



July 30, 2012

Mr. Mike Renshaw
 County Manager
 Camden County
 P.O. Box 190
 Camden, NC 27921

Dear Mr. Renshaw:

This document quantifies retail market demand in Camden County, NC and presents key elements of a development strategy for a retail center in Camden at the intersection of Highway 158 (Camden Causeway) and Highway 343. There is adequate demand to support a grocery store with estimated sales of \$11.0 million in 25,000 square feet assuming the consumer base encompasses most of Camden County and a portion of neighboring Currituck County. The leading grocery candidate is Food Lion; alternates include Walmart Express and Paradise Grocery. A larger shopping center could be built around a Food Lion anchor than the alternative grocers. There is also adequate demand for a pharmacy, a small general merchandise retailer, and several restaurants.

Camden County is located between Pasquotank and Currituck counties in northeastern North Carolina. Elizabeth City is the largest city in Pasquotank County while Currituck County is known for its Outer Banks resort area. Currituck and Camden counties have become popular as residential areas for commuters who work in Chesapeake, Norfolk, and Virginia Beach. Camden County’s quality public school system has attracted residents from nearby areas.

POPULATION GROWTH BY COUNTY					
	1990	2000	2010	2011	2016
Camden Co.	5,409	6,885	9,980	10,255	11,354
Currituck Co.	13,736	18,190	23,547	23,472	23,172
Pasquotank Co.	31,298	34,897	40,696	40,810	41,400

SOURCE: ScanUS; H. Blount Hunter Retail & Real Estate Research Co.

Camden County’s household income level distinguishes it further from adjacent counties. In 2010, the median household income in Camden County was \$61,091—34 percent higher than the statewide median (\$45,570) and significantly higher than the median household incomes in Pasquotank and Currituck counties.

2010 MEDIAN HOUSEHOLD INCOME	
Camden Co.	\$61,091
Currituck Co.	\$55,376
Pasquotank Co.	\$44,085

SOURCE: U. S. Census American Community Survey



RETAIL DEMAND ANALYSIS

Per capita retail sales figures reflect the geographic pattern of retail development that has long favored Pasquotank County (Elizabeth City) because of its concentrated population. The severe imbalance in per capita retail sales in Camden County versus Pasquotank County demonstrates the under-stored environment in Camden County.

2007 PER CAPITA RETAIL SALES	
Camden Co.	\$ 2,864
Currituck Co.	\$11,058
Pasquotank Co.	\$17,009
North Carolina	\$12,641

SOURCE: U. S. Census Bureau

Retail spending occurs and is recorded where stores are located, but spending potential is associated with places where people reside. Camden County’s retail spending potential can be quantified to determine capacity for supporting various types of retail stores.

With its population base now exceeding of 10,000, Camden County can expect retail development that will expand its per capita retail sales in the future. Some retailers view a population of 10,000 as a minimum threshold for a store. The opportunity facing the Camden County Department of Economic Development is to depict and promote Camden County as a trade area within the Elizabeth City/Pasquotank Micropolitan Area.

Camden County is particularly under-served in the categories of “convenience goods” including groceries. Camden County’s estimated 2011 “food at home” spending potential was \$14.7 million. Depending upon inflation and housing growth, Camden County’s “food at home” sales potential could rise to \$18.1 million by 2016.

CAMDEN COUNTY FOOD AT HOME SPENDING POTENTIAL			
	HOUSEHOLDS	FOOD AT HOME SPENDING	SALES POTENTIAL
2011	3,780	\$3,905	\$14,760,900
2016	4,199	\$4,311	\$18,101,889

Using all of Camden County as a geographic base for estimating unmet demand for a grocery store is one option, but this approach fails to take into account the presence of Paradise Family Grocery in South Mills. According to NC Department of Revenue statistics, Camden County’s “food” sales in FY 2010-2011 approached \$3.4 million. After subtracting estimated restaurant sales of \$1.0 million in the county, Camden County’s current “food at home” sales volume is estimated at \$2.4 million. This is a small fraction of Camden County’s net “food at



home” spending potential of approximately \$12.4 million. By this measure, Camden County can support another grocery store in addition to Paradise Grocery.

An alternative geographic area called the Camden Grocery Market Area was analyzed. This area includes much of Camden County and a portion of western Currituck County that is closer to Camden than the Route 168 corridor. This **conservative** definition of a grocery trade area excludes the portion of Camden County that is proximate to Paradise Family Grocery in South Mills but acknowledges an under-stored area in adjacent Currituck County. Despite the inherent conservatism of this approach, there is adequate market support for a grocery store in the Camden Grocery Market Area.

HOUSEHOLDS IN CAMDEN GROCERY MARKET AREA VS. CAMDEN COUNTY		
	CAMDEN COUNTY	CAMDEN GROCERY MARKET AREA
2000	2,662	2,058
2010	3,442	2,705
2012	3,860	2,858
2017	4,287	3,119

SOURCE: Nielsen Claritas; ScanUs; U.S. Census American Community Survey

CAMDEN GROCERY MARKET AREA (RED POLYGON)

Retail demand calculations were made based upon average annual household expenditures derived in the Consumer Expenditure Survey by the U.S. Bureau of Labor Statistics. **“Convenience goods”** categories include grocery items, restaurant meals, pharmacy/drug store items and other frequently-purchased goods that are typically bought without shopping at multiple stores. “Convenience goods” retailers tend to locate near the neighborhoods where their customers live. **“Shoppers’ goods”** represent clothing and footwear, furniture/home furnishings, appliances/electronics, computer equipment, jewelry, sporting goods, and building materials/hardware; all are items that people tend to buy only after comparison shopping. “Shoppers’ goods” retailers usually need to serve large regional audiences in order to generate the levels of sales needed to operate profitably.

2012 ESTIMATED SALES GAPS AND SURPLUSES (MILLIONS) WITHIN CAMDEN GROCERY MARKET			
	EST. DEMAND	EST. SALES	(GAP) / SURPLUS
Total Retail Sales	\$114.0	\$ 21.3	(\$92.7)
“SHOPPERS’ GOODS” CATEGORIES			
Furniture/Home Furnishings	\$ 2.1	*	(\$2.1)
Electronics/Appliances	\$ 2.3	\$ 0.0	(\$2.3)
Home Centers	\$ 3.6	\$ 0.0	(\$3.6)
Hardware Stores	\$ 0.9	*	(\$0.9)
Lawn & Garden	\$ 1.1	*	(\$1.1)
Clothing Stores	\$ 5.0	\$ 0.1	(\$4.9)
Shoe Stores	\$ 0.7	---	(\$0.7)
Sporting Goods, Books, Hobby, Music Stores	\$ 2.1	\$ 0.3	(\$1.8)
Jewelry	\$ 0.6	---	(\$0.6)
Sewing/Fabric stores	\$ 0.1	---	(\$0.1)
Book Stores	\$ 0.4	---	(\$0.4)
Florist	\$ 0.2	*	(\$0.2)
Office Supplies	\$ 0.6	---	(\$0.6)
General Merchandise	\$ 15.0	\$ 0.3	(\$14.7)
“CONVENIENCE” CATEGORIES			
Grocery Stores	\$ 13.0	\$ 2.0	(\$11.0)
Convenience Stores	\$ 0.7	\$ 0.7	---
Gas Stations	\$ 11.5	\$ 13.0	\$1.5
Pharmacy/Drug Stores	\$ 6.1	---	(\$6.1)
Fast Food	\$ 4.5	\$ 0.7	(\$3.8)
Restaurants	\$ 4.9	\$ 0.9	(\$4.0)
Drinking Places	\$ 0.5	*	(\$0.5)

SOURCE: Nielsen Claritas; H. Blount Hunter Retail & Real Estate Research Co.



As shown in the following chart, Demand exceeds Supply in Camden County in several “convenience retail” categories including grocery stores, pharmacies, fast food, and casual restaurants. Demand and Supply are “balanced” for convenience stores while Supply exceeds Demand in gas stations.

Retail analysts would expect balanced demand and sales in “convenience goods” categories within a small geographic area such as the Camden Grocery Market Area; however, analysts would anticipate sales gaps in “shoppers’ goods” in a small geographic area such as Camden County or the Camden Grocery Market Area. “Shoppers’ goods” retailers’ sales thresholds typically require them to cluster in nodes (such as enclosed malls or large shopping centers) that serve broad trade areas. Sales gaps often appear in “shoppers’ goods” categories when small geographic areas are evaluated. This gives the false impression that these small areas should aspire to categories of merchandise that require broad regional support. Camden is more likely to gain “convenience goods” as opposed to “shoppers’ goods” in the early stages of its retail evolution.

- The Camden Grocery Area shows a sales gap of \$11.0 million in grocery stores. The estimated gap in pharmacy sales is \$6.1 million. These levels of sales would support a supermarket such as Food Lion and a pharmacy such as CVS or Rite Aid.



- Of note, the Camden Grocery Market Area is “balanced” in convenience stores--meaning there is neither a gap nor a surplus in sales. The area shows higher than expected sales by gasoline stations—perhaps as a reflection of long commutes or a high level of transient traffic through Camden County.

The following table presents the amount of supportable retail space in key “convenience goods” categories based upon typical sales productivity levels.

- The Camden Grocery Market Area is capable of supporting a grocery store of approximately 22,000 square feet with projected productivity of \$500 per square foot.
- The Camden Grocery Market Area has adequate sales opportunity for a contemporary pharmacy of approximately 10,000 square feet.

SUPPORTABLE SQUARE FEET IN CAMDEN GROCERY MARKET AREA SELECTED “CONVENIENCE GOODS” RETAILERS			
	ESTIMATED GAP	TYPICAL SALES PER SQ. FT.	SUPPORTABLE SQ. FT.
Grocery Store	\$11,000,000	\$450-\$500	22,000-24,400
Pharmacy/Drug Store	\$ 6,100,000	\$600-\$700	8,700-10,200
Fast Food	\$ 3,700,000	\$400-\$500	7,400-9,250
Restaurants	\$ 4,000,000	\$400-\$500	8,000-10,000

SOURCE: H. Blount Hunter Retail & Real Estate Research Co.

SITE STRATEGY

The population of the Camden Grocery Market Area is widely dispersed geographically. This means that many residents of the Camden Food Market Area must drive 15 to 20 minutes into Elizabeth City or a greater distance to Moyock for supermarket shopping.

