Stores	\$9,534	\$1,851	\$7,683	67.50	4
Miscellaneous Retailers	\$2,817	\$18,838	(\$16,020)	(74.0)	43
Food Services & Drinking Places	\$6,614	\$32,228	(\$25,614)	(65.90)	56
5 Mile Radii					
Retail Market Place Profile (Rounded \$000)	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$272,169	\$316,344	(44,174)	(7.50)	238
Total Food & Drink	\$27,755	\$53,125	(\$25,369)	(31.40)	90
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$58,969	\$50,010	\$8,959	8.20	31
Furniture & Home Furnishing Stores	\$9,566	\$2,748	\$6,818	55.40	9
Electronics & Appliance Stores	\$8,783	\$4,716	\$4,067	30.10	7
Building Material, Garden Equip. & Supply Stores	\$18,209	\$6,095	\$12,114	49.80	12
Food & Beverage Stores	\$50,509	\$65,140	(\$14,631)	(12.70)	21
Health & Personal Care Stores	\$17,363	\$26,560	(\$9,197)	(20.90)	20
Gasoline Stations	\$27,329	\$33,617	(\$6,287)	(10.30)	10
Clothing & Accessories	\$14,930	\$23,611	(\$8,680)	(22.50)	28
General Merchandise Stores	\$40,575	\$47,993	(\$7,418)	(8.40)	8
Miscellaneous Retailers	\$12,388	\$47,506	(\$35,118)	(58.6)	73
Food Services & Drinking Places	\$27,755	\$53,125	(\$25,369)	(31.40)	90

Source: ESRI 2022 Forecast

7-VALLEY FORGE NATIONAL HISTORICAL PARK

Valley Forge is the encampment site of the Continental Army during the winter of 1777-1778. The park features 3,500 acres of monuments, meadows, and woodlands commemorating the sacrifices and perseverance of the Revolutionary War generation and honoring the power of people to pull together and overcome adversity during extraordinary times. The Continental soldiers-built hundreds of log cabins, each housing a dozen men. Visitors can view the reconstructed Muhlenberg Brigade Huts and hike the rolling countryside. One of the most popular sites at the park is Washington's Headquarters, a small stone building where Washington and other high-ranking officials lived and worked during their time in Valley Forge. Other historical landmarks include the National Memorial Arch and Artillery Park, which houses rows of cannons. The Visitor Center houses an extensive museum with artifacts.

Valley Forge National Historical Park

1400 N Outer Line Dr., King of Prussia, PA 19406

Location to:
 20 miles NW of Philadelphia PA
 15 miles SE of Pottstown PA
 35 miles S of Allentown PA
 100 miles E/NE of Gettysburg PA
 202 miles N/NE of St. Mary's City MD

5 Mile Radii
Retail Market Profile (Rounded \$000) **Retail GAP**
 Total Retail Trade **(\$1,004,110)**
 Total Food & Drink **(\$30,242)**

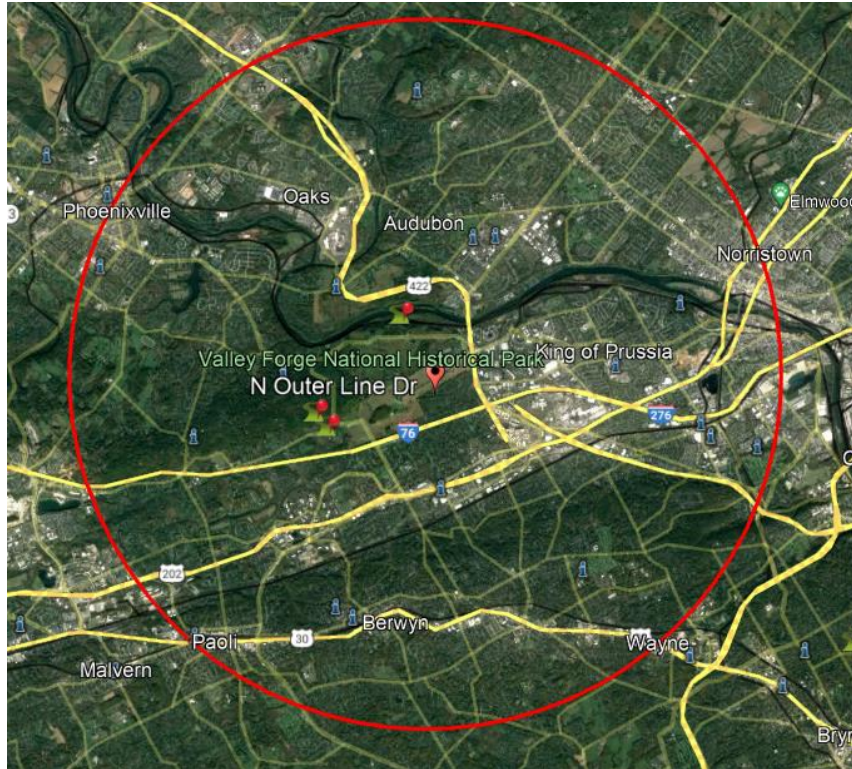
Nearby:

Restaurants	
1-Mile	3
5-Miles	6
Hotels	
1-Mile	20+
5-Miles	40+
Vacation Rentals	
	Yes
Other Attractions	
	Yes
Annual Visitors 2020	+/-1,000,000
Access/Wayfinding	Good

Residential Households	
1-Mile	814
5-Miles	62,157
Median Household Income	
1-Mile	\$93,569
5-Miles	\$100,015
Race/Ethnicity-5 Miles	
White Alone	71.2%
Black Alone	9.4%
Other	19.4%
Median Age	40.5

Valley Forge National Historical Park

Five Mile Radius



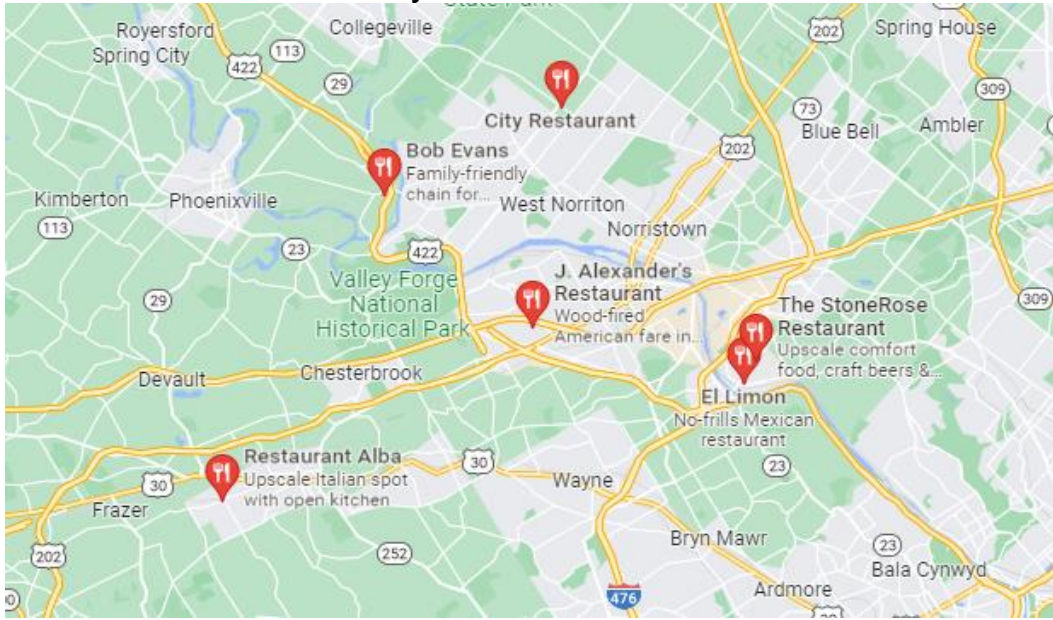
Source: Google Earth



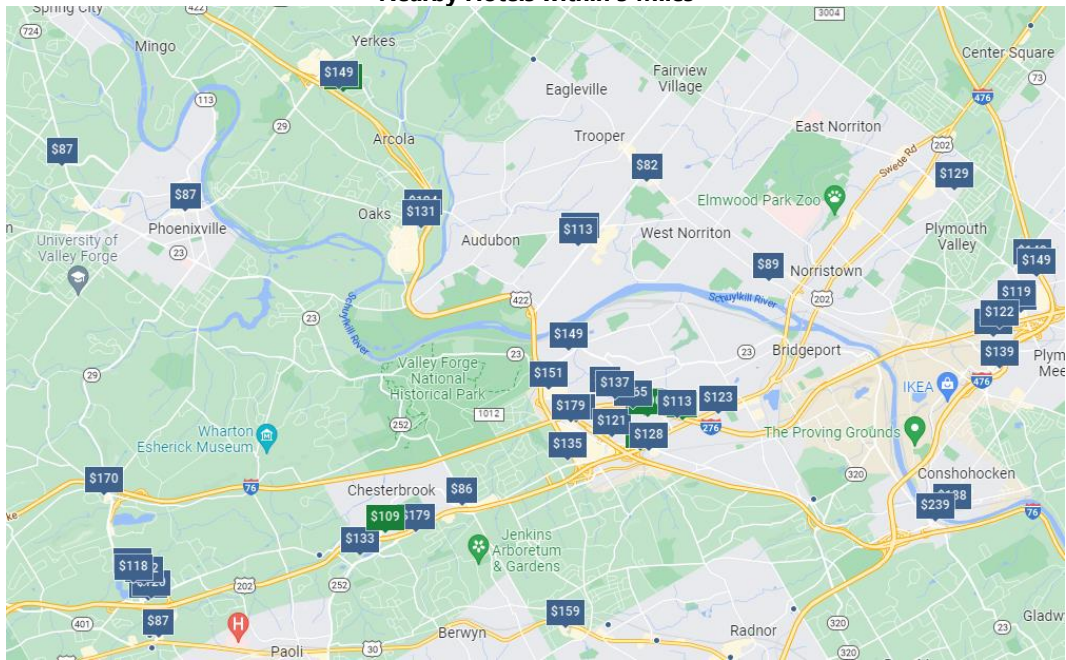
Source: Google Maps

Valley Forge National Historical Park

Nearby Restaurants within 5 Miles



Nearby Hotels within 5 Miles



7-Demographic & Income Profile -Valley Forge National Historical Park 1400 N Outer Line Dr., King of Prussia, PA 19406		
	1 Mile Radius	5 Mile Radii
Population	1,767	158,916
Households	814	62,157
Owner Occupied Units	462	40,944
Renter Occupied Units	353	21,213
Median Age	43.3	40.5
Households By Income		
Median Household Income	\$93,569	\$100,015
National Median Income	\$72,353	
% Households Below National Median +/-		
(<) \$15,000	3.2%	5.4%
\$15,000-\$24,999	3.9%	5.0%
\$25,000-\$34,999	4.4%	5.5%
\$35,000-\$49,999	8.2%	7.8%
\$50,000-\$72,353	17.3%	13.6%
Total % Households Below National Median +/-	37.0%	37.3%
Households by Income Under National Poverty Level+/-		
Household of 2 <\$15,000	3.2%	5.4%
Household of 4 \$15,000-\$24,999	3.9%	5.0%
Total Households by Income Under National Poverty Level+/-	7.1%	10.4%
% Race & Ethnicity		
White Alone	73.7%	71.2%
Black Alone	3.3%	9.4%
Other Races	23.0%	19.4%
Housing Profile		
	1 Mile Radius	5 Mile Radii
Highest % Owner Occupied Housing by Value	28.8% (\$500,000-\$749,999)	21.2% (\$500,000-\$749,999)
Median Occupied Home Value	\$358,333	\$385,040
Average Occupied Home Value	\$451,136	\$478,782
Median Household Income	\$93,569	\$100,015
Ratio Multiplier/Median Home Value to Median Income	3.83	3.85
% Owner Occupied Units	52.8%	61.4%
% Renter Occupied Units	40.2%	31.8%
% Vacant Housing	7.0%	6.8%
Market Profile		
%White Collar	87.1%	79.1%
%Blue Collar	6.4%	11.1%
Top 3 Tapestry Segments	Metro Renters In Style Top Tier	Top Tier Savvy Suburbanites Urban Chic

Source: ESRI 2022 Forecast

7-Retail Market Profile -Valley Forge National Historical Park					
Retail Market Place Profile (Rounded \$000)	1 Mile Radius				#of Businesses
	Demand	Supply	Retail Gap	Leakage/Surplus Factor	
2022 Industry Summary					
Total Retail Trade	\$42,342	(\$290,768)	(\$248,425)	(74.60)	74
Total Food & Drink	\$4,727	\$27,445	(\$22,718)	(70.60)	19
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$8,923	\$1,848	\$7,075	65.70	1
Furniture & Home Furnishing Stores	\$1,580	\$18,151	(\$16,570)	(84.00)	5
Electronics & Appliance Stores	\$1,458	\$11,308	(\$9,849)	(77.10)	3
Building Material, Garden Equip. & Supply Stores	\$2,664	\$1,990	\$674	14.50	1
Food & Beverage Stores	\$7,893	\$20,010	(\$12,117)	(43.40)	3
Health & Personal Care Stores	\$2,543	\$25,774	(\$23,231)	(82.00)	9
Gasoline Stations	\$4,079	\$6,558	(\$2,478)	23.30	1
Clothing & Accessories	\$2,593	\$91,577	(\$88,983)	(94.50)	38
General Merchandise Stores	\$6,558	\$93,604	(\$87,046)	(86.90)	2
Miscellaneous Retailers	\$1,869	\$5,176	(\$3,307)	(46.9)	6
Food Services & Drinking Places	\$4,727	\$27,445	(\$22,718)	(70.60)	19
5 Mile Radii					
Retail Market Place Profile (Rounded \$000)	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$3,059,989	\$4,064,100	(1,004,110)	(14.10)	1,199
Total Food & Drink	\$336,413	\$366,756	(\$30,342)	(4.30)	482
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$640,348	\$711,185	(\$70,836)	(5.20)	87
Furniture & Home Furnishing Stores	\$115,051	\$251,702	(\$136,650)	(37.30)	107
Electronics & Appliance Stores	\$106,096	\$255,009	(\$148,912)	(41.20)	69
Building Material, Garden Equip. & Supply Stores	\$205,529	\$199,362	\$6,167	1.50	77
Food & Beverage Stores	\$564,474	\$565,133	(\$659)	(0.10)	113
Health & Personal Care Stores	\$187,435	\$316,855	(\$129,450)	(25.70)	126
Gasoline Stations	\$290,346	\$197,117	\$93,229	19.10	36
Clothing & Accessories	\$186,777	\$528,944	(\$342,167)	(47.80)	270
General Merchandise Stores	\$471,789	\$675,783	(\$203,994)	(17.80)	41
Miscellaneous Retailers	\$133,731	\$124,789	\$8,941	3.50	169
Food Services & Drinking Places	\$336,413	\$366,756	(\$30,342)	(4.30)	482

Source: ESRI 2022 Forecast

8-FLIGHT 93 NATIONAL MEMORIAL

On Tuesday morning, September 11, 2001, the U.S. came under attack when four commercial airliners were hijacked by terrorists and used to strike targets on the ground. Nearly 3,000 people tragically lost their lives. Because of the actions of the 40 passengers and crew aboard one of the planes, Flight 93, the attack on the U.S. Capitol was thwarted.

The visitor center features a permanent exhibition that focuses on the Flight 93 story within the context of the larger terrorist attack. The exhibit recounts the story of the passengers and crew members and describes how the response and investigation following the crash.

The Tower of Voices serves as both a visual and audible reminder of the heroism of the forty passengers and crew of United Flight 93. The tower, as conceived, is a ninety-three feet tall musical instrument holding forty wind chimes, representing the forty passengers and crew members. The tower is located on an oval concrete plaza that is built on top of an earth mound to create an area more prominent on the landscape.

The Memorial Plaza is the quarter-mile northern-boundary to the crash site, which is the final resting place of the passengers and crew members. A visit here culminates at the Wall of Names, which features forty white polished marble stones inscribed with the names of the passengers and crew.

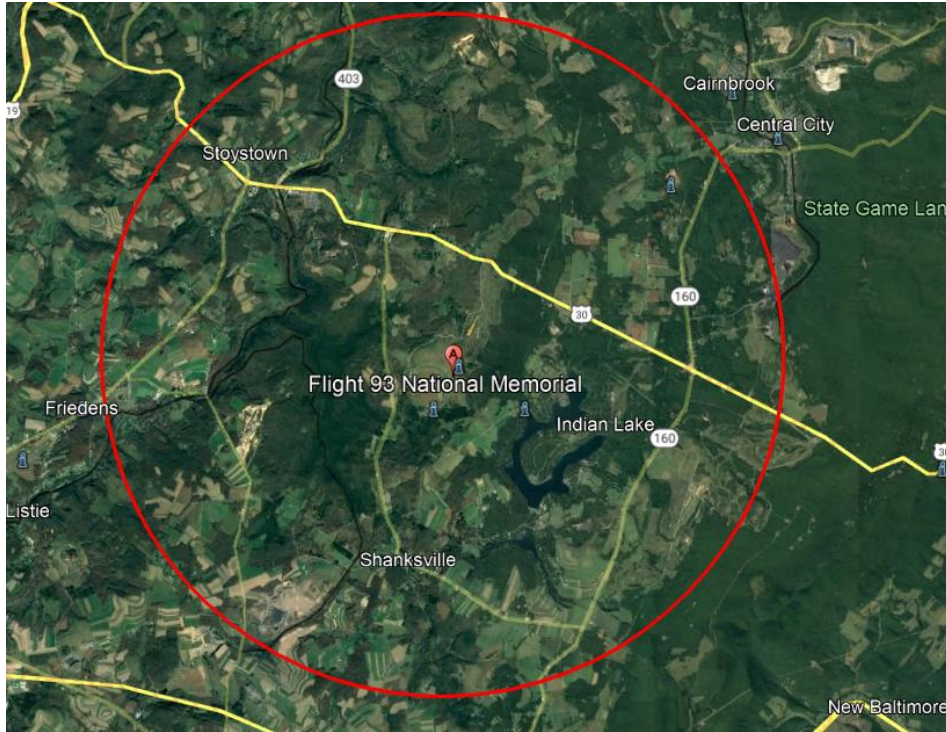
Flight 93 National Memorial 6424 Lincoln Highway, Stoystown, PA 15563			
Location to:	60 miles SE of Pittsburgh PA 30 miles N of Frostburg State MD 126 miles W of Gettysburg PA 65 miles NE of Morgantown WV 234 miles N/NW of St. Mary's City MD	5 Mile Radii	
		Retail Market Profile (Rounded \$000)	Retail GAP
		Total Retail Trade	\$57,313
		Total Food & Drink	\$4,856
Nearby:		Residential Households	
Restaurants		1-Mile	36
1-Mile	1	5-Miles	2,746
5-Miles	4*	Median Household Income	
Hotels		1-Mile	\$63,707
1-Mile	1	5-Miles	\$51,705
5-Miles	0**	Race/Ethnicity-5 Miles	
Vacation Rentals	No	White Alone	98.6%
Other Attractions	Yes	Black Alone	0.2%
Annual Visitors 2020	+/-200,000	Other	1.2%
Access/Wayfinding	Good	Median Age	48.7

*Additional restaurants and eateries located 8-10 miles west along Route 219 & Route 30.

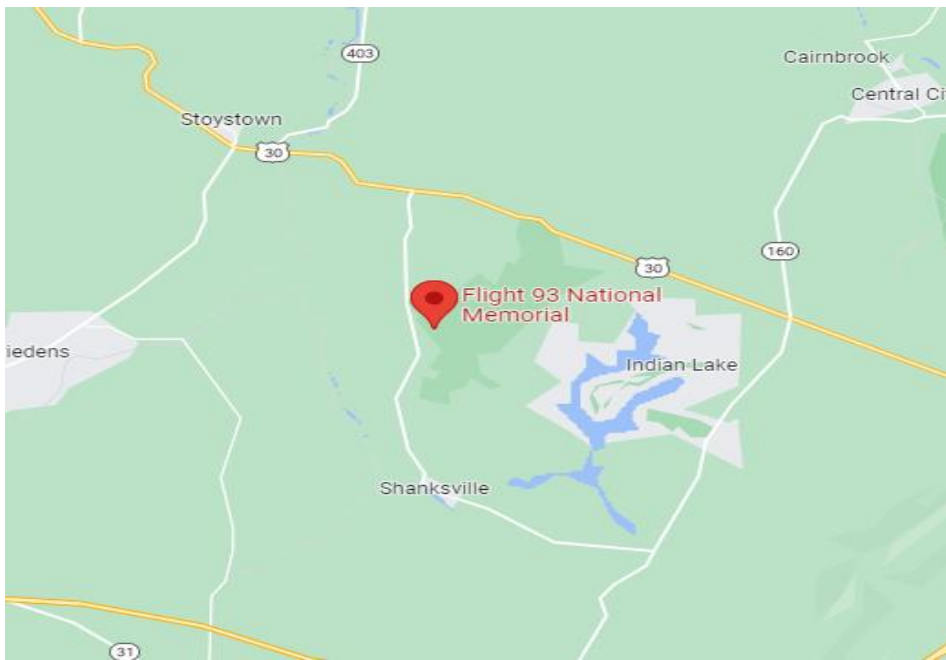
**12 hotels located 10 miles west in the Somerset community at -I76.

Flight 93 National Memorial

Five Mile Radius

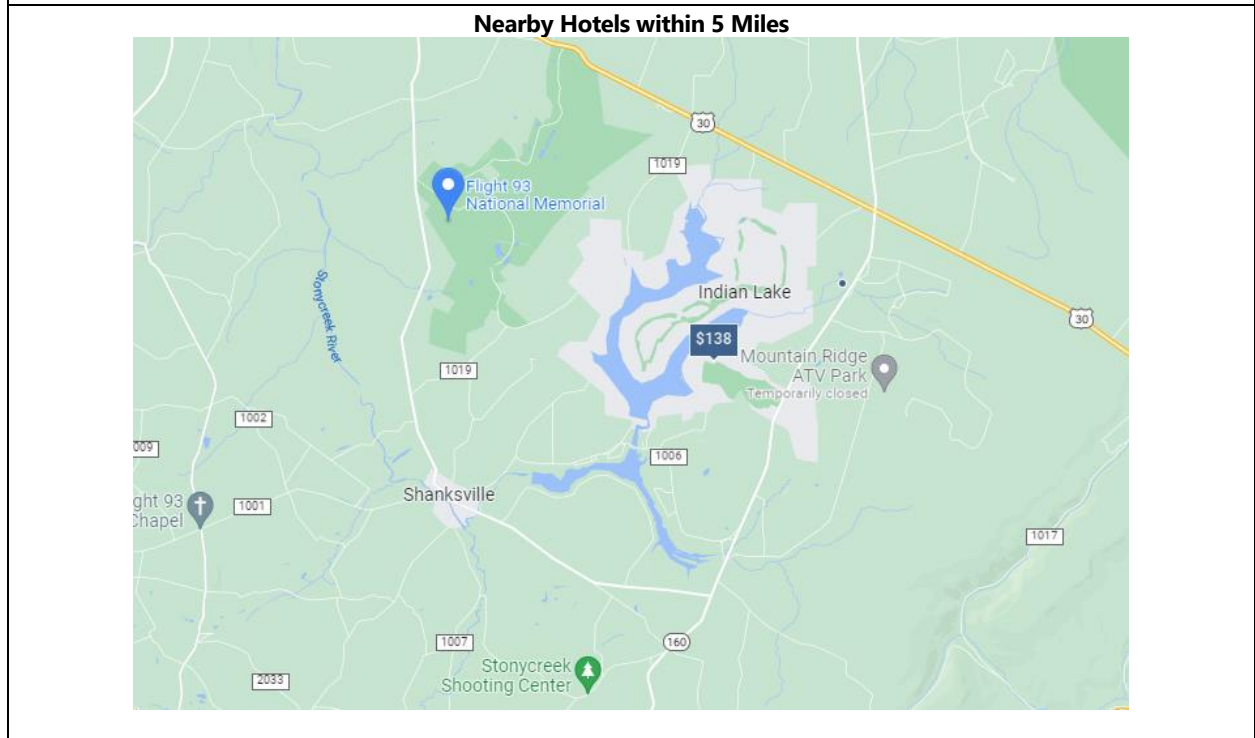
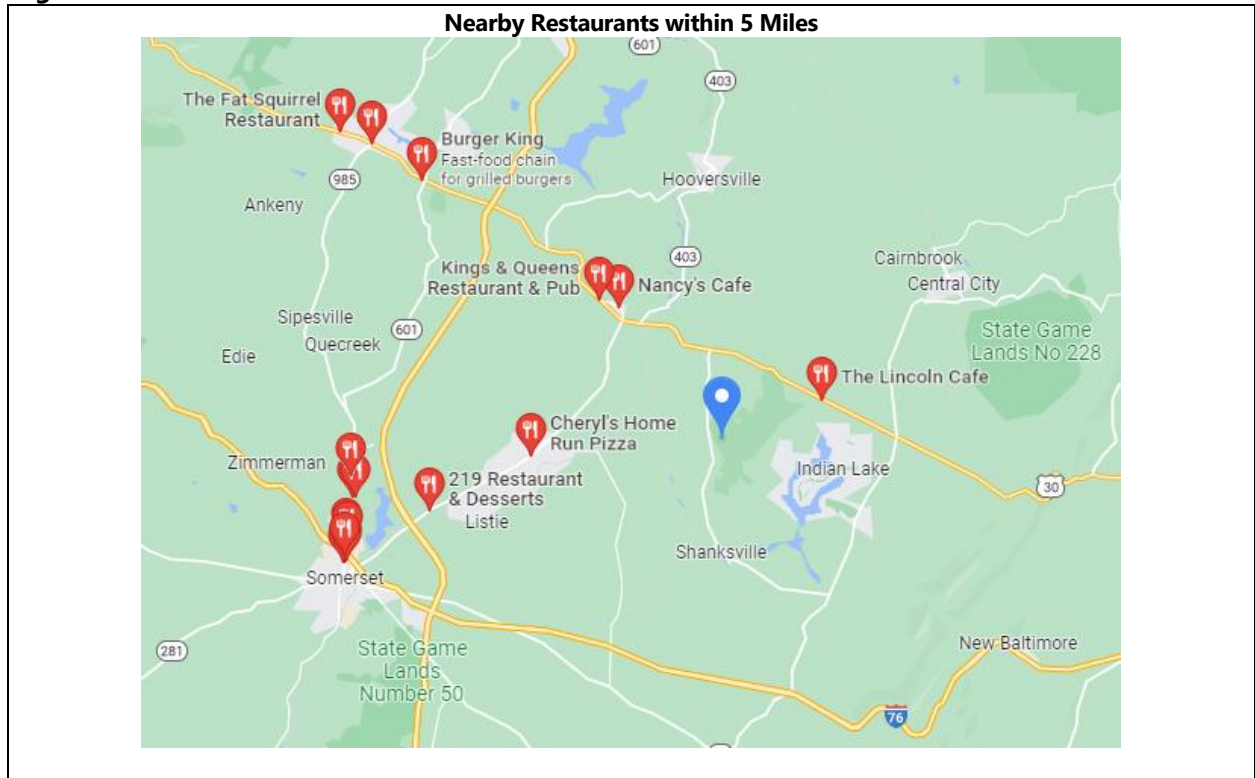


Source: Google Earth



Source: Google Maps

Flight 93 National Memorial



8-Demographic & Income Profile -Flight 93 National Memorial		
6424 Lincoln Highway, Stoystown, PA 15563		
	1 Mile Radius	5 Mile Radii
Population	81	6,229
Households	36	2,746
Owner Occupied Units	32	2,402
Renter Occupied Units	3	343
Median Age	51.2	48.7
Households By Income		
Median Household Income	\$63,707	\$51,705
National Median Income	\$72,353	
% Households Below National Median +/-		
	($<$) \$15,000	8.3%
	\$15,000-\$24,999	11.1%
	\$25,000-\$34,999	8.3%
	\$35,000-\$49,999	8.3%
	\$50,000-\$72,353	18.8%
Total % Households Below National Median +/-	54.8%	67.0%
Households by Income Under National Poverty Level +/-		
Household of 2 $<$ \$15,000	8.3%	8.6%
Household of 4 \$15,000-\$24,999	11.1%	11.1%
Total Households by Income Under National Poverty Level +/-	19.4%	19.7%
% Race & Ethnicity		
	White Alone	98.8%
	Black Alone	0.0%
	Other Races	1.2%
Housing Profile		
	1 Mile Radius	5 Mile Radii
Highest % Owner Occupied Housing by Value	30.2% (\$100,000-\$199,999)	33.6% (\$100,000-\$149,999)
Median Occupied Home Value	\$162,500	\$100,585
Average Occupied Home Value	\$199,242	\$156,869
Median Household Income	\$63,707	\$51,705
Ratio Multiplier/Median Home Value to Median Income	2.55	1.95
% Owner Occupied Units	84.2%	65.1%
% Renter Occupied Units	7.9%	9.3%
% Vacant Housing	5.3%	25.5%
Market Profile		
%White Collar	53.8%	49.9%
%Blue Collar	25.6%	33.2%
Top 3 Tapestry Segments	Rooted Rural Rural Resort Dwellers	Heartland Communities Rooted Rural Rural Resort Dwellers

Source: ESRI 2022 Forecast

8-Retail Market Profile -Flight 93 National Memorial					
Retail Market Place Profile (Rounded \$000)	1 Mile Radius				
	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$1,277	\$150	\$1,127	79.00	0
Total Food & Drink	\$106	\$27	\$79	59.30	0
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$307	\$0	\$307	100.00	0
Furniture & Home Furnishing Stores	\$37	\$0	\$37	100.00	0
Electronics & Appliance Stores	\$34	\$0	\$34	100.00	0
Building Material, Garden Equip. & Supply Stores	\$96	\$0	\$96	100.00	0
Food & Beverage Stores	\$299	\$0	\$299	100.00	0
Health & Personal Care Stores	\$84	\$0	\$84	100.00	0
Gasoline Stations	\$136	\$0	\$136	100.00	0
Clothing & Accessories	\$54	\$0	\$54	100.00	0
General Merchandise Stores	\$172	\$0	\$172	100.00	0
Miscellaneous Retailers	\$65	\$65	\$100	100.0	0
Food Services & Drinking Places	\$106	\$0	\$106	100.00	0
Retail Market Place Profile (Rounded \$000)	5 Mile Radii				
	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$78,289	\$20,976	\$57,313	57.70	25
Total Food & Drink	\$6,825	\$1,968	\$4,846	55.20	9
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$18,431	\$7,414	\$11,016	42.60	9
Furniture & Home Furnishing Stores	\$2,390	\$0	\$2,390	100.00	0
Electronics & Appliance Stores	\$2,217	\$0	\$2,217	100.00	0
Building Material, Garden Equip. & Supply Stores	\$5,746	\$1,540	\$4,205	57.70	4
Food & Beverage Stores	\$14,193	\$367	\$13,825	94.90	1
Health & Personal Care Stores	\$5,122	\$1,532	\$3,590	54.00	1
Gasoline Stations	\$8,250	\$3,998	\$4,251	34.70	2
Clothing & Accessories	\$3,506	\$325	\$3,180	83.00	2
General Merchandise Stores	\$10,817	\$3,778	\$7,039	48.20	2
Miscellaneous Retailers	\$3,906	\$84	\$3,822	95.80	1
Food Services & Drinking Places	\$6,825	\$1,968	\$4,856	55.20	9

Source: ESRI 2022 Forecast

9-MYSTIC SEAPORT MUSEUM

Mystic Seaport Museum or Mystic Seaport: The Museum of America and the Sea in Mystic, Connecticut is the largest maritime museum in the United States. Noted for its collection of sailing ships and boats and for the re-creation of the crafts and fabric of an entire 19th-century seafaring village. It comprises more than 60 historic buildings, most of them rare commercial structures moved to the 19-acre site and meticulously restored.

The museum was established in 1929 as the "Marine Historical Association". Its fame came with the acquisition of the Charles W. Morgan in 1941, the only surviving wooden sailing whaler. The Seaport was one of the first living history museums in the United States, with a collection of buildings and craftsmen to show how people lived; it now receives about 250,000 visitors each year.

The Seaport supports research via an extensive library and runs the Frank C. Munson Institute of American Maritime Studies, a summer graduate-level academic program established in 1955 by maritime historian Professor Robert G. Albion of Harvard University. The museum also hosts Williams–Mystic in conjunction with Williams College, an undergraduate program in maritime studies. Outreach programs include sailing and history classes for area children.

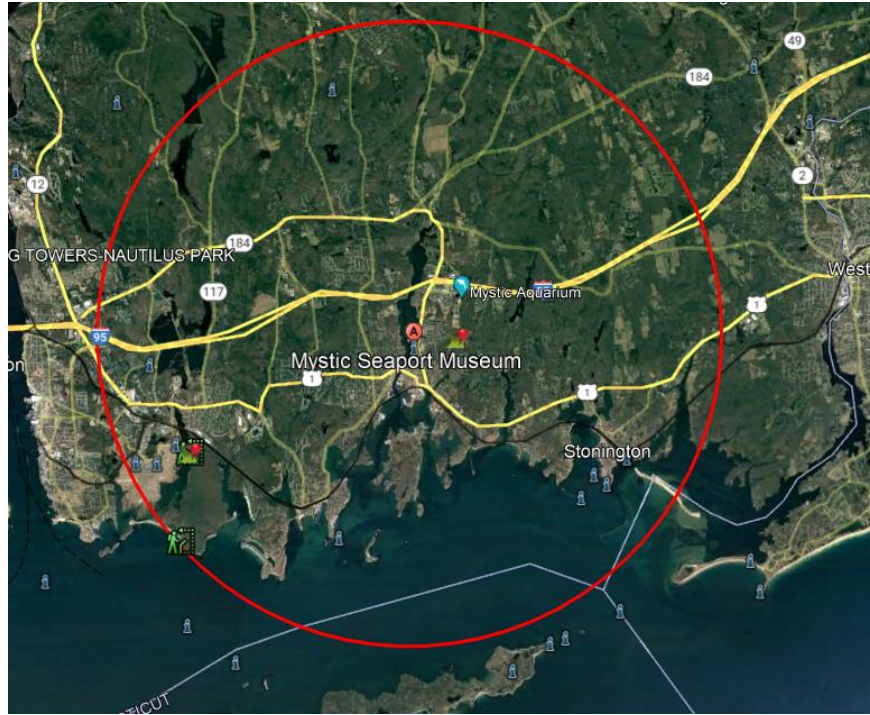
Mystic Seaport Museum

75 Greenmanville Ave., Mystic, CT 06355

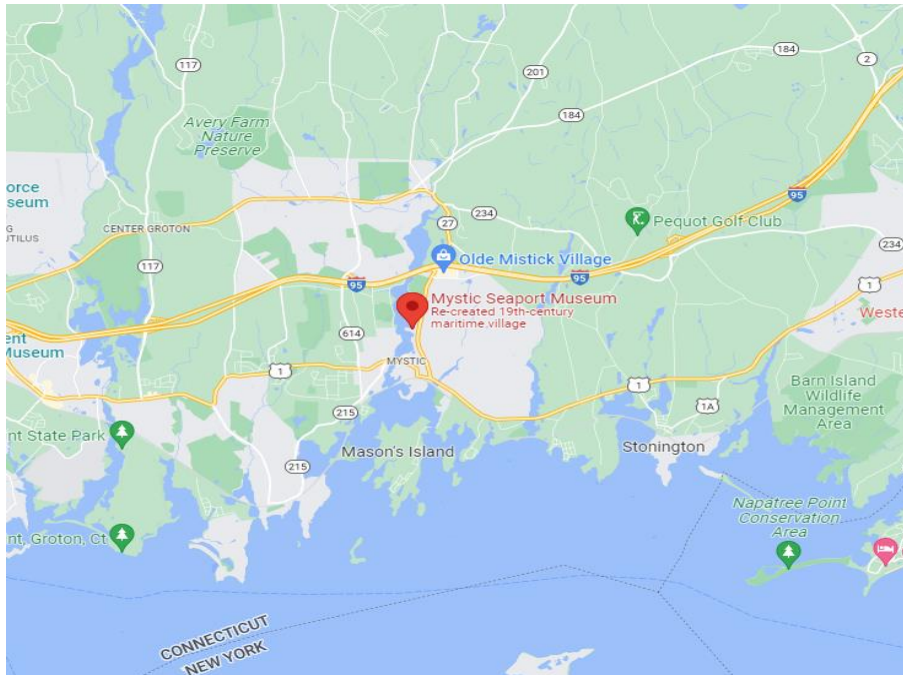
Location to:	8 miles east of New London CT 45 miles SE of Hartford CT 35 miles west of Newport RI 115 miles E of NYC 325 miles N/NE of St. Mary's City MD	5 Mile Radii	Retail Market Profile (Rounded \$000)	Retail GAP
			Total Retail Trade	\$173,698
			Total Food & Drink	(\$48,670)
Nearby:				
Restaurants		Residential Households		
1-Mile	10+	1-Mile		1,740
5-Miles	2+	5-Miles		14,840
Hotels		Median Household Income		
1-Mile	10+	1-Mile		\$93,282
5-Miles	6+	5-Miles		\$84,366
Vacation Rentals	Yes	Race/Ethnicity-5 Miles		
Other Attractions	Yes	White Alone		85.0%
Annual Visitors 2020	+/-113,000	Black Alone		4.0%
Access/Wayfinding	Good	Other		11.0%
		Median Age		49.1

Mystic Seaport Museum

Five Mile Radius



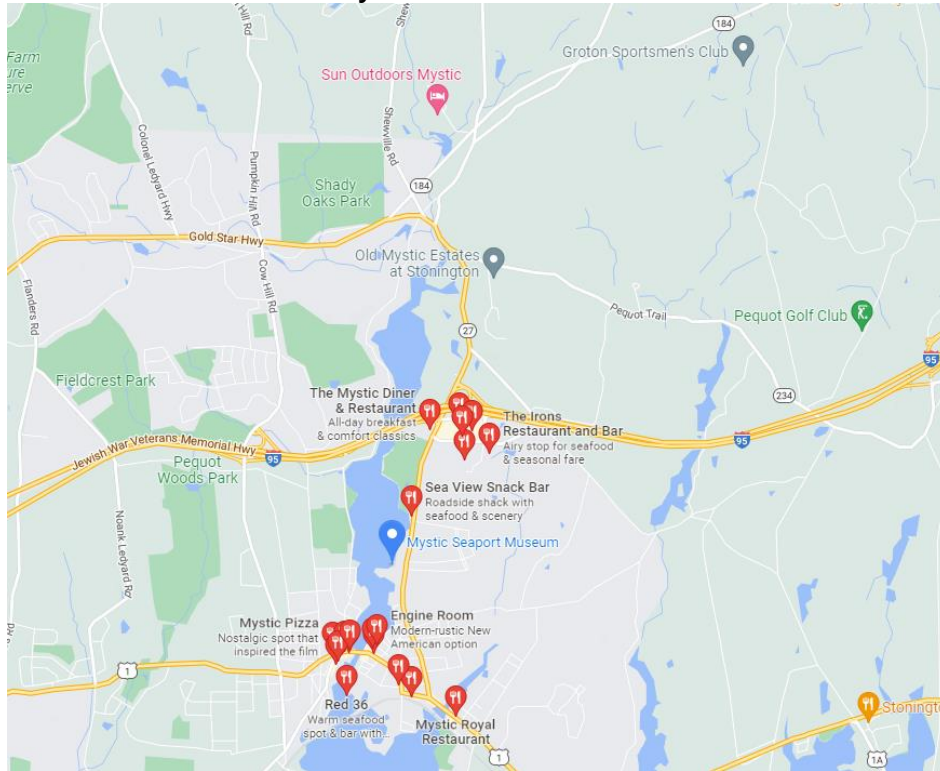
Source: Google Earth



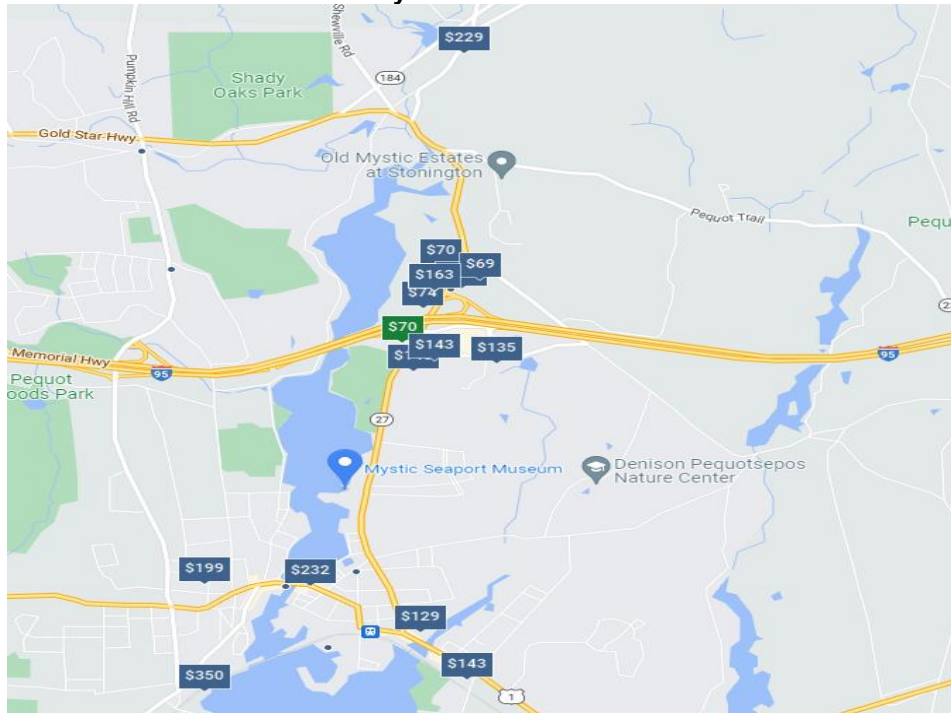
Source: Google Maps

Mystic Seaport Museum

Nearby Restaurants within 5 Miles



Nearby Hotels within 5 Miles



9-Demographic & Income Profile -Mystic Seaport Museum		
75 Greenmanville Ave., Mystic, CT 06355		
	1 Mile Radius	5 Mile Radii
Population	3,742	33,410
Households	1,740	14,840
Owner Occupied Units	1,004	9,866
Renter Occupied Units	736	4,974
Median Age	55.5	49.1
Households By Income		
Median Household Income	\$93,282	\$84,366
National Median Income	\$72,353	
% Households Below National Median +/-		
	(<) \$15,000	5.1%
	\$15,000-\$24,999	4.3%
	\$25,000-\$34,999	5.2%
	\$35,000-\$49,999	9.2%
	\$50,000-\$72,353	11.9%
Total % Households Below National Median +/-	35.7%	42.2%
Households by Income Under National Poverty Level+/-		
Household of 2 <\$15,000	5.1%	4.8%
Household of 4 \$15,000-\$24,999	4.3%	5.3%
Total Households by Income Under National Poverty Level+/-	9.4%	10.1%
% Race & Ethnicity		
	White Alone	92.8%
	Black Alone	1.2%
	Other Races	6.0%
		85.0%
		4.0%
		11.0%
Housing Profile		
	1 Mile Radius	5 Mile Radii
Highest % Owner Occupied Housing by Value	70.7% (\$300,000-\$749,999)	19.8% (\$300,000-\$399,999)
Median Occupied Home Value	\$413,389	\$308,415
Average Occupied Home Value	\$470,692	\$393,878
Median Household Income	\$93,282	\$84,366
Ratio Multiplier/Median Home Value to Median Income	4.43	3.66
% Owner Occupied Units	47.7%	55.9%
% Renter Occupied Units	34.9%	28.2%
% Vacant Housing	17.4%	16.0%
Market Profile		
%White Collar	83.2%	69.5%
%Blue Collar	10.1%	14.2%
Top 3 Tapestry Segments	Golden Years Exurbanites	Exurbanites Golden Years Rural Resort Dwellers

