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5 Ways To Sound Smart When Talking About Baltimore County

Sure, you know Baltimore County is on the receiving end of **billions of investment dollars**, from **Towson** to **Owings Mills** to **White Marsh**. The county boasts access to I-95, relatively low business fees, and property and income tax credits. But if you're cornered at a summer BBQ and need to really talk about the topic, we've got you covered. Panelists at our **Future of Baltimore County** event this week offered up five real estate developments impacting the county.



1. Baltimore County's very own Maple Lawn

Greenleigh at Crossroads @95 in White Marsh will become Baltimore County's version of **Maple Lawn**, says **St. John Properties** Inc senior vice president of leasing **Richard Williamson**. He was speaking to the audience of 250 who joined us at the Radisson Baltimore. Maple Lawn is the tony, 600-acre Howard County development that houses high-end restaurants, single-family homes and townhomes, retail and office. Elm Street Development will start construction this fall on the first phase of housing at Greenleigh, which will have 1,000 single-family homes and 500 multifamily units. The 250-acre project will also contain a 150-room hotel, 166k SF of retail and 400k SF of flex space.



2. Strong industrial demand

Chesapeake Real Estate Group managing partner **James Lighthizer** says Chesapeake is developing nine industrial buildings totaling 1.5M SF at Crossroads @95. The company recently signed up **American Tire Distributors** (140k SF) and **Carpet Consultants** (20k SF). Jim says he believes Greater Baltimore is one of the top three industrial markets, after Dallas and Los Angeles. This is partly due to recent transportation improvements to I-95 and the Port of Baltimore.

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3. New doctors' offices

Major healthcare systems are opening doctors' offices in the county, says Baltimore County councilwoman **Vicki Almond**. LifeBridge Health is taking 29k SF at **Foundry Row**, the \$140M redevelopment of the former Solo Cup factory in **Owings Mills**, anchored by **Wegmans**. Saint Agnes Hospital recently opened a 20-doc medical center in a shopping center on Route 40 in Catonsville.



4. The redevelopment of Sparrows Point

With land scarce in Baltimore County, it's often easier for developers to reuse existing space. Notice the **Sparrows Point** peninsula, site of the former steel mill, which **Redwood Capital Investments** and **Hilco Real Estate** are turning into a transportation, logistics and manufacturing hub. With 3,100 acres, Sparrows Point contains one-third of all industrial zoned property in Baltimore County, says **Sparrows Point Terminal LLC VP Aaron Tomarchio** (second from left).

"We inherited a small town," Aaron says. The new owners have pledged \$50M toward an environmental cleanup of the brownfield site. The project also benefits

from the county's new property and income tax credits, the **Chesapeake Enterprise Zone**.



5. The boom in Towson

Baltimore County director of workforce and economic development Will Anderson says the Baltimore County boom rings loudest in **Towson**, which is receiving \$1B in private investment. When it opens in 2019, the \$350M **Towson Row** project will include a 200k SF office tower, 300 luxury apartments and **Whole Foods** as its anchor. The \$85M **Towson Square** retail and entertainment project contains a **Cinemark Towson and XD** theater and half a dozen restaurants, three of which will open this fall: World of Beer, Hanabi Japanese Steakhouse and Bobby's Burger Palace.