The road network serving the Camden Grocery Market Area creates a natural focal point for retail development at the intersection of Routes 158 and 343 in the vicinity of Camden Courthouse. Average daily vehicle counts on Route 158 and Route 343 are higher here than on other sections of these roads in Camden County. ***This is a strong crossroads location for retail development.***



AVERAGE DAILY VEHICLE COUNTS (2010 and 2011) AT SELECTED POINTS IN CAMDEN COUNTY		
Recommended site	On Route 158 west of Route 343	13,000
	On Route 158 east of Route 343	12,000
	On Route 343 north of Route 158	4,200
	On Route 343 south of Route 158	2,500
Route 158/34 split	On Route 158 west of split at Route 34	12,000
	On Route 158 east of split at Route 34	5,200
	On Route 34 east of split at Route 158	3,800
South Mills	On Main Street between Route 17 and Route 34	3,000
	On Route 343 north of Main Street	940
	On Route 343 south of Main Street	3,600

SOURCE: NC Department of Transportation

The recommended site at the intersection of Routes 158 and 343 is within a 10 minute drive of most residents of the Camden Grocery Market Area and the location intercepts shoppers who may be en route to Elizabeth City. High traffic volume and pre-emptive location make this a strong site for retail development.

A site on Route 158 near the split with Highway 34 has positive elements including reasonable traffic volumes, a more central location within Camden County and proximity to residents of western Currituck County, but this site lacks the pre-emptive location of the Route 158/343 intersection.

GROCERY STORE PROSPECTS

Food Lion is the dominant grocery operator in Northeastern North Carolina based on store count. Food Lion operates three stores in Elizabeth City, single units in Moyock, Grandy, Columbia, and Hertford, and three stores on the Outer Banks (Nags Head, Kill Devil Hills, and Corolla). The Food Lion stores in Elizabeth City range in size and age but are all attractive and well-maintained. Food Lion’s stores range in size from 15,000 to 30,000 square feet; Food Lion aggressively pursues market share and often “pioneers” in early-opportunity locations. Average sales per unit are estimated at \$10.5 million.

- Food Lion is a strong candidate for Camden County.

Walmart operates supercenters with general merchandise and groceries on the Route 17 Bypass in Elizabeth City and on the Outer Banks in Kitty Hawk. Walmart operates supercenter stores in southern Chesapeake that are located on Routes 17 and 168.



- Walmart is not a prospect for Camden County. Its existing Supercenter on Route 17 in Elizabeth City provides adequate market coverage for general merchandise.

Walmart Express is a new concept store being tested by Walmart in small communities. Ten Walmart Express sites have been announced within North Carolina, but the closest trial locations are in Greene, Wayne, and Pitt counties. Stores range in size from 12,000 to 25,000 square feet and offer a full assortment of grocery items with selected general merchandise. Some locations have an in-store pharmacy; others offer gasoline.

- Walmart Express should be considered as a strong prospect for Camden County. A Walmart Express store would enable Walmart to gain market share by penetrating the area located between its existing supercenters in Elizabeth City and Nags Head.

Farm Fresh operates one full-line grocery/pharmacy combination store in Elizabeth City. This is the company's only store in North Carolina although an Edenton location was under consideration several years ago. Farm Fresh's corporate parent (SuperValu) has experienced difficulty in recent years and recently began exploring options to sell the company; limited expansion of the Farm Fresh concept is expected under current ownership. The targeted sales volume for new units is \$20 million+ per unit; the estimated average sales volume per unit is \$19.2 million.

- At this time, it is not reasonable to expect interest from Farm Fresh. This chain has retrenched within its core market due to declining sales and declining market share. Its single store in Elizabeth City is already an anomaly. The minimum expected sales volume of \$18-\$20 million is higher than the projected level of sales within the Camden Grocery Area.

Paradise Grocery is a locally-owned grocery store in South Mills. It is currently Camden County's most complete supermarket. Estimated sales in 2011 were \$2.4 million.

- Paradise Grocery, a South Mills supermarket, should be considered for a Camden location if it is adequately profitable to expand.

Harris Teeter has aggressively expanded in the Norfolk-Virginia Beach-Chesapeake market and operates three stores on the Outer Banks, but this chain has not entered relatively rural communities such as Camden County. Harris Teeter's general sales threshold is \$20 million or more, and their model is 40,000-55,000 square foot stores. While Harris Teeter could look for a site in the area, its interest would be in a location that offers penetration of Elizabeth City.



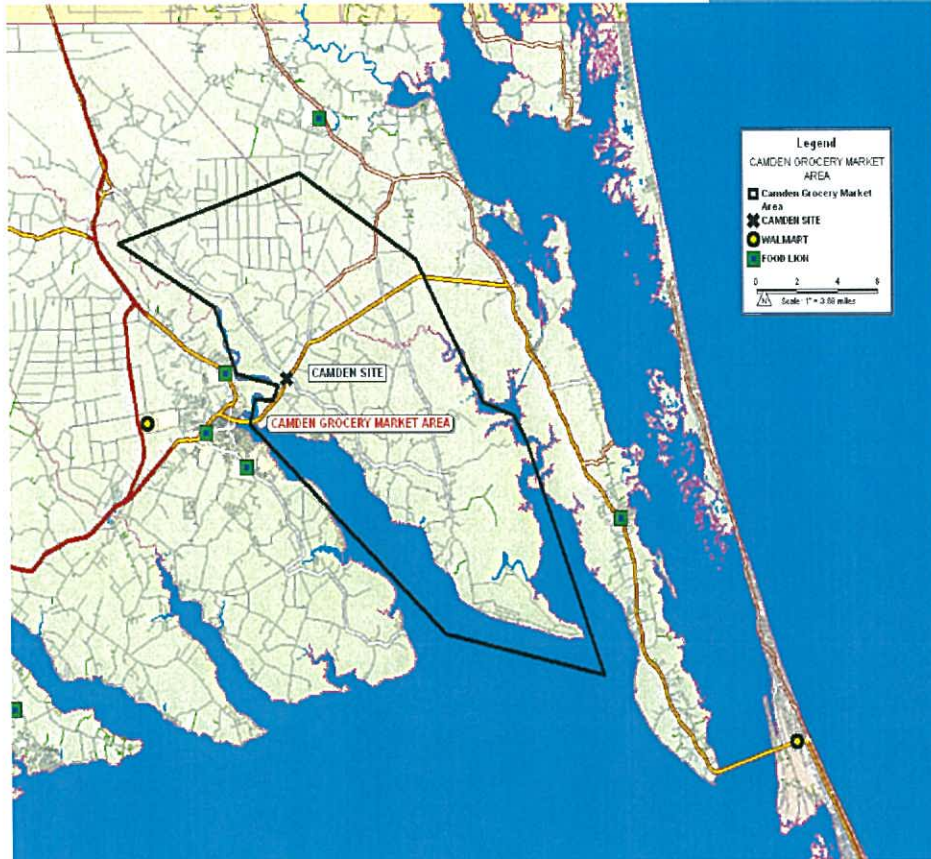
- At this time, Harris Teeter is not considered to be a viable candidate for a development in Camden County.

Kroger operates more than a dozen stores in the Raleigh-Durham market but has not embarked on a strategy for Northeastern North Carolina. The company's current focus is on "mega-stores" of approximately 150,000 square feet offering a broad range of supermarket items plus home-oriented general merchandise.

- Kroger is seeking "major market" sites for this concept store and is therefore not a likely target for Camden County.

Aldi is a rapidly growing chain that has expanded its original offering of canned/boxed goods and a limited selection of meats and produce. The store's niche is "everyday low prices." Stores are typically 10,000 square feet. Aldi operates 1,000 stores in 31 states including 20 in North Carolina (5 in the Raleigh area). Average sales per unit are estimated at \$5.7 million.

- Aldi's describes its stores as resources where the typical shopper can complete about 90 percent of her grocery shopping. Aldi's current site requirements specify buildings of approximately 16,000 square feet in trade areas with 35,000 residents within a 3-mile radius or counties with populations of 40,000 or more. Neither the Camden Grocery Market Area nor Camden County meet this population threshold.
- Residents within the black polygon generally reside closer to the Camden site than to an existing Walmart or Food Lion store. This is the basis for designating this area as the Camden Grocery Market Area.
- The map on the following page shows existing grocery store competition within and adjacent to the Camden Grocery Market Area. Walmart stores are indicated by a black circle with yellow dot; Food Lion stores are indicated by a green box with a blue center. The recommended Camden retail site is shown as a black **X**.



DEVELOPMENT STRATEGIES

Retail development begins with a development strategy that identifies a prospective lead anchor tenant. Tenant solicitation can be undertaken by a developer or by Camden County's Department of economic Development.

There are three strategies to be considered:

1. Food Lion-anchored shopping center with additional retail/restaurant/service tenants
2. Walmart Express-anchored shopping center with limited additional tenant space (or no additional small tenant space)
3. Paradise Grocery-anchored shopping center with additional retail/restaurant/service tenants

Food Lion



A Food Lion-anchored shopping center could encompass a supermarket with additional uses such as a pharmacy, general merchandise discount store, casual restaurant(s), and personal services. A shopping center could range up to 52,000 square feet:

Food Lion:	25,000 square feet
Pharmacy:	7,500 square feet
General merchandise:	5,000 square feet
Casual restaurants (2):	5,000 square feet
Miscellaneous retail:	5,000 square feet
Personal services:	<u>4,500 square feet</u>
Total development:	52,000 square feet

- From a strategic perspective, Food Lion’s focus on groceries enhances the potential of attracting a pharmacy as well as a discount general merchandise retailer such as Family Dollar or Dollar General.
- Food Lion is the region’s dominant supermarket operator in store count and perhaps in sales volume as well. A Camden store fits Food Lion’s logistics network of servicing stores in Elizabeth City as well as Moyock, Grandy, Columbia, and the Outer Banks.
- Food Lion may be concerned about sales transfer from its Elizabeth City stores to a new store in Camden; however, sales transfer is unlikely to destabilize a single Food Lion store. On the other hand, Food Lion has market share to protect and may suffer a higher level of sales erosion if a competitor responds to the market opportunity in Camden than if Food Lion opens its fourth local store.

Walmart Express

Walmart has launched an exciting concept store for smaller communities that could fit the market opportunity in Camden County. With an aggressive roll-out of 10 stores in North Carolina, Walmart Express could give Walmart greater penetration of the area between its Elizabeth City and Kitty Hawk supercenters.