Source: ESRI 2022 Forecast

9-Retail Market Profile -Mystic Seaport Museum					
1 Mile Radius					
Retail Market Place Profile (Rounded \$000)	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$79,709	\$110,678	(\$30,969)	(16.30)	131
Total Food & Drink	\$8,565	\$55,844	(\$47,279)	(73.40)	55
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$16,086	\$22,662	(\$6,575)	(17.00)	8
Furniture & Home Furnishing Stores	\$3,232	\$2,640	\$592	10.10	6
Electronics & Appliance Stores	\$3,007	\$2,954	\$53	0.90	3
Building Material, Garden Equip. & Supply Stores	\$5,132	\$1,817	\$3,315	47.70	4
Food & Beverage Stores	\$15,138	\$19,686	(\$4,547)	(13.10)	14
Health & Personal Care Stores	\$5,352	\$9,878	(\$4,526)	(29.70)	5
Gasoline Stations	\$6,779	\$7,297	(\$517)	(3.70)	4
Clothing & Accessories	\$6,095	\$21,749	(\$15,653)	(56.20)	29
General Merchandise Stores	\$11,670	\$818	\$10,851	86.90	1
Miscellaneous Retailers	\$3,081	\$13,638	(\$10,557)	(63.1)	43
Food Services & Drinking Places	\$8,565	\$55,844	(\$47,279)	(73.40)	55
5 Mile Radii					
Retail Market Place Profile (Rounded \$000)	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$668,689	\$494,991	173,698	14.90	311
Total Food & Drink	\$70,118	\$119,486	(\$48,670)	(25.60)	148
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$138,206	\$170,154	(\$31,947)	(10.40)	36
Furniture & Home Furnishing Stores	\$26,936	\$8,783	\$18,152	50.80	14
Electronics & Appliance Stores	\$25,074	\$9,383	\$15,690	45.50	13
Building Material, Garden Equip. & Supply Stores	\$43,296	\$14,718	\$28,577	49.30	22
Food & Beverage Stores	\$125,518	\$101,420	\$24,097	10.60	37
Health & Personal Care Stores	\$44,169	\$43,987	\$181	0.20	16
Gasoline Stations	\$58,261	\$39,404	\$18,856	19.30	19
Clothing & Accessories	\$49,871	\$32,824	\$17,046	20.60	45
General Merchandise Stores	\$97,361	\$30,974	\$66,386	51.70	8
Miscellaneous Retailers	\$25,783	\$25,553	\$229	0.40	76
Food Services & Drinking Places	\$70,815	\$119,486	(\$48,670)	(25.60)	148

Source: ESRI 2022 Forecast

10-PLYMOUTH VILLAGE HISTORIC DISTRICT

The Plymouth Village Historic District is a historic district encompassing part of the area of earliest settlement of the Plymouth Colony in Plymouth, Massachusetts. It includes properties in an area roughly bounded on the west by North Street, on the north by Water Street on the east by Town Brook, and on the south by Court Street and Main Street. The area includes Leyden Street and streets that constructed as early as 1633, and nearby are some of Plymouth's oldest surviving houses (Richard Sparrow House (1640), Harlow Old Fort House (1677), Samuel Lucius-Thomas Howland House (1640) and Jabez Howland House (1667)). The site is near Plymouth Rock where the Pilgrims landed in 1620 and the Pilgrim Hall Museum containing many of their surviving artifacts.

Plymouth Village Historic District 75 Court St., Plymouth MA 02360

Location to:
 75 miles E of Providence RI
 140 miles SE of Boston MA
 414 miles N/NE of St. Mary's City MD

5 Mile Radii
Retail Market Profile (Rounded \$000)
 Total Retail Trade (\$491,438)
 Total Food & Drink (\$49,909)

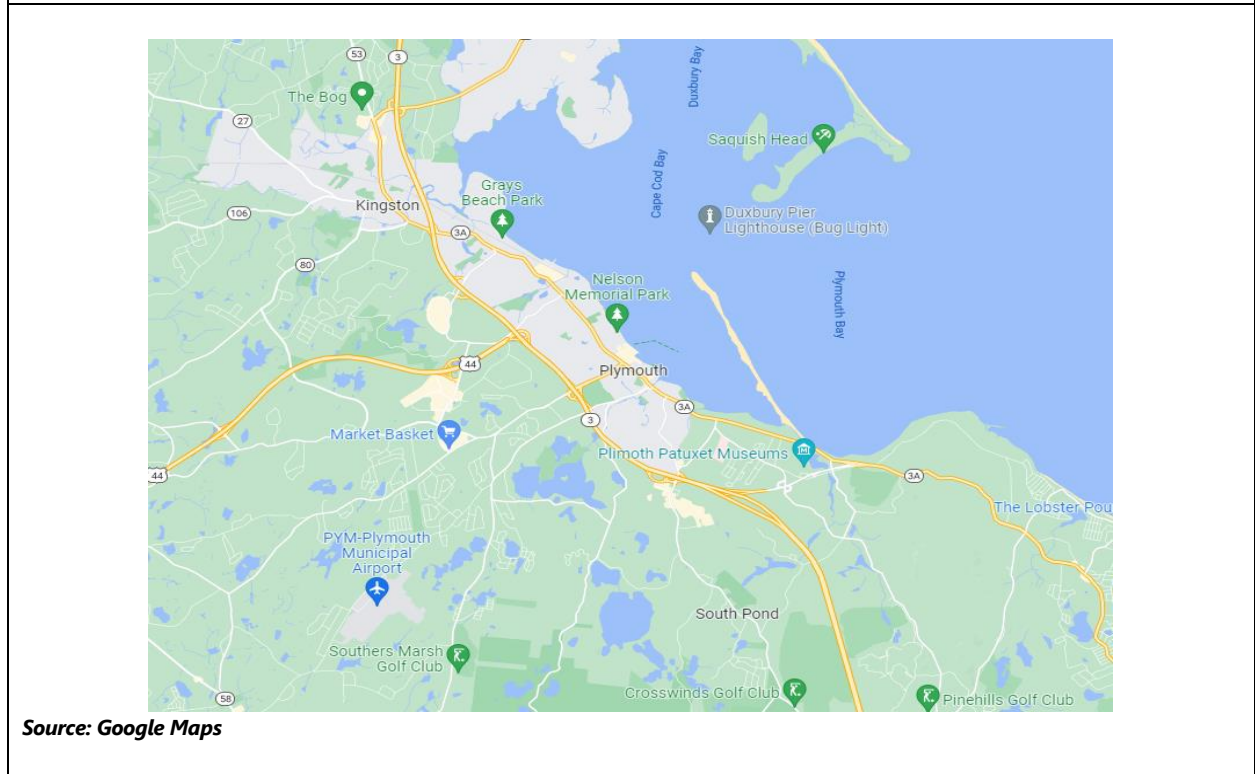
Nearby:

Restaurants	
1-Mile	10+
5-Miles	N/A
Hotels	
1-Mile	10+
5-Miles	N/A
Vacation Rentals	
	Yes
Other Attractions	
	Yes
Annual Visitors 2020	+/-100,000*
Access/Wayfinding	Good

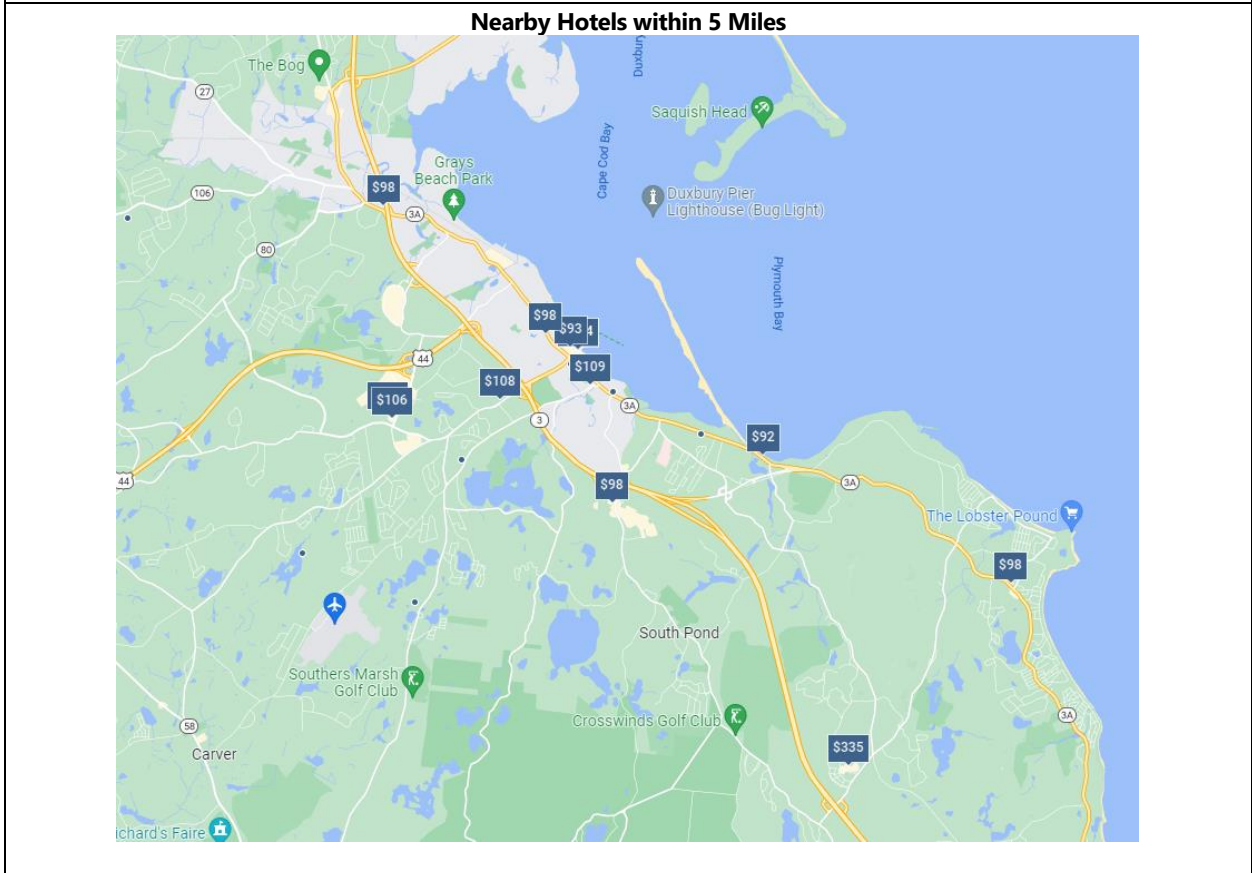
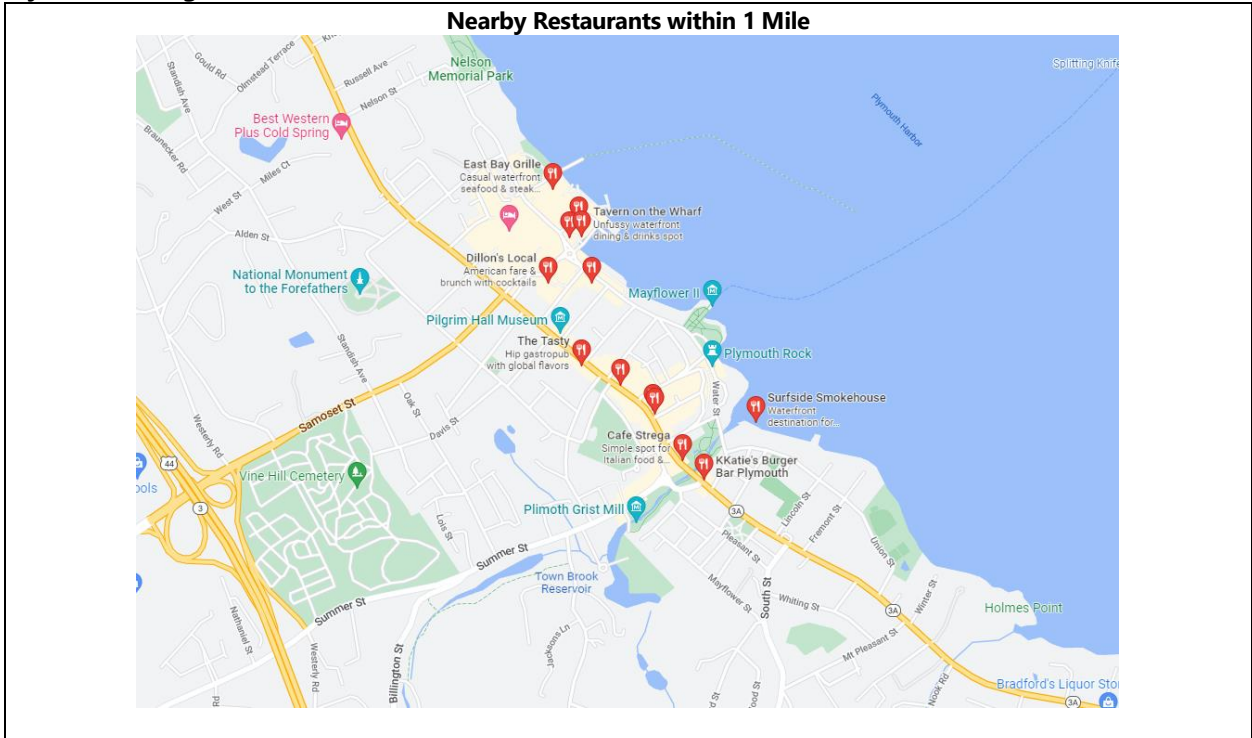
Residential Households	
1-Mile	3,018
5-Miles	16,970
Median Household Income	
1-Mile	\$61,708
5-Miles	\$86,991
Race/Ethnicity-5 Miles	
White Alone	89.5%
Black Alone	3.9%
Other	6.6%
Median Age	44.3

*Visitors to Pilgram Hall Museum

Plymouth Village Historic District



Plymouth Village Historic District



10-Demographic & Income Profile -Plymouth Village Historic District		
75 Court St., Plymouth MA 02360		
	1 Mile Radius	5 Mile Radii
Population	6,518	43,880
Households	3,018	16,970
Owner Occupied Units	1,479	12,319
Renter Occupied Units	1,539	4,652
Median Age	42.7	44.3
Households By Income		
Median Household Income	\$61,708	\$86,991
National Median Income	\$72,353	
% Households Below National Median +/-		
	(<) \$15,000	11.1%
	\$15,000-\$24,999	4.8%
	\$25,000-\$34,999	9.2%
	\$35,000-\$49,999	11.6%
	\$50,000-\$72,353	22.3%
Total % Households Below National Median +/-		59.0%
Households by Income Under National Poverty Level+/-		
Household of 2 <\$15,000	11.1%	7.3%
Household of 4 \$15,000-\$24,999	4.8%	5.2%
Total Households by Income Under National Poverty Level+/-		15.9%
% Race & Ethnicity		
	White Alone	87.5%
	Black Alone	3.3%
	Other Races	9.2%
Housing Profile		
	1 Mile Radius	5 Mile Radii
Highest % Owner Occupied Housing by Value	40.7% (\$300,000-\$300,999)	72.8% (\$300,000-749,999)
Median Occupied Home Value	\$392,359	\$451,690
Average Occupied Home Value	\$474,848	\$547,147
Median Household Income	\$61,708	\$86,991
Ratio Multiplier/Median Home Value to Median Income	6.36	5.19
% Owner Occupied Units	46.4%	66.6%
% Renter Occupied Units	48.3%	25.1%
% Vacant Housing	5.4%	8.3%
Market Profile		
%White Collar	58.1%	65.0%
%Blue Collar	15.8%	15.3%
Top 3 Tapestry Segments	Emerald City City Lights Front Porches	Pleasantville Savvy Suburbanites City Lights

Source: ESRI 2022 Forecast

10-Retail Market Profile -Plymouth Village Historic District					
Retail Market Place Profile (Rounded \$000)	1 Mile Radius				
	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$97,239	\$81,078	\$16,161	9.10	89
Total Food & Drink	\$11,016	\$49,116	(\$38,099)	(63.40)	70
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$19,450	\$2,753	\$16,696	75.20	2
Furniture & Home Furnishing Stores	\$2,824	\$578	\$2,245	66.00	2
Electronics & Appliance Stores	\$4,125	\$384	\$3,740	83.00	1
Building Material, Garden Equip. & Supply Stores	\$5,763	\$5,246	\$516	4.70	6
Food & Beverage Stores	\$19,337	\$11,904	\$7,432	23.80	10
Health & Personal Care Stores	\$6,205	\$5,014	\$1,190	10.60	3
Gasoline Stations	\$8,714	\$19,930	(\$11,215)	(39.20)	5
Clothing & Accessories	\$7,233	\$6,372	\$861	6.30	13
General Merchandise Stores	\$12,101	\$453	\$11,647	92.80	1
Miscellaneous Retailers	\$3,808	\$19,563	(\$15,754)	(67.4)	35
Food Services & Drinking Places	\$11,016	\$49,116	(\$38,099)	(63.40)	70
Retail Market Place Profile (Rounded \$000)	5 Mile Radii				
	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$713,402	\$1,204,841	(\$491,438)	(25.60)	385
Total Food & Drink	\$79,036	\$128,945	(\$49,909)	(24.00)	172
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$145,118	\$348,005	(\$202,886)	(41.10)	45
Furniture & Home Furnishing Stores	\$20,772	\$41,012	(\$21,240)	33.80	29
Electronics & Appliance Stores	\$30,283	\$31,954	(\$1,671)	(2.70)	12
Building Material, Garden Equip. & Supply Stores	\$47,441	\$104,470	(\$57,029)	(37.50)	35
Food & Beverage Stores	\$137,780	\$157,571	(\$19,791)	(6.70)	39
Health & Personal Care Stores	\$46,294	\$56,640	(\$10,345)	(10.10)	28
Gasoline Stations	\$62,325	\$111,900	(\$49,575)	(28.50)	18
Clothing & Accessories	\$51,824	\$78,409	(\$26,584)	(20.40)	58
General Merchandise Stores	\$87,045	\$186,521	(\$99,475)	(36.40)	11
Miscellaneous Retailers	\$28,419	\$46,142	(\$17,722)	(23.80)	80
Food Services & Drinking Places	\$79,036	\$128,945	(\$49,909)	(24.00)	172

Source: ESRI 2022 Forecast

11-VICKSBURG NATIONAL MILITARY PARK

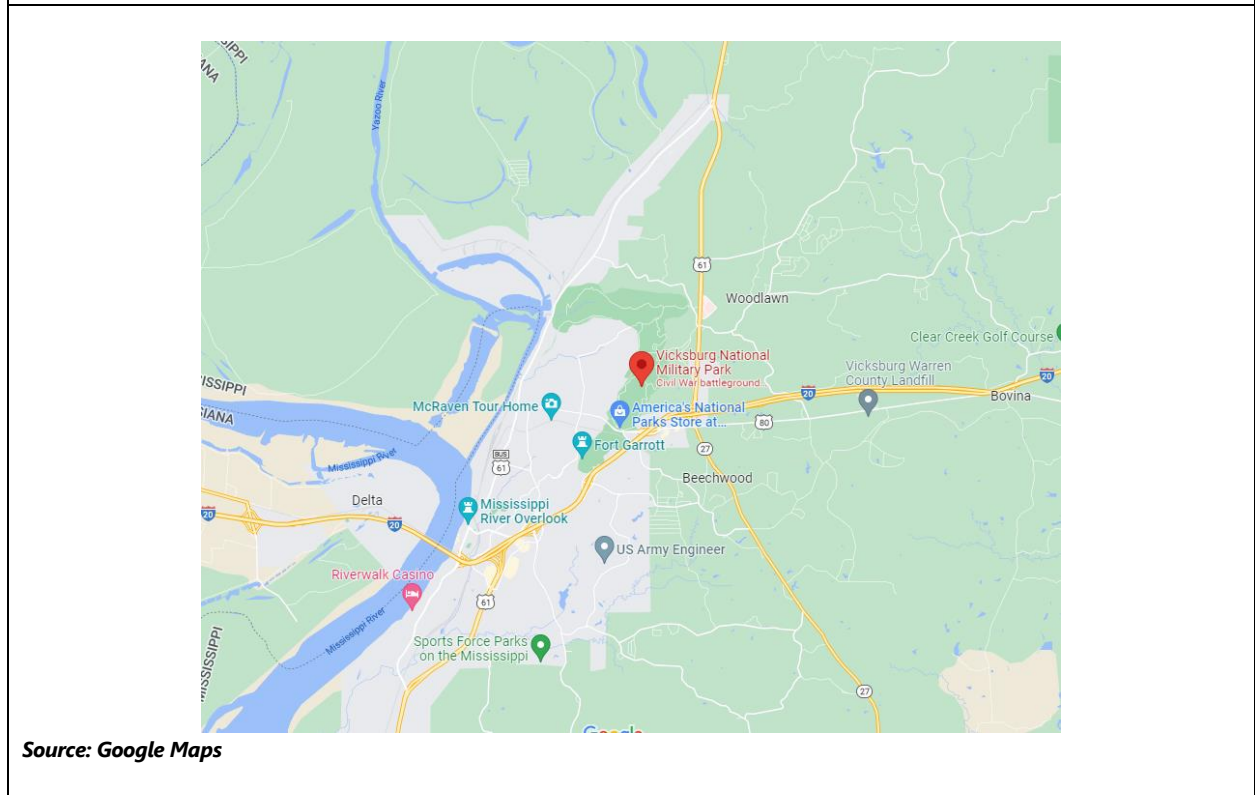
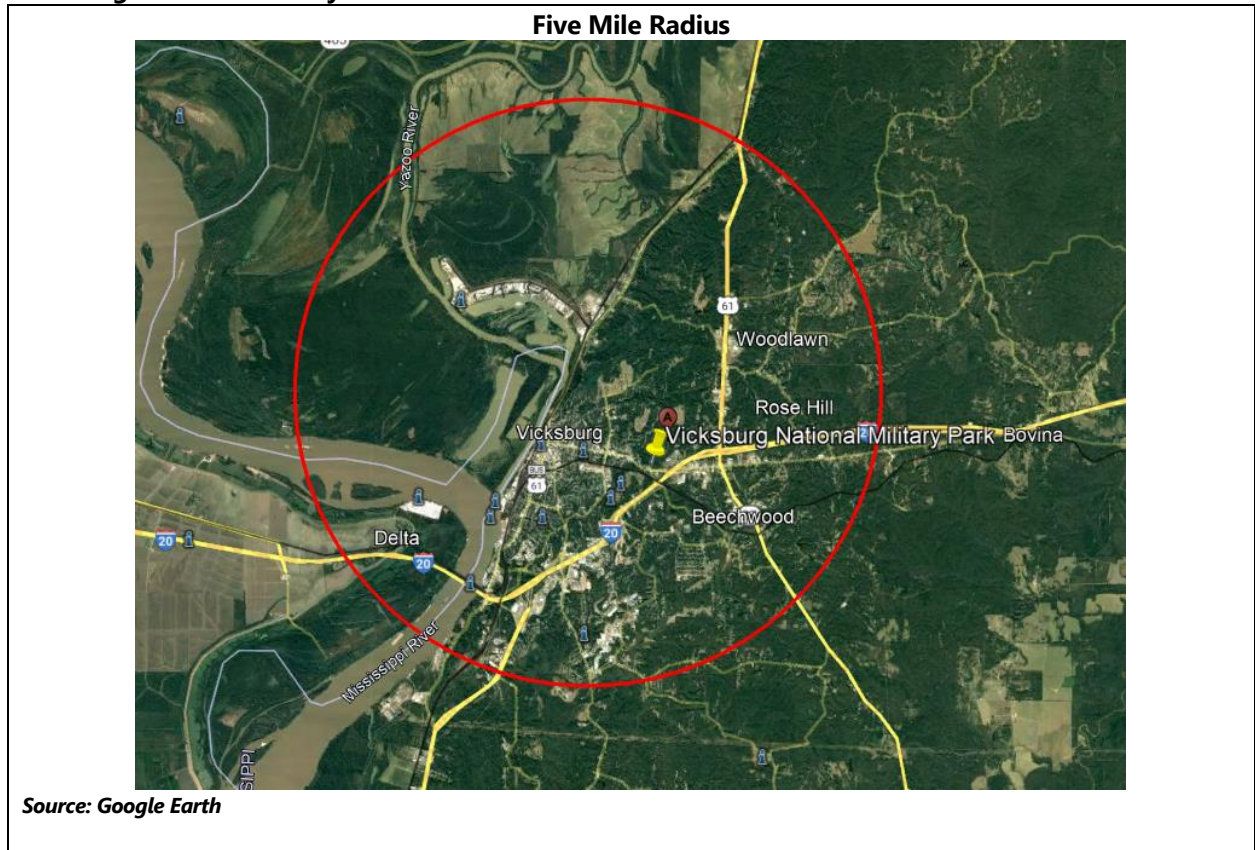
Vicksburg National Military Park preserves the site of the American Civil War Battle of Vicksburg, waged from March 29 to July 4, 1863. Vicksburg National Military Park commemorates the greater Vicksburg Campaign which led up to the battle. Reconstructed forts and trenches evoke memories of the 47-day siege that ended in the surrender of the city.

The park includes 1,325 historic monuments and markers, 20 miles of historic trenches and earthworks, a 16-mile tour road, a 12.5-mile walking trail, two antebellum homes, 144 emplaced cannons, the restored gunboat USS Cairo (sunk on December 12, 1862, on the Yazoo River), and the Grant's Canal site, where the Union Army attempted to build a canal to let their ships bypass Confederate artillery fire. The Cairo, also known as the "Hardluck Ironclad," was the first U.S. ship in history to sink because of a torpedo/mine. It was recovered by archaeologists from the Yazoo in 1964.

Vicksburg National Military Park 3201 Clay St., Vicksburg, MS 39183

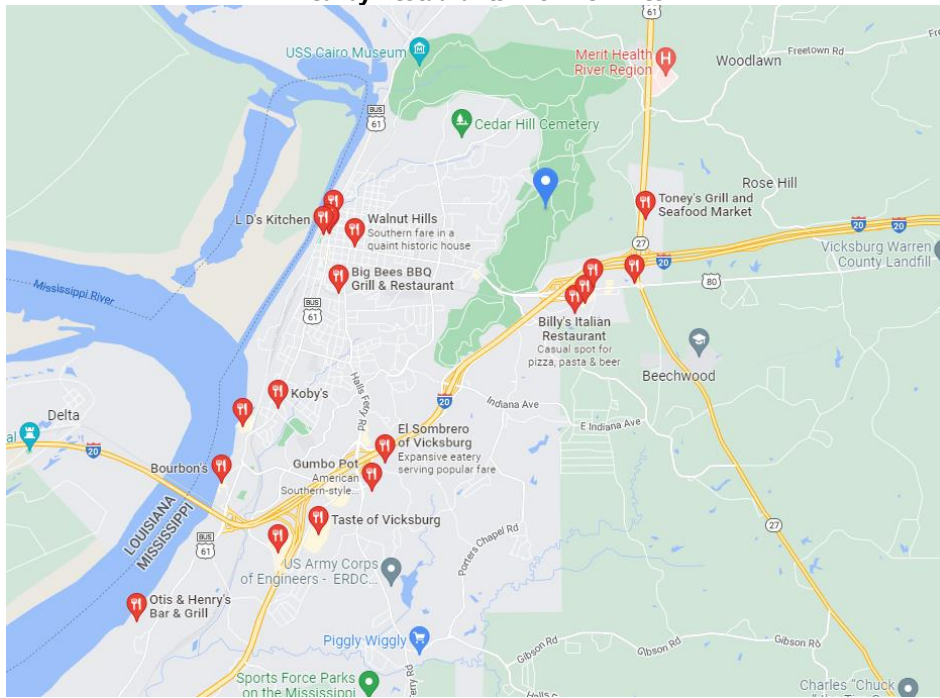
Location to: 135 miles N of Baton Rouge MS 168 miles E of Shreveport MS 118 miles NW of Hattiesburg MS 930 miles S/SW of St. Mary's City MD	5 Mile Radii Retail Market Profile (Rounded \$000) Total Retail Trade (\$329,136) Total Food & Drink (\$21,387)
Nearby: Restaurants 1-Mile 6 5-Miles 15+ Hotels 1-Mile 9 5-Miles 15+ Vacation Rentals Yes Other Attractions Yes Annual Visitors 2020 +/-500,000 Access/Wayfinding Good	Residential Households 1-Mile 2,764 5-Miles 1,104 Median Household Income 1-Mile \$23,309 5-Miles \$37,484 Race/Ethnicity-5 Miles White Alone 39.6% Black Alone 57.5% Other 2.9% Median Age 39.3

Vicksburg National Military Park



Vicksburg National Military Park

Nearby Restaurants within 5 Miles



Nearby Hotels within 5 Miles



11-Demographic & Income Profile -Vicksburg National Military Park		
3201 Clay St., Vicksburg, MS 39183		
	1 Mile Radius	5 Mile Radii
Population	2,764	29,702
Households	1,104	11,802
Owner Occupied Units	460	7,324
Renter Occupied Units	644	4,478
Median Age	33.5	39.3
Households By Income		
Median Household Income	\$23,309	\$37,484
National Median Income	\$72,353	
% Households Below National Median +/-		
	(<) \$15,000	32.6%
	\$15,000-\$24,999	19.7%
	\$25,000-\$34,999	10.4%
	\$35,000-\$49,999	9.7%
	\$50,000-\$72,353	11.1%
Total % Households Below National Median +/-	83.5%	75.0%
Households by Income Under National Poverty Level+/-		
Household of 2 <\$15,000	32.6%	21.3%
Household of 4 \$15,000-\$24,999	19.7%	15.5%
Total Households by Income Under National Poverty Level+/-	52.3%	36.8%
% Race & Ethnicity		
	White Alone	28.3%
	Black Alone	68.3%
	Other Races	3.4%
		2.9%
Housing Profile		
	1 Mile Radius	5 Mile Radii
Highest % Owner Occupied Housing by Value	32.2% (\$150,000-199,999)	27.4% (\$100,000-149,999)
Median Occupied Home Value	\$153,646	\$136,521
Average Occupied Home Value	\$162,907	\$176,301
Median Household Income	\$23,309	\$37,484
Ratio Multiplier/Median Home Value to Median Income	6.59	3.64
% Owner Occupied Units	36.0%	51.2%
% Renter Occupied Units	50.4%	31.3%
% Vacant Housing	13.6%	17.4%
Market Profile		
%White Collar	49.4%	57.0%
%Blue Collar	23.7%	22.9%
Top 3 Tapestry Segments	Family Foundations City Commons Front Porches	Modest Income Homes Family Foundations Midlife Constants

Source: ESRI 2022 Forecast

11-Retail Market Profile -Vicksburg National Military Park					
Retail Market Place Profile (Rounded \$000)	1 Mile Radius				
	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$20,741	\$80,269	(\$59,528)	(58.90)	53
Total Food & Drink	\$2,205	\$12,631	(\$10,426)	(70.30)	21
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$4,445	\$36,000	(\$31,554)	(78.00)	11
Furniture & Home Furnishing Stores	\$431	\$3,966	(\$3,535)	(80.40)	6
Electronics & Appliance Stores	\$487	\$708	(\$221)	(18.50)	1
Building Material, Garden Equip. & Supply Stores	\$1,255	\$1,694	(\$439)	(14.90)	2
Food & Beverage Stores	\$3,486	\$7,117	(\$3,631)	(34.20)	6
Health & Personal Care Stores	\$1,218	\$10,346	(\$9,128)	(78.90)	8
Gasoline Stations	\$2,767	\$5,092	(\$2,324)	(29.60)	2
Clothing & Accessories	\$723	\$5,204	(\$4,481)	(75.60)	8
General Merchandise Stores	\$3,952	\$4,834	(\$881)	(10.00)	4
Miscellaneous Retailers	\$844	\$6,805	(\$5,960)	(77.9)	9
Food Services & Drinking Places	\$2,205	\$12,631	(\$10,426)	(70.30)	21
5 Mile Radii					
Retail Market Place Profile (Rounded \$000)	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$288,993	\$618,129	(329,136)	(36.30)	268
Total Food & Drink	\$29,906	\$51,294	(\$21,387)	(26.30)	104
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$62,847	\$95,670	(\$32,823)	(207.00)	32
Furniture & Home Furnishing Stores	\$10,370	\$5,686	\$4,683	29.20	9
Electronics & Appliance Stores	\$6,608	\$6,277	\$330	2.60	7
Building Material, Garden Equip. & Supply Stores	\$19,213	\$54,236	(\$35,023)	(47.70)	12
Food & Beverage Stores	\$1,049	\$713	\$336	19.10	2
Health & Personal Care Stores	\$17,325	\$37,485	(\$20,160)	(36.80)	27
Gasoline Stations	\$38,122	\$57,144	(\$19,022)	(20.00)	21
Clothing & Accessories	\$9,793	\$154,495	(\$144,701)	(88.10)	35
General Merchandise Stores	\$51,171	\$101,245	(\$47,074)	(30.30)	19
Miscellaneous Retailers	\$11,813	\$21,385	(\$9,572)	(28.80)	46
Food Services & Drinking Places	\$29,906	\$5,294	(\$21,387)	(26.30)	104