Because Walmart Express contains a supermarket plus a pharmacy and an assortment of non-grocery items and general merchandise, it is possible that small tenant space in a shopping center anchored by Walmart Express would be limited to a few small tenants focused on casual food and personal services. Walmart Express would likely prevent co-tenancy by a general merchandise discounter such as Family Dollar/Dollar General by lease restriction.



Walmart Express:	12,000-20,000 square feet
Casual restaurants (2):	5,000 square feet
Personal services:	<u>2,500 square feet</u>
Total development:	19,500-27,500 square feet

- A Walmart Express-anchored shopping center may be half the size of a Food Lion-anchored shopping center.
- It is possible that a smaller shopping center built around Walmart Express could achieve comparable total sales volume of a larger shopping center anchored by Food Lion. The county would derive lower property tax revenue from a physically smaller center and there would be fewer jobs created in the smaller center than a larger shopping center.
- Walmart is always an aggressive competitor. Walmart may have greater motivation to enter the Camden County Grocery Market to gain market share against Food Lion. A dual store strategy for Walmart Express involving locations in Camden and the Route 168 corridor near Moyock or Barco would give Walmart strong market position relative to its supercenters and competing Food Lion stores.

Paradise Grocery

Paradise Family Grocery, located on Main Street in South Mills, is an independent grocery operator. The building appears to span approximately 10,000 square feet and estimated sales are \$2.4 million.

Paradise Family Grocery survives in a highly competitive industry because of its convenient location and community roots. These factors could enable Paradise to succeed in Camden with a second location. Certain business efficiencies related to advertising and bulk purchasing may be achievable with a second location.

Paradise Family Grocery:	20,000 square feet
Pharmacy:	7,500 square feet
General merchandise:	5,000 square feet
Casual restaurant :	2,500 square feet
Miscellaneous retail:	4,000 square feet
Personal services:	<u>2,500 square feet</u>
Total development:	41,500 square feet



- To a real estate developer, a local operator such as Paradise Family Grocery may be less creditworthy in the eyes of lenders. A lease executed with a national chain operator is viewed as a valid basis for borrowing; a lease with a local operator may not have the same positive impact on development financing.
- From a leasing perspective, tenants considering specialty space in a shopping center would generally place more confidence in the drawing power of a regional or national chain anchor than a local merchant.

Camden County appears ready to support basic “convenience goods” retailers if appropriate retail infrastructure is developed. Camden County Economic Development Department’s goal should be to demonstrate to grocery store operators that there is adequate sales support for a new grocery store in Camden County that can serve all/portions of Camden County and a portion of neighboring Currituck County. A second goal is to solicit shopping center developers based on the opportunity defined in this document.

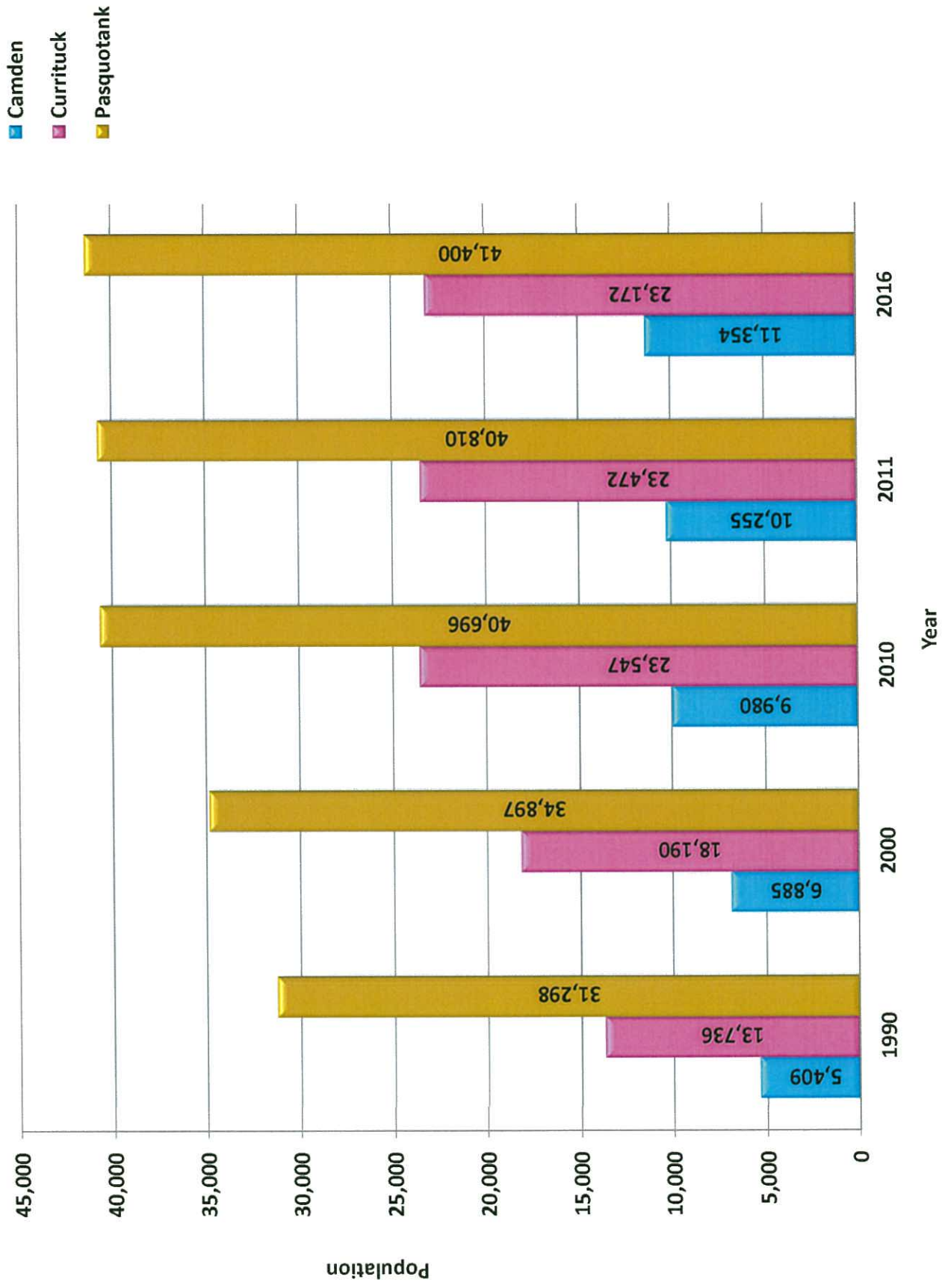
Attracting a grocery store to Camden County would generate jobs, sales taxes, and real estate taxes; all of these fiscal benefits would be amplified if a shopping center is developed around a grocery store. Increased convenience to residents of having a grocery store in Camden County cannot be measured but would certainly be felt in less gas used to drive to Elizabeth City for grocery shopping.