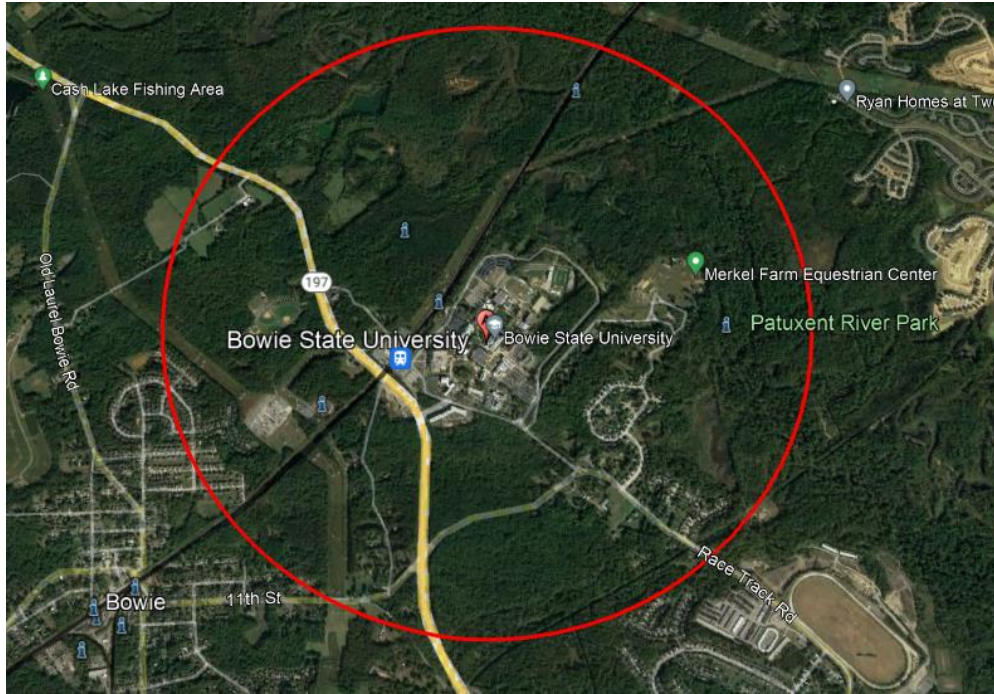
Source: ESRI 2022 Forecast

DATA ON PEER CASE STUDIES – COLLEGE CAMPUSES

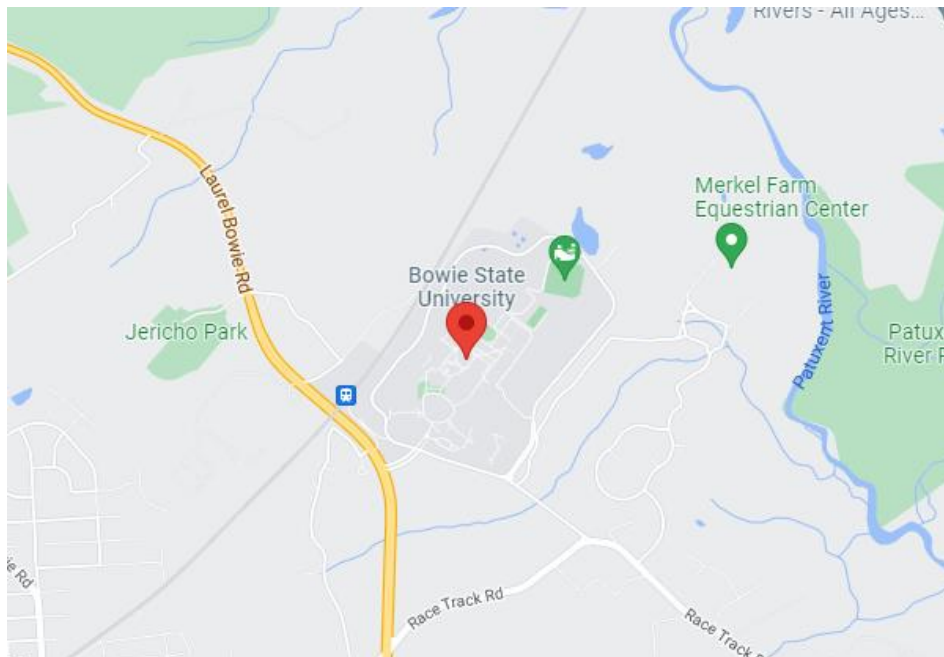


Bowie State University

One-Mile Radius



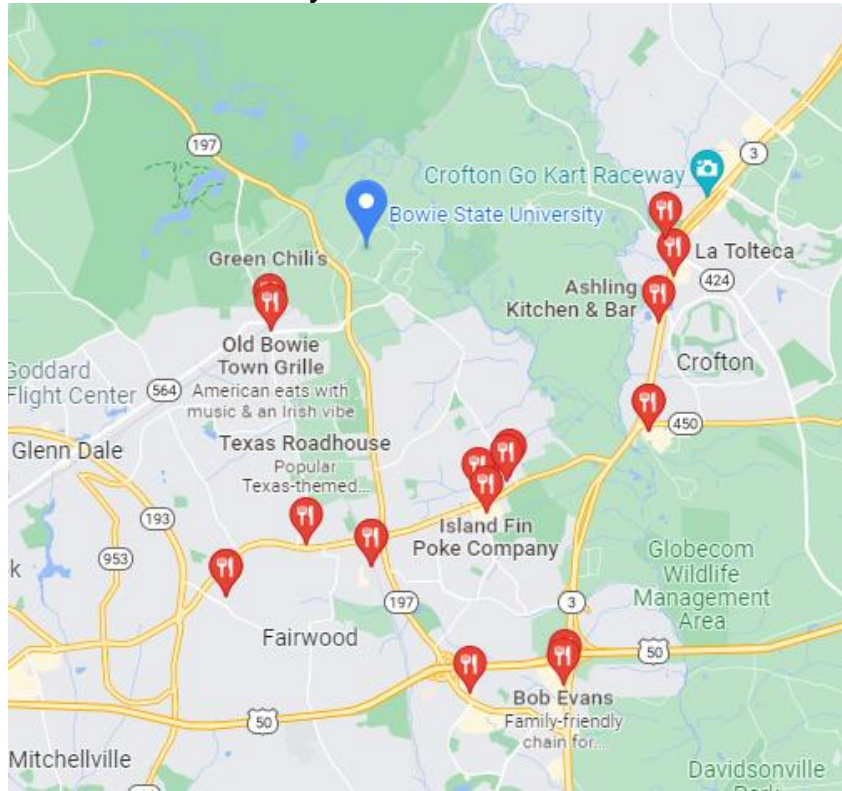
Source: Google Earth



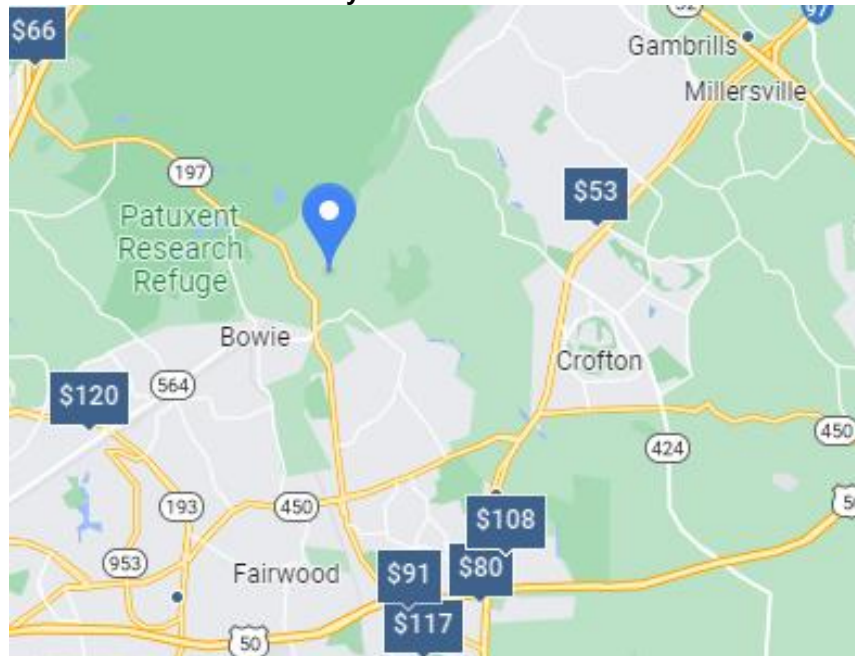
Source: Google Maps

Bowie State University

Nearby Restaurants within 5 Miles



Nearby Hotels within 5 Miles



1-Demographic & Income Profile - Bowie State University		
14000 Jericho Park Road, Bowie, MD 20715		
	1 Mile Radius	5 Mile Radii
Population	2,713	114,638
Households	405	41,001
Owner Occupied Units	379	33,378
Renter Occupied Units	26	7,623
Median Age	25.3	39.2
Households By Income		
Median Household Income	\$135,960	\$114,678
National Median Income	\$72,353	
% Households Below National Median +/-		
(<) \$15,000	1.5%	2.2%
\$15,000-\$24,999	0.5%	2.4%
\$25,000-\$34,999	4.0%	3.2%
\$35,000-\$49,999	2.5%	5.3%
\$50,000-\$72,353	5.7%	12.0%
Total % Households Below National Median +/-	14.2%	25.1%
Households by Income Under National Poverty Level +/-		
Household of 2 <\$15,000	1.5%	2.2%
Household of 4 \$15,000-\$24,999	0.5%	2.4%
Total Households by Income Under National Poverty Level +/-	2.0%	4.6%
% Race & Ethnicity		
White Alone	23.8%	48.9%
Black Alone	60.2%	36.8%
Other Races	16.0%	14.3%
Housing Profile		
	1 Mile Radius	5 Mile Radii
Highest % Owner Occupied Housing by Value	46.8% (\$400,000-\$499,999)	32.0% (\$300,000-\$399,999)
Median Occupied Home Value	\$437,288	\$386,362
Average Occupied Home Value	\$445,569	\$425,028
Median Household Income	\$135,960	\$114,678
Ratio Multiplier/Median Home Value to Median Income	3.22	3.37
% Owner Occupied Units	88.3%	77.10%
% Renter Occupied Units	6.10%	17.60%
% Vacant Housing	5.60%	5.30%
Market Profile		
%White Collar	71.80%	77.50%
%Blue Collar	14.40%	10.90%
Top 3 Tapestry Segments	Savvy Suburbanites Pleasantville	Enterprising Professionals Savvy Suburbanites Pleasantville

Source: ESRI 2022 Forecast

1-Retail Market Profile - Bowie State University					
1 Mile Radius					
Retail Market Place Profile (Rounded \$000)	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$24,402	\$2,062	\$22,339	84.40	5
Total Food & Drink	\$2,704	\$541	\$2,162	66.60	3
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$4,974	\$0	\$4,974	100.00	0
Furniture & Home Furnishing Stores	\$903	\$0	\$903	100.00	0
Electronics & Appliance Stores	\$977	\$702	\$275	16.40	1
Building Material, Garden Equip. & Supply Stores	\$1,814	\$0	\$1,814	100.00	0
Food & Beverage Stores	\$4,457	\$0	\$4,457	100.00	0
Health & Personal Care Stores	\$1,512	\$0	\$1,512	100.00	0
Gasoline Stations	\$2,091	\$0	\$2,901	100.00	0
Clothing & Accessories	\$1,768	\$0	\$1,768	100.00	0
General Merchandise Stores	\$3,966	\$0	\$3,966	100.00	0
Miscellaneous Retailers	\$921	\$605	\$316	20.7	3
Food Services & Drinking Places	\$2,704	\$541	\$2,162	66.60	0
5 Mile Radii					
Retail Market Place Profile (Rounded \$000)	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$2,066,645	\$843,379	1,223,266	42.00	317
Total Food & Drink	\$232,266	\$129,018	\$103,248	28.60	163
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$423,702	\$35,189	\$388,512	84.70	22
Furniture & Home Furnishing Stores	\$76,923	\$39,487	\$37,436	32.20	30
Electronics & Appliance Stores	\$83,117	\$25,208	\$57,909	53.50	23
Building Material, Garden Equip. & Supply Stores	\$145,940	\$85,040	\$60,900	26.40	29
Food & Beverage Stores	\$379,917	\$314,173	\$65,744	9.50	42
Health & Personal Care Stores	\$125,972	\$62,328	\$63,643	33.80	33
Gasoline Stations	\$178,930	\$104,960	\$73,970	26.10	13
Clothing & Accessories	\$150,366	\$30,975	\$119,391	65.80	26
General Merchandise Stores	\$338,945	\$92,674	\$246,271	57.10	17
Miscellaneous Retailers	\$77,708	\$24,711	\$52,997	51.7	54
Food Services & Drinking Places	\$9,550	\$2,618	\$6,932	57.00	3

Source: ESRI 2022 Forecast

2-FROSTBURG STATE UNIVERSITY

Frostburg State University (FSU) is a public university in Frostburg, Maryland. FSU is the only four-year institution of the University System of Maryland west of the Baltimore-Washington passageway in the State's Appalachian highlands, founded in 1898 by Maryland State Senator, John Leake.

Reported enrollment is approximately 4,900 students, and the university offers 47 undergraduate majors, 16 graduate programs, and a doctorate in educational leadership. FSU is accredited by the Middle States Commission on Higher Education and places primary emphasis on its role as a teaching and learning institution.

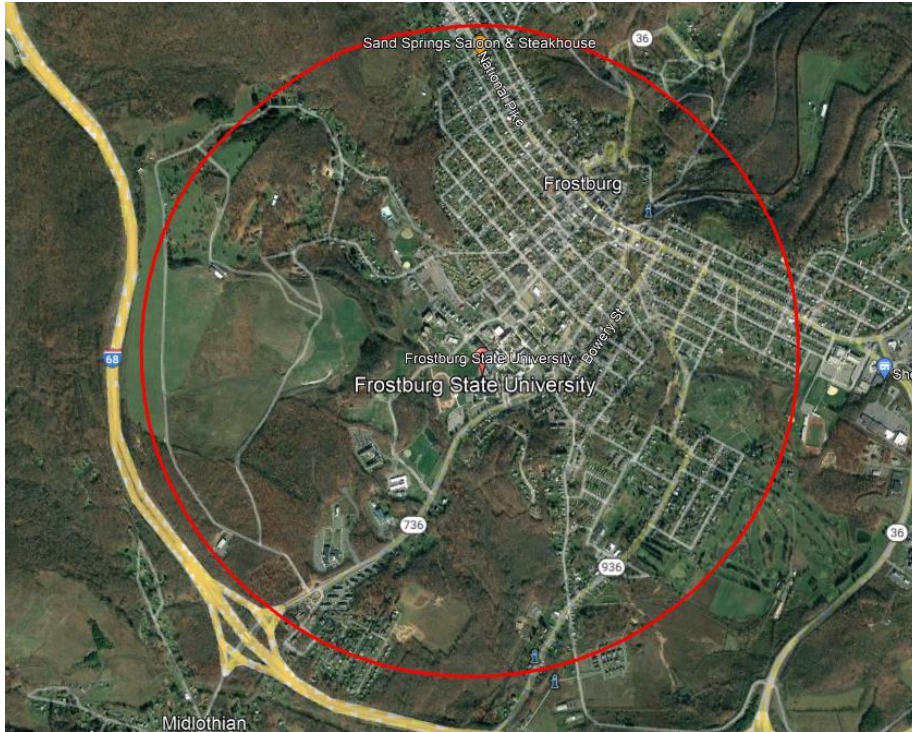
Frostburg State University

101 Braddock Road, Frostburg, MD 21532

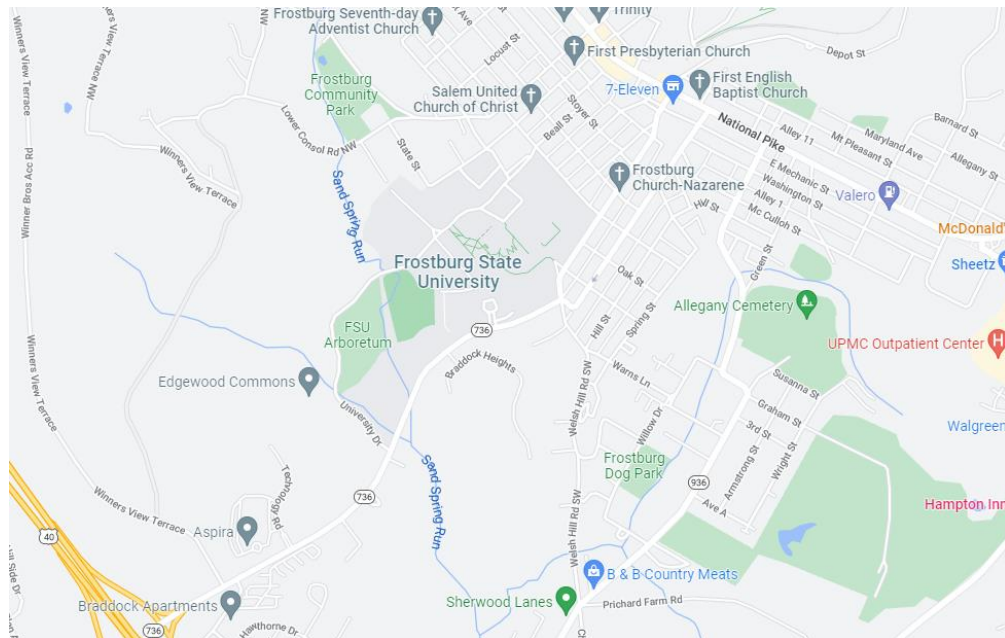
Location to: Nearby: Restaurants 1-Mile 10+ 5-Miles N/A Hotels 1-Mile 3 5-Miles 10 Access/Wayfinding Good Enrollment- 2020 4,858 Average Annual In-State Cost \$25,170 Campus -Rural 260-Acres Established 1898	5 Mile Radii Retail Market Profile (Rounded \$000) Total Retail Trade \$34,250 Total Food & Drink (\$8,545)	Residential Households 1-Mile 2,737 5-Miles 6,342 Median Household Income 1-Mile \$37,922 5-Miles \$50,382 Race/Ethnicity-5 Miles White Alone 88.2% Black Alone 7.3% Other 4.5% Median Age 35.1
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Frostburg State University

One-Mile Radius

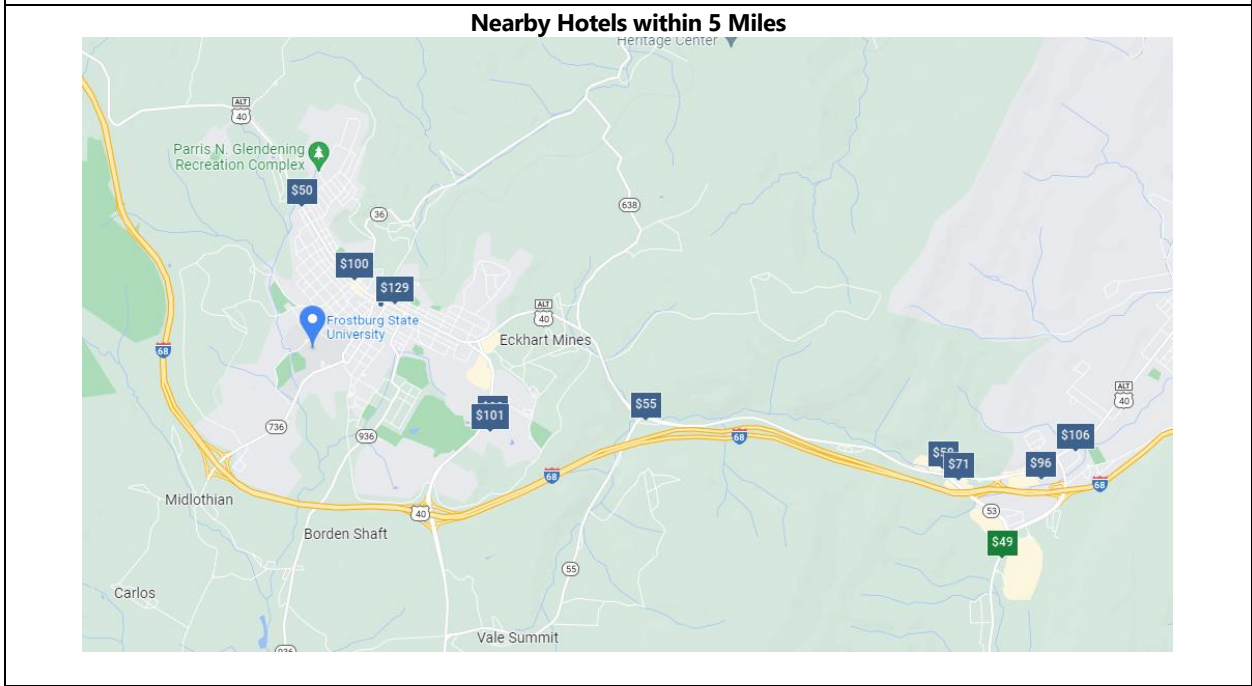
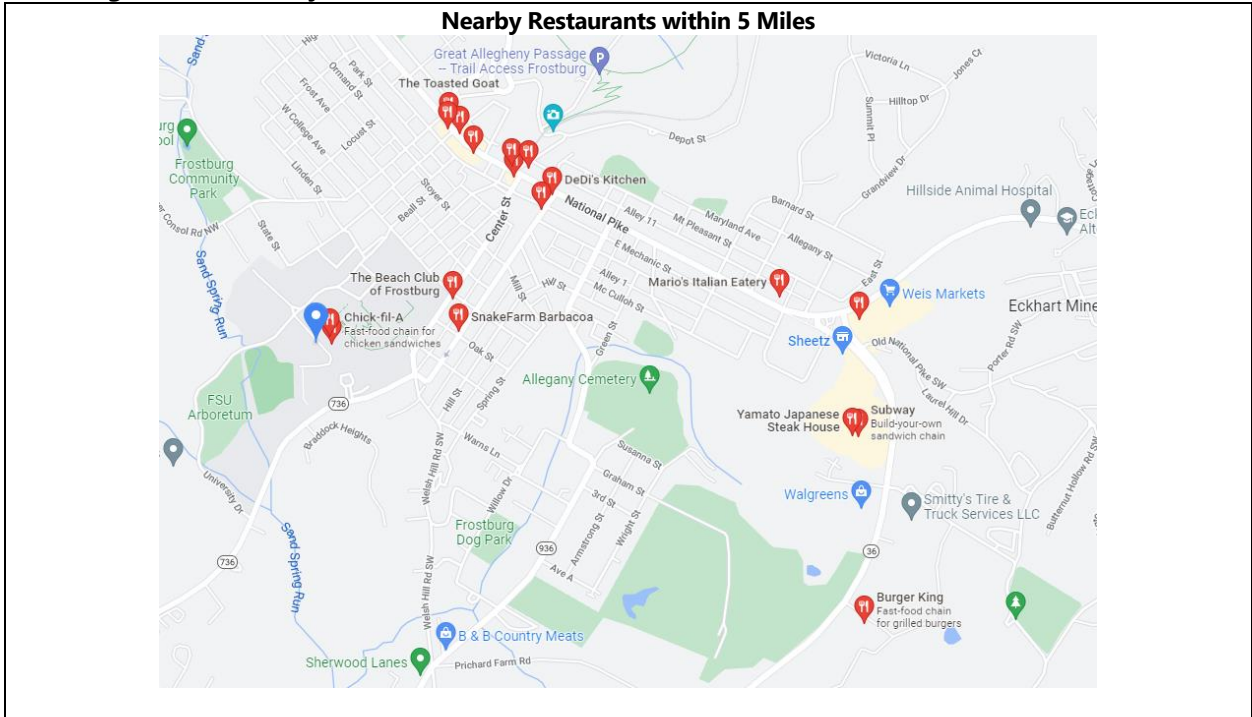


Source: Google Earth



Source: Google Maps

Frostburg State University



2-Demographic & Income Profile - Frostburg State University		
101 Braddock Road, Frostburg, MD 21532		
	1 Mile Radius	5 Mile Radii
Population	7,880	16,675
Households	2,737	6,342
Owner Occupied Units	1,219	4,094
Renter Occupied Units	1,518	2,247
Median Age	25.8	35.1
Households By Income		
Median Household Income	\$37,922	\$50,382
National Median Income	\$72,353	
% Households Below National Median +/-		
	(<) \$15,000	21.3%
	\$15,000-\$24,999	14.3%
	\$25,000-\$34,999	11.6%
	\$35,000-\$49,999	9.2%
	\$50,000-\$72,353	8.6%
		15.1%
		16.4%
Total % Households Below National Median +/-		
		75.4%
		66.0%
Households by Income Under National Poverty Level+/-		
Household of 2 <\$15,000	21.3%	14.3%
Household of 4 \$15,000-\$24,999	15.4%	11.6%
Total Households by Income Under National Poverty Level+/-		
	36.7%	25.9%
% Race & Ethnicity		
	White Alone	80.0%
	Black Alone	13.8%
	Other Races	7.3%
		4.5%
Housing Profile		
	1 Mile Radius	5 Mile Radii
Highest % Owner Occupied Housing by Value	26.8% (\$100,000-\$149,999)	19.5% (\$150,000-\$249,999)
Median Occupied Home Value	\$142,890	\$156,838
Average Occupied Home Value	\$176,148	\$196,666
Median Household Income	\$37,922	\$50,382
Ratio Multiplier/Median Home Value to Median Income	3.77	3.11
% Owner Occupied Units	38.5%	58.80%
% Renter Occupied Units	48.0%	26.30%
% Vacant Housing	13.5%	15.00%
Market Profile		
%White Collar	60.60%	77.50%
%Blue Collar	20.60%	10.90%
Top 3 Tapestry Segments	Old & Newcomers	Midlife Constants
	Small Town Simplicity	Salt of the Earth
	Dorms to Diplomas	Old & Newcomers

Source: ESRI 2022 Forecast

2-Retail Market Profile - Frostburg State University					
Retail Market Place Profile (Rounded \$000)	1 Mile Radius				#of Businesses
	Demand	Supply	Retail Gap	Leakage/Surplus Factor	
2022 Industry Summary					
Total Retail Trade	\$59,392	\$33,933	\$25,458	27.30	27
Total Food & Drink	\$6,242	\$10,019	(\$3,776)	(23.60)	20
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$12,666	\$2,467	\$10,198	67.40	2
Furniture & Home Furnishing Stores	\$2,043	\$0	\$2,043	100.00	0
Electronics & Appliance Stores	\$2,242	\$1,418	\$824	22.50	1
Building Material, Garden Equip. & Supply Stores	\$3,702	\$494	\$3,208	76.40	1
Food & Beverage Stores	\$11,265	\$18,141	(\$6,876)	(23.40)	6
Health & Personal Care Stores	\$3,774	\$3,464	\$310	4.30	3
Gasoline Stations	\$5,597	\$0	\$5,597	100.00	0
Clothing & Accessories	\$3,875	\$326	\$3,549	84.50	2
General Merchandise Stores	\$9,663	\$5,447	\$4,215	27.90	2
Miscellaneous Retailers	\$2,218	\$1,094	\$1,123	33.9	5
Food Services & Drinking Places	\$268	\$0	\$268	100.00	0
Retail Market Place Profile (Rounded \$000)	5 Mile Radii				#of Businesses
	Demand	Supply	Retail Gap	Leakage/Surplus Factor	
2022 Industry Summary					
Total Retail Trade	\$161,413	\$127,207	\$34,205	11.90	66
Total Food & Drink	\$16,457	\$25,053	(\$8,545)	(20.60)	41
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$34,850	\$8,114	\$26,735	62.20	6
Furniture & Home Furnishing Stores	\$5,504	\$241	\$5,263	91.60	1
Electronics & Appliance Stores	\$5,930	\$3,410	\$2,519	27.00	3
Building Material, Garden Equip. & Supply Stores	\$11,111	\$5,993	\$5,118	29.90	7
Food & Beverage Stores	\$30,083	\$37,425	(\$7,341)	(10.90)	12
Health & Personal Care Stores	\$10,401	\$7,737	\$2,663	14.70	6
Gasoline Stations	\$15,060	\$7,575	\$7,485	33.10	1
Clothing & Accessories	\$10,162	\$3,511	\$6,650	48.60	6
General Merchandise Stores	\$25,860	\$45,326	(\$19,466)	(27.30)	5
Miscellaneous Retailers	\$6,116	\$4,694	\$1,421	13.2	11
Food Services & Drinking Places	\$16,457	\$25,003	(\$8,545)	(20.60)	41

Source: ESRI 2022 Forecast

3-SALISBURY UNIVERSITY

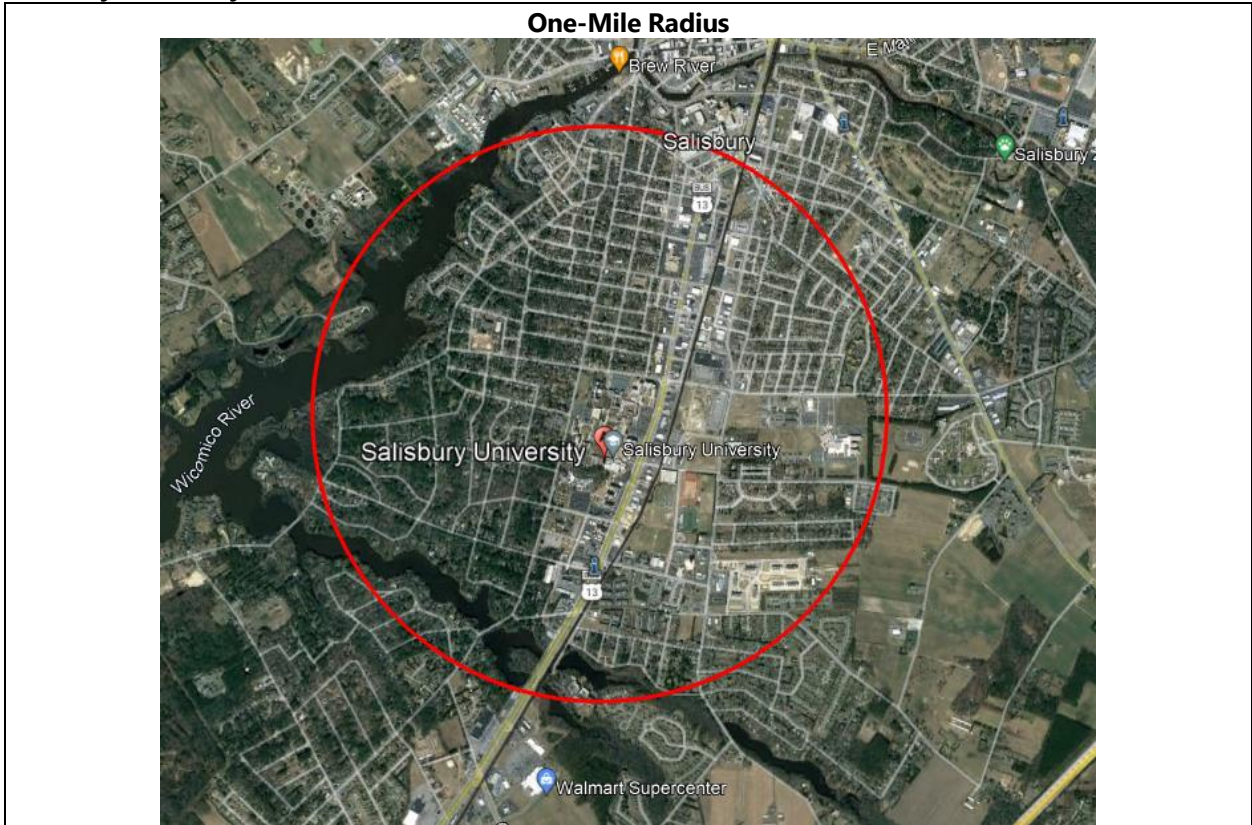
Salisbury University is a public university in Salisbury on the Eastern Shore of Maryland. Founded in 1925, Salisbury University is a member of the University System of Maryland, with a reported fall 2020 enrollment of 8567. Salisbury University offers 42 distinct undergraduate and fourteen graduate degree programs across six academic units: The Fulton School of Liberal Arts, Perdue School of Business, Henson School of Science and Technology, Seidel School of Education and Professional Studies, College of Health and Human Services, and Clarke Honors College.

Salisbury University

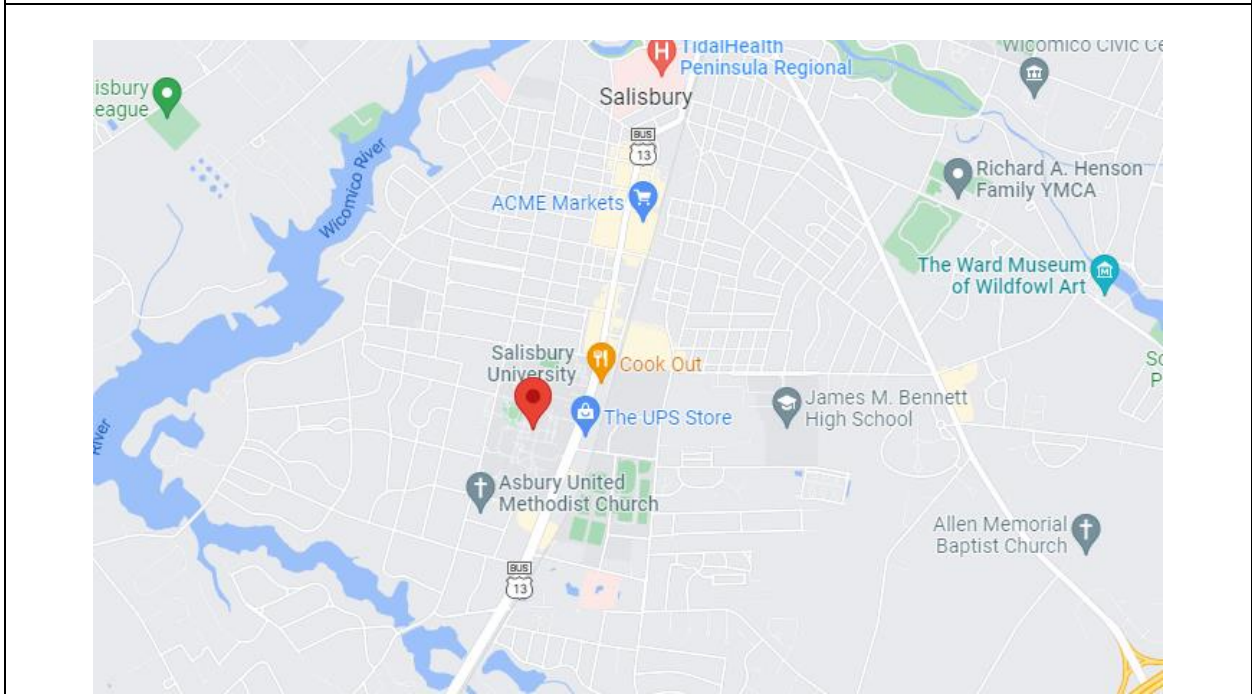
1101 Camden Avenue, Salisbury, MD 21801

Location to: Nearby: Restaurants 1-Mile 3 5-Miles 15+ Hotels 1-Mile 1 5-Miles 15+ Access/Wayfinding Good Enrollment- 2020 8,567 Average Annual In-State Cost \$26,304 Campus -Suburban 220-Acres Established 1925	25 miles West of Ocean City, MD 80 miles SE of Baltimore, MD 218 miles S/SE of St. Mary's City, MD	5 Mile Radii Retail Market Profile (Rounded \$000) Retail GAP Total Retail Trade (\$851,646) Total Food & Drink (\$58,492)
Residential Households 1-Mile 3,687 5-Miles 26,965 Median Household Income 1-Mile \$50,843 5-Miles \$53,739 Race/Ethnicity-5 Miles White Alone 57.7% Black Alone 32.3% Other 10.0% Median age 35.0		

Salisbury University

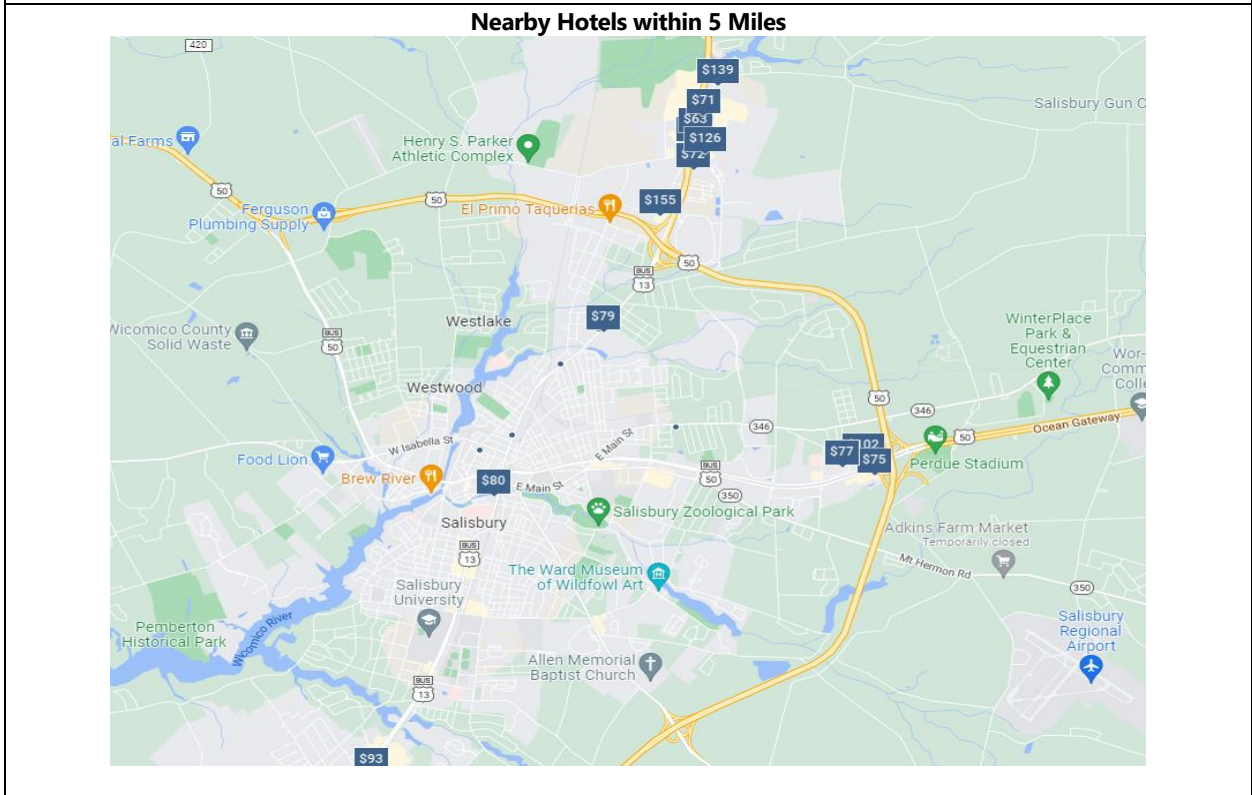
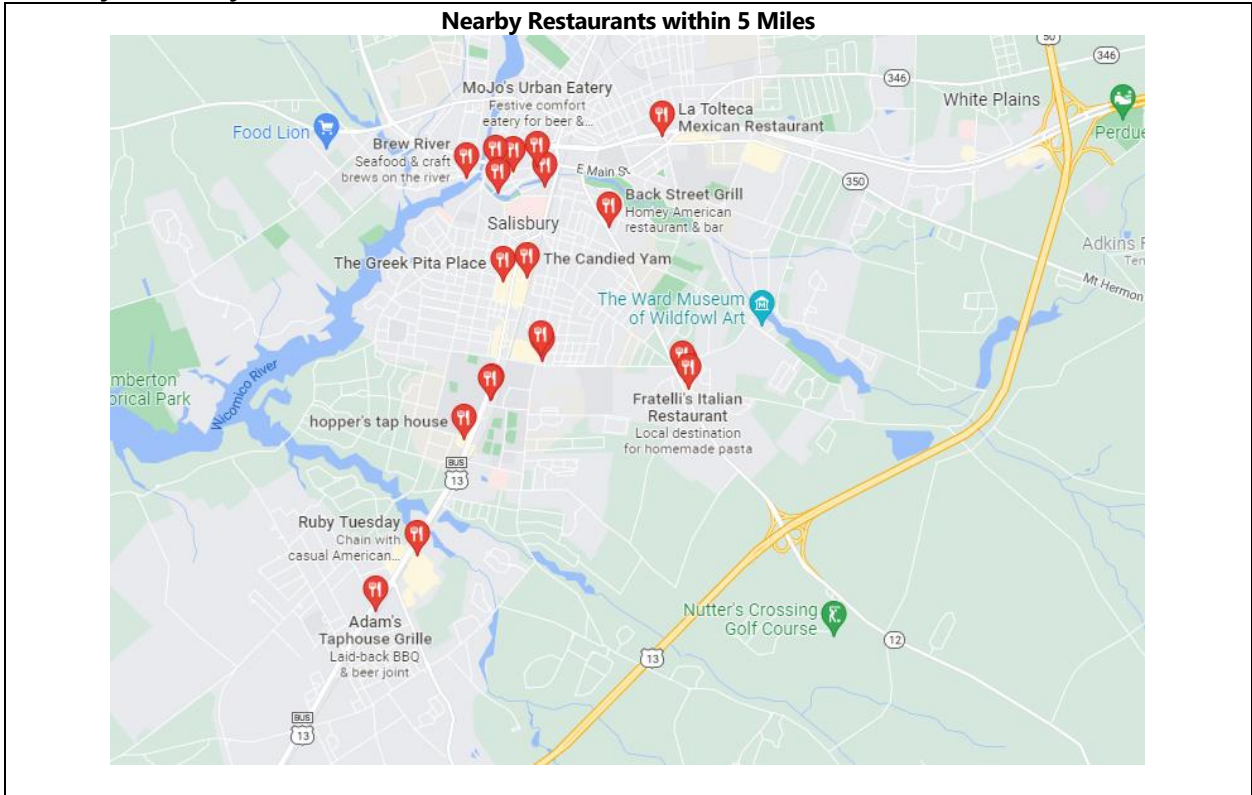


Source: Google Earth



Source: Google Maps

Salisbury University



3-Demographic & Income Profile -Salisbury University		
1101 Camden Avenue, Salisbury, MD 21801		
	1 Mile Radius	5 Mile Radii
Population	12,021	73,325
Households	3,687	26,965
Owner Occupied Units	1,367	14,113
Renter Occupied Units	2,320	12,852
Median Age	24.5	35.0
Households By Income		
Median Household Income	\$50,843	\$53,739
National Median Income	\$72,353	
% Households Below National Median +/-		
	(<) \$15,000	11.8%
	\$15,000-\$24,999	13.4%
	\$25,000-\$34,999	15.5%
	\$35,000-\$49,999	10.5%
	\$50,000-\$72,353	20.0%
Total % Households Below National Median +/-	71.2%	63.5%
Households by Income Under National Poverty Level+/-		
Household of 2 <\$15,000	11.8%	9.0%
Household of 4 \$15,000-\$24,999	13.4%	12.1%
Total Households by Income Under National Poverty Level+/-	25.2%	21.1%
% Race & Ethnicity		
	White Alone	67.2%
	Black Alone	23.2%
	Other Races	9.6%
Housing Profile		
	1 Mile Radius	5 Mile Radii
Highest % Owner Occupied Housing by Value	26.2% (\$150,000-\$199,999)	20.9% (\$200,000-\$249,999)
Median Occupied Home Value	\$197,269	\$219,833
Average Occupied Home Value	\$234,414	\$266,485
Median Household Income	\$50,843	\$53,739
Ratio Multiplier/Median Home Value to Median Income	3.88	4.09
% Owner Occupied Units	33.7%	47.40%
% Renter Occupied Units	57.2%	43.20%
% Vacant Housing	9.1%	9.40%
Market Profile		
%White Collar	53.70%	57.60%
%Blue Collar	17.80%	23.40%
Top 3 Tapestry Segments	College Towns Metro Fusion Old & Newcomers	Front Porches Old & Newcomers Savvy Suburbanites

Source: ESRI 2022 Forecast

3-Retail Market Profile -Salisbury University					
1 Mile Radius					
Retail Market Place Profile (Rounded \$000)	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$98,340	\$118,455	(\$20,114)	(9.30)	79
Total Food & Drink	\$10,820	\$29,559	(\$18,738)	(46.40)	59
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$20,494	\$12,183	\$8,310	25.40	8
Furniture & Home Furnishing Stores	\$3,479	\$675	\$2,804	67.50	4
Electronics & Appliance Stores	\$3,826	\$9,931	(\$6,104)	(44.40)	7
Building Material, Garden Equip. & Supply Stores	\$5,816	\$2,105	\$3,710	46.80	4
Food & Beverage Stores	\$18,830	\$47,317	(\$28,486)	(43.10)	7
Health & Personal Care Stores	\$6,081	\$26,102	(\$20,020)	(62.20)	13
Gasoline Stations	\$9,156	\$7,582	\$1,574	9.40	4
Clothing & Accessories	\$6,812	\$3,332	\$3,479	34.30	11
General Merchandise Stores	\$16,292	\$1,150	\$15,142	86.80	2
Miscellaneous Retailers	\$3,608	\$4,498	(\$889)	(11.0)	13
Food Services & Drinking Places	\$10,820	\$29,559	(\$18,738)	(46.40)	59
5 Mile Radii					
Retail Market Place Profile (Rounded \$000)	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$777,300	\$1,628,947	(\$851,646)	(35.40)	470
Total Food & Drink	\$84,512	\$143,004	(\$58,492)	(25.70)	192
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$162,141	\$648,550	(\$486,409)	(60.00)	64
Furniture & Home Furnishing Stores	\$12,366	\$29,916	(\$17,549)	(41.50)	23
Electronics & Appliance Stores	\$30,160	\$54,148	(\$23,988)	(28.50)	22
Building Material, Garden Equip. & Supply Stores	\$51,606	\$66,196	\$14,589	(12.40)	40
Food & Beverage Stores	\$145,601	\$187,527	(\$41,925)	(12.60)	49
Health & Personal Care Stores	\$48,514	\$96,008	(\$47,494)	(32.90)	46
Gasoline Stations	\$70,542	\$184,596	(\$114,054)	(44.70)	28
Clothing & Accessories	\$53,407	\$71,495	(\$18,087)	(14.50)	71
General Merchandise Stores	\$127,307	\$230,319	(\$103,012)	(28.80)	34
Miscellaneous Retailers	\$28,953	\$26,185	\$2,768	5.0	67
Food Services & Drinking Places	\$84,512	\$143,004	(\$58,492)	(25.70)	192

Source: ESRI 2022 Forecast

4-UNIVERSITY OF MARYLAND EASTERN SHORE

University of Maryland Eastern Shore (UMES) is a public historically black land-grant research university in Princess Anne, Maryland. It is part of the University System of Maryland. It is classified among "R2: Doctoral Universities – High research activity". Maryland State College became the University of Maryland Eastern Shore on July 1, 1970. It is one of 12 University System of Maryland public institutions of higher education. In addition to 745 acres on its main campus in Princess Anne, UMES also operates a 385-acre research farm in southern Somerset County, and the Paul S. Sarbanes Coastal Ecology Center on eight acres near Assateague Island in neighboring Worcester County.

UMES offers instruction in 37 undergraduate areas of study, as well as 15 master's degrees and eight doctoral-degree programs are peer-accredited).

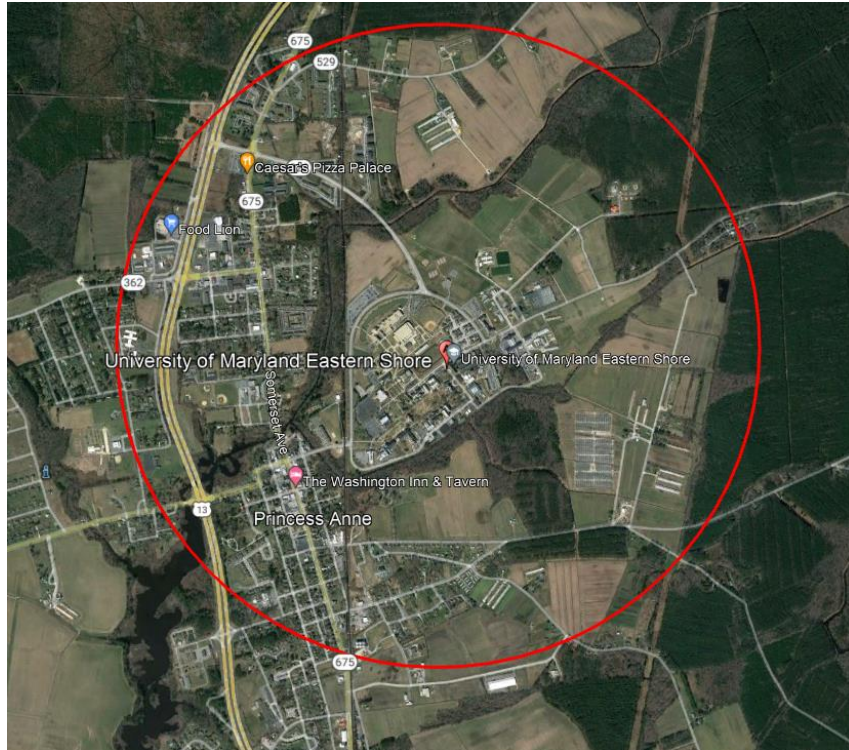
In 2020, MacKenzie Scott donated \$20 million to UMES. Her donation is the largest single gift in the University's history.

University of Maryland Eastern Shore 11868 College Backbone Road, Princess Anne, MD 21853			
Location to:	11 miles S/SW of Salisbury University, MD 35 miles W of Ocean City, MD 186 miles E of St. Mary's City, MD	5 Mile Radii	Retail Market Profile (Rounded \$000)
			Retail GAP
			Total Retail Trade \$35,498
			Total Food & Drink \$1,091
Nearby:		Residential Households	
Restaurants		1-Mile	1,269
1-Mile	6	5-Miles	3,368
5-Miles	10		
Hotels		Median Household Income	
1-Mile	2	1-Mile	\$26,948
5-Miles	**	5-Miles	\$33,624
Access/Wayfinding	Good	Race/Ethnicity-5 Miles	
Enrollment- 2019	2,886	White Alone	32.8%
Average Annual In-State Cost	\$24,693	Black Alone	61.4%
Campus -Rural	1,138-Acres	Other	5.8%
Established	1886	Median Age	30.8

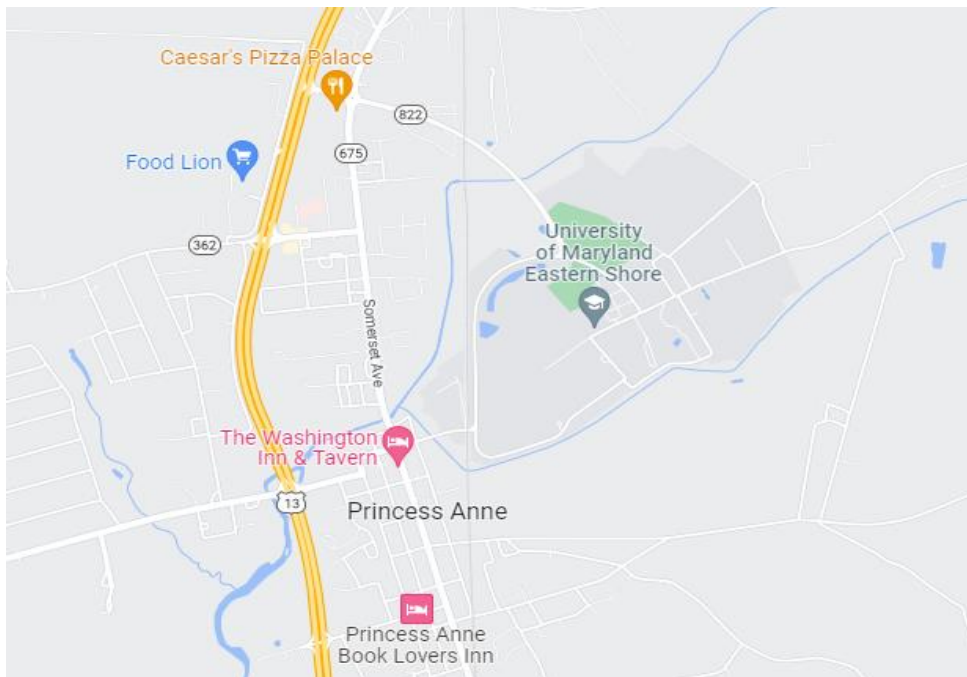
**15+ hotels in Salisbury, MD 11 miles north via Route 13

University of Maryland Eastern Shore

One-Mile Radius



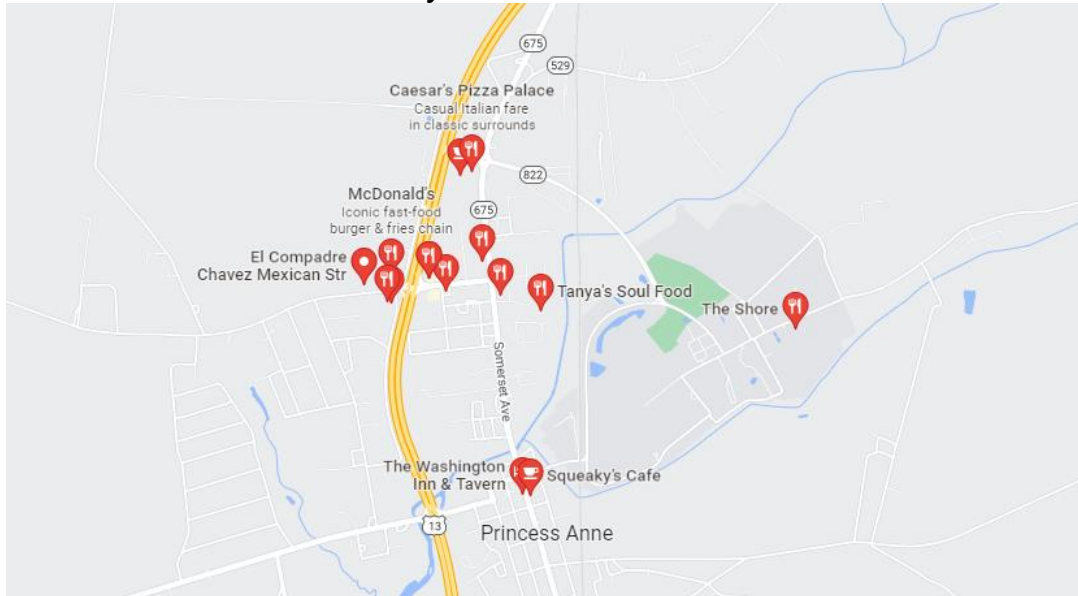
Source: Google Earth



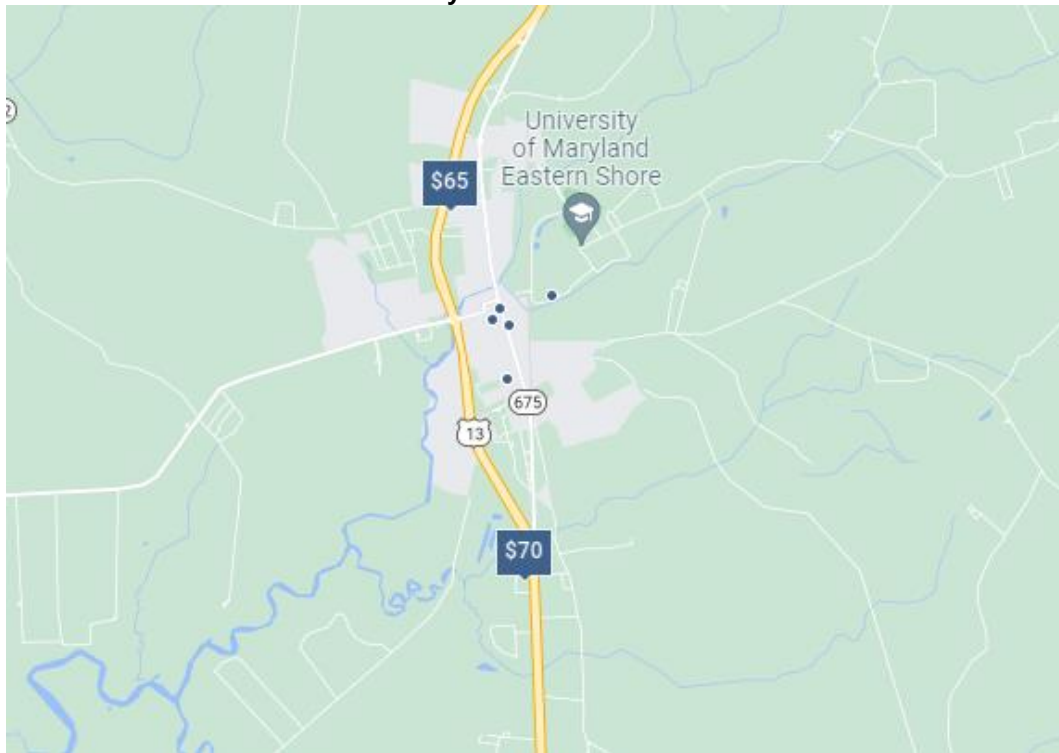
Source: Google Maps

University of Maryland Eastern Shore

Nearby Restaurants within 5 Miles



Nearby Hotels within 5 Miles



4-Demographic & Income Profile -University of Maryland-Eastern Shore		
11868 College Backbone Road, Princess Anne, MD 21853		
	1 Mile Radius	5 Mile Radii
Population	4,860	13,100
Households	1,269	3,368
Owner Occupied Units	305	1,590
Renter Occupied Units	964	1,778
Median Age	24.0	30.8
Households By Income		
Median Household Income	\$26,948	\$33,624
National Median Income	\$72,353	
% Households Below National Median +/-		
	(<) \$15,000	37.3%
	\$15,000-\$24,999	8.6%
	\$25,000-\$34,999	16.2%
	\$35,000-\$49,999	8.0%
	\$50,000-\$72,353	16.0%
Total % Households Below National Median +/-		86.1%
Households by Income Under National Poverty Level+/-		
Household of 2 <\$15,000	37.3%	27.2%
Household of 4 \$15,000-\$24,999	8.6%	10.4%
Total Households by Income Under National Poverty Level+/-		45.9%
% Race & Ethnicity		
	White Alone	23.5%
	Black Alone	68.8%
	Other Races	7.7%
Housing Profile		
2022	1 Mile Radius	5 Mile Radii
Highest % Owner Occupied Housing by Value	30.6% (\$150,000-\$199,999)	21.1% (\$100,000-\$149,999)
Median Occupied Home Value	\$179,570	\$158,968
Average Occupied Home Value	\$210,691	\$189,676
Median Household Income	\$26,948	\$33,624
Ratio Multiplier/Median Home Value to Median Income	6.66	4.73
% Owner Occupied Units	19.7%	40.20%
% Renter Occupied Units	62.2%	44.90%
% Vacant Housing	18.1%	14.90%
Market Profile		
%White Collar	51.20%	60.20%
%Blue Collar	18.90%	20.70%
Top 3 Tapestry Segments	College Towns Set to Impress Salt of the Earth	College Towns Salt of the Earth Set to Impress

Source: ESRI 2022 Forecast

4-Retail Market Profile -University of Maryland-Eastern Shore					
Retail Market Place Profile (Rounded \$000)	1 Mile Radius				#of Businesses
	Demand	Supply	Retail Gap	Leakage/Surplus Factor	
2022 Industry Summary					
Total Retail Trade	\$21,374	\$13,807	\$7,566	21.50	14
Total Food & Drink	\$2,353	\$3,092	(\$739)	(13.60)	10
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$4,476	\$804	\$3,671	69.50	2
Furniture & Home Furnishing Stores	\$742	\$549	\$193	15.00	1
Electronics & Appliance Stores	\$831	\$0	\$831	100.00	0
Building Material, Garden Equip. & Supply Stores	\$1,171	\$245	\$925	65.40	1
Food & Beverage Stores	\$4,135	\$4,170	(\$34)	(0.40)	4
Health & Personal Care Stores	\$1,302	\$1,241	\$61	2.40	2
Gasoline Stations	\$2,034	\$2,995	(\$961)	(19.10)	1
Clothing & Accessories	\$1,478	\$230	\$1,248	73.10	1
General Merchandise Stores	\$3,564	\$3,356	\$207	3.00	2
Miscellaneous Retailers	\$776	\$115	\$661	74.2	1
Food Services & Drinking Places	\$2,354	\$3,092	(\$739)	(13.60)	10
5 Mile Radii					
Retail Market Place Profile (Rounded \$000)	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$73,794	\$38,295	\$35,498	31.70	26
Total Food & Drink	\$7,812	\$6,720	\$1,091	7.50	16
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$15,803	\$1,588	\$14,215	81.70	3
Furniture & Home Furnishing Stores	\$2,533	\$625	\$1,908	60.40	1
Electronics & Appliance Stores	\$2,779	\$0	\$2,779	100.00	0
Building Material, Garden Equip. & Supply Stores	\$4,615	\$275	\$4,339	88.70	1
Food & Beverage Stores	\$13,942	\$11,474	\$2,468	9.70	6
Health & Personal Care Stores	\$4,580	\$3,603	\$977	11.90	4
Gasoline Stations	\$6,964	\$15,754	(\$8,789)	(38.70)	5
Clothing & Accessories	\$4,858	\$265	\$4,592	89.60	1
General Merchandise Stores	\$12,037	\$3,884	\$8,153	51.20	2
Miscellaneous Retailers	\$2,736	\$129	\$2,606	91.0	1
Food Services & Drinking Places	\$7,812	\$6,720	\$1,091	7.50	16

Source: ESRI 2022 Forecast

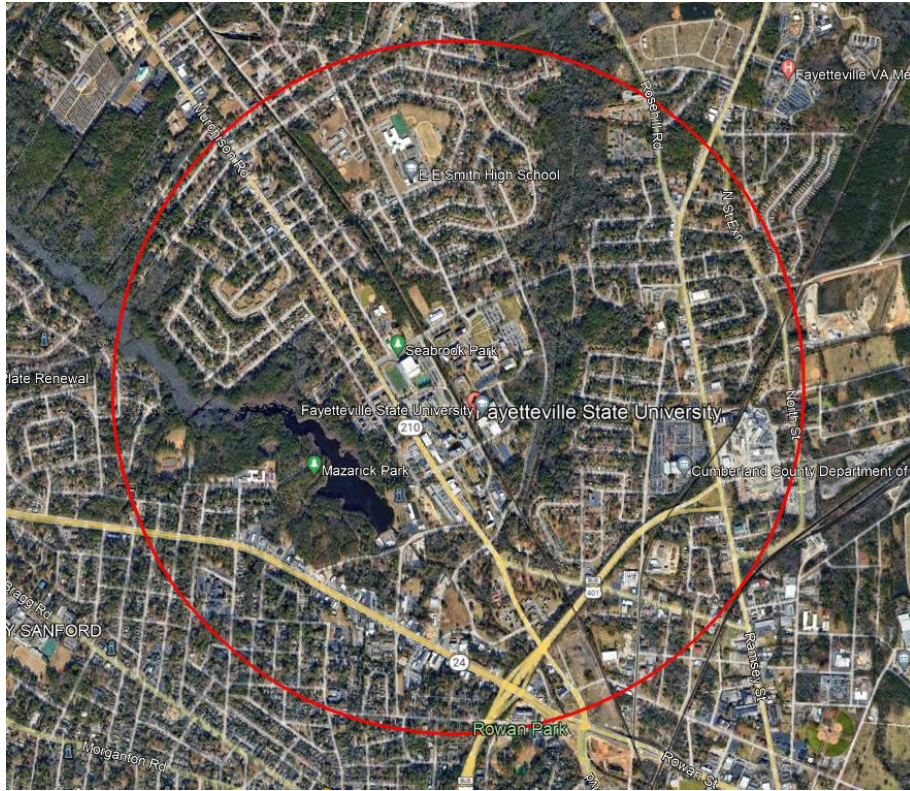
5-FAYETTEVILLE STATE UNIVERSITY

Fayetteville State University (FSU) is a public historically black university in Fayetteville, North Carolina. It is part of the University of North Carolina System and the Thurgood Marshall College Fund. This is second oldest state supported school in North Carolina and immediately following the Civil War in 1865, a robust education agenda began in Fayetteville's African American community with the founding of the Phillips and Sumner Schools for primary and intermediate learning. In 1867, the schools consolidated to form the Howard School, following the vision of the Freedmen's Bureau chief General Oliver O. Howard who erected a building on a tract of land generously donated by seven prominent African-American men, who together paid \$136 for two lots on Gillespie Street in Fayetteville and formed among themselves a self-perpetuating Board of Trustees to maintain the property for the education of local black youth. In 1988, Dr. Lloyd Hackley was named chancellor of FSU and began an active pursuit of initiatives to further expand both undergraduate and graduate program offerings, including the establishment of the university's first doctoral program in Educational Leadership in 1994.

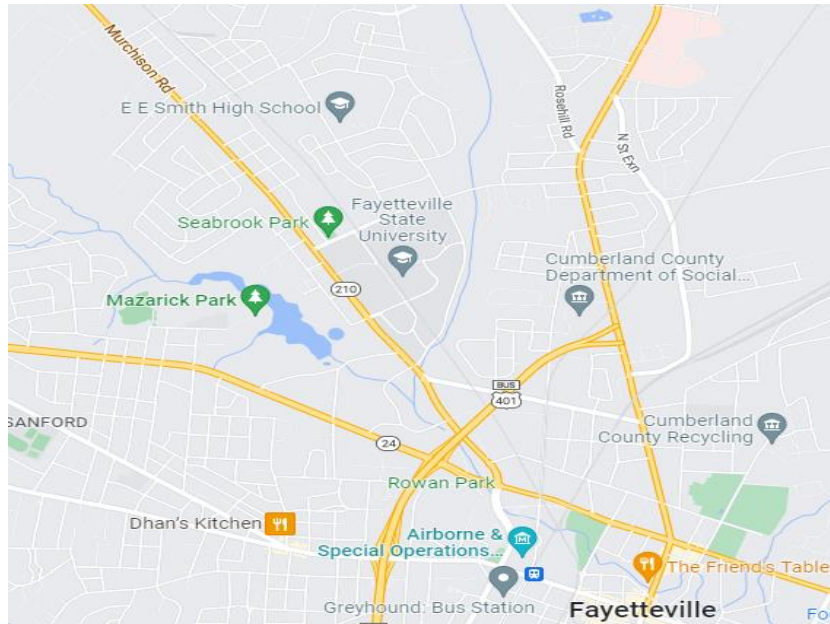
Fayetteville State University 1200 Murchison Rd., Fayetteville, NC 28301			
Location to:	50 miles S/SW of Raleigh NC	5 Mile Radii	
	110 miles east of Charlotte NC	Retail Market Profile (Rounded \$000)	Retail GAP
	10 miles S/SE of Fort Bragg & Pope Field, NC	Total Retail Trade	(\$1,832,393)
	317 miles S/SW of St. Mary's City, MD	Total Food & Drink	(\$191,058)
Nearby:		Residential Households	
Restaurants		1-Mile	2,980
1-Mile	8+	5-Miles	44,547
5-Miles	20+	Median Household Income	
Hotels		1-Mile	\$33,825
1-Mile	5	5-Miles	\$39,565
5-Miles	20+	Race/Ethnicity-5 Miles	
Access/Wayfinding	Good	White Alone	40.6%
Enrollment- 2019	6,020	Black Alone	46.8%
Average Annual In-State Cost	\$17,556	Other	12.6%
Campus -Urban	200-Acres	Median Age	36.8
Established	1867		

Fayetteville State University

One-Mile Radius



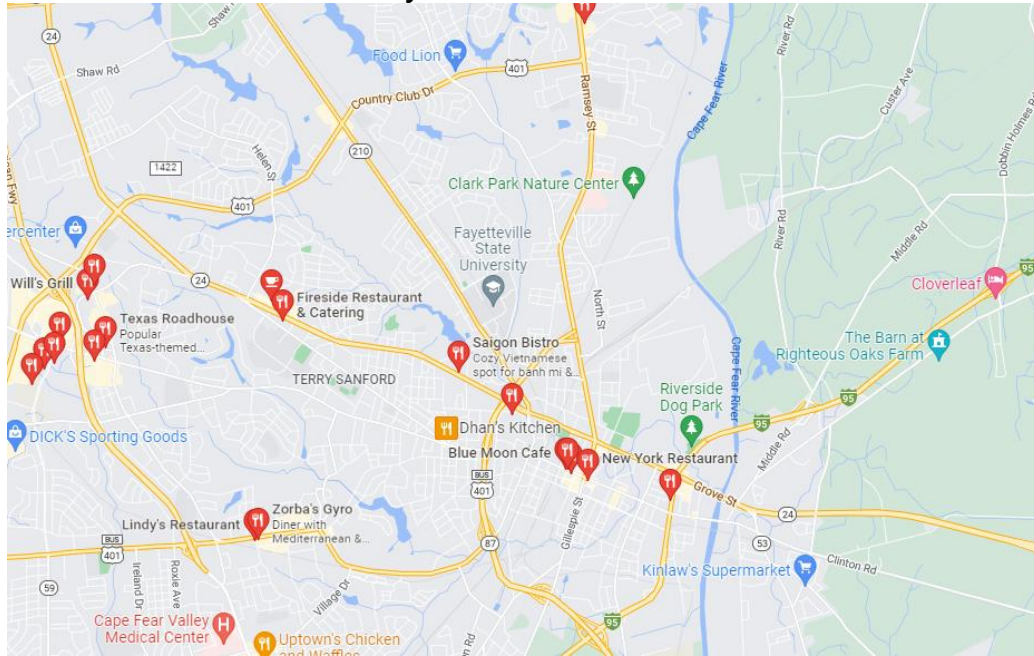
Source: Google Earth



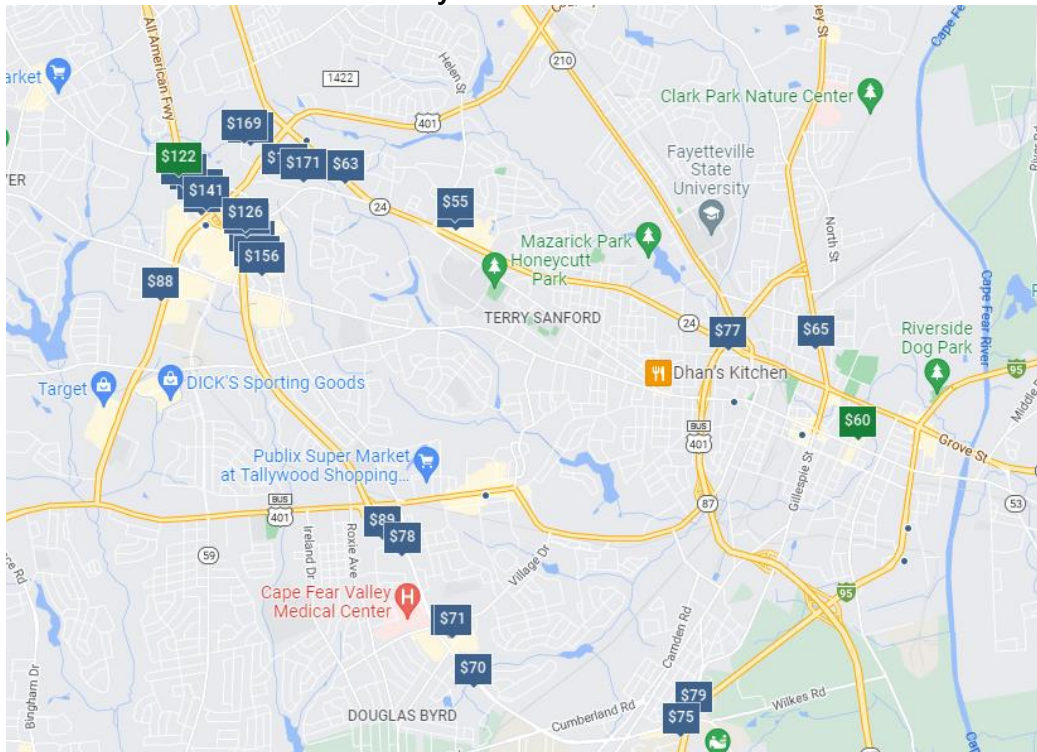
Source: Google Maps

Fayetteville State University

Nearby Restaurants within 5 Miles



Nearby Hotels within 5 Miles



5-Demographic & Income Profile Fayetteville State University 1200 Murchison Rd., Fayetteville, NC 28301		
	1 Mile Radius	5 Mile Radii
Population	7,522	104,086
Households	2,980	44,547
Owner Occupied Units	1,074	18,431
Renter Occupied Units	1,906	26,116
Median Age	35.4	36.8
Households By Income		
Median Household Income	\$33,825	\$39,565
National Median Income	\$72,353	
% Households Below National Median +/-		
	(<) \$15,000	23.2%
	\$15,000-\$24,999	15.4%
	\$25,000-\$34,999	12.5%
	\$35,000-\$49,999	14.2%
	\$50,000-\$72,353	15.1%
Total % Households Below National Median +/-	80.4%	76.5%
Households by Income Under National Poverty Level +/-		
Household of 2 <\$15,000	23.2%	18.3%
Household of 4 \$15,000-\$24,999	15.4%	13.4%
Total Households by Income Under National Poverty Level +/-	38.6%	31.7%
% Race & Ethnicity		
	White Alone	26.9%
	Black Alone	67.3%
	Other Races	5.8%
Housing Profile		
	1 Mile Radius	5 Mile Radii
Highest % Owner Occupied Housing by Value	28.5% (\$50,000-\$99,999)	27.5% (\$50,000-\$99,999)
Median Occupied Home Value	\$127,474	\$134,025
Average Occupied Home Value	\$211,952	\$198,421
Median Household Income	\$33,825	\$39,565
Ratio Multiplier/Median Home Value to Median Income	3.77	3.39
% Owner Occupied Units	29.2%	35.60%
% Renter Occupied Units	51.9%	50.40%
% Vacant Housing	18.9%	14.00%
Market Profile		
%White Collar	57.80%	59.30%
%Blue Collar	17.40%	20.10%
Top 3 Tapestry Segments	Modest Income Homes Old & Newcomers Family Foundations	Old & Newcomers Bright Young Professionals Small Town Simplicity

Source: ESRI 2022 Forecast

5-Retail Market Profile -Fayetteville State University					
1 Mile Radius					
Retail Market Place Profile (Rounded \$000)	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$64,794	\$30,425	\$34,369	36.10	28
Total Food & Drink	\$6,932	\$6,432	\$499	3.70	14
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$13,809	\$5,192	\$8,616	45.30	5
Furniture & Home Furnishing Stores	\$2,490	\$3,162	(\$672)	(11.90)	1
Electronics & Appliance Stores	\$1,957	\$3,363	(\$1,406)	(26.40)	3
Building Material, Garden Equip. & Supply Stores	\$4,170	\$760	\$3,410	69.20	2
Food & Beverage Stores	\$11,583	\$6,833	\$4,749	25.80	6
Health & Personal Care Stores	\$4,136	\$289	\$1,317	18.90	2
Gasoline Stations	\$7,124	\$5,704	\$1,420	11.10	2
Clothing & Accessories	\$3,061	\$846	\$2,214	56.70	2
General Merchandise Stores	\$10,825	\$619	\$10,208	89.20	1
Miscellaneous Retailers	\$2,854	\$936	\$1,917	50.6	3
Food Services & Drinking Places	\$6,932	\$6,432	\$499	3.70	14
5 Mile Radii					
Retail Market Place Profile (Rounded \$000)	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$1,132,804	\$2,965,197	(\$1,832,393)	(44.70)	949
Total Food & Drink	\$122,863	\$313,922	(\$191,058)	(43.70)	374
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$241,820	\$915,297	(\$673,477)	(58.20)	142
Furniture & Home Furnishing Stores	\$43,824	\$114,123	(\$70,299)	(44.50)	58
Electronics & Appliance Stores	\$34,499	\$51,561	(\$17,061)	(19.80)	35
Building Material, Garden Equip. & Supply Stores	\$75,568	\$144,064	(\$68,495)	(31.20)	48
Food & Beverage Stores	\$200,340	\$400,915	(\$200,575)	(33.40)	97
Health & Personal Care Stores	\$70,965	\$162,500	(\$91,534)	(39.20)	92
Gasoline Stations	\$122,589	\$159,143	(\$36,544)	(13.00)	58
Clothing & Accessories	\$54,603	\$209,291	(\$154,687)	(58.60)	163
General Merchandise Stores	\$189,931	\$614,349	(\$424,417)	(52.80)	53
Miscellaneous Retailers	\$49,194	\$78,638	(\$29,444)	(23.00)	32
Food Services & Drinking Places	\$122,863	\$313,922	(\$191,058)	-43.7	374

Source: ESRI 2022 Forecast

6-WINSTON-SALEM STATE UNIVERSITY

Winston-Salem State University originally was founded as Slater Industrial Academy on September 28, 1892. By 1895 the school was recognized by the State of North Carolina and in 1899 it was chartered by the State as Slater Industrial and Slater Normal School.

In 1925, the North Carolina General Assembly renamed the school Winston-Salem Teachers College, and the North Carolina State Board of Education allowed the college to award elementary teacher education degrees, making it the first Black institution to provide this specialized training.

The School of Nursing was established in 1953 offering baccalaureate degrees. In 1963 the North Carolina General Assembly authorized changing the name from Winston-Salem Teachers College to Winston-Salem State College. A statute designating Winston-Salem State College as Winston-Salem State University received legislative approval in 1969. On July 1, 1972, Winston-Salem State University became one of 16 constituent institutions of the University of North Carolina.

In 2020, MacKenzie Scott donated \$30 million to Winston-Salem State. Her donation is the largest single gift in the University's history.

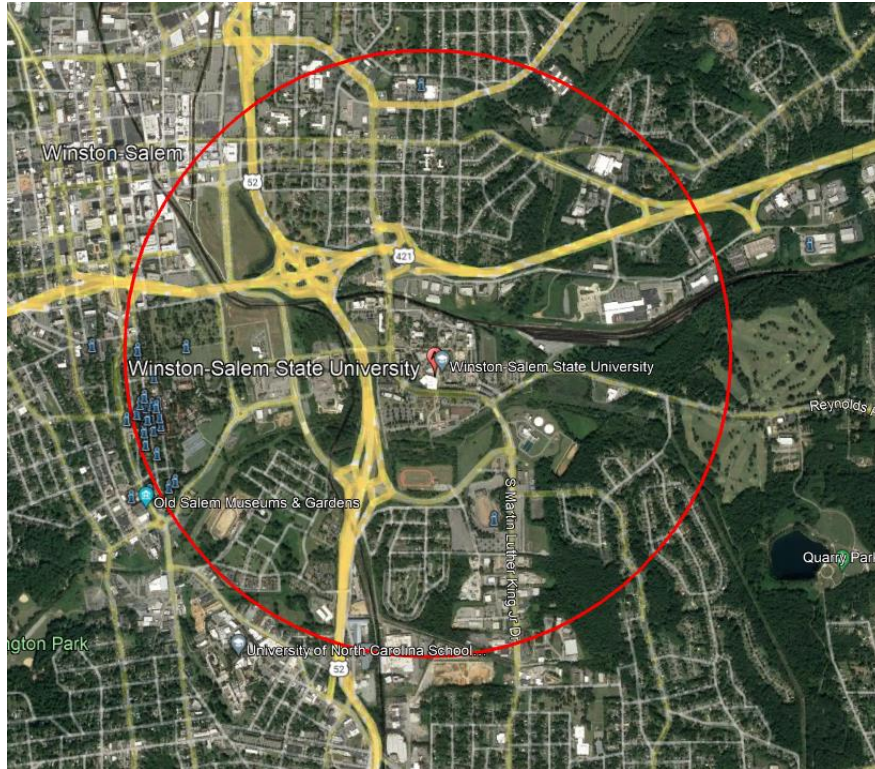
Winston-Salem State University

601 S Martin Luther King Jr. Dr., Winston-Salem, NC 27110

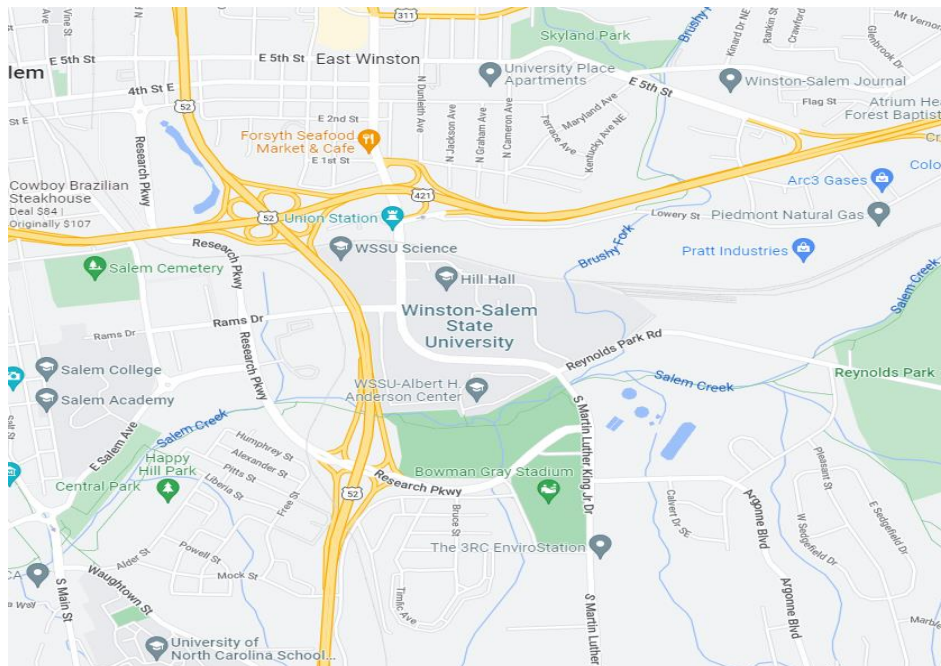
Location to:	25 miles west of Greensboro, NC 75 miles N/NE of Charlotte, NC 100 miles N/NW of Fayetteville State Univ., NC 412 miles SW of St. Mary's City, MD	5 Mile Radii	
		Retail Market Profile (Rounded \$000)	
		Total Retail Trade (\$917,101) Total Food & Drink (\$157,881)	
Nearby:			
Restaurants		Residential Households	
1-Mile	8+	1-Mile	2,394
5-Miles	20+	5-Miles	58,170
Hotels		Median Household Income	
1-Mile	5	1-Mile	\$20,421
5-Miles	12+	5-Miles	\$39,013
Access/Wayfinding	Good	Race/Ethnicity-5 Miles	
Enrollment- 2019	5,190	White Alone	40.7%
Average Annual In-State Cost	\$20,825	Black Alone	41.4%
Campus -Urban	117-Acres	Other	17.9%
Established	1892	Median Age	35.0

Winston-Salem State University

One-Mile Radius

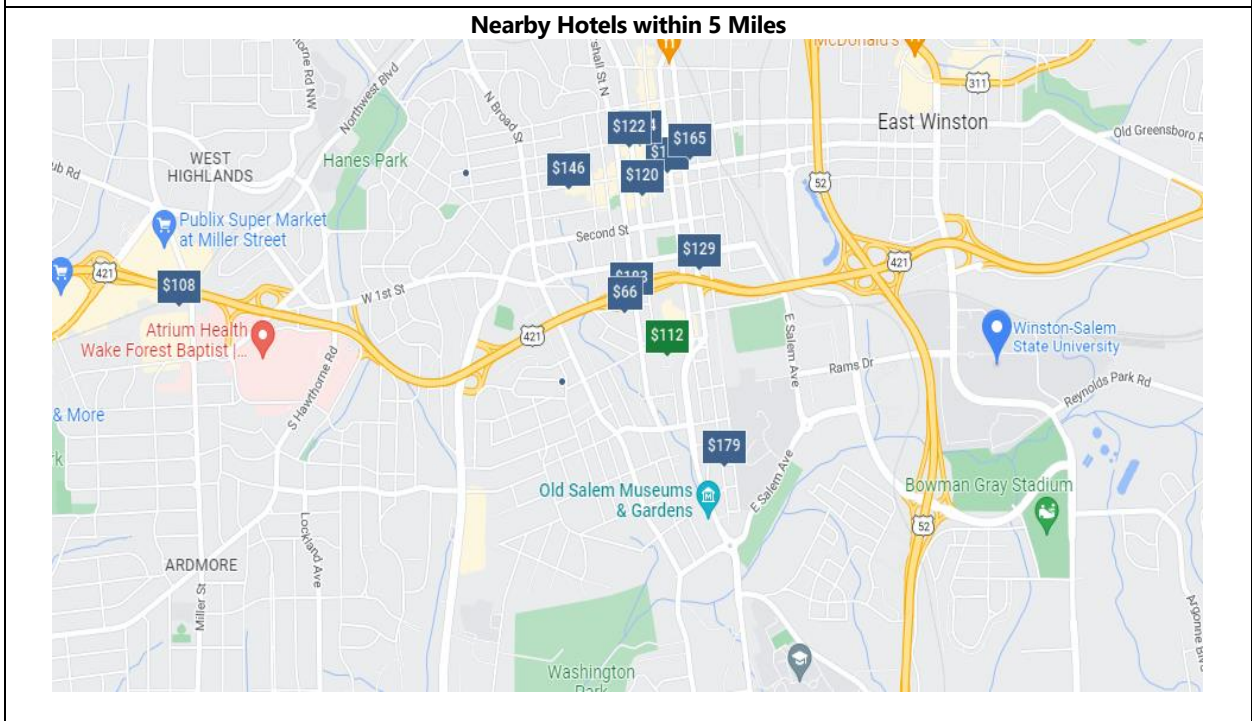
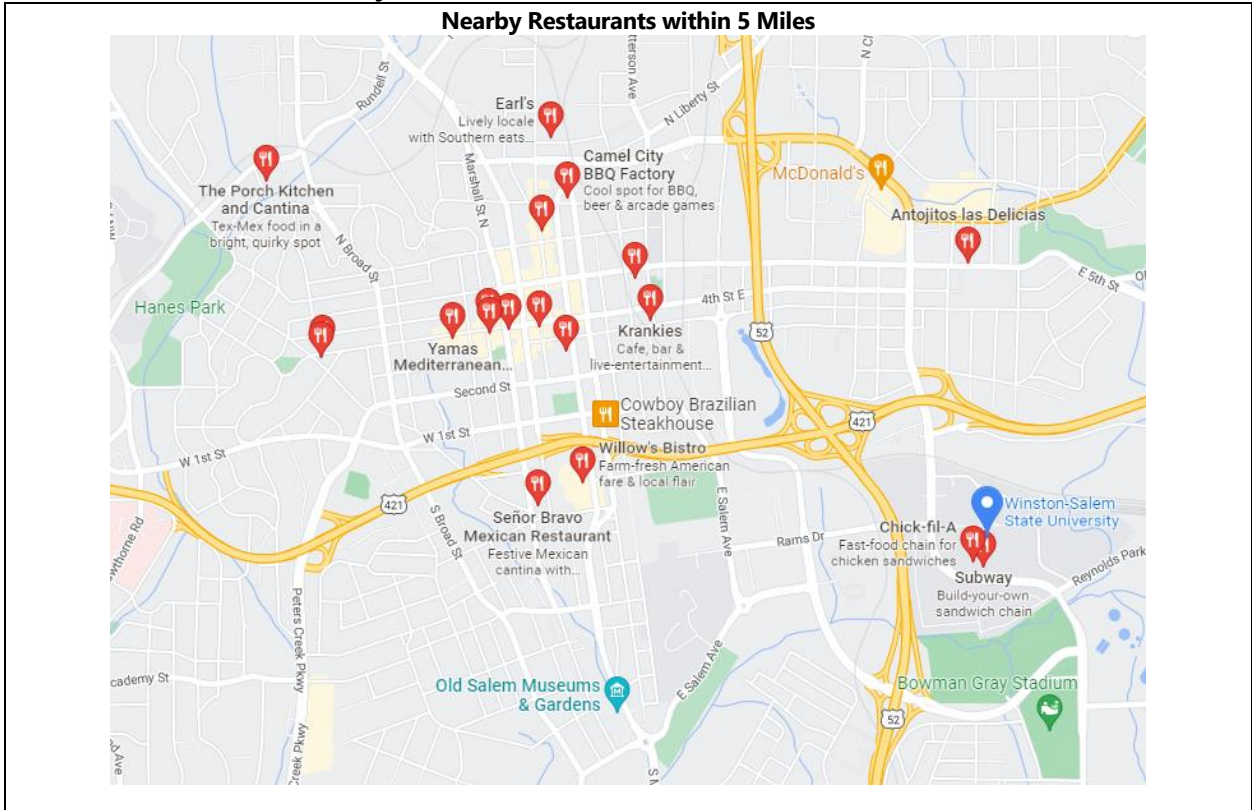