Sincerely,

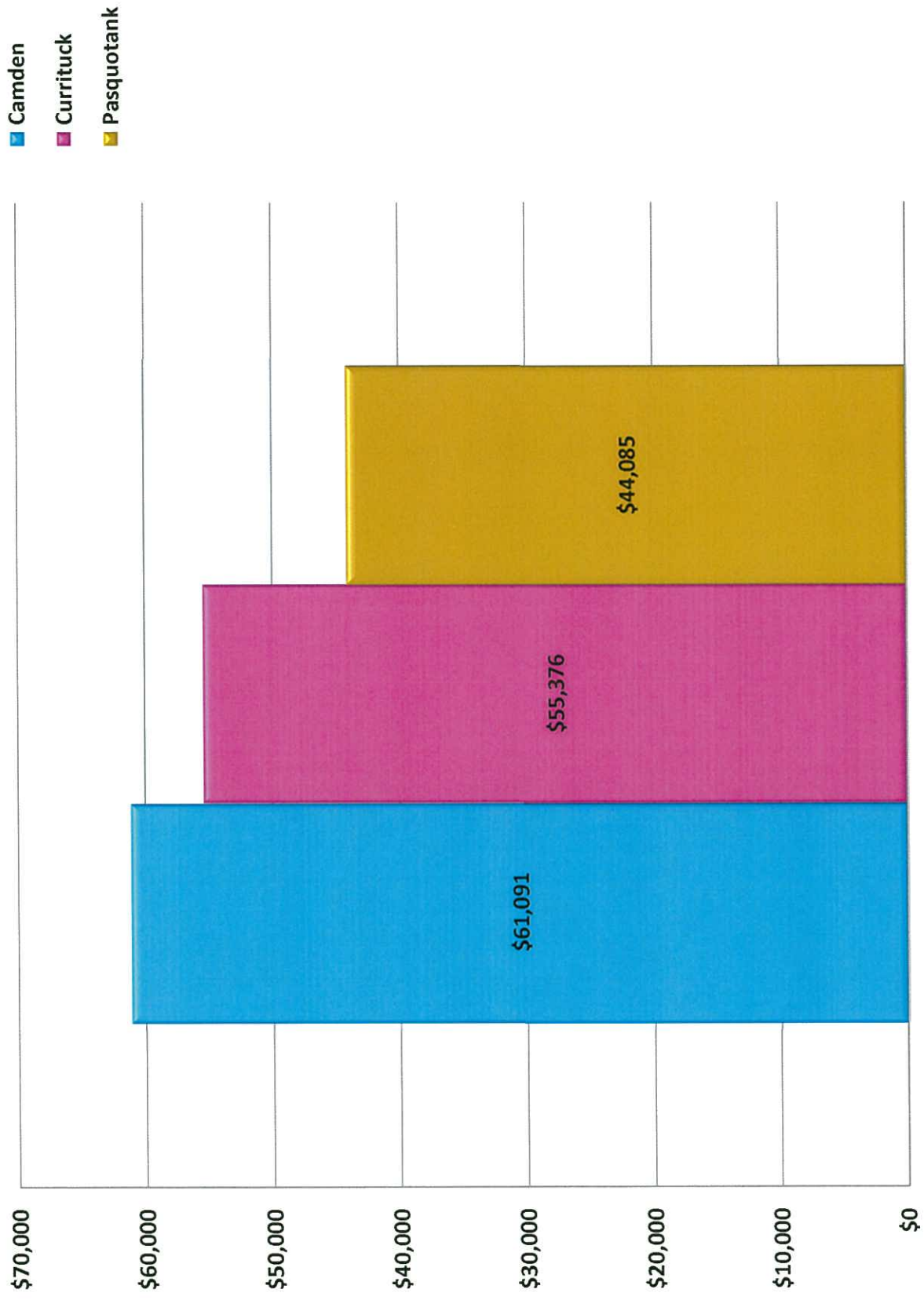
Blount Hunter

President

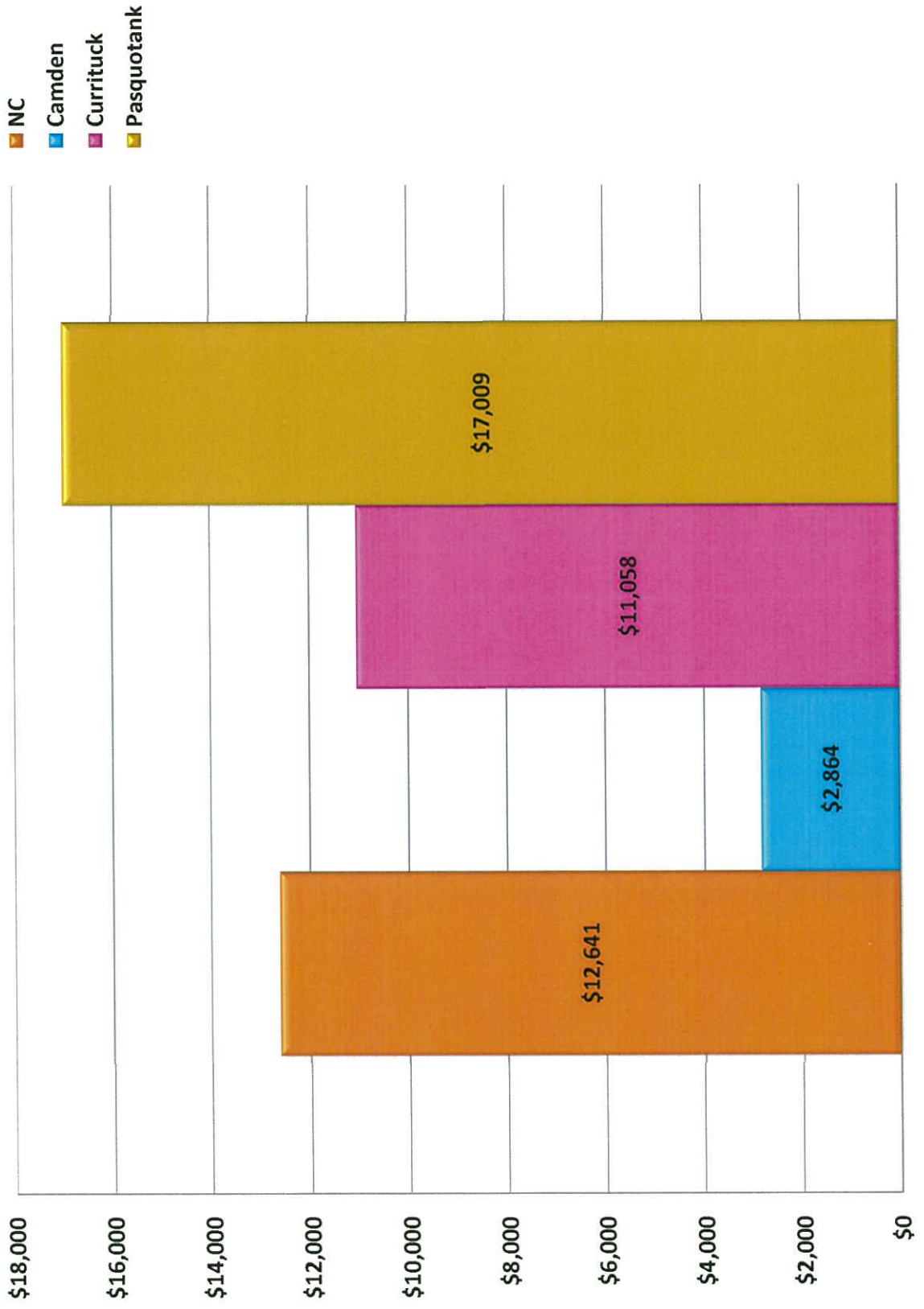
Population Growth By County



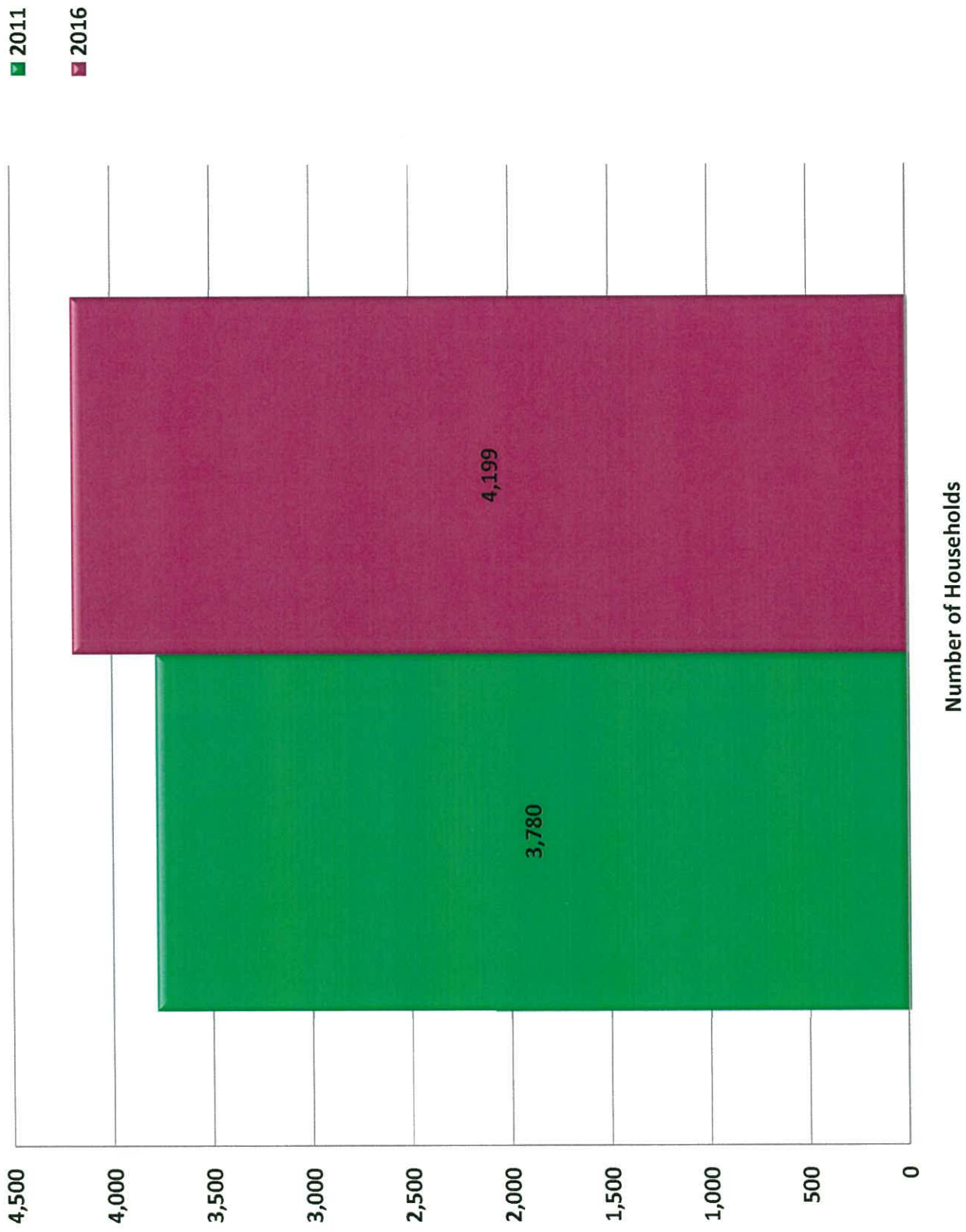
2010 Median Household Income



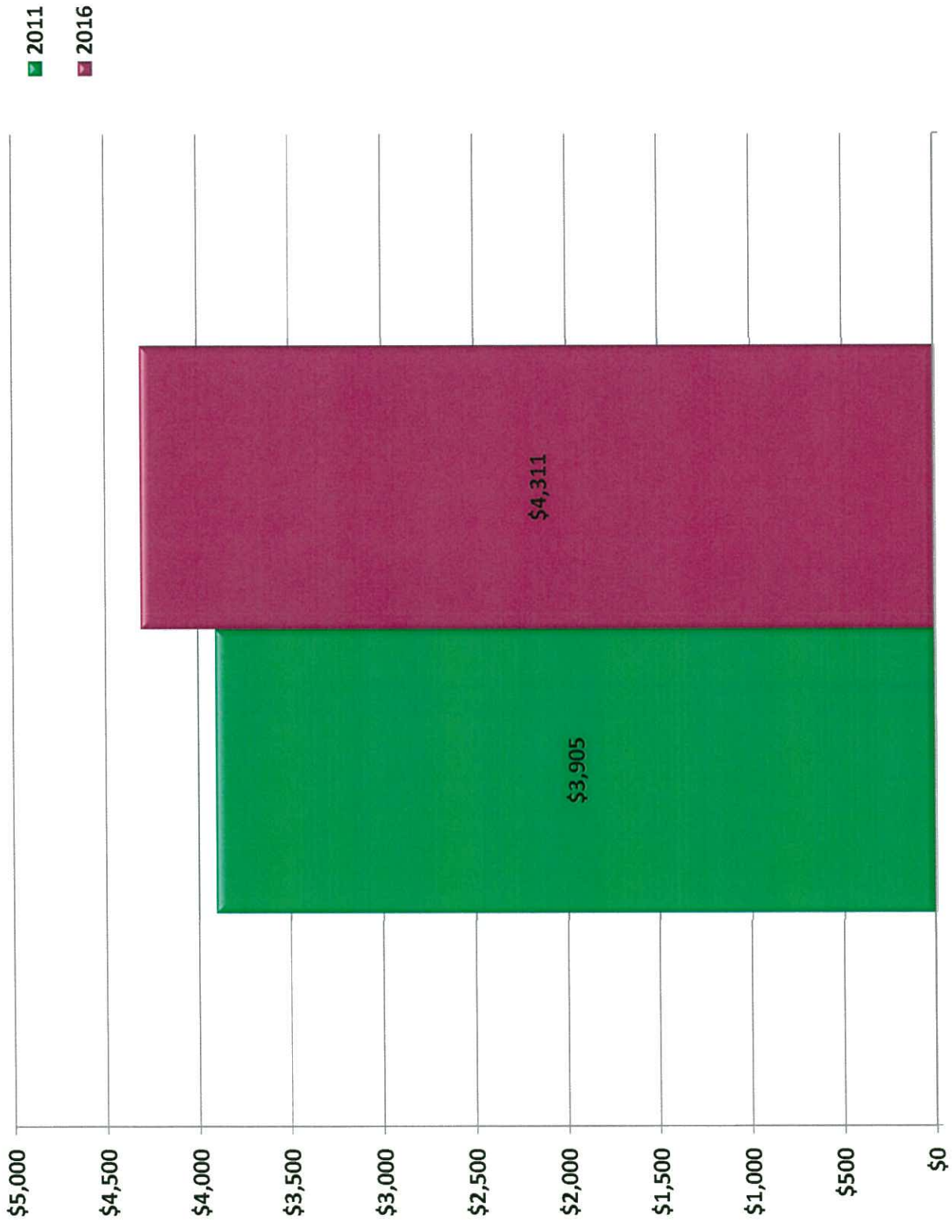
2007 Per Capita Retail Sales, State and Regional