Source: Google Earth



Source: Google Maps

Winston-Salem State University



6-Demographic & Income Profile Winston-Salem State University 601 S Martin Luther King Jr. Dr., Winston-Salem, NC 27110		
	1 Mile Radius	5 Mile Radii
Population	9,030	150,510
Households	2,394	58,170
Owner Occupied Units	439	28,693
Renter Occupied Units	1,955	29,477
Median Age	23.9	35.0
Households By Income		
Median Household Income	\$20,421	\$39,013
National Median Income	\$72,353	
% Households Below National Median +/-		
($<$) \$15,000	38.8%	18.1%
\$15,000-\$24,999	17.5%	15.2%
\$25,000-\$34,999	13.3%	12.1%
\$35,000-\$49,999	8.2%	13.6%
\$50,000-\$72,353	12.9%	15.4%
Total % Households Below National Median +/-	90.7%	74.4%
Households by Income Under National Poverty Level+/-		
Household of 2 $<$ \$15,000	38.8%	18.1%
Household of 4 \$15,000-\$24,999	17.5%	15.2%
Total Households by Income Under National Poverty Level+/-	56.3%	33.3%
% Race & Ethnicity		
White Alone	15.4%	40.7%
Black Alone	72.7%	41.4%
Other Races	11.9%	17.9%
Housing Profile		
	1 Mile Radius	5 Mile Radii
Highest % Owner Occupied Housing by Value	27.6% (\$50,000-\$99,999)	20.1% (\$100,000-\$149,999)
Median Occupied Home Value	\$96,901	\$163,457
Average Occupied Home Value	\$160,592	\$238,320
Median Household Income	\$20,421	\$39,013
Ratio Multiplier/Median Home Value to Median Income	4.75	4.19
% Owner Occupied Units	16.1%	43.20%
% Renter Occupied Units	71.6%	44.30%
% Vacant Housing	12.3%	12.50%
Market Profile		
%White Collar	60.50%	57.70%
%Blue Collar	14.80%	23.40%
Top 3 Tapestry Segments	City Commons Social Security Set Modest Income Homes	Middleburg Modest Income Homes City Commons

Source: ESRI 2022 Forecast

6-Retail Market Profile -Winston-Salem State University					
Retail Market Place Profile (Rounded \$000)	1 Mile Radius				#of Businesses
	Demand	Supply	Retail Gap	Leakage/Surplus Factor	
2022 Industry Summary					
Total Retail Trade	\$26,939	\$66,391	(\$39,452)	(42.30)	38
Total Food & Drink	\$2,917	\$14,587	(\$11,670)	(66.70)	22
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$5,659	\$4,700	\$959	9.30	2
Furniture & Home Furnishing Stores	\$1,022	\$1,224	(\$201)	(9.00)	1
Electronics & Appliance Stores	\$816	\$1,752	(\$935)	(36.40)	1
Building Material, Garden Equip. & Supply Stores	\$1,552	\$17,652	(\$16,099)	(83.80)	2
Food & Beverage Stores	\$4,982	\$16,130	(\$11,148)	(52.80)	7
Health & Personal Care Stores	\$1,698	\$10,808	(\$9,110)	(72.80)	5
Gasoline Stations	\$2,990	\$5,498	(\$2,507)	(29.50)	3
Clothing & Accessories	\$1,295	\$1,618	(\$323)	(11.10)	3
General Merchandise Stores	\$4,580	\$1,933	\$2,646	40.60	2
Miscellaneous Retailers	\$1,192	\$2,691	\$1,498	38.6	8
Food Services & Drinking Places	\$2,917	\$14,587	(\$11,670)	(66.70)	22
5 Mile Radii					
Retail Market Place Profile (Rounded \$000)	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$1,401,211	\$2,318,313	(\$917,101)	(24.70)	951
Total Food & Drink	\$153,862	\$311,743	(\$157,881)	(33.90)	373
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$297,269	\$625,635	(\$328,365)	(35.60)	103
Furniture & Home Furnishing Stores	\$54,978	\$106,211	(\$51,232)	(31.80)	51
Electronics & Appliance Stores	\$43,116	\$70,557	(\$27,440)	(24.10)	29
Building Material, Garden Equip. & Supply Stores	\$93,466	\$119,229	(\$25,763)	(12.10)	50
Food & Beverage Stores	\$247,840	\$333,453	(\$85,612)	(14.70)	125
Health & Personal Care Stores	\$87,241	\$159,699	(\$72,458)	(29.30)	75
Gasoline Stations	\$150,716	\$158,008	(\$7,292)	(2.40)	56
Clothing & Accessories	\$8,631	\$274,526	(\$205,894)	(0.60)	194
General Merchandise Stores	\$236,351	\$285,271	(\$48,920)	(9.40)	63
Miscellaneous Retailers	\$60,310	\$86,495	(\$26,185)	(17.8)	135
Food Services & Drinking Places	\$5,010	\$20,842	(\$15,832)	(61.20)	12

Source: ESRI 2022 Forecast

7-COLLEGE OF CHARLESTON

The College of Charleston is a public liberal arts college in Charleston, South Carolina. Founded in 1770 and chartered in 1785, it is the oldest college in South Carolina, the 13th oldest institution of higher learning in the United States, and the oldest municipal college in the country. The founders of the college include three future signers of the Declaration of Independence (Thomas Heyward Jr., Arthur Middleton, and Edward Rutledge), and three future signers of the United States Constitution (Charles Pinckney, Charles Cotesworth Pinckney, and John Rutledge).

The College of Charleston's main campus in downtown Charleston includes 11 residence halls, 19 historic homes, five fraternity houses and nine sorority houses. It contains a mix of modern and historic buildings. The College of Charleston downtown campus is listed on the National Register of Historic Places.

Outside of downtown Charleston, the college campus includes the Grice Marine Lab on James Island, the J. Stewart Walker Sailing Center and the Patriots Point Athletic Complex in Mount Pleasant, the North Campus in North Charleston and the 881-acre Stono Preserve.

College of Charleston

66 George Street, Charleston. SC 29424

<p>Location to:</p> <p>70 miles NE of Savannah, GA 145 miles SE of Columbia, SC 2 miles S/SE of The Citadel, Charleston, SC 520 miles S of St. Mary's City</p> <p>Nearby:</p> <p>Restaurants</p> <table border="0" style="width: 100%;"> <tr> <td style="padding-right: 20px;">1-Mile</td> <td>25+</td> </tr> <tr> <td>5-Miles</td> <td>N/A</td> </tr> </table> <p>Hotels</p> <table border="0" style="width: 100%;"> <tr> <td style="padding-right: 20px;">1-Mile</td> <td>25+*</td> </tr> <tr> <td>5-Miles</td> <td>N/A</td> </tr> </table> <p>Access/Wayfinding</p> <p>Good</p> <p>Enrollment- 2019</p> <p>9,287</p> <p>Average Annual In-State Cost</p> <p>\$31,152</p> <p>Campus -Urban</p> <p>N/A</p> <p>Established</p> <p>1770</p>	1-Mile	25+	5-Miles	N/A	1-Mile	25+*	5-Miles	N/A	<p>5 Mile Radii</p> <p>Retail Market Profile (Rounded \$000)</p> <table border="0" style="width: 100%;"> <tr> <td style="padding-right: 20px;">Total Retail Trade</td> <td style="color: red;">(\$747,144)</td> </tr> <tr> <td>Total Food & Drink</td> <td style="color: red;">(\$268,717)</td> </tr> </table> <p>Residential Households</p> <table border="0" style="width: 100%;"> <tr> <td style="padding-right: 20px;">1-Mile</td> <td>9,709</td> </tr> <tr> <td>5-Miles</td> <td>58,174</td> </tr> </table> <p>Median Household Income</p> <table border="0" style="width: 100%;"> <tr> <td style="padding-right: 20px;">1-Mile</td> <td>\$63,120</td> </tr> <tr> <td>5-Miles</td> <td>\$76,051</td> </tr> </table> <p>Race/Ethnicity-5 Miles</p> <table border="0" style="width: 100%;"> <tr> <td style="padding-right: 20px;">White Alone</td> <td>74.2%</td> </tr> <tr> <td>Black Alone</td> <td>21.8%</td> </tr> <tr> <td>Other</td> <td>4.0%</td> </tr> </table> <p>Median Age</p> <p>37.6</p>	Total Retail Trade	(\$747,144)	Total Food & Drink	(\$268,717)	1-Mile	9,709	5-Miles	58,174	1-Mile	\$63,120	5-Miles	\$76,051	White Alone	74.2%	Black Alone	21.8%	Other	4.0%	
1-Mile	25+																											
5-Miles	N/A																											
1-Mile	25+*																											
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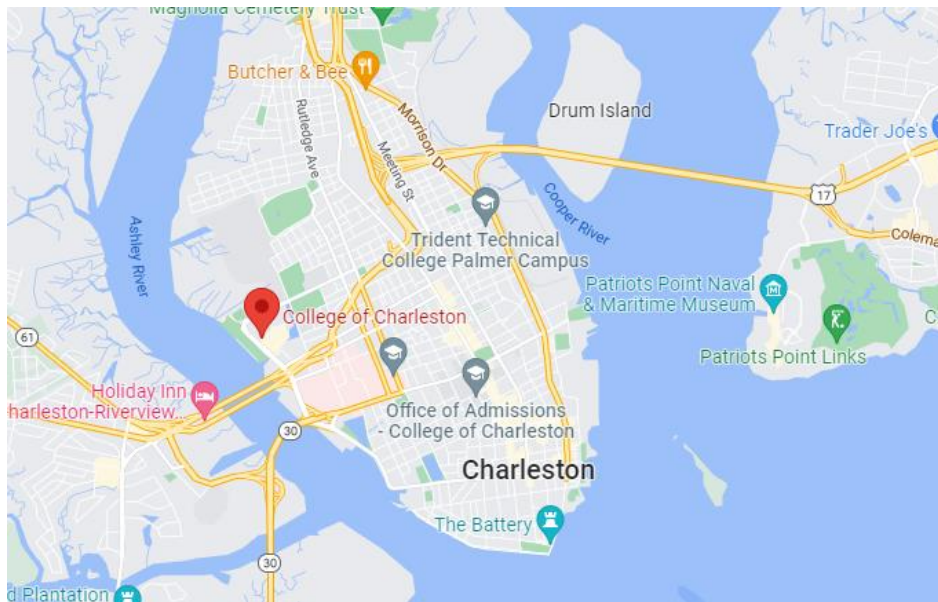
*There are a reported 250+ house VRBO rentals with a mile of the college.

College of Charleston

One-Mile Radius

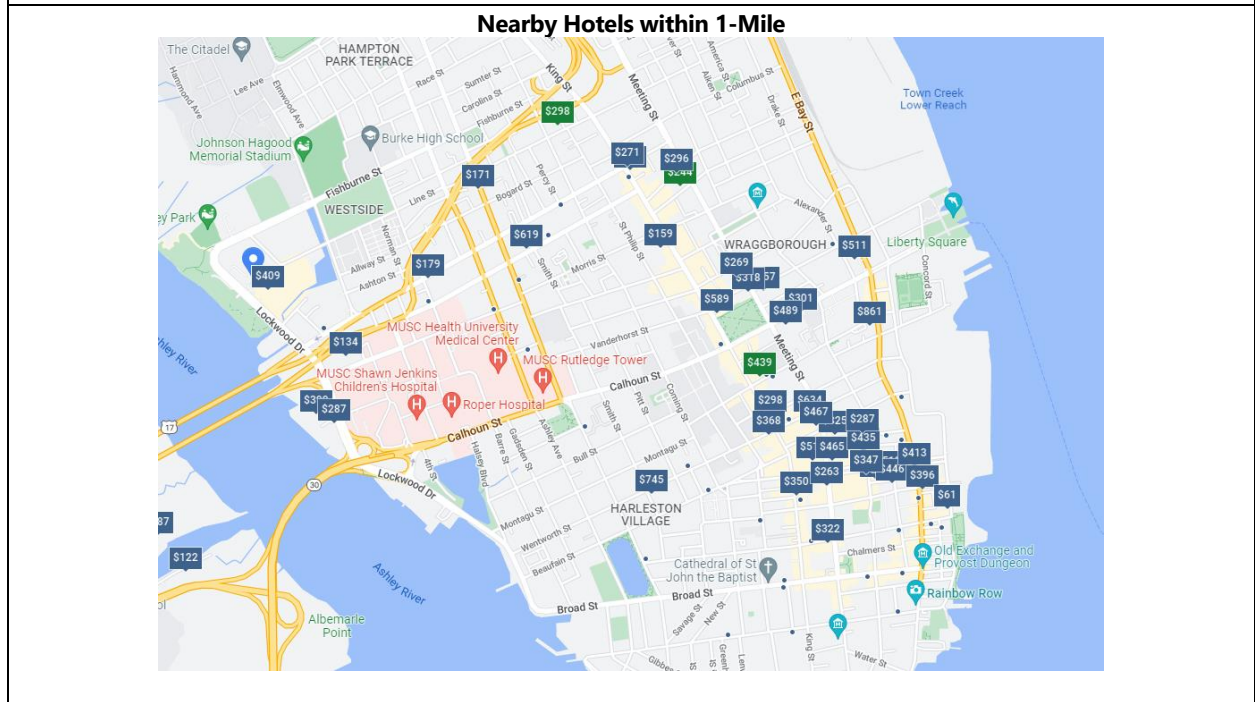


Source: Google Earth



Source: Google Maps

College of Charleston



7-Demographic & Income Profile - College of Charleston		
66 George Street, Charleston. SC 29424		
	1 Mile Radius	5 Mile Radii
Population	22,971	134,284
Households	9,709	58,174
Owner Occupied Units	3,413	31,281
Renter Occupied Units	6,297	26,984
Median Age	26.1	37.6
Households By Income		
Median Household Income	\$63,120	\$76,051
National Median Income	\$72,353	
% Households Below National Median +/-		
	(<) \$15,000	21.4%
	\$15,000-\$24,999	9.2%
	\$25,000-\$34,999	4.9%
	\$35,000-\$49,999	8.0%
	\$50,000-\$72,353	10.3%
Total % Households Below National Median +/-	53.8%	48.9%
Households by Income Under National Poverty Level +/-		
Household of 2 <\$15,000	21.4%	11.0%
Household of 4 \$15,000-\$24,999	9.2%	7.1%
Total Households by Income Under National Poverty Level +/-	30.6%	18.1%
% Race & Ethnicity		
	White Alone	79.2%
	Black Alone	16.6%
	Other Races	4.2%
Housing Profile		
	1 Mile Radius	5 Mile Radii
Highest % Owner Occupied Housing by Value	20.4% (\$500,000-\$749,999)	20.1% (\$100,000-\$149,999)
Median Occupied Home Value	\$846,245	\$163,457
Average Occupied Home Value	\$1,075,732	\$238,320
Median Household Income	\$63,120	\$76,051
Ratio Multiplier/Median Home Value to Median Income	13.41	2.15
% Owner Occupied Units	29.2%	47.60%
% Renter Occupied Units	53.9%	40.90%
% Vacant Housing	16.9%	11.50%
Market Profile		
%White Collar	71.80%	72.50%
%Blue Collar	10.40%	12.10%
Top 3 Tapestry Segments	College Towns Dorms to Diplomas Laptops & Lattes	In Style Emerald City Urban Chic

Source: ESRI 2022 Forecast

7-Retail Market Profile -College of Charleston					
Retail Market Place Profile (Rounded \$000)	1 Mile Radius				
	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$301,775	\$490,651	(\$188,876)	(23.80)	439
Total Food & Drink	\$35,075	\$231,724	(\$196,648)	(73.70)	258
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$63,904	\$36,436	\$27,468	27.40	10
Furniture & Home Furnishing Stores	\$10,878	\$39,896	(\$29,017)	(57.10)	20
Electronics & Appliance Stores	\$9,424	\$14,833	(\$5,408)	(22.30)	7
Building Material, Garden Equip. & Supply Stores	\$17,687	\$11,620	\$6,067	20.70	9
Food & Beverage Stores	\$54,488	\$65,252	(\$10,763)	(9.00)	47
Health & Personal Care Stores	\$18,277	\$37,035	(\$18,758)	(33.90)	19
Gasoline Stations	\$35,066	\$10,412	\$24,654	54.20	3
Clothing & Accessories	\$14,873	\$184,180	(\$169,307)	(85.10)	152
General Merchandise Stores	\$52,100	\$13,477	\$38,623	58.90	19
Miscellaneous Retailers	\$11,299	\$38,717	(\$27,418)	(54.8)	130
Food Services & Drinking Places	\$35,075	\$231,724	(\$196,724)	(73.70)	258
Retail Market Place Profile (Rounded \$000)	5 Mile Radii				
	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$1,934,921	\$2,682,065	(747,144)	(16.20)	1,206
Total Food & Drink	\$217,926	\$486,643	(\$268,717)	(38.10)	635
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$408,182	\$972,175	(\$563,995)	(40.90)	96
Furniture & Home Furnishing Stores	\$70,013	\$99,487	(\$29,474)	(17.40)	81
Electronics & Appliance Stores	\$58,615	\$46,775	\$11,937	11.20	33
Building Material, Garden Equip. & Supply Stores	\$126,956	\$102,987	\$23,969	10.40	60
Food & Beverage Stores	\$345,543	\$513,965	(\$168,421)	(19.60)	166
Health & Personal Care Stores	\$122,302	\$169,299	(\$46,997)	(16.10)	80
Gasoline Stations	\$220,791	\$97,175	\$123,615	38.90	30
Clothing & Accessories	\$92,325	\$274,755	(\$182,429)	(49.70)	254
General Merchandise Stores	\$329,753	\$186,738	\$143,014	27.70	45
Miscellaneous Retailers	\$72,932	\$106,513	(\$33,580)	(18.7)	276
Food Services & Drinking Places	\$217,926	\$486,643	(\$268,717)	(38.10)	635

Source: ESRI 2022 Forecast

8-WINTHROP UNIVERSITY

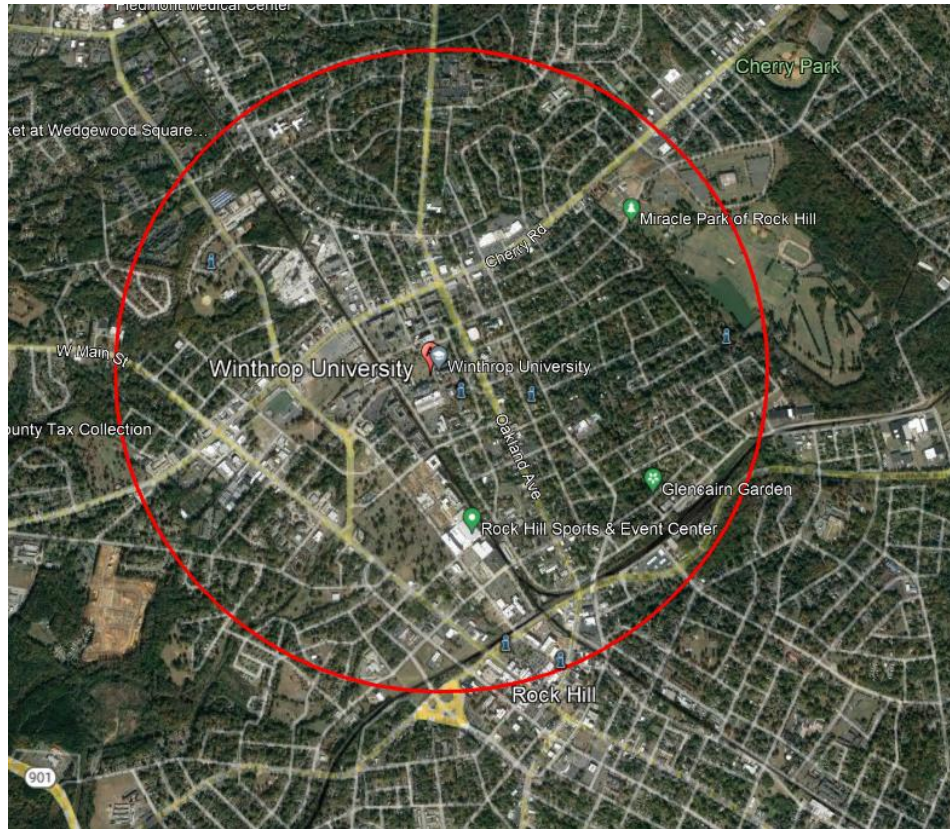
Winthrop University is a public university in Rock Hill, South Carolina. It was founded in 1886 by David Bancroft Johnson, who served as the superintendent of Columbia, South Carolina schools. He received a grant from Robert Charles Winthrop, a Boston philanthropist and chair of the Peabody Education Board in Massachusetts, to establish the school.

Since its inception, Winthrop has developed into a comprehensive university offering undergraduate and graduate degrees through five colleges and schools. It has a reported 2020 enrollment of 6,073 students. Most Winthrop's students are from South Carolina, with out-of-state and foreign students accounting for 13% of undergraduate enrollment. Winthrop's campus is divided into two distinct areas: The 100-acre main campus which houses the academic buildings, residence halls, library, and campus center, and the more recently constructed 317-acre Recreational and Research Complex, located about one mile northeast of the main campus.

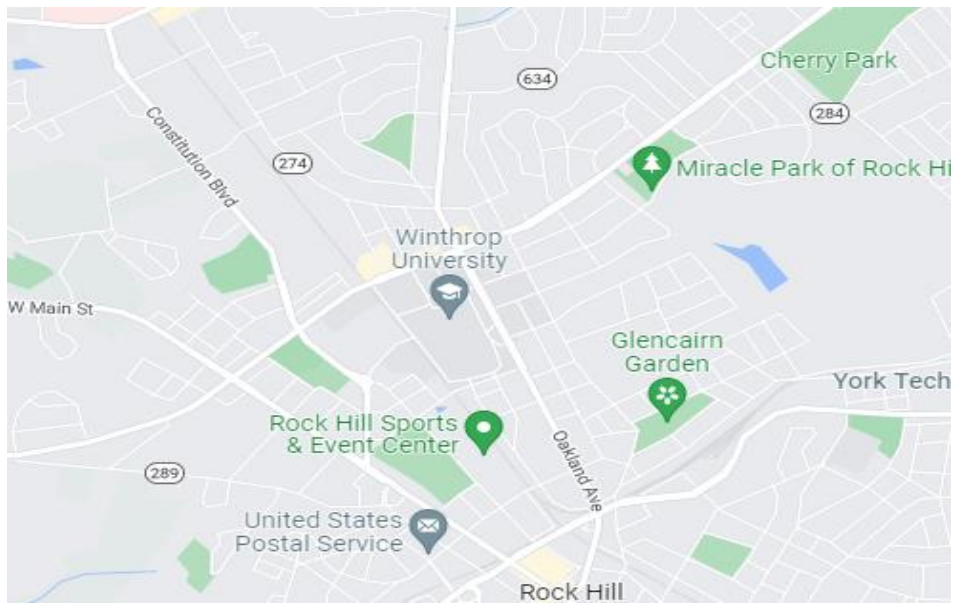
Winthrop University 701 Oakland Avenue, Rock Hill, SC 29730			
Location to:	70 miles N of Columbia , SC 25 miles S/SW of Charlotte, NC 420 miles SW of St. Mary's City, MD	5 Mile Radii	Retail Market Profile (Rounded \$000)
			Retail GAP
			Total Retail Trade (\$349,547)
			Total Food & Drink (\$39,464)
Nearby:		Residential Households	
Restaurants	1-Mile 5+	1-Mile	4,016
	5-Miles 20+	5-Miles	40,474
Hotels	1-Mile 1	Median Household Income	
	5-Miles 20+	1-Mile	\$38,726
Access/Wayfinding	Good	5-Miles	\$53,795
Enrollment- 2019	6,073	Race/Ethnicity-5 Miles	
Average Annual In-State Cost	\$30,030	White Alone	57.5%
Campus -Urban	Main campus 100-acres/317-acre north campus	Black Alone	32.4%
Established	1886	Other	10.1%
		Median Age	36.2

Winthrop University

One-Mile Radius



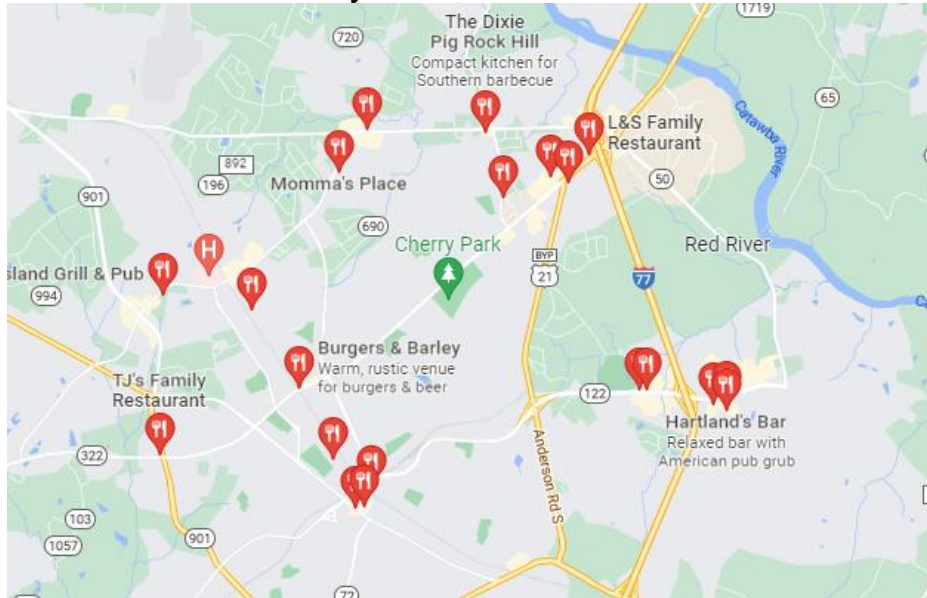
Source: Google Earth



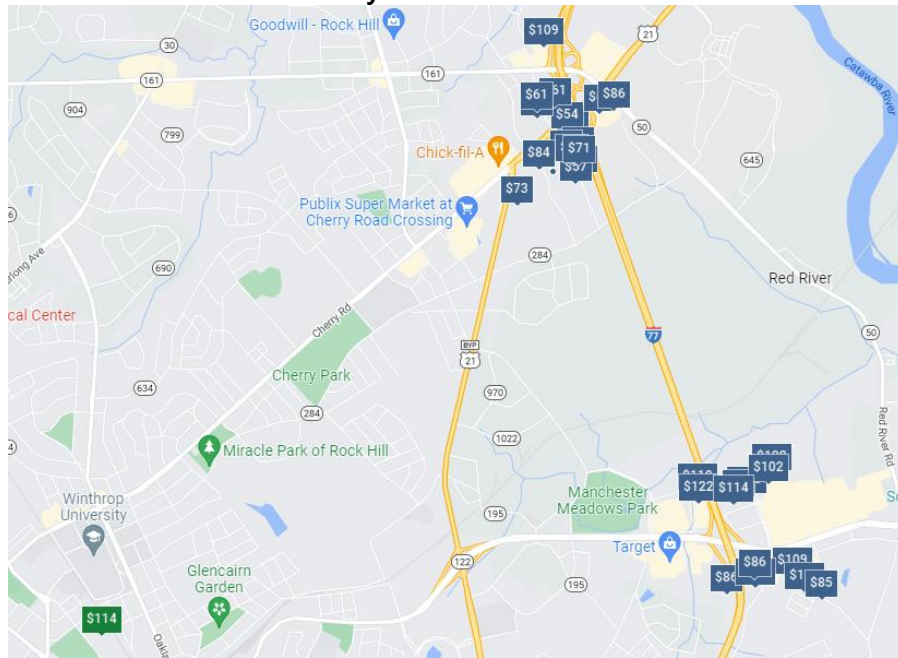
Source: Google Maps

Winthrop University

Nearby Restaurants within 5 Miles



Nearby Hotels within 5 Miles



8-Demographic & Income Profile - Winthrop University		
701 Oakland Avenue, Rock Hill, SC 29730		
	1 Mile Radius	5 Mile Radii
Population	11,455	101,562
Households	4,016	40,474
Owner Occupied Units	1,656	24,456
Renter Occupied Units	2,360	16,018
Median Age	25.2	36.2
Households By Income		
Median Household Income	\$38,726	\$53,795
National Median Income	\$72,353	
% Households Below National Median +/-		
	(<) \$15,000	21.2%
	\$15,000-\$24,999	11.0%
	\$25,000-\$34,999	13.4%
	\$35,000-\$49,999	13.9%
	\$50,000-\$72,353	15.5%
Total % Households Below National Median +/-		75.0%
Households by Income Under National Poverty Level +/-		
Household of 2 <\$15,000	21.2%	9.5%
Household of 4 \$15,000-\$24,999	11.0%	8.8%
Total Households by Income Under National Poverty Level +/-		32.2%
% Race & Ethnicity		
	White Alone	54.8%
	Black Alone	37.2%
	Other Races	8.0%
Housing Profile		
	1 Mile Radius	5 Mile Radii
Highest % Owner Occupied Housing by Value	17.9% (\$200,000-\$249,999)	16.9% (\$200,000-\$249,999)
Median Occupied Home Value	\$205,490	\$203,021
Average Occupied Home Value	\$231,813	\$237,715
Median Household Income	\$38,726	\$53,795
Ratio Multiplier/Median Home Value to Median Income	5.31	3.77
% Owner Occupied Units	35.2%	55.60%
% Renter Occupied Units	50.1%	36.40%
% Vacant Housing	14.7%	8.00%
Market Profile		
%White Collar	72.70%	62.90%
%Blue Collar	15.10%	23.30%
Top 3 Tapestry Segments	City Commons Emerald City Old & Newcomers	Bright Young Professionals Middleburg Hometown Heritage

Source: ESRI 2022 Forecast

8-Retail Market Profile -Winthrop University					
Retail Market Place Profile (Rounded \$000)	1 Mile Radius				#of Businesses
	Demand	Supply	Retail Gap	Leakage/Surplus Factor	
2022 Industry Summary					
Total Retail Trade	\$94,918	\$84,440	\$10,478	5.80	58
Total Food & Drink	\$10,394	\$15,635	(\$5,240)	(20.10)	28
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$20,336	\$2,314	\$18,021	79.60	3
Furniture & Home Furnishing Stores	\$3,323	\$2,057	\$1,266	23.50	2
Electronics & Appliance Stores	\$2,790	\$4,623	(\$1,833)	(24.70)	4
Building Material, Garden Equip. & Supply Stores	\$5,861	\$1,263	\$4,597	64.50	2
Food & Beverage Stores	\$17,206	\$10,126	\$7,080	25.90	7
Health & Personal Care Stores	\$6,022	\$27,418	(\$21,395)	(64.00)	9
Gasoline Stations	\$11,293	\$23,265	(\$11,972)	(34.60)	4
Clothing & Accessories	\$4,312	\$1,614	\$2,697	45.50	6
General Merchandise Stores	\$16,018	\$3,699	\$12,318	62.50	3
Miscellaneous Retailers	\$3,608	\$3,368	\$240	3.4	12
Food Services & Drinking Places	\$10,394	\$15,635	(\$5,240)	(20.10)	28
5 Mile Radii					
Retail Market Place Profile (Rounded \$000)	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$1,161,656	\$1,511,203	(\$349,547)	(13.10)	696
Total Food & Drink	\$114,622	\$154,086	(\$39,464)	(14.70)	208
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$225,156	\$254,722	(\$29,566)	(6.20)	84
Furniture & Home Furnishing Stores	\$37,490	\$16,839	\$20,651	38.00	25
Electronics & Appliance Stores	\$30,614	\$40,400	(\$9,785)	(13.80)	17
Building Material, Garden Equip. & Supply Stores	\$70,268	\$90,094	(\$19,826)	(12.40)	44
Food & Beverage Stores	\$185,986	\$254,906	(\$68,920)	(15.60)	58
Health & Personal Care Stores	\$66,428	\$96,275	(\$29,847)	(18.30)	40
Gasoline Stations	\$122,113	\$158,108	(\$35,995)	(12.80)	44
Clothing & Accessories	\$47,537	\$33,202	\$14,334	17.80	44
General Merchandise Stores	\$176,074	\$319,139	(\$143,064)	(28.90)	38
Miscellaneous Retailers	\$39,522	\$45,674	(\$6,152)	(7.2)	61
Food Services & Drinking Places	\$3,813	\$891	\$2,922	62.10	1

Source: ESRI 2022 Forecast

9-UNIVERSITY SOUTH CAROLINA AIKEN

The University of South Carolina Aiken is a public university in Aiken, South Carolina. It is part of the University of South Carolina System and offers undergraduate degree programs as well as master's degrees. Additional graduate courses and degree programs are offered through the University of South Carolina Extended Graduate Campus program. The University of South Carolina Aiken awards baccalaureate degrees in more than 30 major areas of study include the Bachelor of Science in business administration online through Palmetto College. The campus is located on 453 acres.

The University of South Carolina Aiken is ranked #1 among top public regional colleges in the South in the 2019 edition of U.S. News & World Report's guide, "America's Best Colleges."