Camden County Households

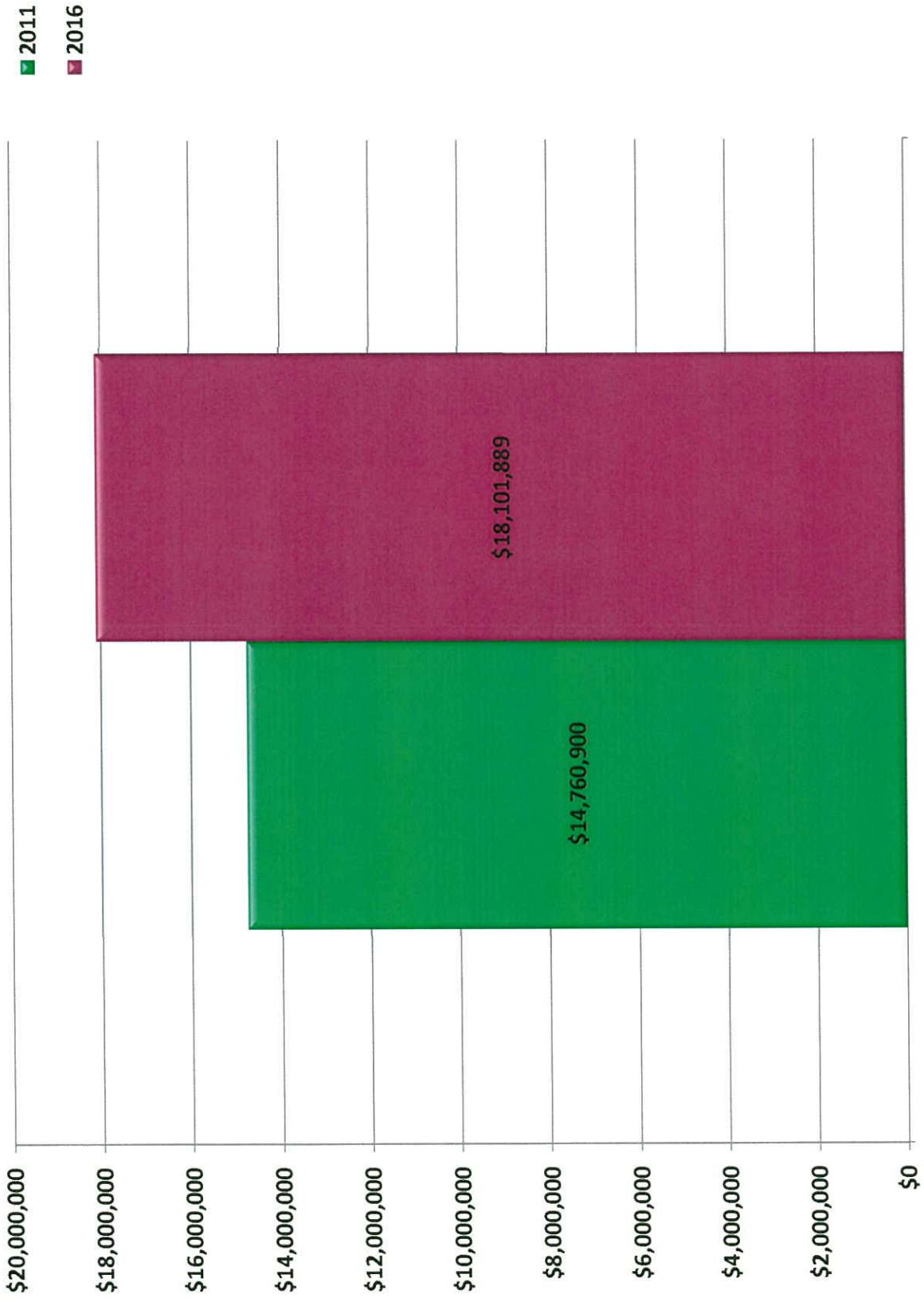


Food at Home Spending



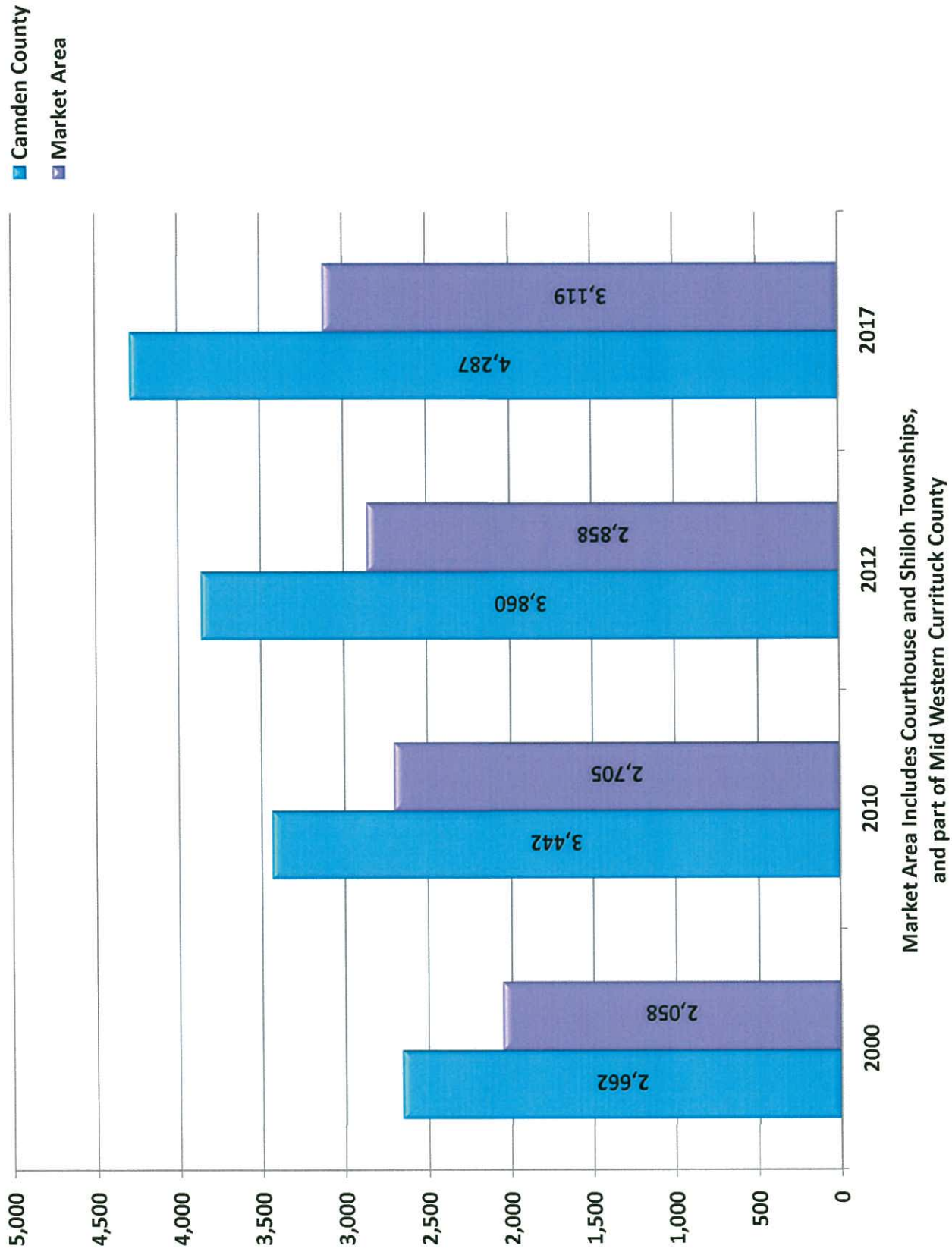
Camden County Food Spending Per Household Per Year

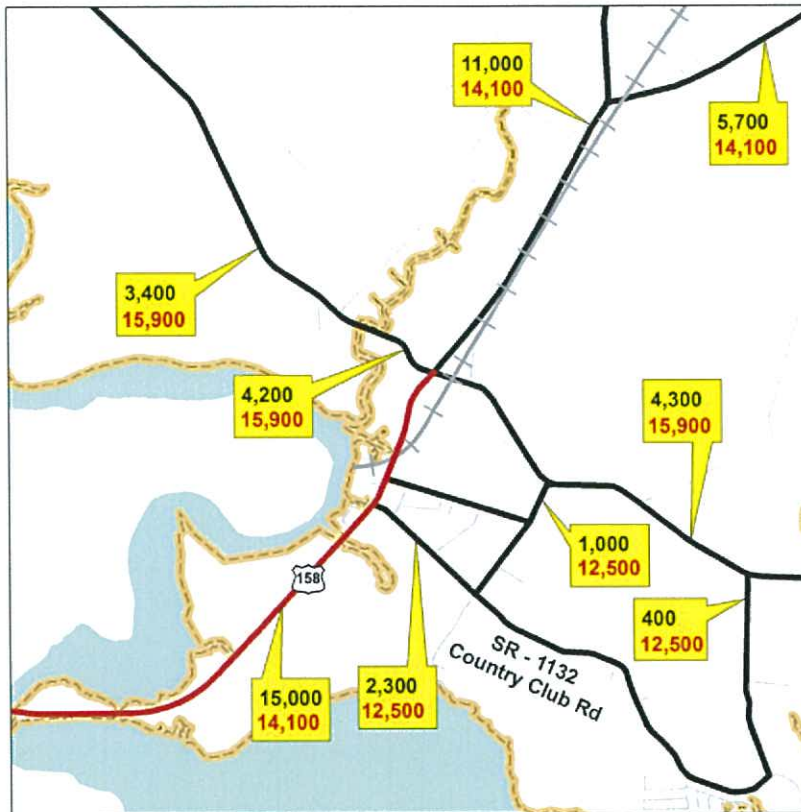
Food at Home Sales Potential



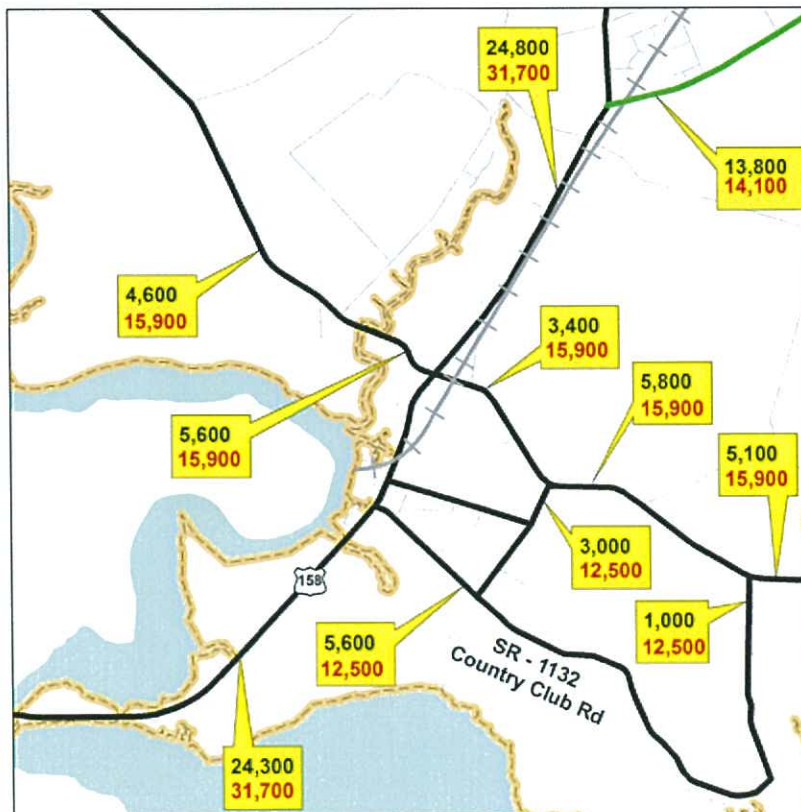
Camden County Sales Potential: Food at Home

Households in Camden County vs. Market Area





2010 Traffic Volumes in Black – Capacities in Red



2040 Traffic Volumes in Black – Capacities in Red

NCDOT - North Carolina Department of Transportation

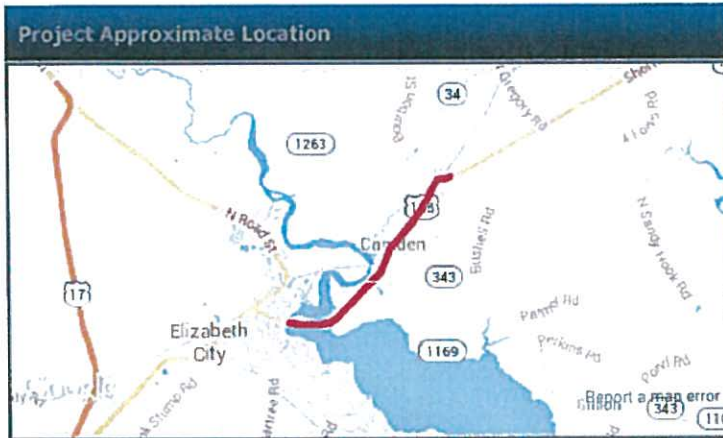
Home » Projects » Project Search » Project Details

Project Details

Summary [R-2414A](#) [R-2414B](#)

Project #:R-2414

Summary



This map identifies likely corridors, not definite or final locations, and are subject to change during the planning or design process.

Description

US 158/NC 34, EAST OF PASQUOTANK RIVER IN ELIZABETH CITY TO EAST OF NC 34 IN BELCROSS. WIDEN TO MULTI-LANES.

What is a Project Summary?

A Project Summary is an overview of related smaller projects called "segments." These segments are typically denoted with a letter (A, B, C, .. or AA, BB, ...) after the project number.

Project Fast Facts

Counties: CAMDEN

Project #: R-2414

Contact Us

For more information and general questions regarding projects:

Phone: 1-877-DOT-4YOU
(1-877-368-4968)

Email: [Contact Us](#)

NCDOT - North Carolina Department of Transportation

[Home](#) » [Projects](#) » [Project Search](#) » [Project Details](#)

Project Details

[Summary](#) [R-2414A](#) **[R-2414B](#)**

Project #:R-2414B

Description

NO DESCRIPTION AVAILABLE

Construction Project Information

Contractor:

■ **Name:**
BARNHILL CONTRACTING
COMPANY

■ **Contract Amount:**
\$23,378,567.09

■ **Completion Date:**
5/2015

DOT Project Manager:

■ **Name:**
Randy Midgett, PE

■ **Phone:**
(252) 331-4860

Project Fast Facts

Counties: CAMDEN

Project #: R-2414B

Contact Us

For more information and general questions regarding projects:

Phone: 1-877-DOT-4YOU
(1-877-368-4968)

Email: [Contact Us](#)

Robinson Property

General Information

Address: US Hwy 158 West
City: Camden
State, Zip: NC, 27921

Near Courthouse Township,
3 miles from Elizabeth City

Zoning

Zoning: R-3-2, Residential
Rezoning Possible
Former Use: Agriculture

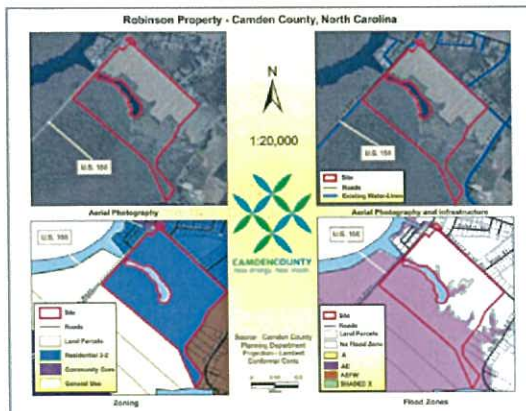
Pricing

Price:
Terms:

Access

Closest Hwy/Interstate: US Hwy 158
Miles to Hwy/Interstate: Adjacent
Access Road: Country Club Road
Rail Service:
Closest Airport(s): Norfolk International
Currituck & Elizabeth City
Municipal Airports

Location Map



Site Description

100 Acres +/-
Property abuts US Hwy 158 and Country Club Rd
Traffic: Approximately 15,000 vehicles per day
River inlet access for small boats
NCDOT widening of Hwy 158 in process

Utilities

Electricity: Dominion North Carolina Power
Water: Camden County
Wastewater: Camden County
Available/Extension needed
Natural Gas:
Telephone: Century Link

Contacts

Owner: Charlie Robinson

Phone: (252) 335-5200
Email: Crobinson@roadrunner.com
Fax: (252) 335-5201

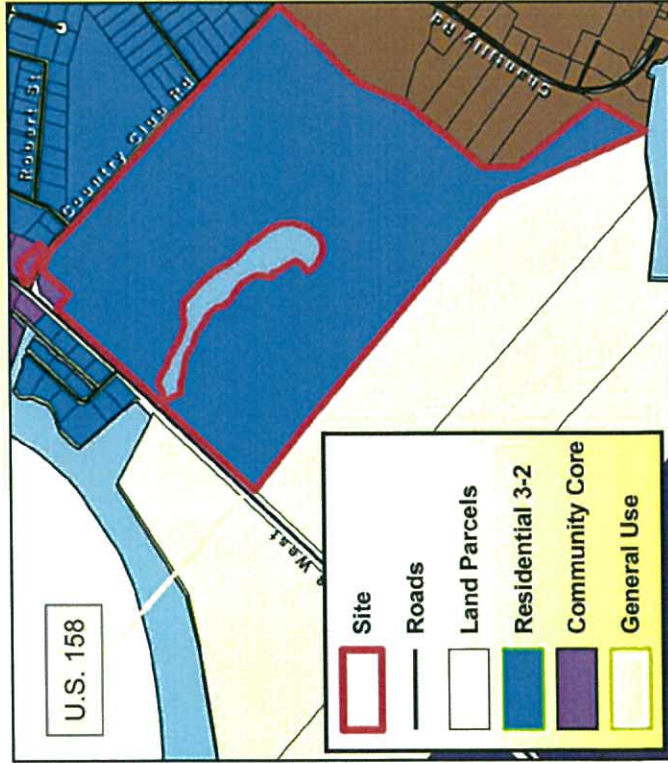
Local Government: Charlie Bauman
Economic Developer
Phone: (252) 338-6363 x 103
Email: cbauman@camdencountync.gov
Fax: (252) 331-7831

Local Government: Dan Porter
Planning Director
Phone: (252) 338-1919 x 263
Email: dporter@camdencountync.gov
Fax: (252) 333-1603