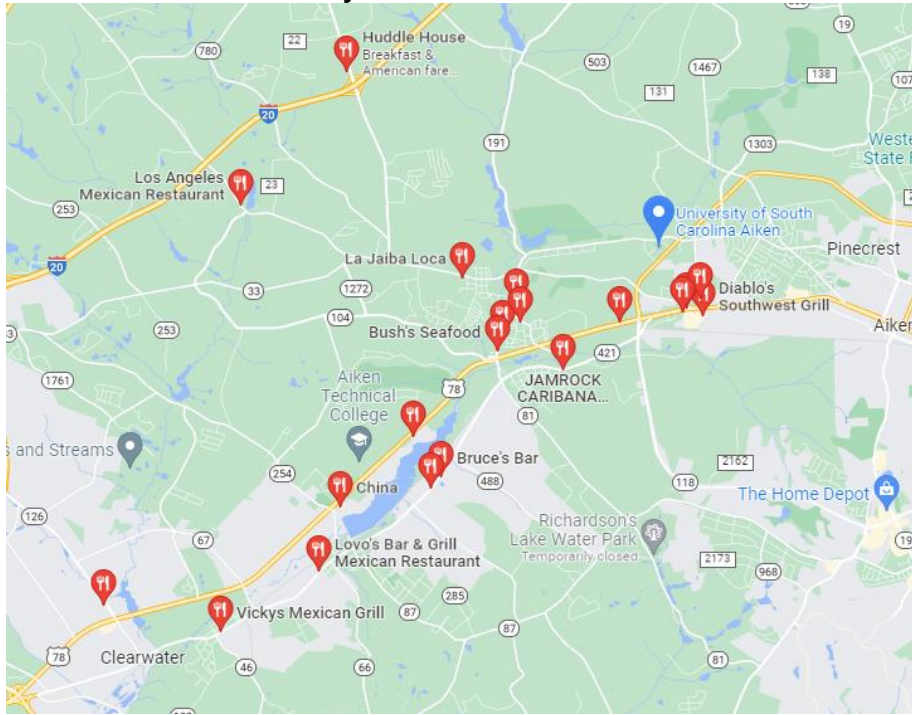
University South Carolina Aiken

471 University Pkwy, Aiken, SC 29801

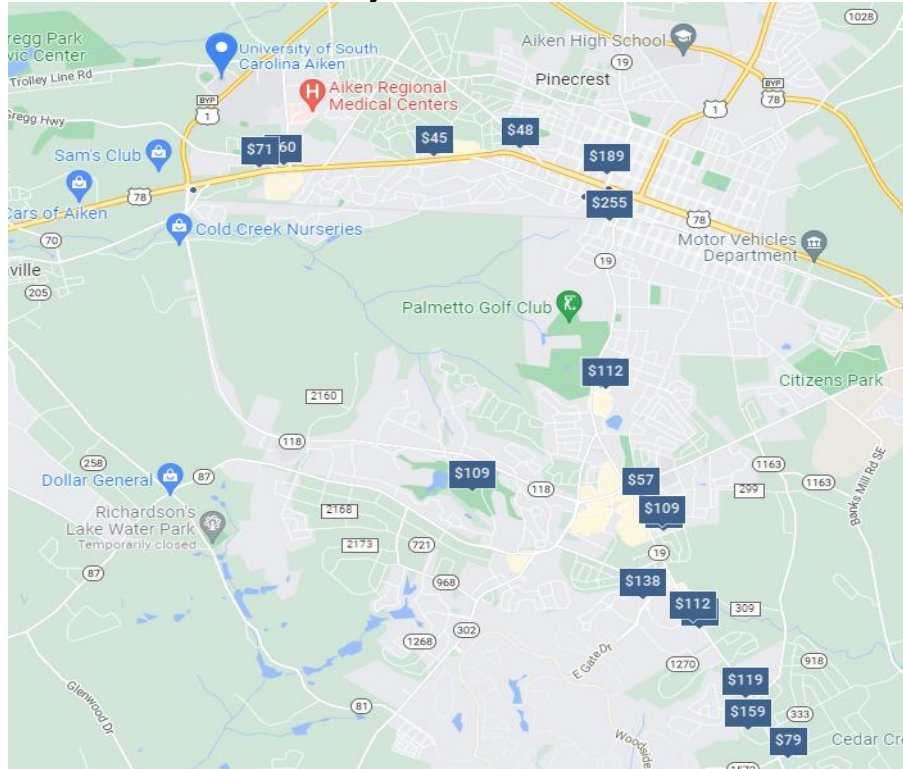
Location to: 15 miles NE of Augusta, GA 50 mile S/SW of Columbia, SC 100 miles S/SW of Winthrop University, SC		5 Mile Radii Retail Market Profile (Rounded \$000) Retail GAP Total Retail Trade (\$139,764) Total Food & Drink (\$35,327)
Nearby: Restaurants 1-Mile 10+ 5-Miles 10+ Hotels 1-Mile 5+ 5-Miles 10+ Access/Wayfinding Enrollment- 2019 3,280 Average Annual In-State Cost Campus Suburban 453-acres Established 1961	Residential Households 1-Mile 853 5-Miles 20,496 Median Household Income 1-Mile \$52,405 5-Miles \$53,502 Race/Ethnicity-5 Miles White Alone 63.5% Black Alone 29.5% Other 7.0% Median Age 41.4	

University South Carolina Aiken

Nearby Restaurants within 5 Miles



Nearby Hotels within 5 Miles



9-Demographic & Income Profile - University of South Carolina Aiken		
471 University Pkwy, Aiken, SC 29801		
	1 Mile Radius	5 Mile Radii
Population	2,633	49,019
Households	853	20,496
Owner Occupied Units	664	14,761
Renter Occupied Units	189	5,735
Median Age	32.6	41.4
Households By Income		
Median Household Income	\$52,405	\$53,502
National Median Income	\$72,353	
% Households Below National Median +/-		
	(<) \$15,000	3.9%
	\$15,000-\$24,999	19.2%
	\$25,000-\$34,999	6.8%
	\$35,000-\$49,999	16.4%
	\$50,000-\$72,353	25.0%
Total % Households Below National Median +/-		
	71.3%	73.9%
Households by Income Under National Poverty Level+/-		
Household of 2 <\$15,000	3.9%	12.9%
Household of 4 \$15,000-\$24,999	19.2%	21.1%
Total Households by Income Under National Poverty Level+/-	23.1%	34.0%
% Race & Ethnicity		
	White Alone	63.8%
	Black Alone	30.8%
	Other Races	5.4%
Housing Profile		
	1 Mile Radius	5 Mile Radii
Highest % Owner Occupied Housing by Value	22.6% (\$150,000-\$199,999)	8.4% (\$150,000-\$199,999)
Median Occupied Home Value	\$187,667	\$182,390
Average Occupied Home Value	\$262,161	\$228,209
Median Household Income	\$52,405	\$53,502
Ratio Multiplier/Median Home Value to Median Income	3.58	3.41
% Owner Occupied Units	71.7%	63.90%
% Renter Occupied Units	20.4%	24.80%
% Vacant Housing	7.9%	11.30%
Market Profile		
%White Collar	56.90%	61.40%
%Blue Collar	18.10%	24.40%
Top 3 Tapestry Segments	Retirement Communities Midlife Constants Golden Years	Golden Years Down the Road Modest Income Homes

Source: ESRI 2022 Forecast

9-Retail Market Profile -University of South Carolina Aiken					
Retail Market Place Profile (Rounded \$000)	1 Mile Radius				
	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$22,323	\$75,822	(\$53,498)	(54.50)	33
Total Food & Drink	\$2,409	\$11,617	(\$9,207)	(65.60)	19
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$4,686	\$13,667	(\$8,980)	(48.90)	6
Furniture & Home Furnishing Stores	\$780	\$3,147	(\$2,366)	(60.20)	4
Electronics & Appliance Stores	\$647	1199-552	(\$30)	(29.90)	1
Building Material, Garden Equip. & Supply Stores	\$1,499	\$311	\$1,187	65.60	1
Food & Beverage Stores	\$4,043	\$5,104	(\$1,061)	(11.60)	4
Health & Personal Care Stores	\$1,512	\$14,379	(\$12,866)	(81.00)	5
Gasoline Stations	\$2,560	\$0	\$2,560	100.00	0
Clothing & Accessories	\$1,007	\$1,408	(\$400)	(16.60)	2
General Merchandise Stores	\$3,733	\$32,924	(\$29,109)	(79.60)	2
Miscellaneous Retailers	\$853	\$2,152	(\$1,299)	(43.2)	5
Food Services & Drinking Places	\$2,409	\$11,617	(\$9,207)	(65.60)	19
Retail Market Place Profile (Rounded \$000)	5 Mile Radii				
	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$550,780	\$690,544	(139,764)	(11.30)	329
Total Food & Drink	\$58,658	\$93,986	(\$35,327)	(23.70)	151
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$118,584	\$81,648	\$36,935	18.40	43
Furniture & Home Furnishing Stores	\$19,263	\$11,292	\$7,970	26.10	17
Electronics & Appliance Stores	\$15,754	\$9,427	\$6,327	25.10	8
Building Material, Garden Equip. & Supply Stores	\$38,432	\$90,102	(\$51,669)	(40.20)	15
Food & Beverage Stores	\$97,549	(\$124,160)	(\$26,610)	(12.00)	55
Health & Personal Care Stores	\$36,194	\$65,342	(\$29,148)	(28.70)	31
Gasoline Stations	\$63,881	\$60,958	\$2,923	2.30	15
Clothing & Accessories	\$24,527	\$21,816	\$2,711	5.90	33
General Merchandise Stores	\$91,272	\$187,546	(\$96,273)	(34.50)	24
Miscellaneous Retailers	\$21,065	\$18,638	\$2,426	6.1	57
Food Services & Drinking Places	\$58,658	\$93,986	(\$35,327)	(23.10)	151

Source: ESRI 2022 Forecast

10-UNIVERSITY OF VIRGINIA COLLEGE AT WISE

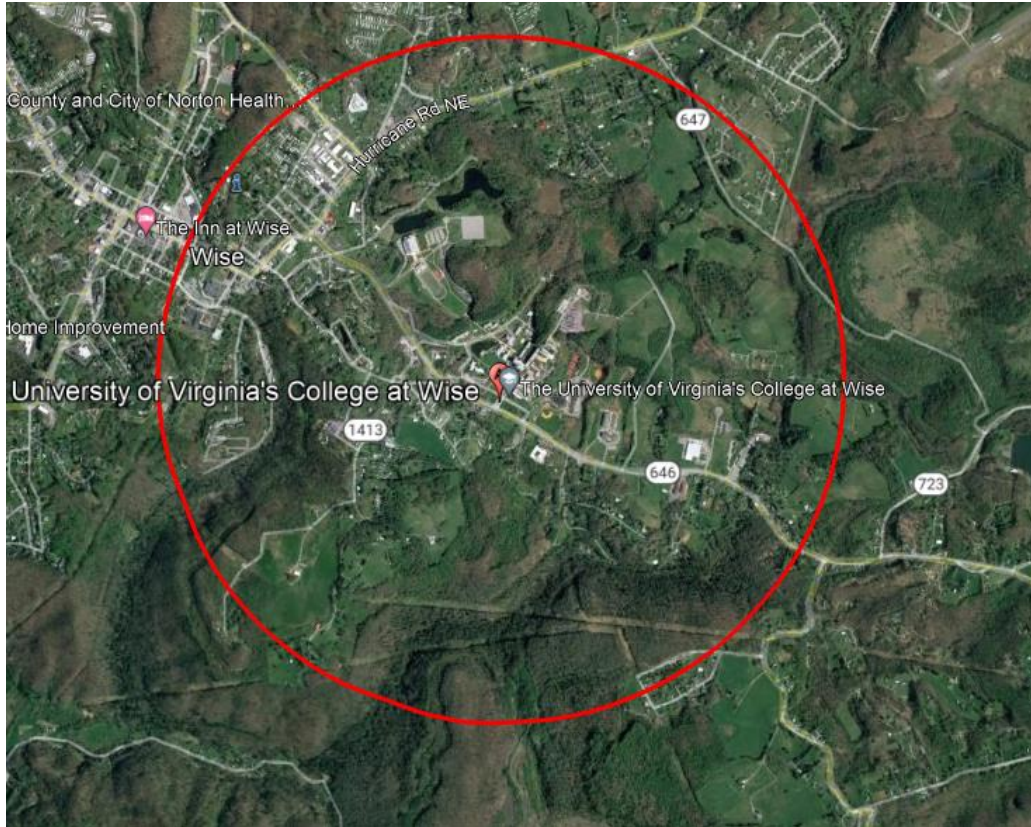
The University of Virginia's College at Wise is a public liberal arts college in Wise, Virginia. It is part of the University of Virginia and was established in 1954 as Clinch Valley College of the University of Virginia. The total campus area comprises 396-acres.

Clinch Valley College of the University of Virginia opened in September 1954 with an enrollment of 100 first-year students. Clinch Valley College became the westernmost state-supported college in Virginia. Clinch Valley College operated as a junior college throughout the late 1950s and 1960s. During that time, the college gained more support from graduates who wanted to complete their baccalaureate degrees at the same institution and the college began the process to become a four-year college. In June 1970, Clinch Valley College granted its first Bachelor of Arts degrees; followed by Bachelor of Science degrees, first awarded in 1973. The college continued to grow and added recent programs such as nursing and technology and in 1996, the college granted its first Bachelor of Science in Nursing degrees. In 1999, the Virginia General Assembly renamed the school - The University of Virginia College at Wise (UVA Wise). As of 2022 the college offered 33 majors, five pre-professional tracks and 24 teaching licensures.

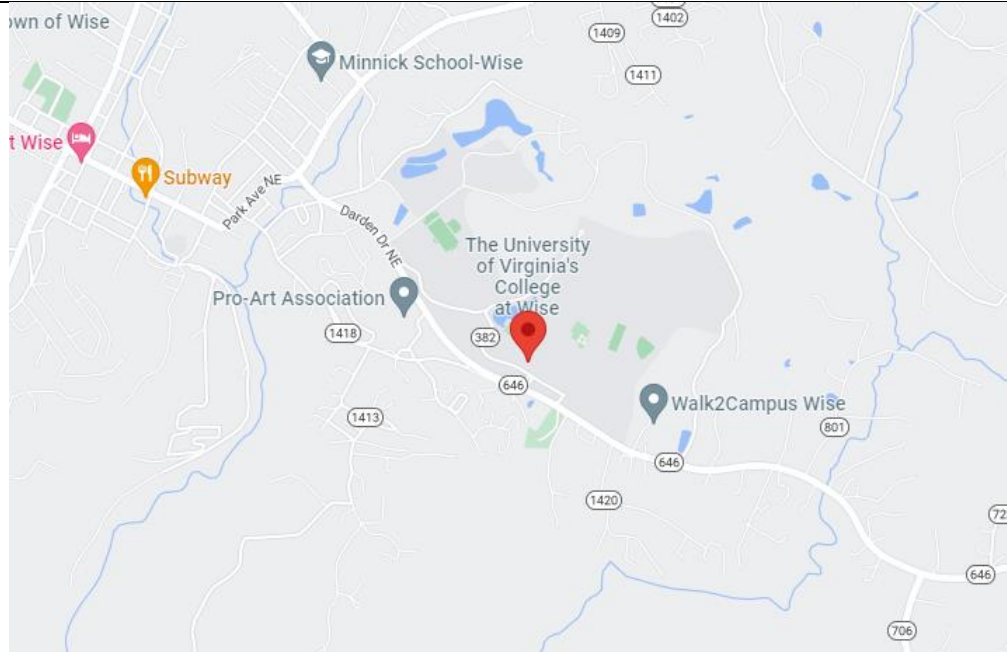
University of Virginia College at Wise 1 College Avenue, Wise, VA 24293			
Location to:	175 mile S/SE of Cincinnati, OH	5 Mile Radii	
	35 miles NW of Bristol, TN	Retail Market Profile (Rounded \$000) Retail GAP	
	100 miles S/SW of Winthrop University, SC	Total Retail Trade	(\$82,575)
	450 miles S/SW of St. Mary's City	Total Food & Drink	(\$17,091)
Nearby:		Residential Households	
Restaurants		1-Mile	1,102
1-Mile	5	5-Miles	6,805
5-Miles	10+	Median Household Income	
Hotels		1-Mile	\$49,937
1-Mile	1	5-Miles	\$42,059
5-Miles	7+	Race/Ethnicity-5 Miles	
Access/Wayfinding	Good	White Alone	93.5%
Enrollment- 2022	2,402	Black Alone	2.9%
Average Annual In-State Cost	\$26,181	Other	3.6%
Campus Suburban	396-acres	Median Age	
Established	1954		40.8

University of Virginia College at Wise

One-Mile Radius

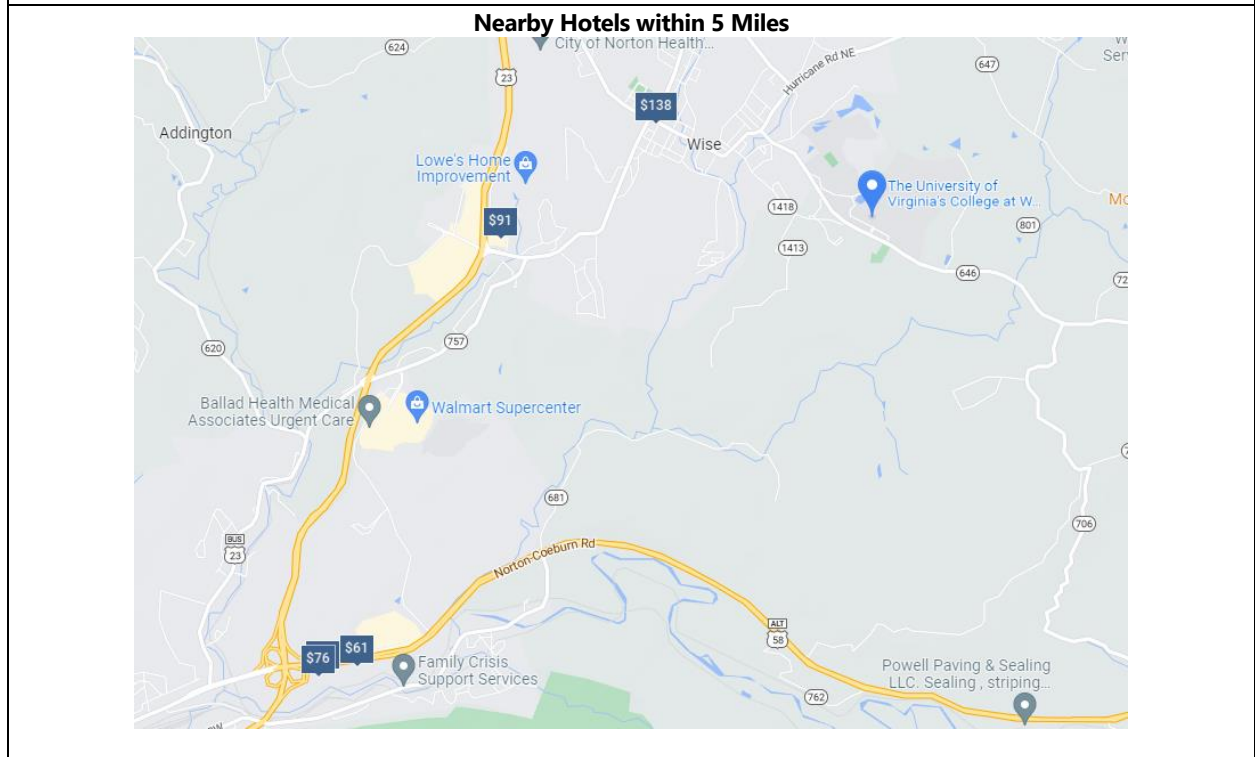
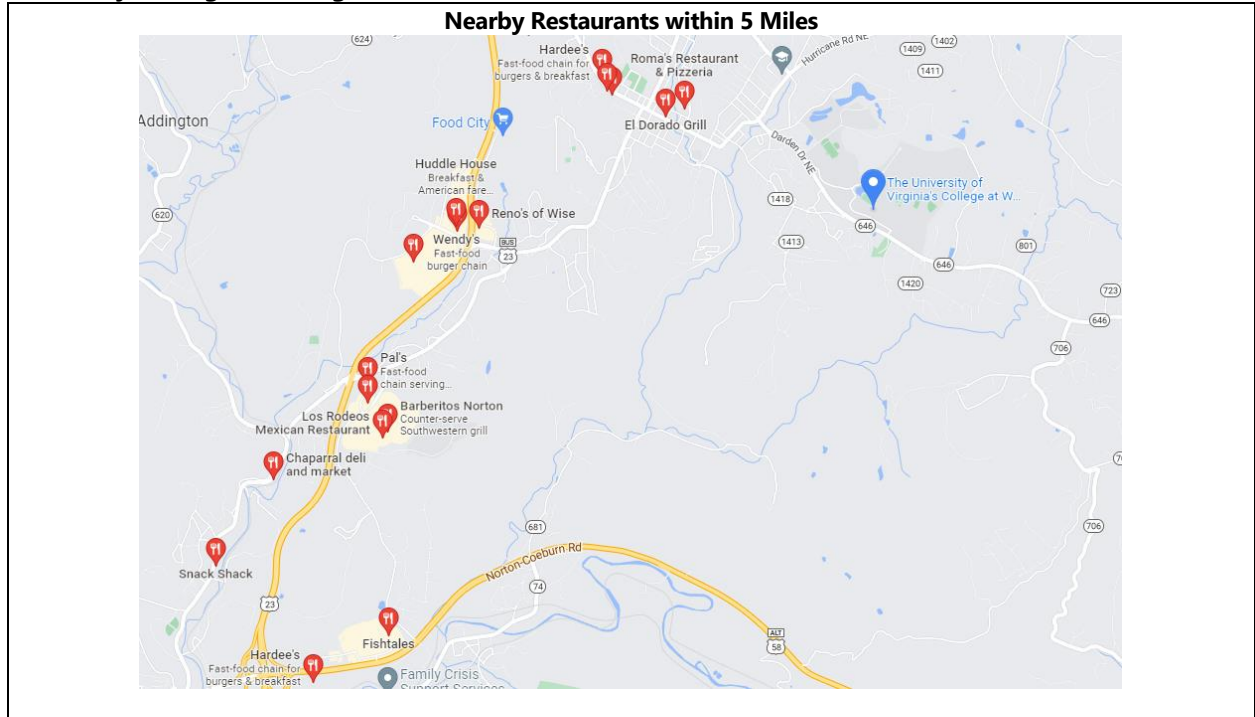


Source: Google Earth



Source: Google Maps

University of Virginia College at Wise



10-Demographic & Income Profile - University of Virginia's College at Wise		
1 College Avenue, Wise, VA 24293		
	1 Mile Radius	5 Mile Radii
Population	3,200	16,706
Households	1,102	6,805
Owner Occupied Units	760	4,428
Renter Occupied Units	341	2,377
Median Age	37.9	40.8
Households By Income		
Median Household Income	\$49,937	\$42,059
National Median Income	\$72,353	
% Households Below National Median +/-		
	(<) \$15,000	15.2%
	\$15,000-\$24,999	12.5%
	\$25,000-\$34,999	7.8%
	\$35,000-\$49,999	14.5%
	\$50,000-\$72,353	19.4%
Total % Households Below National Median +/-		
	69.4%	73.9%
Households by Income Under National Poverty Level +/-		
Household of 2 <\$15,000	15.2%	18.9%
Household of 4 \$15,000-\$24,999	12.5%	14.8%
Total Households by Income Under National Poverty Level +/-		
	27.7%	33.7%
% Race & Ethnicity		
	White Alone	93.1%
	Black Alone	3.3%
	Other Races	3.6%
Housing Profile		
	1 Mile Radius	5 Mile Radii
Highest % Owner Occupied Housing by Value	22.6% (\$100,000-\$149,999)	42.8% (\$50,000-\$149,999)
Median Occupied Home Value	\$132,267	\$116,592
Average Occupied Home Value	\$155,954	\$150,830
Median Household Income	\$49,937	\$42,059
Ratio Multiplier/Median Home Value to Median Income	2.65	2.77
% Owner Occupied Units	63.4%	59.60%
% Renter Occupied Units	28.5%	32.00%
% Vacant Housing	8.1%	8.40%
Market Profile		
%White Collar	59.50%	60.80%
%Blue Collar	26.60%	24.70%
Top 3 Tapestry Segments	Economic BedRock Southern Satellites	Economic BedRock Southern Satellites Midlife Constants

Source ESRI 2022 Forecast

10-Retail Market Profile -University of Virginia's College at Wise					
Retail Market Place Profile (Rounded \$000)	1 Mile Radius				#of Businesses
	Demand	Supply	Retail Gap	Leakage/Surplus Factor	
2022 Industry Summary					
Total Retail Trade	\$34,130	\$10,310	\$23,819	53.60	14
Total Food & Drink	\$2,995	\$2,411	\$584	10.80	6
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$8,166	\$1,390	\$6,775	70.90	2
Furniture & Home Furnishing Stores	\$1,068	\$296	\$772	56.60	1
Electronics & Appliance Stores	\$899	\$767	\$132	7.90	1
Building Material, Garden Equip. & Supply Stores	\$2,509	\$207	\$2,301	84.70	1
Food & Beverage Stores	\$5,868	\$3,993	\$1,874	19.00	1
Health & Personal Care Stores	\$2,141	\$1,521	\$620	16.90	3
Gasoline Stations	\$2,560	\$0	\$2,560	100.00	0
Clothing & Accessories	\$1,327	\$208	\$1,119	72.90	1
General Merchandise Stores	\$5,621	\$117	\$5,504	95.90	1
Miscellaneous Retailers	\$1,402	\$863	\$538	23.8	3
Food Services & Drinking Places	\$2,995	\$2,411	\$584	10.80	6
5 Mile Radii					
Retail Market Place Profile (Rounded \$000)	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$192,809	\$275,385	(82,575)	(17.60)	132
Total Food & Drink	\$16,960	\$34,051	(\$17,091)	(33.50)	50
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$45,933	\$54,923	(8,990)	(8.90)	19
Furniture & Home Furnishing Stores	\$6,036	\$5,850	\$185	1.60	6
Electronics & Appliance Stores	\$5,122	\$1,923	\$3,199	45.40	3
Building Material, Garden Equip. & Supply Stores	\$14,013	\$24,678	(\$10,665)	(27.60)	14
Food & Beverage Stores	\$33,315	\$46,830	(\$13,514)	(16.90)	13
Health & Personal Care Stores	\$12,131	\$14,988	(\$2,856)	(10.50)	17
Gasoline Stations	\$20,836	\$17,358	\$3,478	9.10	11
Clothing & Accessories	\$7,522	\$6,792	\$730	5.10	9
General Merchandise Stores	\$31,837	\$89,147	(\$57,309)	(47.40)	13
Miscellaneous Retailers	\$7,935	\$8,878	(\$942)	(5.6)	18
Food Services & Drinking Places	\$16,960	\$34,051	(\$17,091)	(33.50)	50

Source: ESRI 2022 Forecast

11- CONCORD UNIVERSITY

Concord University is a public university in Athens, West Virginia. It was founded on February 28, 1872, when the West Virginia Legislature passed "an Act to locate a Branch State Normal School, in the town of Concord Church, in the County of Mercer". This normal school was founded by veterans of both the Union and the Confederacy. The main campus comprises 123 acres.

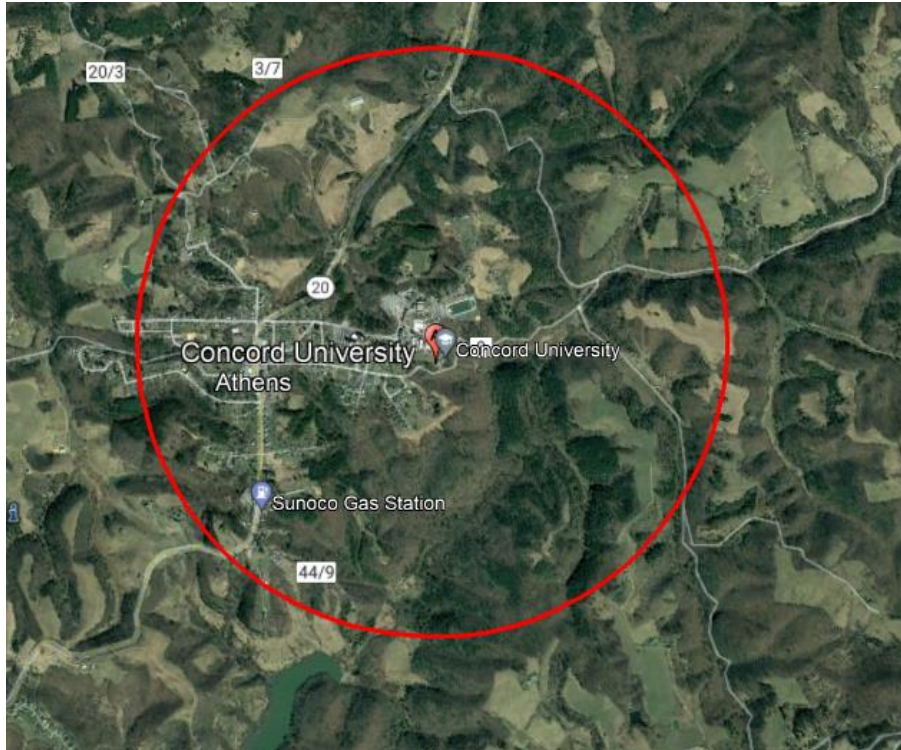
It is known for its picturesque campus which has been dubbed "The Campus Beautiful" and its scenic location on a knoll overlooking the mountains in the area. The university also operates a center and conducts classes in Beckley, Raleigh County, West Virginia.

Concord University offers undergraduate programs in 11 emphasis areas and five graduate programs: Master of Education, Master of Social Work, Master of Arts in Health Promotion, Master of Arts in Teaching, and Master of Athletic Training.

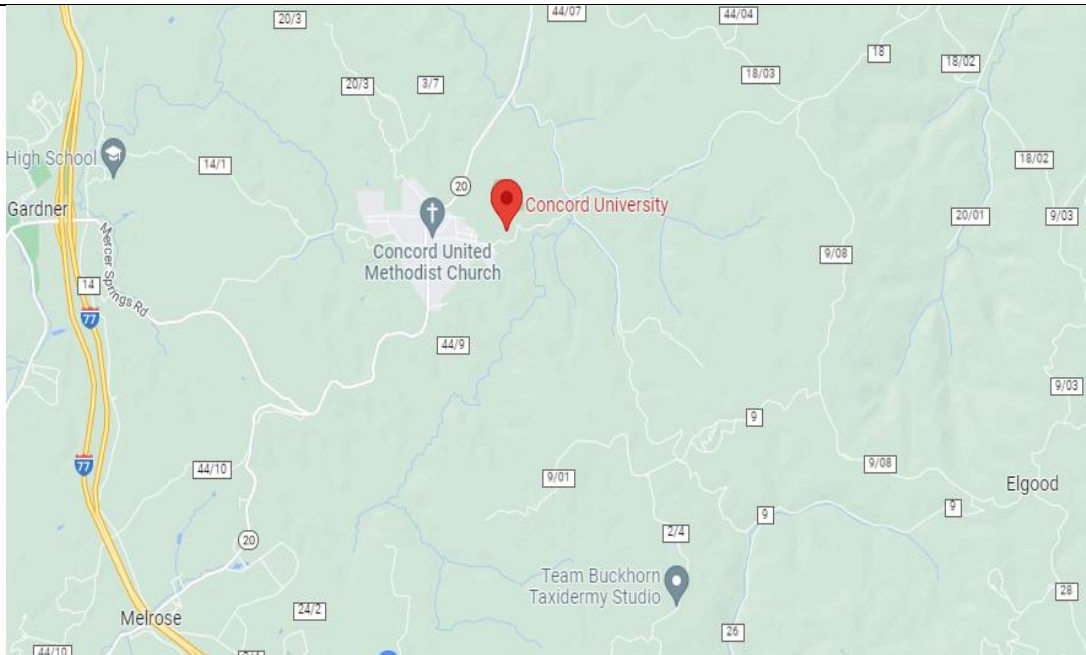
Concord University 1000 Vermillion St., Athens, WV 24712			
Location to:	93 miles E/NE of UVA College at Wise 105 miles W/NW of Winston Salem State Univ. 200 miles West of Richmond Virginia 361 miles W of St. Mary's City	5 Mile Radii	Retail Market Profile (Rounded \$000)
			Retail GAP
			Total Retail Trade (\$4,231)
			Total Food & Drink (\$8,989)
Nearby:		Residential Households	
Restaurants	1-Mile 0 5-Miles 10+	1-Mile 489 5-Miles 4,908	
Hotels	1-Mile 0 5-Miles 10+	Median Household Income	
		1-Mile \$53,914 5-Miles \$49,343	
Access/Wayfinding	Good	Race/Ethnicity-5 Miles	
Enrollment- 2022	2,238	White Alone 95.5% Black Alone 1.6% Other 2.9%	
Average Annual In-State Cost	\$21,733	Median Age	41.6
Campus Rural	123 -acres		
Established	1872		

Concord University

One-Mile Radius



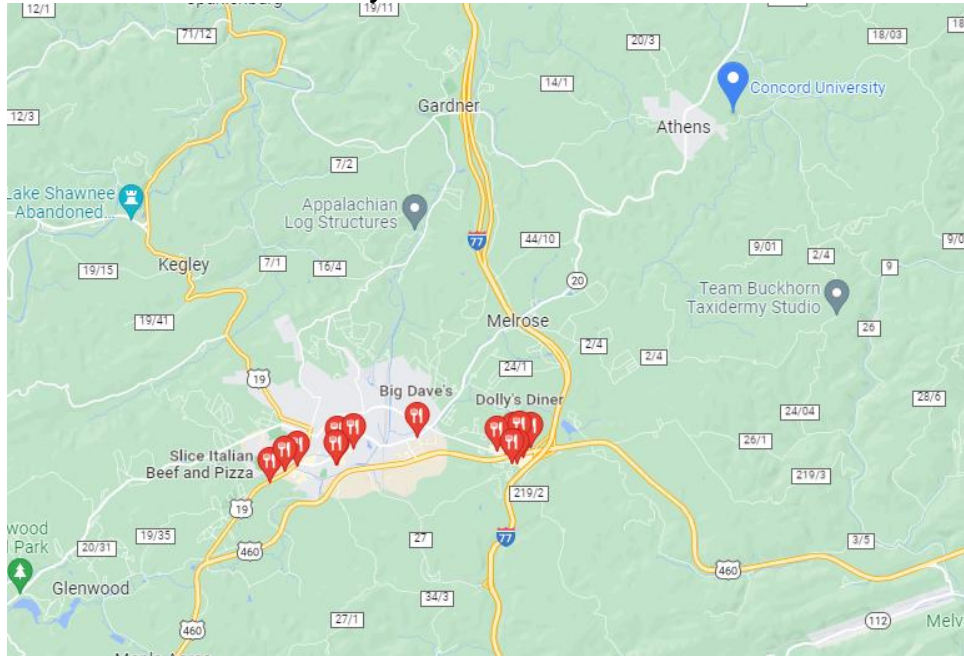
Source: Google Earth



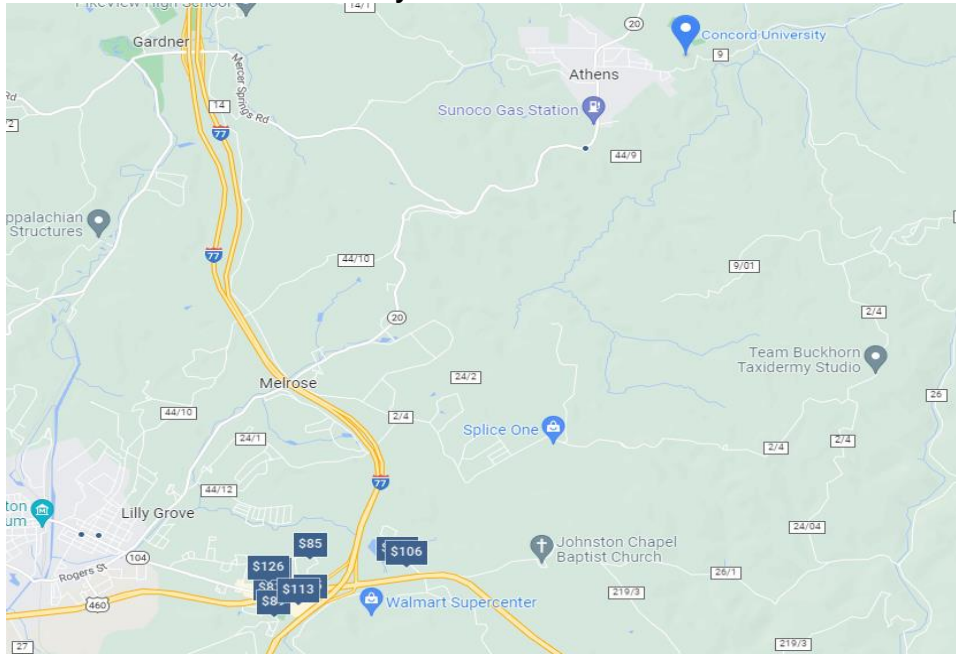
Source: Google Maps

Concord University

Nearby Restaurants within 5 Miles



Nearby Hotels within 5 Miles



11-Demographic & Income Profile - Concord University		
1000 Vermillion St., Athens, WV 24712		
	1 Mile Radius	5 Mile Radii
Population	1,642	12,111
Households	489	4,908
Owner Occupied Units	356	3,490
Renter Occupied Units	134	1,418
Median Age	33.5	41.6
Households By Income		
Median Household Income	\$53,914	\$49,343
National Median Income	\$72,353	
% Households Below National Median +/-		
($<$) \$15,000	14.7%	12.6%
\$15,000-\$24,999	11.7%	12.3%
\$25,000-\$34,999	7.4%	9.5%
\$35,000-\$49,999	10.8%	16.1%
\$50,000-\$72,353	23.1%	20.2%
Total % Households Below National Median +/-	67.7%	70.7%
Households by Income Under National Poverty Level+/-		
Household of 2 $<$ \$15,000	14.7%	12.6%
Household of 4 \$15,000-\$24,999	11.7%	12.3%
Total Households by Income Under National Poverty Level+/-	26.4%	24.9%
% Race & Ethnicity		
White Alone	93.6%	95.5%
Black Alone	2.9%	1.6%
Other Races	3.5%	2.9%
Housing Profile		
	1 Mile Radius	5 Mile Radii
Highest % Owner Occupied Housing by Value	18.6% (\$150,000-\$199,999)	24.1% (\$150,000-\$199,999)
Median Occupied Home Value	\$165,530	\$148,380
Average Occupied Home Value	\$233,662	\$167,170
Median Household Income	\$53,914	\$49,343
Ratio Multiplier/Median Home Value to Median Income	3.07	3.01
% Owner Occupied Units	60.6%	62.30%
% Renter Occupied Units	22.8%	25.30%
% Vacant Housing	16.6%	12.40%
Market Profile		
%White Collar	69.30%	66.00%
%Blue Collar	19.50%	19.30%
Top 3 Tapestry Segments	Heartland Communities Midlife Constants	Midlife Constants Rooted Rural Heartland Communities

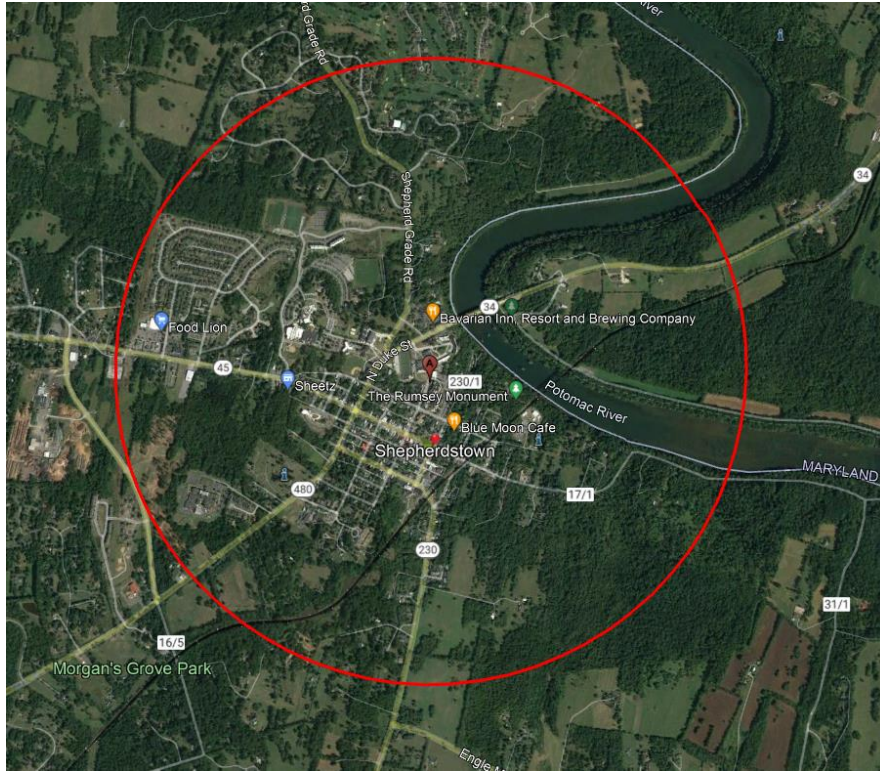
Source: ESRI 2022 Forecast

11-Retail Market Profile -Concord University					
Retail Market Place Profile (Rounded \$000)	1 Mile Radius				#of Businesses
	Demand	Supply	Retail Gap	Leakage/Surplus Factor	
2022 Industry Summary					
Total Retail Trade	\$13,286	\$10,034	\$3,252	13.90	5
Total Food & Drink	\$1,271	\$321	\$950	59.70	1
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$2,992	\$341	\$2,650	79.50	1
Furniture & Home Furnishing Stores	\$388	\$0	\$388	100.00	0
Electronics & Appliance Stores	\$297	\$0	\$297	100.00	0
Building Material, Garden Equip. & Supply Stores	\$861	\$0	\$861	100.00	0
Food & Beverage Stores	\$2,498	\$0	\$2,498	100.00	0
Health & Personal Care Stores	\$842	\$6,081	(\$5,239)	(75.70)	2
Gasoline Stations	\$1,712	\$0	\$1,712	100.00	0
Clothing & Accessories	\$425	\$0	\$425	100.00	0
General Merchandise Stores	\$2,295	\$546	\$1,749	61.50	1
Miscellaneous Retailers	\$445	\$0	\$445	100.0	0
Food Services & Drinking Places	\$1,271	\$321	\$950	59.70	1
Retail Market Place Profile (Rounded \$000)	5 Mile Radii				#of Businesses
	Demand	Supply	Retail Gap	Leakage/Surplus Factor	
2022 Industry Summary					
Total Retail Trade	\$127,274	\$131,506	(4,231)	(1.60)	53
Total Food & Drink	\$12,022	\$20,708	(\$8,686)	(26.50)	22
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$28,983	\$15,669	13,314	29.80	10
Furniture & Home Furnishing Stores	\$3,671	\$1,445	\$2,226	43.50	1
Electronics & Appliance Stores	\$2,779	\$490	\$2,288	70.00	2
Building Material, Garden Equip. & Supply Stores	\$8,344	\$18,583	(\$10,238)	(38.00)	3
Food & Beverage Stores	\$23,797	\$31,583	(\$7,785)	(14.10)	10
Health & Personal Care Stores	\$8,078	\$14,196	(\$6,118)	(27.50)	5
Gasoline Stations	\$16,544	\$11,947	\$4,596	16.10	5
Clothing & Accessories	\$4,039	\$1,238	\$2,800	53.10	4
General Merchandise Stores	\$21,803	\$30,762	(\$8,958)	(17.00)	4
Miscellaneous Retailers	\$4,256	\$1,396	\$2,860	50.6	2
Food Services & Drinking Places	\$12,022	\$20,708	(\$8,686)	(26.50)	22

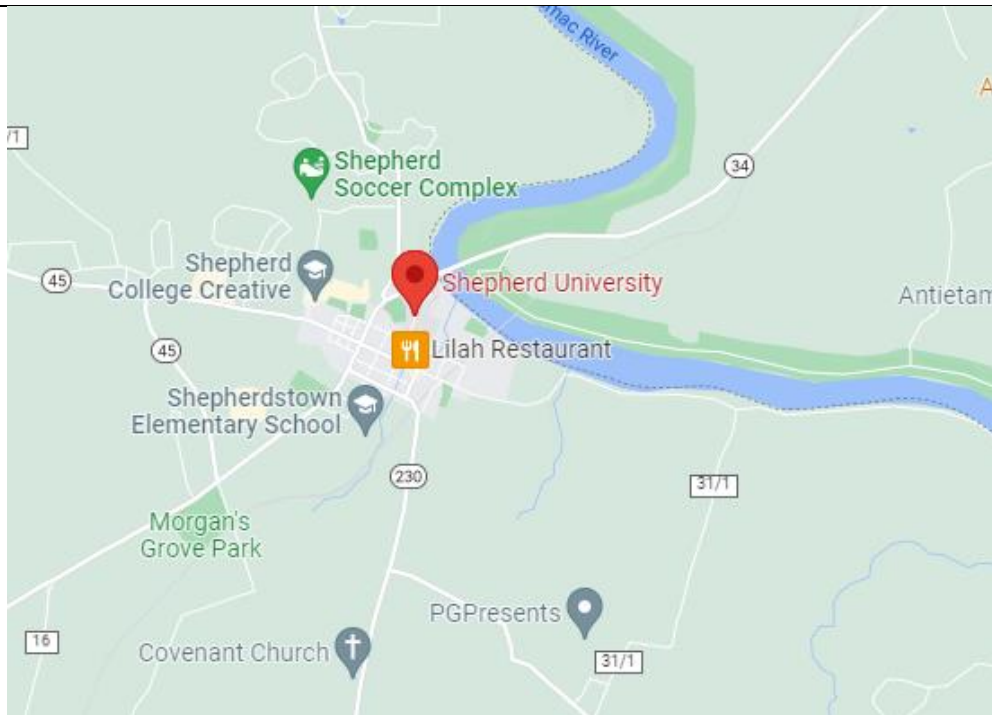
Source: ESRI 2022 Forecast

Shepherd University

One-Mile Radius

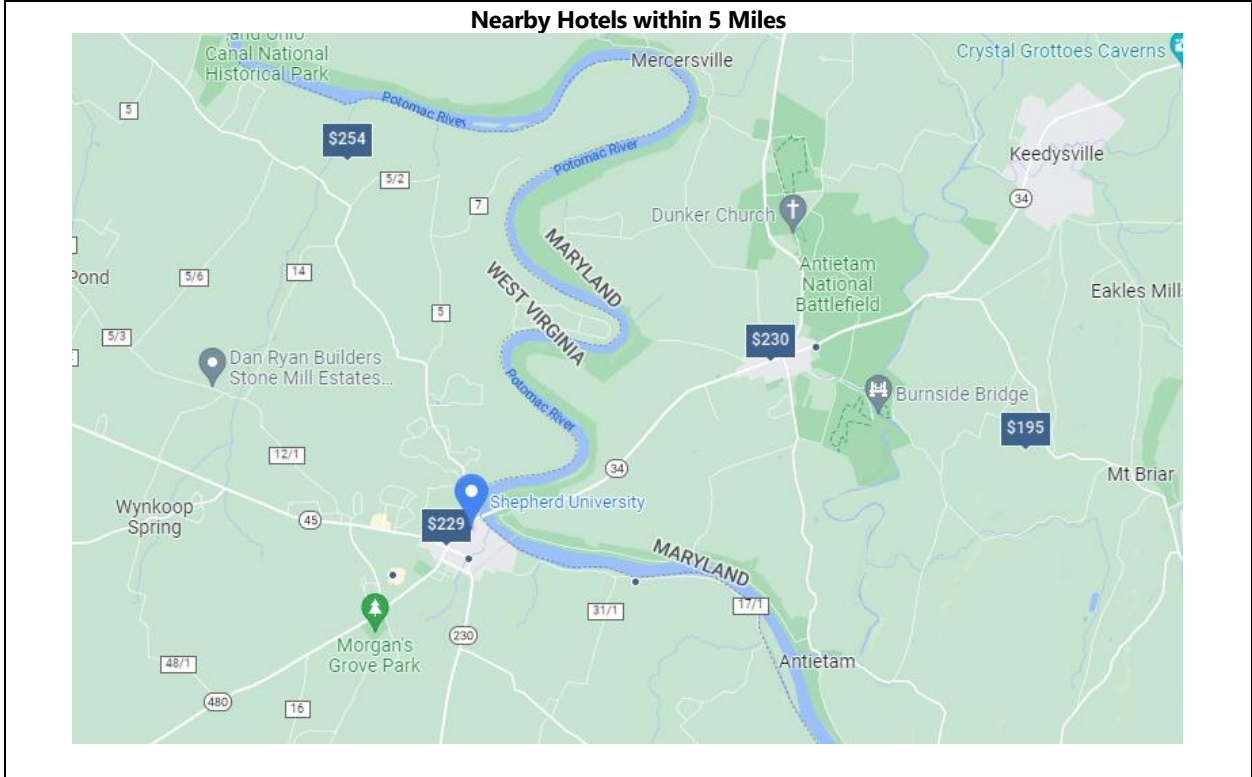
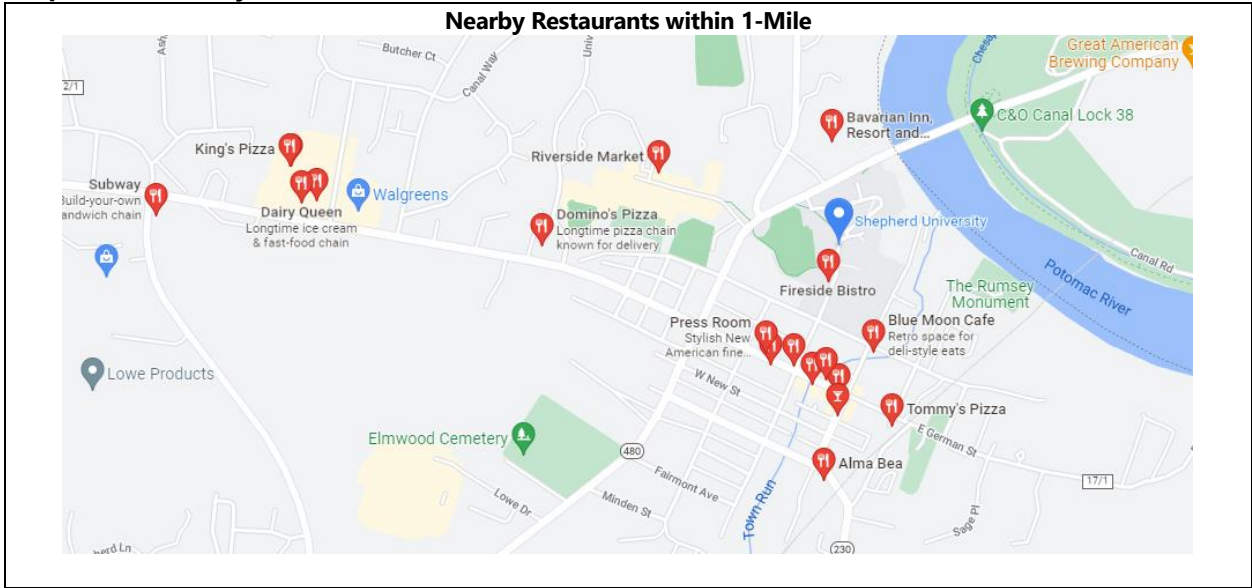


Source: Google Earth



Source: Google Maps

Shepherd University



12-Demographic & Income Profile - Shepherd University 301 N King St, Shepherdstown, WV 25443		
	1 Mile Radius	5 Mile Radii
Population	3,151	14,843
Households	993	5,589
Owner Occupied Units	621	4,351
Renter Occupied Units	372	1,238
Median Age	33.3	41.9
Households By Income		
Median Household Income	\$92,002	\$93,535
National Median Income	\$72,353	
% Households Below National Median +/-		
	(<) \$15,000	7.2%
	\$15,000-\$24,999	6.8%
	\$25,000-\$34,999	5.1%
	\$35,000-\$49,999	11.1%
	\$50,000-\$72,353	12.5%
Total % Households Below National Median +/-	42.7%	40.8%
Households by Income Under National Poverty Level+/-		
Household of 2 <\$15,000	7.2%	5.6%
Household of 4 \$15,000-\$24,999	6.8%	5.0%
Total Households by Income Under National Poverty Level+/-	14.0%	10.6%
% Race & Ethnicity		
	White Alone	87.7%
	Black Alone	5.7%
	Other Races	6.6%
		89.3%
		4.8%
		5.9%
Housing Profile		
	1 Mile Radius	5 Mile Radii
Highest % Owner Occupied Housing by Value	30.3% (\$400,000-\$499,999)	24.7% (\$300,000-\$399,999)
Median Occupied Home Value	\$322,340	\$299,328
Average Occupied Home Value	\$366,008	\$336,041
Median Household Income	\$92,002	\$93,535
Ratio Multiplier/Median Home Value to Median Income	3.50	3.20
% Owner Occupied Units	56.5%	71.20%
% Renter Occupied Units	33.8%	20.30%
% Vacant Housing	9.7%	8.50%
Market Profile		
%White Collar	69.30%	65.30%
%Blue Collar	11.70%	19.20%
Top 3 Tapestry Segments	In Style	In Style
	College towns	Green Acres
	Parks & Rec	The Great Outdoors

Source: ESRI 2022 Forecast

12-Retail Market Profile -Shepherd University					
Retail Market Place Profile (Rounded \$000)	1 Mile Radius				
	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$44,042	\$22,105	\$21,936	33.20	31
Total Food & Drink	\$4,768	\$6,661	(\$1,892)	(16.60)	16
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$9,427	\$536	\$8,891	89.20	2
Furniture & Home Furnishing Stores	\$1,417	\$0	\$1,417	100.00	0
Electronics & Appliance Stores	\$1,137	\$0	\$1,137	100.00	0
Building Material, Garden Equip. & Supply Stores	\$2,501	\$221	\$2,279	83.70	1
Food & Beverage Stores	\$8,373	\$12,934	(\$4,560)	(21.40)	8
Health & Personal Care Stores	\$2,341	\$2,483	\$157	3.10	2
Gasoline Stations	\$5,566	\$0	\$5,566	100.00	0
Clothing & Accessories	\$1,665	\$1,721	(\$55,843)	(1.60)	4
General Merchandise Stores	\$8,078	\$542	\$7,536	87.40	1
Miscellaneous Retailers	\$1,428	\$1,779	(\$350)	(10.9)	8
Food Services & Drinking Places	\$4,768	\$6,661	(\$1,892)	(16.60)	16
5 Mile Radii					
Retail Market Place Profile (Rounded \$000)	Demand	Supply	Retail Gap	Leakage/Surplus Factor	#of Businesses
2022 Industry Summary					
Total Retail Trade	\$221,420	\$56,000	165,419	59.60	56
Total Food & Drink	\$23,546	\$10,917	\$12,629	36.60	24
2022 Industry By Group					
Motor Vehicle & Parts Dealers	\$47,344	\$1,076	46,267	95.60	3
Furniture & Home Furnishing Stores	\$7,284	\$533	\$6,751	86.40	1
Electronics & Appliance Stores	\$6,086	\$4,850	\$1,235	11.30	3
Building Material, Garden Equip. & Supply Stores	\$14,101	\$681	\$13,419	90.90	3
Food & Beverage Stores	\$41,501	\$25,221	\$16,279	24.40	11
Health & Personal Care Stores	\$13,635	\$8,283	\$5,351	24.40	5
Gasoline Stations	\$26,162	\$0	\$26,162	100.00	0
Clothing & Accessories	\$9,412	\$2,503	\$6,909	58.00	5
General Merchandise Stores	\$39,502	\$5,289	\$34,212	76.40	3
Miscellaneous Retailers	\$7,357	\$3,666	\$3,690	33.5	13
Food Services & Drinking Places	\$23,546	\$10,917	\$12,629	36.60	24

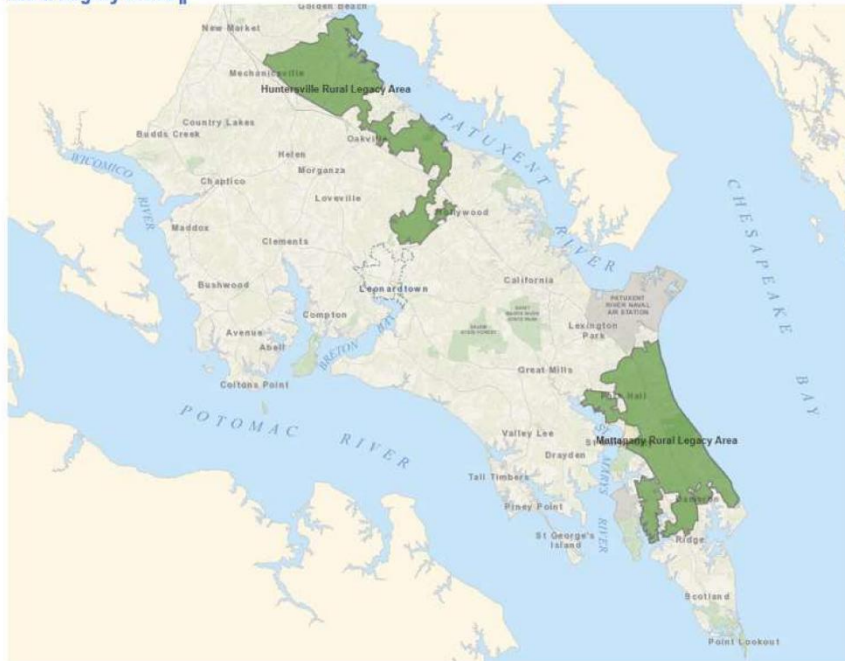
Source: ESRI 2022 Forecast

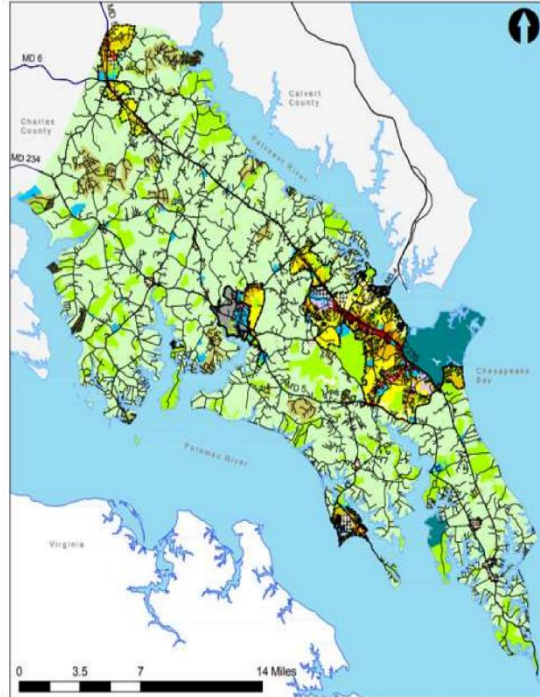
COUNTY GIS INFORMATION



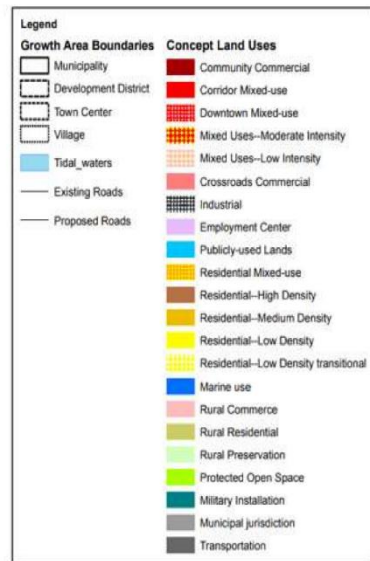


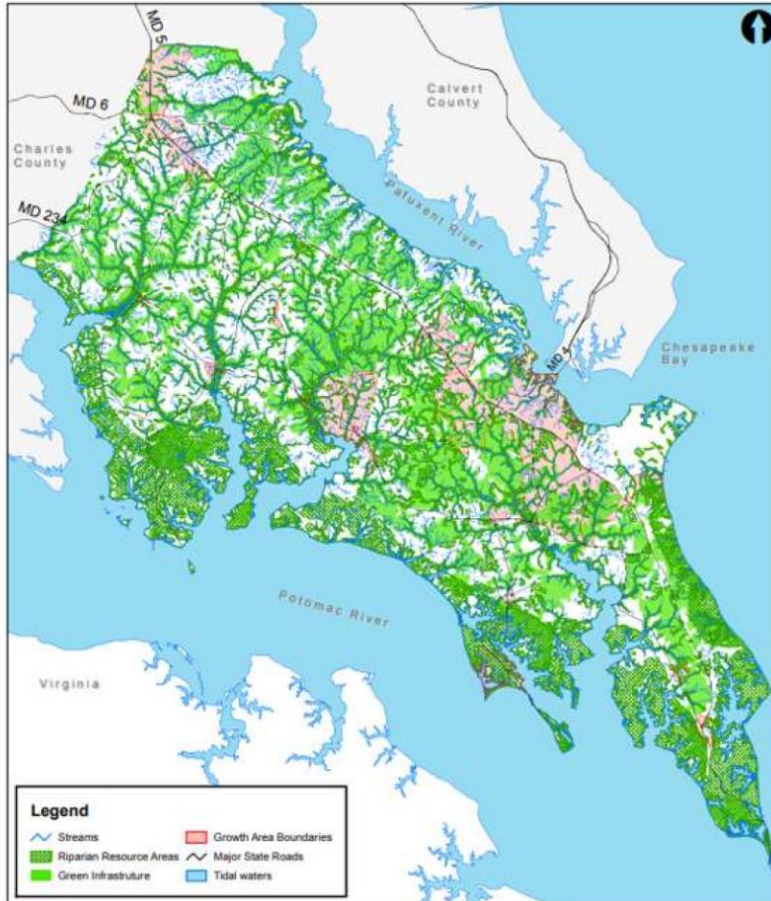
Rural-Legacy-Areas





St. Mary's County 2030 LAND USE CONCEPT PLAN

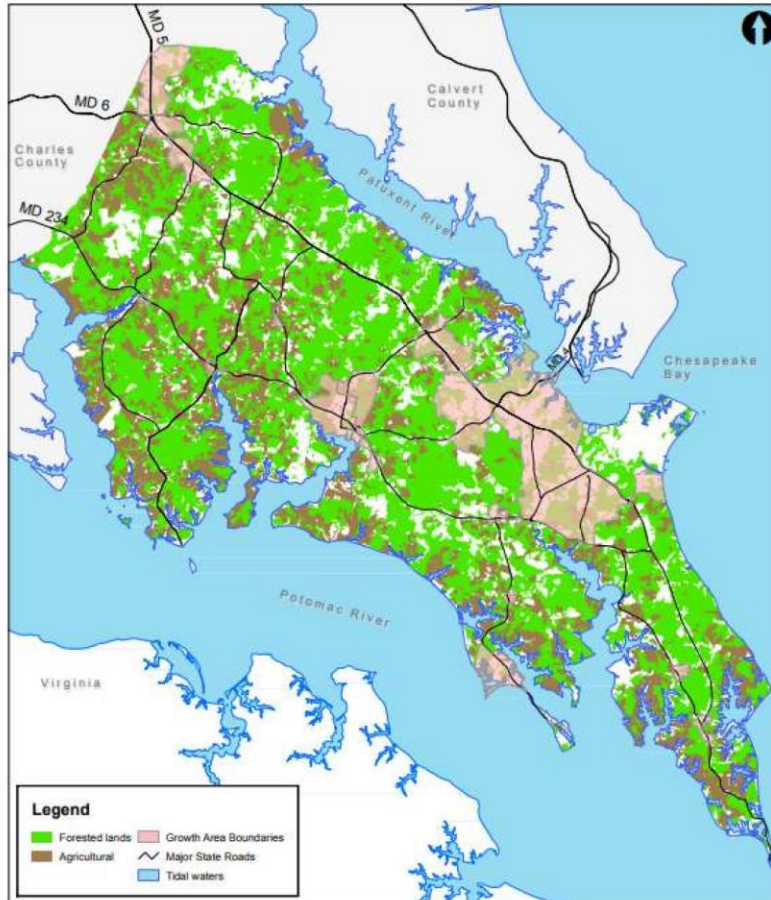




St. Mary's County Significant Natural Habitats

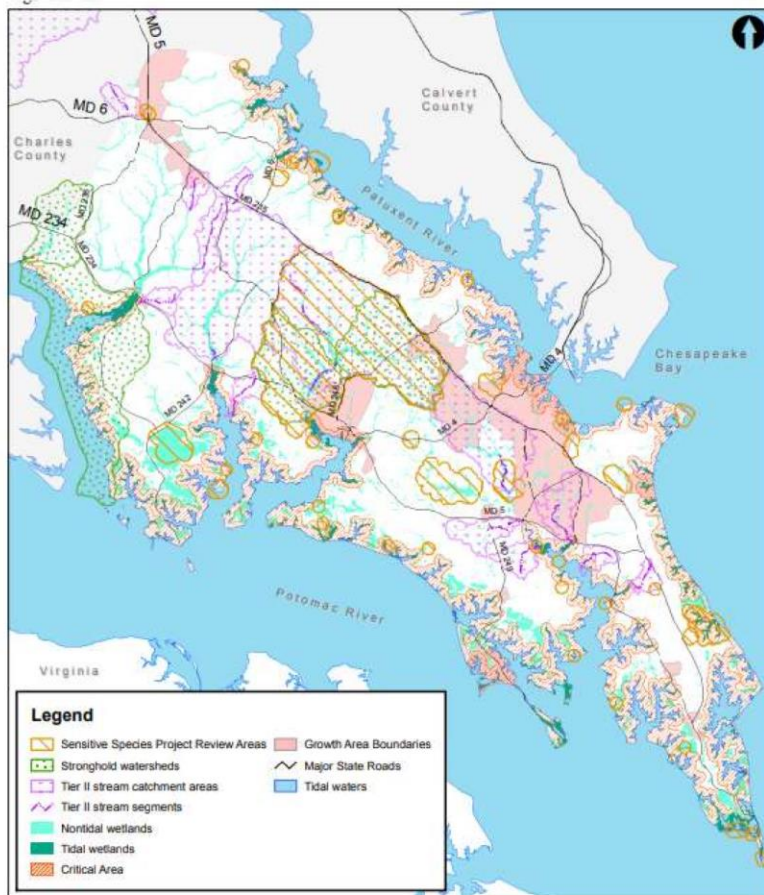
0 1 2 3 4 8 Miles

4-6



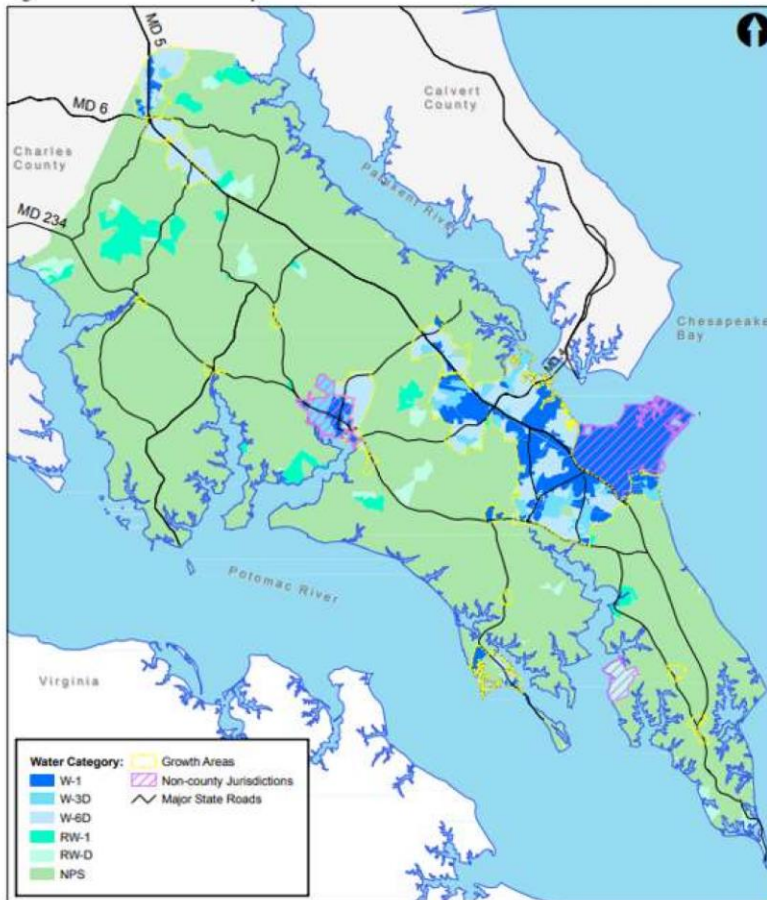
St. Mary's County Forested or Agricultural Lands





**St. Mary's County
Areas and Habitats subject to
State or Federal regulatory review**

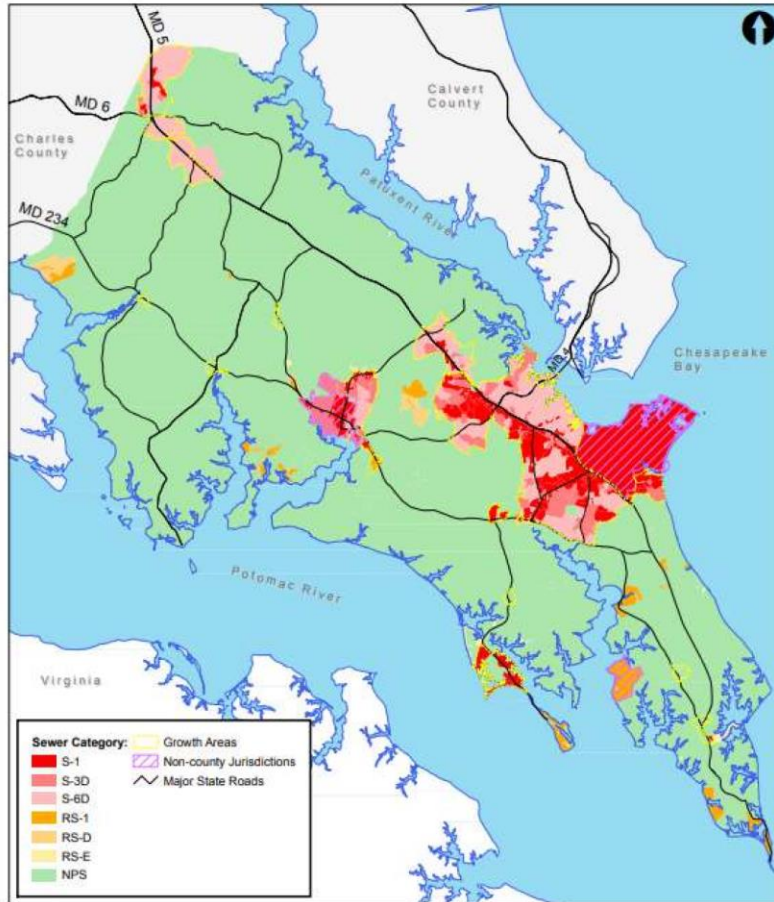
0 1 2 3 4 8 Miles



**St. Mary's County
Water Service Areas**



Note:
An update of the CWSP will be necessary to coordinate planned service areas with the approved Comprehensive Plan Growth Area Boundaries



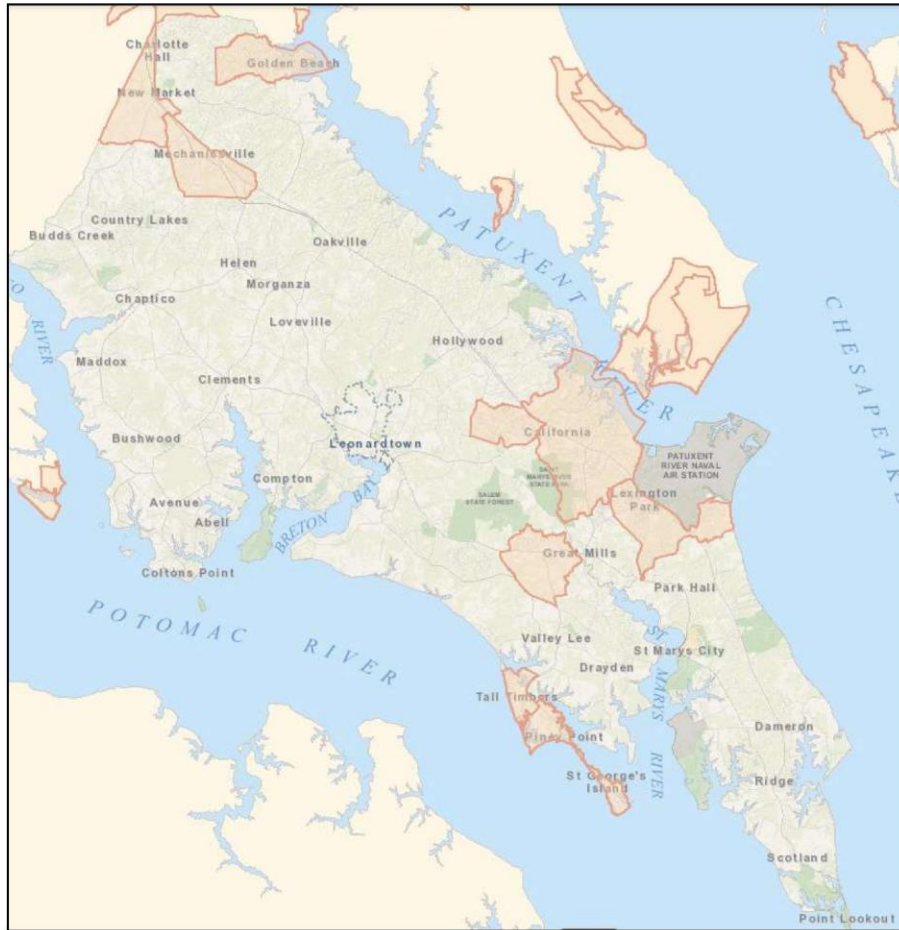
**St. Mary's County
Sewer Service Areas**



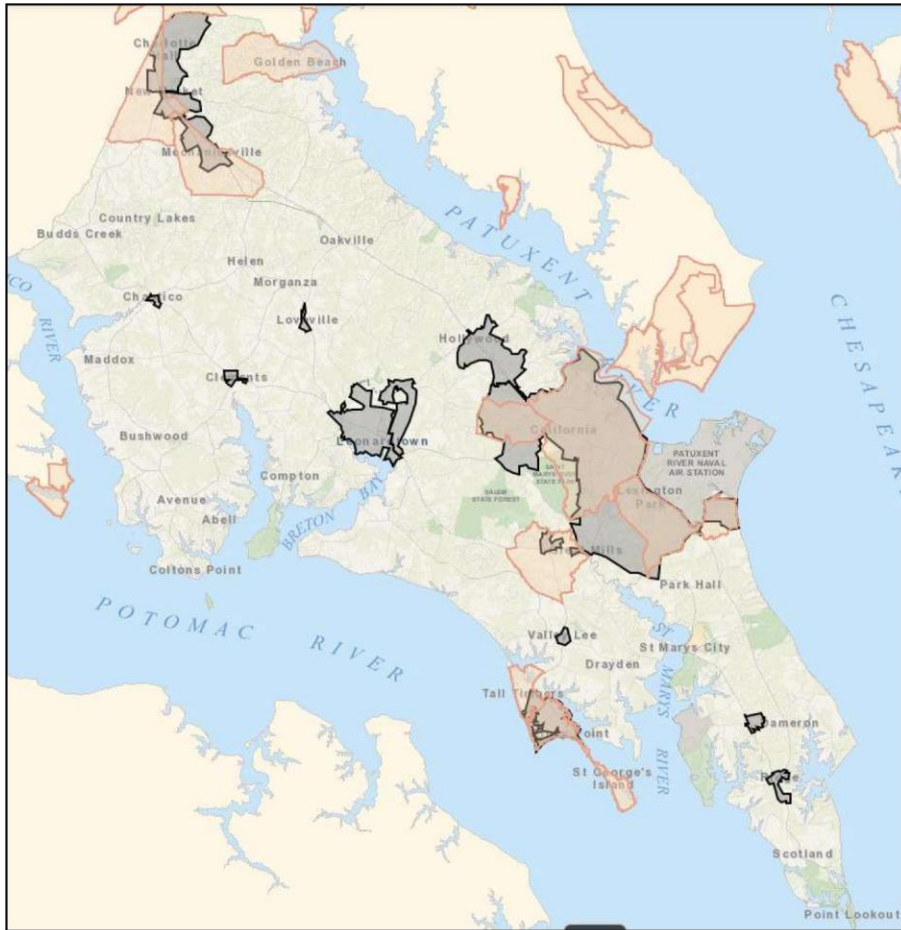
Note:
An update of the CWSP will be necessary to coordinate planned service areas with the approved Comprehensive Plan Growth Area Boundaries



Census Designated Areas (2020)

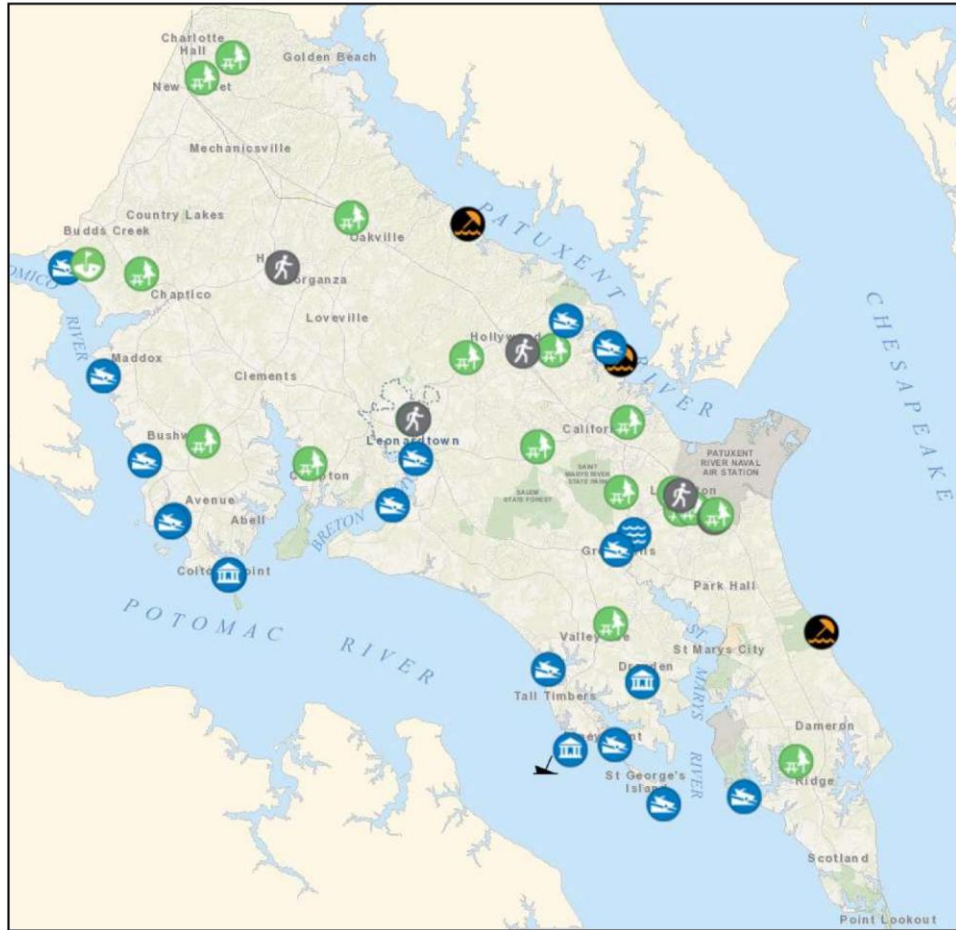


Census Designated Areas (2020) & Development District Overlay



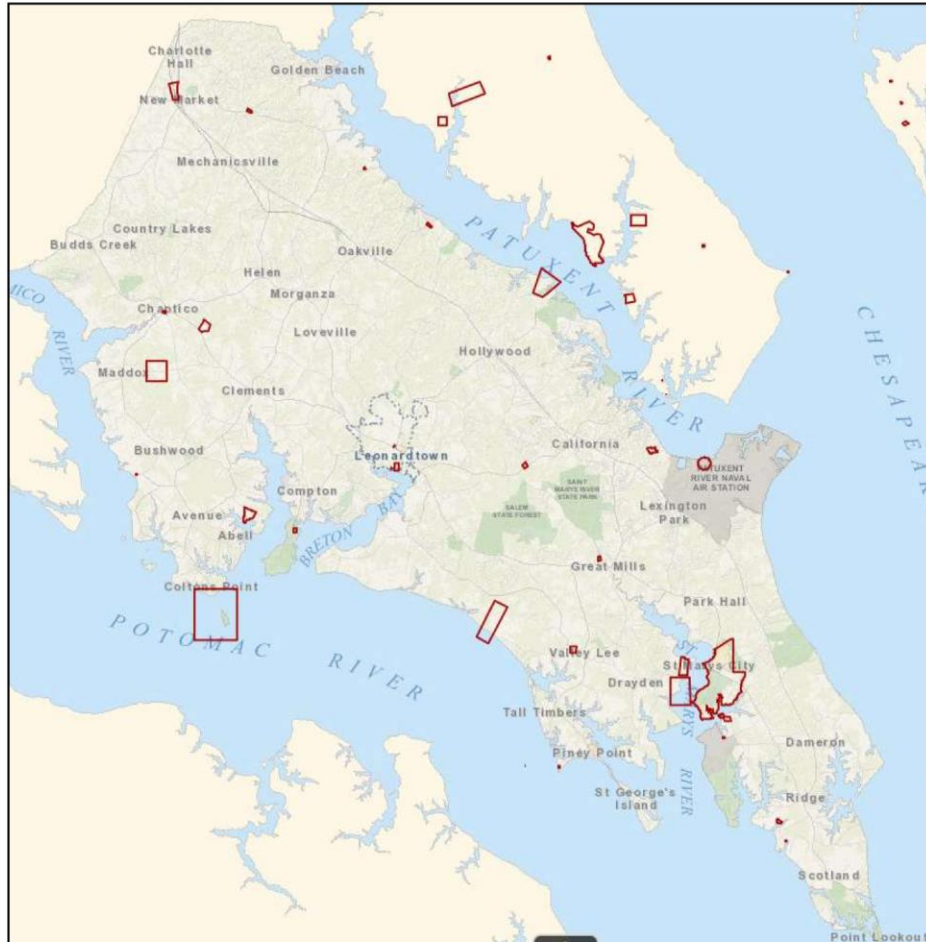


County Parks





Historic Places National Register



DATA ON HSMC RESIDENTIAL ASSETS



1. Marlay House – 18175 Rosecroft Road

ArcGIS Web Map



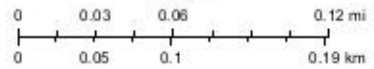
4/27/2022, 1:27:12 PM

1:4,514

Address Points

● Existing

□ Property Boundaries



MD IRMP, D&T

Printed from the Public GIS Map
Provided by the St. Marys County Government

View Map	View GroundRent Redemption	View GroundRent Registration
Special Tax Recapture: None		
Account Identifier:	District - 01 Account Number - 014358	
Owner Information		
Owner Name:	STATE OF MARYLAND	Use: EXEMPT COMMERCIAL
Mailing Address:	ST MARYS CITY COMMISSION	Principal Residence: NO
	ST MARYS CITY COMM	Deed Reference: /00167/ 00336
	PO BOX 39	
	ST MARYS CITY MD 20686-0039	
Location & Structure Information		
Premises Address:	18175 ROSECROFT RD	Legal Description: 11.60 ACRES
	0-0000	W/S ROSECROFT RD
	Waterfront	
Map:	Grid:	Parcel:
0062	0018	0068
Neighborhood:	Subdivision:	Section:
11000.19	0000	
Block:	Lot:	Assessment Year:
		2021
Plat No:	Plat Ref:	
Town: None		
Primary Structure Built	Above Grade Living Area	Finished Basement Area
1972	3,204 SF	960 SF
		Property Land Area
		11.6000 AC
Stories	Basement	Type
1 1/2	YES	STANDARD UNIT
Exterior Quality	Full/Half Bath	Garage
SIDING/ 5	4 full/1 half	1 Attached
Value Information		
	Base Value	Value
		As of
		01/01/2021
Land:	782,400	860,700
Improvements	330,500	350,300
Total:	1,112,900	1,211,000
Preferential Land:	0	0
		Phase-in Assessments
		As of
		07/01/2021
		As of
		07/01/2022
		1,145,600
		1,178,300
Transfer Information		
Seller: MARLAY, MYRON C JR AND MARGARET B	Date: 12/29/1983	Price: \$365,500
Type: ARMS LENGTH IMPROVED	Deed1: MRB /00167/ 00336	Deed2:
Seller:	Date:	Price:
Type:	Deed1:	Deed2:
Seller:	Date:	Price:
Type:	Deed1:	Deed2:
Exemption Information		
Partial Exempt Assessments:	Class	07/01/2021
County:	310	1,145,600.00
State:	310	1,145,600.00
Municipal:	310	0.00 0.00
		0.00 0.00
Special Tax Recapture: None		
Homestead Application Information		
Homestead Application Status: No Application		
Homeowners' Tax Credit Application Information		
Homeowners' Tax Credit Application Status: No Application		
	Date:	



2. Elwell House – 18261 Rosecroft Road

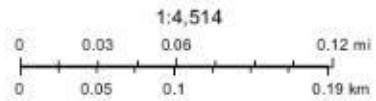
ArcGIS Web Map



5/2/2022, 9:26:26 AM

Address Points

-  Existing
-  Property Boundaries



MD IMAP, DelT

Printed from the Public GIS Map
Provided by the St. Marys County Government

View Map	View GroundRent Redemption	View GroundRent Registration
Special Tax Recapture: None		
Account Identifier:	District - 01 Account Number - 006037	
Owner Information		
Owner Name:	STATE OF MARYLAND ST MARYS CITY COMMISSION	Use: EXEMPT COMMERCIAL
Mailing Address:	ST MARYS CITY COMM PO BOX 39 ST MARYS CITY MD 20686-0039	Principal Residence: NO Deed Reference: /00183/ 00239
Location & Structure Information		
Premises Address:	18261 ROSECROFT RD 0-0000 Waterfront	Legal Description: 30 ACRES ROSECROFT RD ST MARYS CITY
Map: 0063	Grid: 0013	Parcel: 0080
Neighborhood: 11000.19	Subdivision: 0045	Section:
Block:	Lot:	Assessment Year: 2021
Town: None	Plat No:	Plat Ref:
Primary Structure Built: 1950	Above Grade Living Area: 1,511 SF	Finished Basement Area:
Property Land Area: 30.0000 AC	County Use:	
Stories Basement: 1	Type: NO	STANDARD UNIT:
Exterior Quality: FRAME/ 3	Full/Half Bath: 1 full	Garage: 1 Detached
Value Information		
	Base Value	Value
		Phase-in Assessments
		<i>As of</i>
		<i>As of</i>
		<i>As of</i>
Land:	877,300	965,100
Improvements:	68,700	72,900
Total:	946,000	1,038,000
Preferential Land:	0	0
		976,667
		1,007,333
Transfer Information		
Seller:	Date:	Price:
Type:	Deed1:	Deed2:
Seller:	Date:	Price:
Type:	Deed1:	Deed2:
Seller:	Date:	Price:
Type:	Deed1:	Deed2:
Exemption Information		
Partial Exempt Assessments:	Class:	07/01/2021
County:	310	976,667.00
State:	310	976,667.00
Municipal:	310	0.00 0.00
		07/01/2022
		1,007,333.00
		1,007,333.00
		0.00 0.00
Special Tax Recapture: None		
Homestead Application Information		
Homestead Application Status: No Application		
Homeowners' Tax Credit Application Information		
Homeowners' Tax Credit Application Status: No Application		
Date:		

3. Raley's House – 18341 Rosecroft Road

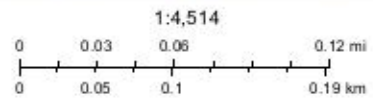
ArcGIS Web Map



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Address Points

- Existing
- Property Boundaries



NO I/MAP, D of T

Printed from the Public GIS Map
Provided by the St. Marys County Government

View Map		View GroundRent Redemption				View GroundRent Registration			
Special Tax Recapture: None									
Account Identifier:		District - 01 Account Number - 018051							
Owner Information									
Owner Name:		STATE OF MARYLAND ST MARYS CITY COMMISSION				Use:		EXEMPT COMMERCIAL	
Mailing Address:		ST MARYS CITY COMM PO BOX 39 ST MARYS CITY MD 20686-0039				Principal Residence:		NO	
Premises Address:		18341 ROSECROFT RD 0-0000 Waterfront				Legal Description:		5.2 AC W/ROSECRAFT RD	
Map:	Grid:	Parcel:	Neighborhood:	Subdivision:	Section:	Block:	Lot:	Assessment Year:	Plat No:
0063	0013	0210	11000.19	0000				2021	
Town: None									
Primary Structure Built	Above Grade Living Area	Finished Basement Area	Property Land Area	County Use					
1957	2,213 SF		5,2000 AC						
Stories	Basement	Type	Exterior Quality	Full/Half Bath	Garage	Last Notice of Major Improvements			
1	NO	STANDARD UNIT	BRICK/ 4	2 full/1 half	1 Detached				
Value Information									
	Base Value	Value	Phase-in Assessments						
		<i>As of</i>	<i>As of</i>						
		01/01/2021	07/01/2021						
Land:	386,600	425,300							
Improvements	176,000	186,700							
Total:	562,600	612,000	579,067	595,533					
Preferential Land:	0	0							
Transfer Information									
Seller: RALEY, J FRANK JR		Date: 12/23/1986				Price: \$285,000			
Type: ARMS LENGTH IMPROVED		Deed: MRB /00328/ 00076				Deed2:			
Seller: RALEY, J F JR & BARBARA A		Date: 11/03/1980				Price: \$0			
Type: ARMS LENGTH IMPROVED		Deed: MRB /00083/ 00362				Deed2:			
Seller:		Date:				Price:			
Type:		Deed:				Deed2:			
Exemption Information									
Partial Exempt Assessments:	Class					07/01/2021		07/01/2022	
County:	310					579,067.00		595,533.00	
State:	310					579,067.00		595,533.00	
Municipal:	310					0.00 0.00		0.00 0.00	
Special Tax Recapture: None									
Homestead Application Information									
Homestead Application Status: No Application									
Homeowners' Tax Credit Application Information									
Homeowners' Tax Credit Application Status: No Application						Date:			



4. Research - 18401 Rosecroft Road

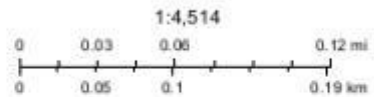
ArcGIS Web Map



4/27/2022, 1:31:58 PM

Address Points

-  Existing
-  Property Boundaries



MD HMAP: Du/T

Printed from the Public GIS Map
Provided by the St. Marys County Government

View Map	View GroundRent Redemption	View GroundRent Registration
Special Tax Recapture: None		
Account Identifier:	District - 01 Account Number - 020935	
Owner Information		
Owner Name:	STATE OF MARYLAND	Use: EXEMPT COMMERCIAL
Mailing Address:	ST MARYS CITY COMM	Principal Residence: NO
	ST MARYS CITY COMM	Deed Reference: /00019/ 00024
	PO BOX 39	
	ST MARYS CITY MD 20686	
Location & Structure Information		
Premises Address:	18401 ROSECROFT RD	Legal Description: 11.1AC
	0-0000	ROSECROFT RD
	Waterfront	ST MARYS CITY
Map:	Grid:	Parcel:
0063	0013	0078
Neighborhood:	Subdivision:	Section:
11000.19	0000	
Block:	Lot:	Assessment Year:
		2021
Town:	None	
Primary Structure Built	Above Grade Living Area	Finished Basement Area
1967	2,672 SF	1849 SF
Property Land Area	County Use	
11.1000 AC		
Stories Basement	Type	Exterior Quality
1	YES	STANDARD UNIT
Full/Half Bath	Garage	Last Notice of Major Improvements
2 full/ 2 half	1Det/1Carport	
Value Information		
	Base Value	Value
		As of
		01/01/2021
		Phase-in Assessments
		As of
		07/01/2021
		As of
		07/01/2022
Land:	430,800	474,000
Improvements	232,300	248,100
Total:	663,100	722,100
Preferential Land:	0	0
		682,767
		702,433
Transfer Information		
Seller: SCHEIBLE, LLOYD W & ERNESTINE	Date: 08/07/1978	Price: \$195,700
Type: ARMS LENGTH IMPROVED	Deed1: MRB /00019/ 00024	Deed2:
Seller:	Date:	Price:
Type:	Deed1:	Deed2:
Seller:	Date:	Price:
Type:	Deed1:	Deed2:
Exemption Information		
Partial Exempt Assessments:	Class	07/01/2021
County:	310	682,767.00
State:	310	702,433.00
Municipal:	310	682,767.00
		702,433.00
		0.00 0.00
		0.00 0.00
Special Tax Recapture: None		
Homestead Application Information		
Homestead Application Status: No Application		
Homeowners' Tax Credit Application Information		
Homeowners' Tax Credit Application Status: No Application		Date:

5. Duerfeldt House – 18225 Hogaboom Lane

ArcGIS Web Map

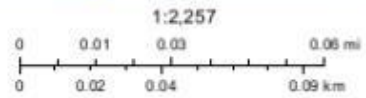


4/27/2022, 12:13:21 PM

Address Points

● Existing

□ Property Boundaries



MD (MAP) Data

Printed from the Public GIS Map
Provided by the St. Marys County Government

View Map	View GroundRent Redemption	View GroundRent Registration
Special Tax Recapture: None		
Account Identifier:	District - 01 Account Number - 007653	
Owner Information		
Owner Name:	STATE OF MARYLAND	Use: EXEMPT COMMERCIAL
Mailing Address:	DEPT OF GENERAL SERVICES 301 WEST PRESTON STREET GENERAL SERVICES BALTIMORE MD 21201	Principal Residence: NO Deed Reference: /00108/ 00031
Location & Structure Information		
Premises Address:	18625 HOGABOOM LN 0-0000 Waterfront	Legal Description: 7.34 AC W/S HOGABOOM LN
Map:	Grid:	Parcel:
0063	0007	0104
Neighborhood:	Subdivision:	Section:
11000.19	0000	
Block:	Lot:	Assessment Year:
		2021
Plat No:	Plat Ref:	
Town: None		
Primary Structure Built	Above Grade Living Area	Finished Basement Area
1965	1,968 SF	650 SF
Property Land Area		County Use
7,3400 AC		
Stories	Basement Type	Exterior Quality
1	YES	STANDARD UNIT
		SIDING/ 4
		Full/Half Bath
		2 full/ 2 half
		Garage
		1 Attached
Value Information		
	Base Value	Value
		As of
		01/01/2021
Land:	402,600	443,000
Improvements	201,100	213,700
Total:	603,700	656,700
Preferential Land:	0	0
		621,367
		639,033
Transfer Information		
Seller: DUERFELT, CLIFFORD H	Date: 11/06/1981	Price: \$255,000
Type: ARMS LENGTH IMPROVED	Deed1: MRB /00108/ 00031	Deed2:
Seller:	Date:	Price:
Type:	Deed1:	Deed2:
Seller:	Date:	Price:
Type:	Deed1:	Deed2:
Exemption Information		
Partial Exempt Assessments:	Class	07/01/2021
County:	220	621,367.00
State:	220	621,367.00
Municipal:	220	0.00 0.00
		07/01/2022
		639,033.00
		639,033.00
		0.00 0.00
Special Tax Recapture: None		
Homestead Application Information		
Homestead Application Status: No Application		
Homeowners' Tax Credit Application Information		
Homeowners' Tax Credit Application Status: No Application		Date:

6. Branham House – 18651 Hogaboom Lane

ArcGIS Web Map



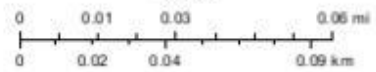
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1:2,257

Address Points

● Existing

□ Property Boundaries



MD IAWP, OutT

Printed from the Public GIS Map.
Provided by the St. Marys County Government.


View Map	View GroundRent Redemption	View GroundRent Registration
Special Tax Recapture: None		
Account Identifier:	District - 01 Account Number - 002732	
Owner Information		
Owner Name:	STATE OF MD	Use: EXEMPT COMMERCIAL
Mailing Address:	HISTORIC ST MARYS CITY COMMISSION PO BOX 39 ST MARYS CITY MD 20686-	Principal Residence: NO
		Deed Reference: /04389/ 00203
Location & Structure Information		
Premises Address:	18651 HOGABOOM LN 0-0000 Waterfront	Legal Description: 9.28 AC ROSECRAFT
Map:	Grid:	Parcel:
0063	0007	0105
Neighborhood:	Subdivision:	Section:
11000.19	0000	
Block:	Lot:	Assessment Year:
		2021
Plat No:	Plat Ref:	
Town: None		
Primary Structure Built	Above Grade Living Area	Finished Basement Area
1971	2,981 SF	
Property Land Area	County Use	
9.2800 AC		
Stories	Basement Type	Exterior Quality
1	NO	STANDARD UNIT
Full/Half Bath	Garage	Last Notice of Major Improvements
2 full/1 half	2 Detached	
Value Information		
	Base Value	Value
		As of
		01/01/2021
Land:	417,200	459,000
Improvements	299,600	319,200
Total:	716,800	778,200
Preferential Land:	0	0
		Phase-in Assessments
		As of
		07/01/2021
		As of
		07/01/2022
		737,267
		757,733
Transfer Information		
Seller: STATE OF MD	Date: 05/12/2016	Price: \$0
Type: NON-ARMS LENGTH OTHER	Deed1: /04389/ 00203	Deed2:
Seller: BRANHAM, SAMUEL W	Date: 03/17/1978	Price: \$355,000
Type: ARMS LENGTH MULTIPLE	Deed1: /00006/ 00232	Deed2:
Seller:	Date:	Price:
Type:	Deed1:	Deed2:
Exemption Information		
Partial Exempt Assessments:	Class	
	220	07/01/2021
County:	220	737,267.00
State:	220	757,733.00
Municipal:	220	0.00 0.00
		0.00 0.00
Special Tax Recapture: None		
Homestead Application Information		
Homestead Application Status: No Application		
Homeowners' Tax Credit Application Information		
Homeowners' Tax Credit Application Status: No Application		Date:

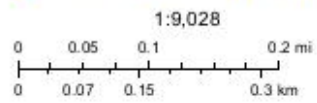
7. Hogaboom House – 18701 Hogaboom Lane

ArcGIS Web Map



4/27/2022, 12:14:41 PM

 Property Boundaries



MDIMAP.DaT

Printed from the Public GIS Map
Provided by the St. Marys County Government.

View Map	View GroundRent Redemption	View GroundRent Registration							
Special Tax Recapture: None									
Account Identifier:	District - 01 Account Number - 006207								
Owner Information									
Owner Name:	STATE OF MARYLAND	Use: EXEMPT COMMERCIAL							
Mailing Address:	ST MARYS CITY COMMISSION ST MARYS CITY COMM PO BOX 39 ST MARYS CITY MD 20686-0039	Principal Residence: NO Deed Reference: /00238/ 00067							
Location & Structure Information									
Premises Address:	18701 HOGABOOM LN 0-0000 Waterfront	Legal Description: 61.25 AC ROSECROFT RD RIDGE							
Map:	Grid:	Parcel:	Neighborhood:	Subdivision:	Section:	Block:	Lot:	Assessment Year:	Plat No:
0063	0007	0050	11000.19	0045				2021	
Town: None									
Primary Structure Built	Above Grade Living Area	Finished Basement Area	Property Land Area	County Use					
1961	7,153 SF	530 SF	61.2500 AC						
Stories	Basement	Type	Exterior Quality	Full/Half Bath	Garage	Last Notice of Major Improvements			
1	NO	STANDARD UNIT /	4	3 full/1 half	1 Attached				
Value Information									
	Base Value	Value	Phase-in Assessments						
		As of	As of	As of					
Land:	1,463,300	01/01/2021	07/01/2021	07/01/2022					
Improvements	870,400	1,609,600							
Total:	2,333,700	2,478,000	2,381,800	2,429,900					
Preferential Land:	0	0							
Transfer Information									
Seller:	Date:	Price:							
Type:	Deed1:	Deed2:							
Seller:	Date:	Price:							
Type:	Deed1:	Deed2:							
Seller:	Date:	Price:							
Type:	Deed1:	Deed2:							
Exemption Information									
Partial Exempt Assessments:	Class		07/01/2021	07/01/2022					
County:	310		2,381,800.00	2,429,900.00					
State:	310		2,381,800.00	2,429,900.00					
Municipal:	310		0.00 0.00	0.00 0.00					
Special Tax Recapture: None									
Homestead Application Information									
Homestead Application Status: No Application									
Homeowners' Tax Credit Application Information									
Homeowners' Tax Credit Application Status: No Application									
Date:									

8. Brown House – 16599 Pt. Lookout Road

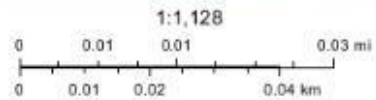
ArcGIS Web Map



4/27/2022, 12:09:11 PM

Address Points

- Existing
- Property Boundaries



MD IMAP DoIT

Printed from the Public GIS Map
Provided by the St. Marys County Government

View Map	View GroundRent Redemption	View GroundRent Registration
Special Tax Recapture: None		
Account Identifier:	District - 01 Account Number - 002945	
Owner Information		
Owner Name:	STATE OF MARYLAND DEPT OF ECONOMIC DEV	Use: EXEMPT COMMERCIAL Principal Residence: NO
Mailing Address:	ST MARYS CITY COMM ST MARYS CITY MD 20686	Deed Reference: /00240/ 00189
Location & Structure Information		
Premises Address:	16599 POINT LOOKOUT RD 0-0000	Legal Description: PT LOT 79 PLAT 9/174 NATIONAL SLAVONIC
Map:	Grid:	Parcel:
0063	0007	0114
Neighborhood:	Subdivision:	Section:
11000.19	0000	
Block:	Lot:	Assessment Year:
		2021
Plat No:	Plat Ref:	
9 174		
Town: None		
Primary Structure Built	Above Grade Living Area	Finished Basement Area
1945	1,200 SF	
Property Land Area	County Use	
1.0000 AC		
Stories	Basement	Type
1	NO	STANDARD UNIT
Exterior Quality	Full/Half Bath	Garage
FRAME/ 2	1 full	1 Detached
Last Notice of Major Improvements		
Value Information		
	Base Value	Value
		As of
		07/01/2021
		Phase-in Assessments
		As of
		07/01/2021
		As of
		07/01/2022
Land:	108,900	119,700
Improvements	48,900	51,900
Total:	157,800	171,600
Preferential Land:	0	0
		162,400
		167,000
Transfer Information		
Seller: BROWN, GENEVEVE	Date: 11/25/1985	Price: \$58,000
Type: ARMS LENGTH IMPROVED	Deed1: MRB /00240/ 00189	Deed2:
Seller:	Date:	Price:
Type:	Deed1:	Deed2:
Seller:	Date:	Price:
Type:	Deed1:	Deed2:
Exemption Information		
Partial Exempt Assessments:	Class	07/01/2021
County:	220	162,400.00
State:	220	162,400.00
Municipal:	220	0.00 0.00
		07/01/2022
		167,000.00
		167,000.00
		0.00 0.00
Special Tax Recapture: None		
Homestead Application Information		
Homestead Application Status: No Application		
Homeowners' Tax Credit Application Information		
Homeowners' Tax Credit Application Status: No Application		
	Date:	



9. Peacock House – 16331 Pt. Lookout Road

ArcGIS Web Map

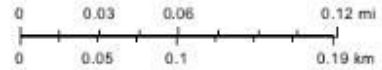


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Address Points

-  Existing
-  Property Boundaries

1:4,514



MD MAP DoIT

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Provided by the St Marys County Government

Real Property Data Search ()
 Search Result for ST MARY'S COUNTY

View Map	View GroundRent Redemption	View GroundRent Registration
Special Tax Recapture: None		
Account Identifier:	District - 01 Account Number - 006193	
Owner Information		
Owner Name:	STATE OF MARYLAND	Use: EXEMPT COMMERCIAL
	ST MARYS CITY COMMISSION	Principal Residence: NO
Mailing Address:	ST MARYS CITY COMM	Deed Reference: /00178/ 00296
	PO BOX 39	
	ST MARYS CITY MD 20686-0039	
Location & Structure Information		
Premises Address:	16331 POINT LOOKOUT RD	Legal Description: 21.80 ACS LOT 83 & PT LOT 82 PLAT 9/174
	0-0000	ST MARYS CITY
Map: 0063	Grid: 0003	Parcel: 0023
Neighborhood: 11000.19	Subdivision: 0045	Section:
		Block:
		Lot:
		Assessment Year: 2021
		Plat No: 9 174
		Plat Ref:
Town: None		
Primary Structure Built	Above Grade Living Area	Finished Basement Area
1920	1,336 SF	
		Property Land Area
		21.8000 AC
County Use		
Stories	Basement	Type
1 1/2	NO	STANDARD UNIT
		Exterior Quality
		FRAME/ 3
		Full/Half Bath
		1 full
		Garage
		1 Detached
		Last Notice of Major Improvements
Value Information		
	Base Value	Value
		As of
		01/01/2021
		Phase-in Assessments
		As of
		07/01/2021
		As of
		07/01/2022
Land:	217,900	239,600
Improvements	46,300	50,100
Total:	264,200	289,700
Preferential Land:	0	0
		272,700
		281,200
Transfer Information		
Seller:	Date:	Price:
Type:	Deed1:	Deed2:
Seller:	Date:	Price:
Type:	Deed1:	Deed2:
Seller:	Date:	Price:
Type:	Deed1:	Deed2:
Exemption Information		
Partial Exempt Assessments:	Class	07/01/2021
County:	310	272,700.00
State:	310	281,200.00
Municipal:	310	0.00 0.00
		07/01/2022
		281,200.00
		281,200.00
		0.00 0.00
Special Tax Recapture: None		
Homestead Application Information		
Homestead Application Status: No Application		
Homeowners' Tax Credit Application Information		
Homeowners' Tax Credit Application Status: No Application		
	Date:	

10. Bean House – 18640 Rosecroft Road

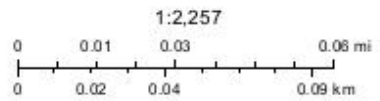
ArcGIS Web Map



4/27/2022, 11:59:57 AM

Address Points

- Existing
- Property Boundaries



MD IMAP, DelT

Printed from the Public GIS Map
Provided by the St. Marys County Government.

View Map	View GroundRent Redemption	View GroundRent Registration
Special Tax Recapture: None		
Account Identifier:	District - 01 Account Number - 001574	
Owner Information		
Owner Name:	STATE OF MARYLAND	Use: EXEMPT COMMERCIAL
Mailing Address:	ST MARY'S CITY COMMISSION	Principal Residence: NO
	ST MARYS CITY COMM	Deed Reference: /00949/ 00232
	ST MARY'S CITY MD 20686	
Location & Structure Information		
Premises Address:	18640 ROSECROFT RD	Legal Description: PT LOT 109
	0-0000	PLAT 7/174
		NATIONAL SLAVONIC
Map:	Grid:	Parcel:
0063	0008	0021
Neighborhood:	Subdivision:	Section:
11000.19	0000	
Block:	Lot:	Assessment Year:
		2021
Plat No:	Plat Ref:	
9174		
Town: None		
Primary Structure Built	Above Grade Living Area	Finished Basement Area
1966	1,692 SF	550 SF
Property Land Area	County Use	
4,6000 AC		
Stories	Basement	Type
1	YES	STANDARD UNIT
Exterior Quality	Full/Half Bath	Garage
BRICK/ 4 FRAME	1 full/ 1 half	
Last Notice of Major Improvements		
Value Information		
	Base Value	Value
		As of
		01/01/2021
Land:	131,900	145,000
Improvements	179,600	184,700
Total:	311,500	329,700
Preferential Land:	0	0
		317,567
		323,633
		As of
		07/01/2021
		As of
		07/01/2022
Transfer Information		
Seller:	Date:	Price:
Type:	Deed1:	Deed2:
Seller:	Date:	Price:
Type:	Deed1:	Deed2:
Seller:	Date:	Price:
Type:	Deed1:	Deed2:
Exemption Information		
Partial Exempt Assessments:	Class	07/01/2021
County:	310	317,567.00
State:	310	317,567.00
Municipal:	310	0.00 0.00
		07/01/2022
		323,633.00
		323,633.00
		0.00 0.00
Special Tax Recapture: None		
Homestead Application Information		
Homestead Application Status: No Application		
Homeowners' Tax Credit Application Information		
Homeowners' Tax Credit Application Status: No Application		
Date:		

11. Clockers Tenant/Fancy – 75712 Old Cove Road

ArcGIS Web Map



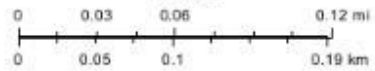
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Address Points

● Existing

□ Property Boundaries



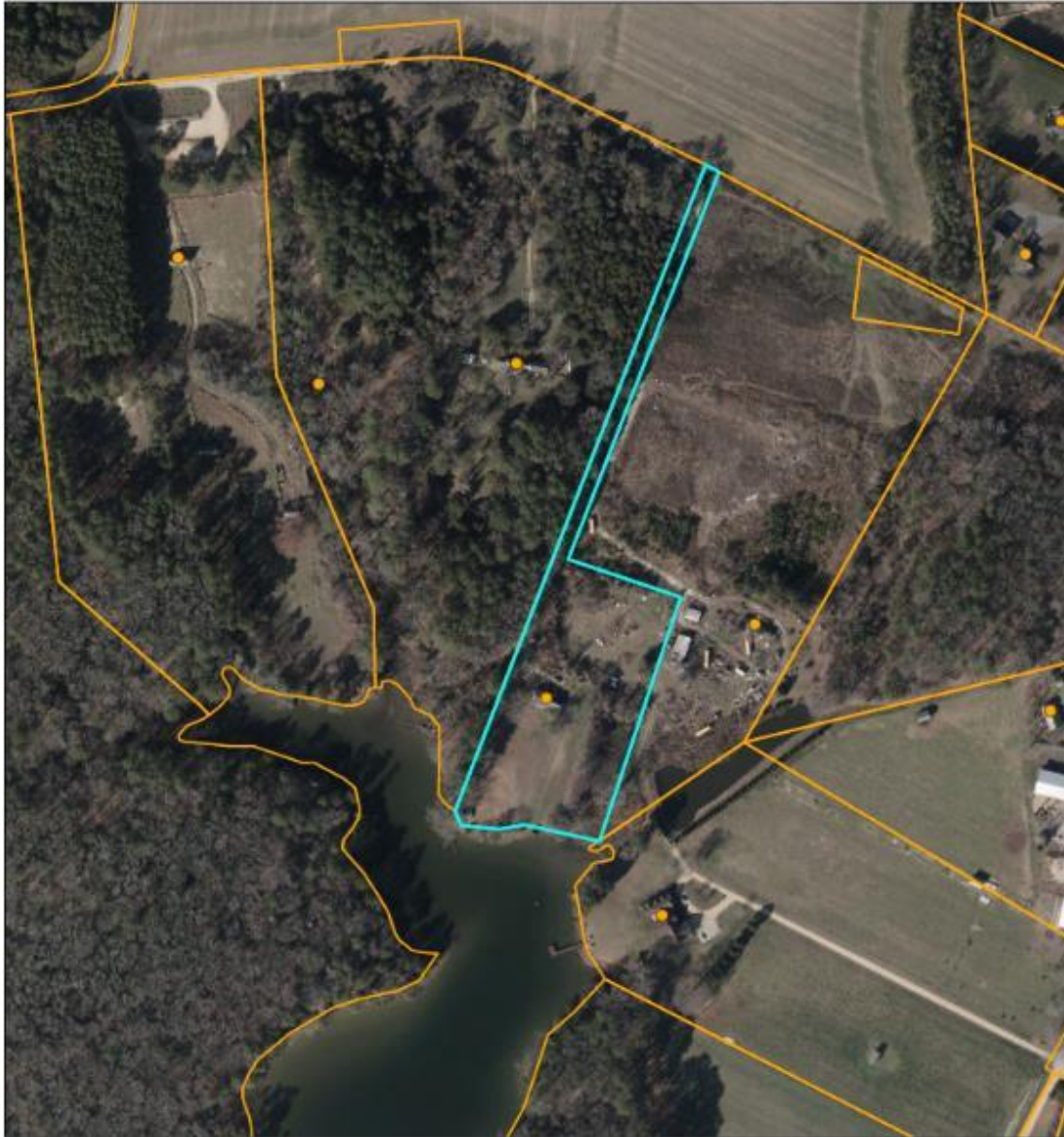
MD IMAP, DoIT

Printed from the Public GIS Map
Provided by the St. Marys County Government

View Map	View GroundRent Redemption	View GroundRent Registration
Special Tax Recapture: None		
Account Identifier:	District - 01 Account Number - 019392	
Owner Information		
Owner Name:	STATE OF MARYLAND TO THE USE OF THE DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT	Use: EXEMPT Principal Residence: COMMERCIAL NO
Mailing Address:	C/O HISTORIC ST MARY'S CITY PO BOX 39 SAINT MARYS CITY MD 20686-0039	Deed Reference: /00917/ 00461
Location & Structure Information		
Premises Address:	47681 OLD COVE RD LEXINGTON PARK 20653-0000 Waterfront	Legal Description: 19.07 ACRES PLAT 60/34 HISTORIC ST MARY'S CITY
Map: Grid: Parcel: Neighborhood: Subdivision: Section: Block: Lot: Assessment Year:	0063 0013 0027 11000.19 0000	Plat No: 60 34 Plat Ref: 0009/ 0174
Town: None		
Primary Structure Built	Above Grade Living Area	Finished Basement Area
1917	3,344 SF	
Property Land Area	County Use	
19.0700 AC		
Stories	Basement	Type
1 1/2	NO	STANDARD UNIT
Exterior Quality	Full/Half Bath	Garage
FRAME/ 4	3 full/1 half	1 Detached
Last Notice of Major Improvements		
Value Information		
	Base Value	Value
		As of
		01/01/2021
Land:	832,000	915,200
Improvements	126,600	135,200
Total:	958,600	1,050,400
Preferential Land:	0	0
		Phase-in Assessments
		As of
		07/01/2021
		As of
		07/01/2022
		989,200
		1,019,800
Transfer Information		
Seller: BRANDON, CHRISTINE M	Date: 08/09/1994	Price: \$362,000
Type: ARMS LENGTH IMPROVED	Deed1: EWA /00917/ 00461	Deed2:
Seller: HEAGY, LOUISE M	Date: 12/11/1991	Price: \$0
Type: NON-ARMS LENGTH OTHER	Deed1: EWA /00638/ 00421	Deed2:
Seller:	Date:	Price:
Type:	Deed1:	Deed2:
Exemption Information		
Partial Exempt Assessments:	Class	07/01/2021
County:	310	07/01/2022
State:	310	989,200.00
Municipal:	310	1,019,800.00
		989,200.00
		1,019,800.00
		0.00 0.00
		0.00 0.00
Special Tax Recapture: None		
Homestead Application Information		
Homestead Application Status: No Application		
Homeowners' Tax Credit Application Information		
Homeowners' Tax Credit Application Status: No Application		Date:

12. Tilch House – 47621 Old Cove Road

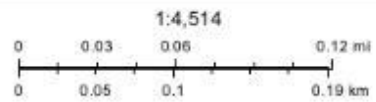
ArcGIS Web Map



5/2/2022, 10:24:24 AM

Address Points

- Existing
- Property Boundaries



MD IMAP: DsIT

Printed from the Public GIS Map
Provided by the St Marys County Government

Real Property Data Search ()
 Search Result for ST MARYS COUNTY

View Map	View GroundRent Redemption	View GroundRent Registration
Special Tax Recapture: None		
Account Identifier: District - 01 Account Number - 023160		
Owner Information		
Owner Name:	STATE OF MARYLAND ST MARYS CITY COMMISSION	Use: EXEMPT COMMERCIAL Principal Residence: NO
Mailing Address:	ST MARYS CITY COMM PO BOX 39 ST MARYS CITY MD 20686-0039	Deed Reference: /00281/ 00077
Location & Structure Information		
Premises Address:	47621 OLD COVE RD 0-0000 Waterfront	Legal Description: PT LT 102 PLAT 9/174 NATIONAL SLAVONIC
Map: 0063	Grid: 0014	Parcel: 0047
Neighborhood: 11000.19	Subdivision: 0000	Section: Block: Lot: Assessment Year: 2021
Town: None		Plat No: 9174 Plat Ref:
Primary Structure Built: 1921	Above Grade Living Area: 1,360 SF	Finished Basement Area: Property Land Area: 3.7400 AC
Stories: 1 1/2	Basement: NO	Type: STANDARD UNIT
Exterior Quality: SIDING/ 3	Full/Half Bath: 2 full	Garage: Last Notice of Major Improvements:
Value Information		
	Base Value	Value
		As of
		Phase-in Assessments
		As of
		As of
Land:	375,600	413,300
Improvements:	55,100	59,700
Total:	430,700	473,000
Preferential Land:	0	0
		444,800
		458,900
Transfer Information		
Seller: TILCH, JOHN R & FRANCES	Date: 09/30/1977	Price: \$103,000
Type: ARMS LENGTH IMPROVED	Deed1: /00281/ 00077	Deed2:
Seller:	Date:	Price:
Type:	Deed1:	Deed2:
Seller:	Date:	Price:
Type:	Deed1:	Deed2:
Exemption Information		
Partial Exempt Assessments:	Class	07/01/2021
County:	310	444,800.00
State:	310	444,800.00
Municipal:	310	0.00 0.00
		07/01/2022
		458,900.00
		458,900.00
		0.00 0.00
Special Tax Recapture: None		
Homestead Application Information		
Homestead Application Status: No Application		
Homeowners' Tax Credit Application Information		
Homeowners' Tax Credit Application Status: No Application		
Date:		

Rental 1 Photographs

Rolling Stone Farm - Charming 1930s House

★ 4.92 · 71 reviews · Superhost · Park Hall, Maryland, United States

Share Save



Entire home hosted by Roberta

6 guests · 3 bedrooms · 3 beds · 1 bath



- Fast wifi**
At 100 Mbps, you can take video calls and stream videos for your whole group.
- Self check-in**
Check yourself in with the lockbox.
- Roberta is a Superhost**
Superhosts are experienced, highly rated hosts who are committed to providing great stays for guests.

\$150 night · ★ 4.92 · 71 reviews

CHECK-IN Add date	CHECKOUT Add date
GUESTS 1 guest	

Check availability

[Report this listing](#)

Rolling Stone Farmhouse, a charming 1930's home lovingly restored. Conveniently located within 5 miles of Patuxent River Naval Air Station, and 2 miles to St. Mary's College of Maryland. Located on a farm with sweeping views of the fields and ponds, with an English garden right beside the back porch. Private, quiet, relaxing but within 10 minutes of shopping and restaurants. During your stay, the house and yard are dedicated to just you and your guests....









Rental 2 Photographs

Historic St.Mary's City at the Lazy Bear Cottage

★ 4.98 · 210 reviews · Superhost · Saint Inigoes, Maryland, United States

Share Save



Tiny home hosted by Nancy And Rick

2 guests · 1 bedroom · 1 bed · 1 bath



Self check-in

You can check in with the doorman.

Nancy And Rick is a Superhost

Superhosts are experienced, highly rated hosts who are committed to providing great stays for guests.

Great location

100% of recent guests gave the location a 5-star rating.

\$72 night

★ 4.98 · 210 reviews

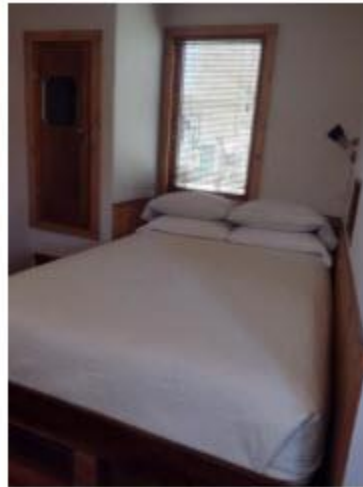
CHECK-IN Add date	CHECKOUT Add date
GUESTS 1 guest	

Check availability

Report this listing

Close to Saint Mary's historic city, Pt. Lookout State Park, Sotterley Plantation. Great hiking trails, restored colonial village, a replica of the Maryland Dove. Tour a lighthouse. Great restaurants, or spend a day over in Solomons Island, about 20 miles from us. Peaceful settings for relaxing right on the water, or kayak on the river. Inquire first on pets, dogs only, 40 lbs max, house broken, and friendly. Please read all house rules



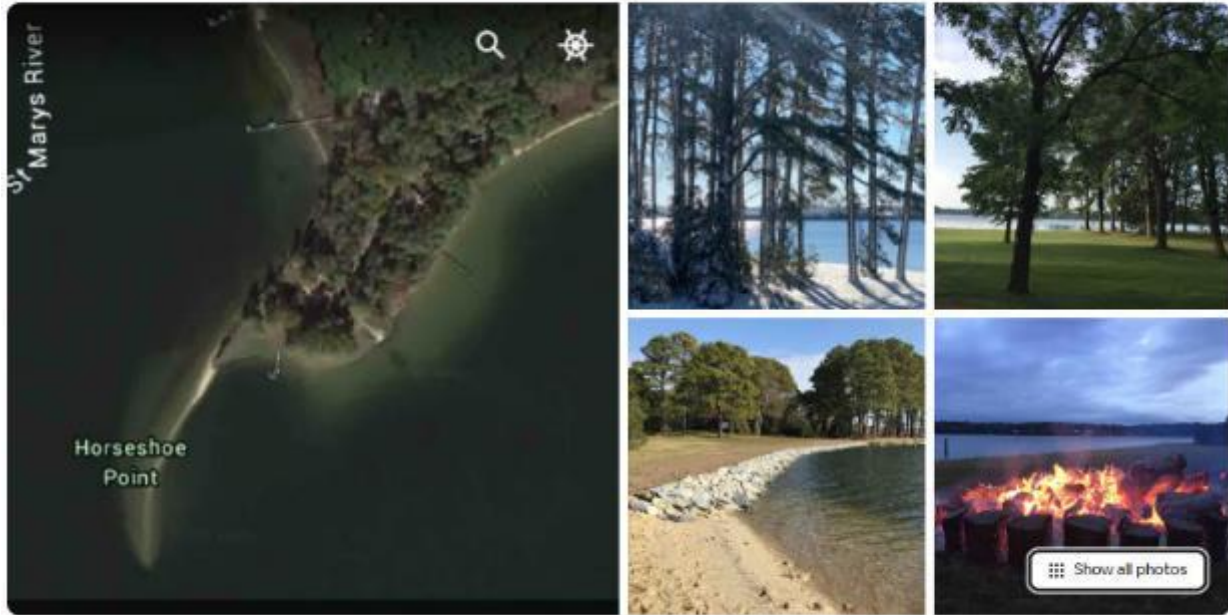


Rental 3 Photographs

Horseshoe Point - Waterfront - St. Marys River

★ 4.99 · 79 reviews · [Lexington Park, Maryland, United States](#)

[Share](#) [Save](#)



Entire home hosted by Barry

6 guests · 3 bedrooms · 5 beds · 1.5 baths



Self check-in

Check yourself in with the smartlock.



Great location

100% of recent guests gave the location a 5-star rating.



Great check-in experience

100% of recent guests gave the check-in process a 5-star rating.

\$314 night

★ 4.99 · 79 reviews

CHECK-IN Add date	CHECKOUT Add date
GUESTS 1 guest	

[Check availability](#)

[Report this listing](#)

Mothers Day Weekend is available! Horseshoe Point is a private 3 acre peninsula on the St. Marys River adjacent to St. Marys College and Historic St. Marys City.

The expansive lawn and mature shade trees are the perfect setting to sip drinks from the Adirondack chairs while watching the boats pass and enjoying the wildlife.

Experience the land of pleasant living.

...









Rental 4 Photographs

Historic St. Mary's City, MD

★ 4.97 · 395 reviews · Superhost · Lexington Park, Maryland, United States

Share Save



Entire rental unit hosted by Nell & Pat

5 guests · 2 bedrooms · 2 beds · 1 bath



Nell & Pat is a Superhost

Superhosts are experienced, highly rated hosts who are committed to providing great stays for guests.



Great location

100% of recent guests gave the location a 5-star rating.



Great check-in experience

100% of recent guests gave the check-in process a 5-star rating.

\$149 night

★ 4.97 · 395 reviews

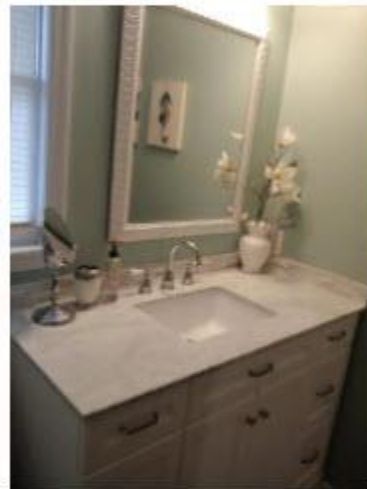
check-in Add date	check-out Add date
guests 1 guest	

Check availability

Report this listing

1,000 square foot two-bedroom, one bath waterfront apartment features separate entrance and a screened-in porch overlooking the St. Mary's River. Property has large dock, two small private beaches. Dogs are welcome. We just ask that they be on a leash.

The apartment is attached to part of the house where we reside, although it is sealed off and nothing is shared.







Rental 5 Photographs

Historic Rosecroft

★ 4.93 · 14 reviews · Saint Marys City, Maryland, United States

Share Save



Entire home hosted by Ty

8 guests · 4 bedrooms · 6 beds · 2.5 baths



- Great location**
100% of recent guests gave the location a 5-star rating.
- Great check-in experience**
100% of recent guests gave the check-in process a 5-star rating.
- Highly rated Host**
Ty has received 5-star ratings from 93% of recent guests.

\$570 night · ★ 4.93 · 14 reviews

CHECK-IN Add date	CHECKOUT Add date
guests 1 guest	

Check availability

[Report this listing](#)

Magical. That's the most often used descriptor of Rosecroft by decades of visitors since it has been in the family. Dating back to 1639, 20+ acres including horses and chickens, Rosecroft is the site of a former plantation and home to Maryland's first Tax Collector, when St. Mary's City was the capital of Maryland. Steeped in history and natural beauty, you will enjoy sweeping water views and majestic trees, freedom to walk the grounds, and a unique opportunity to stay at a historic place....