Robinson Property - Camden County, North Carolina



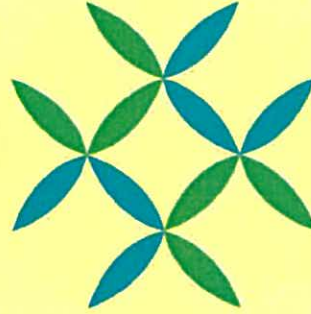
Aerial Photography



Zoning

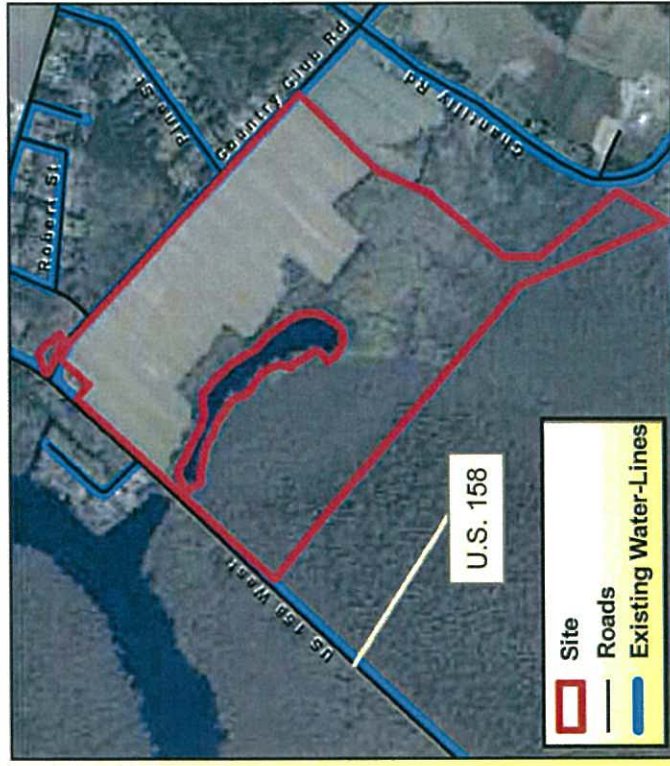


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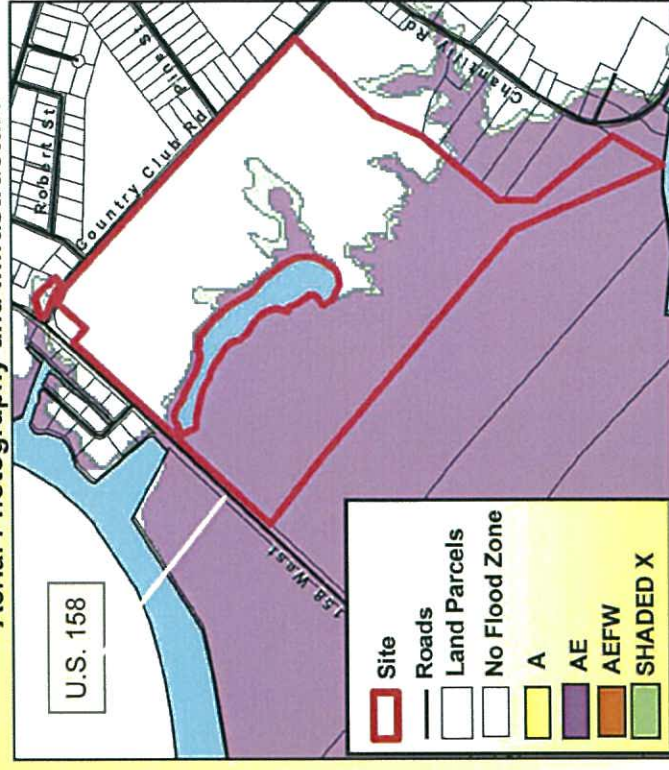


CAMDEN COUNTY
new energy. new vision.

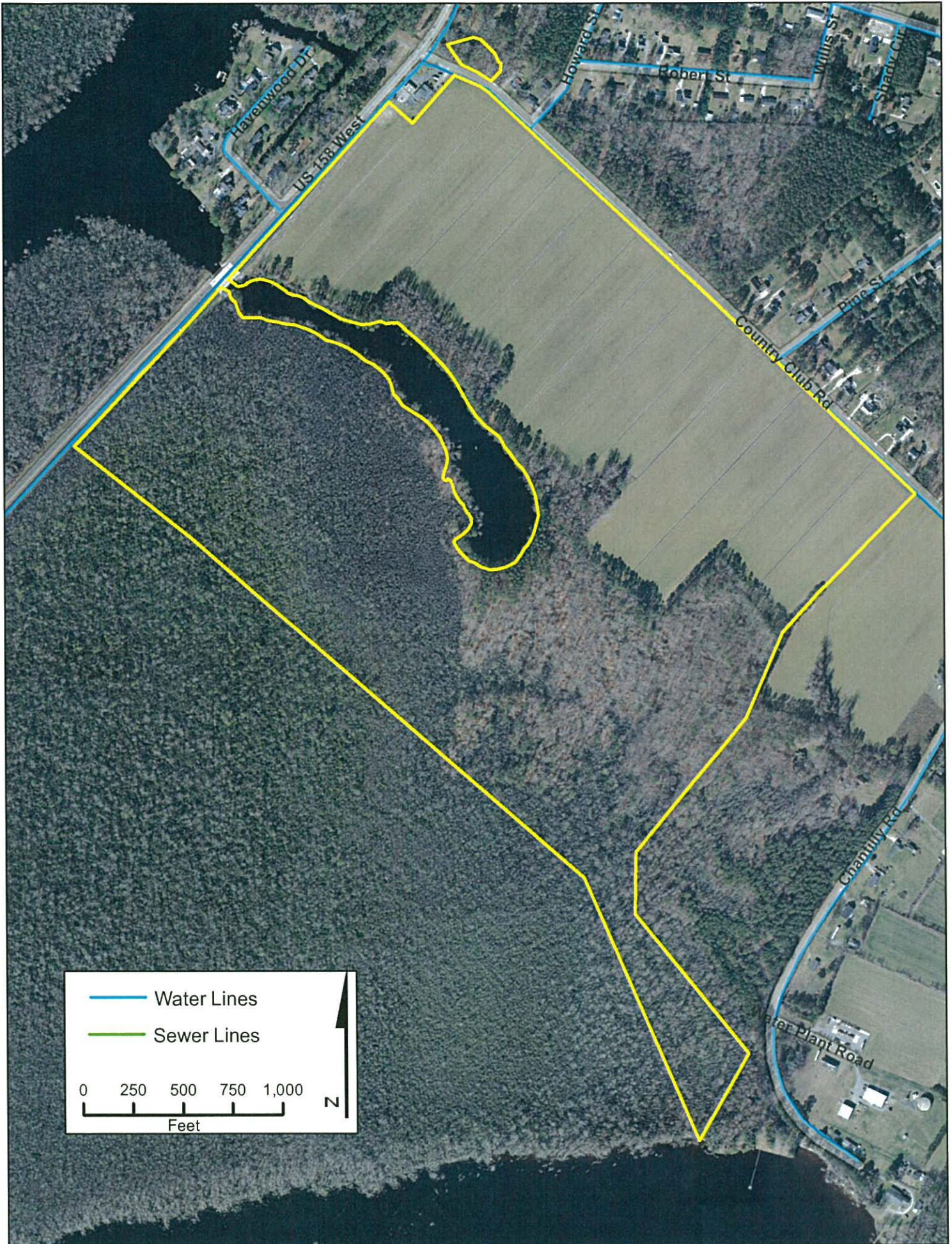
Source - Camden County
Planning Department
Projection - Lambert
Conformal Conic



Aerial Photography and Infrastructure



Flood Zones



Upton Commercial Property

General Information

Address: Intersection of US Hwy 158
West and Upton Road
City: Camden
State, Zip: NC, 27921

Zoning

Zoning: CC
Community Core
Former Use: Vacant / Wooded

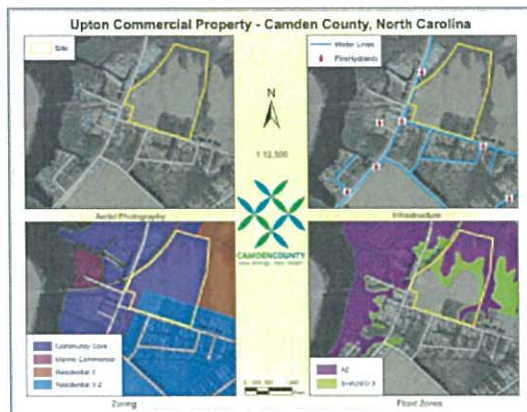
Pricing

Price:
Terms:

Access

Closest Hwy/Interstate: US Hwy 158
Miles to Hwy/Interstate: Adjacent
Access Road:
Rail Service:
Closest Airport(s): Norfolk International
Currituck & Elizabeth City
Municipal Airports

Location Map



Site Description

- Approx. 51 acres
- Approx. 1.5 acres road frontage (Hwy 158)
- Lot is Approx 320 feet deep
- Flood Zone: X / AE
- Within walking distance of Camden County Courthouse and High School
- Traffic Count: Approx. 15,000 vehicles per day

Utilities

Electricity: Dominion North Carolina Power
Water: Camden County
Wastewater: Camden County
Available / Extension Possible
Natural Gas:
Telephone: Century Link
High Speed: Century Link &
Internet: Mediacom

Contacts

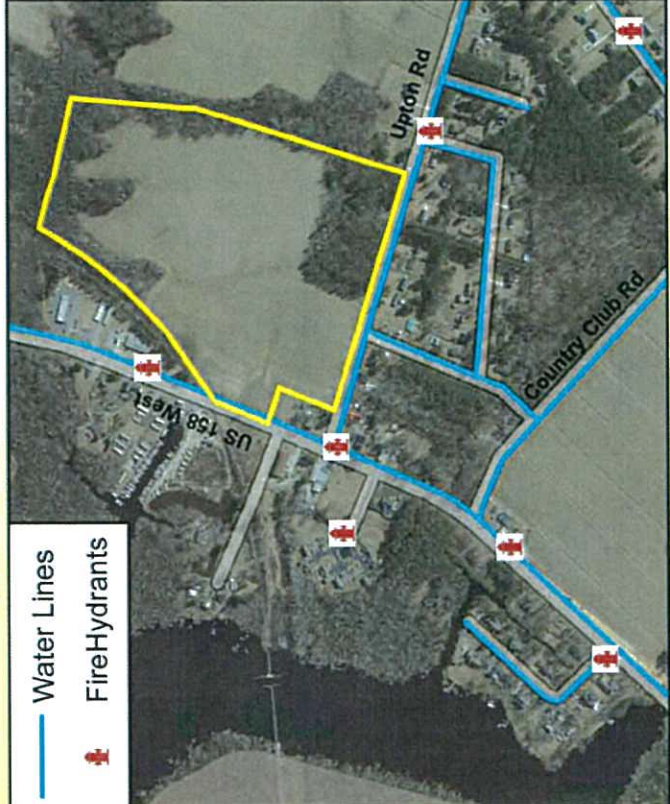
Owner: Evelynnn Upton

Phone: (252) 338-8515
Email:
Fax:

Local Government: Charlie Bauman
Economic Developer
Phone: (252) 338-6363 x 103
Email: cbauman@camdencountync.gov
Fax: (252) 331-7831

Local Government: Dan Porter
Planning Director
Phone: (252) 338-1919 x 263
Email: dporter@camdencountync.gov
Fax: (252) 333-1603

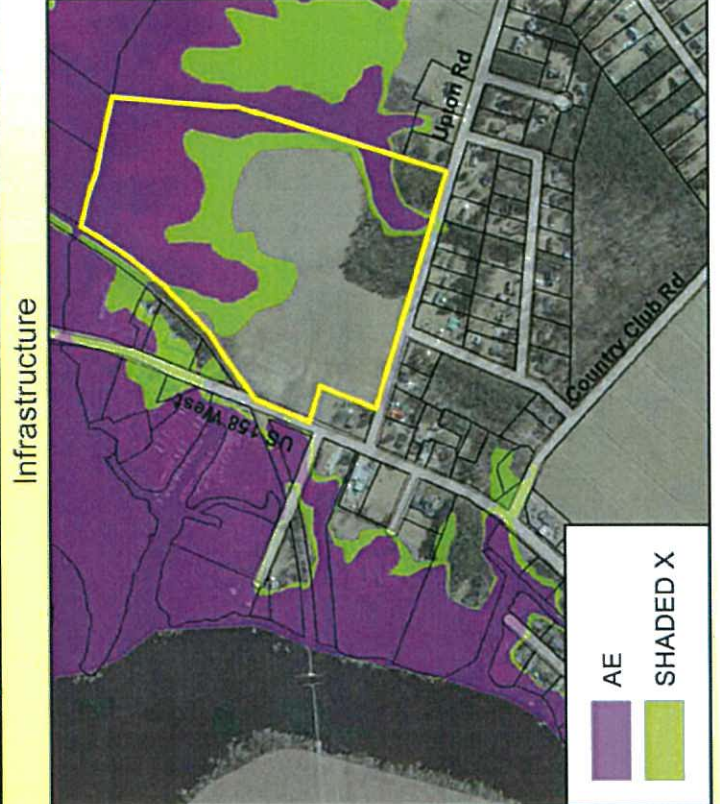
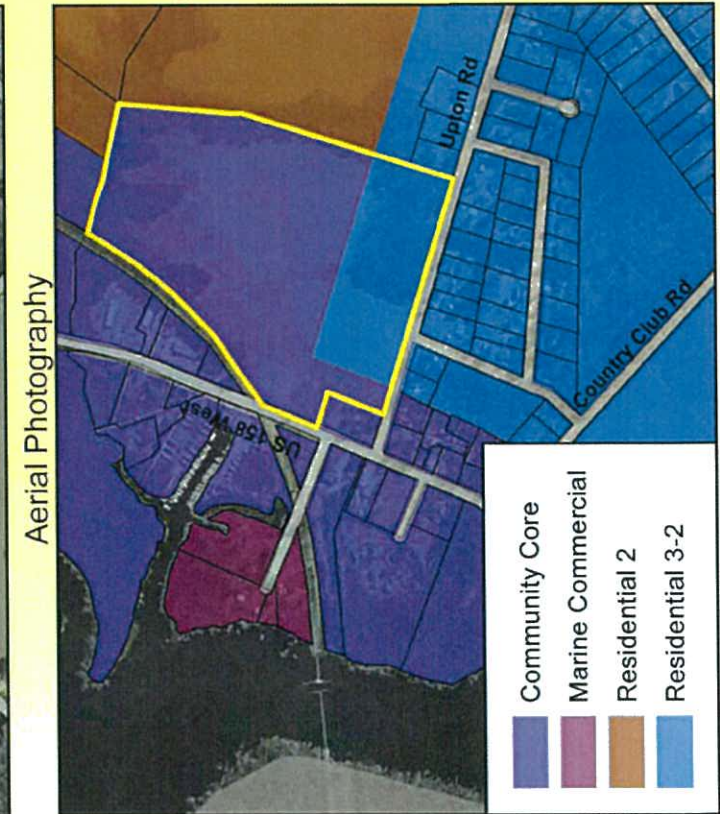
Upton Commercial Property - Camden County, North Carolina

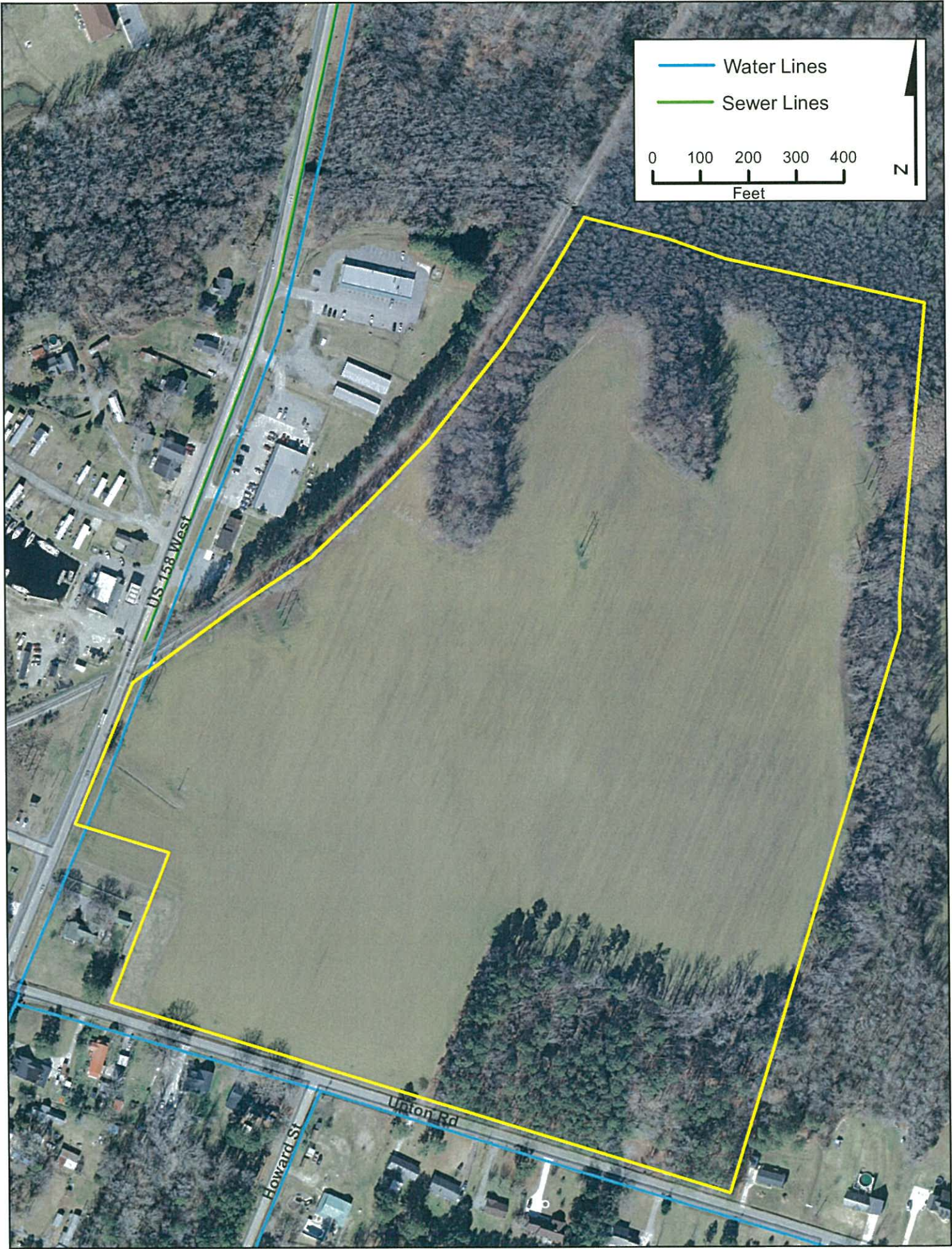


1:12,500



CAMDEN COUNTY
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Towne Center Property

General Information

Address: Intersection of NC Hwy 343
and US Hwy 158
City: Camden
State, Zip: NC, 27921

Zoning

Zoning: CC
Community Core
Former Use: Vacant

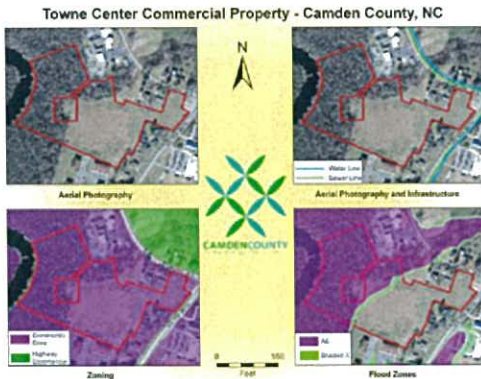
Pricing

Price:
Terms:

Access

Closest Hwy/Interstate: NC Hwy 343 and
US Hwy 158
Miles to Hwy/Interstate: Adjacent
Access Road:
Rail Service:
Closest Airport(s): Norfolk International
Currituck & Elizabeth City
Municipal Airports

Location Map



Site Description

16 Acres +/-
2 to 3 out parcels plus office / retail center.
Traffic: Approximately 15,000 vehicles per day
Within walking distance of Camden County
Courthouse and Camden County High School

Utilities

Electricity: Dominion North Carolina Power
Water: Camden County
Wastewater: Camden County
Available/Extension possible
Natural Gas:
Telephone: Century Link

Contacts

Owner: William Owens

Phone: (252) 335-2901
Email:
Fax:

Local Government: Charlie Bauman
Economic Developer
Phone: (252) 338-6363 x 103
Email: cbauman@camdencountync.gov
Fax: (252) 331-7831

Local Government: Dan Porter
Planning Director
Phone: (252) 338-1919 x 263
Email: dporter@camdencountync.gov
Fax: (252) 333-1603

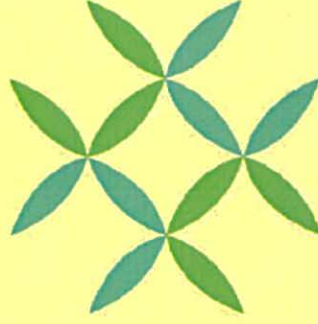
Towne Center Commercial Property - Camden County, NC



Aerial Photography



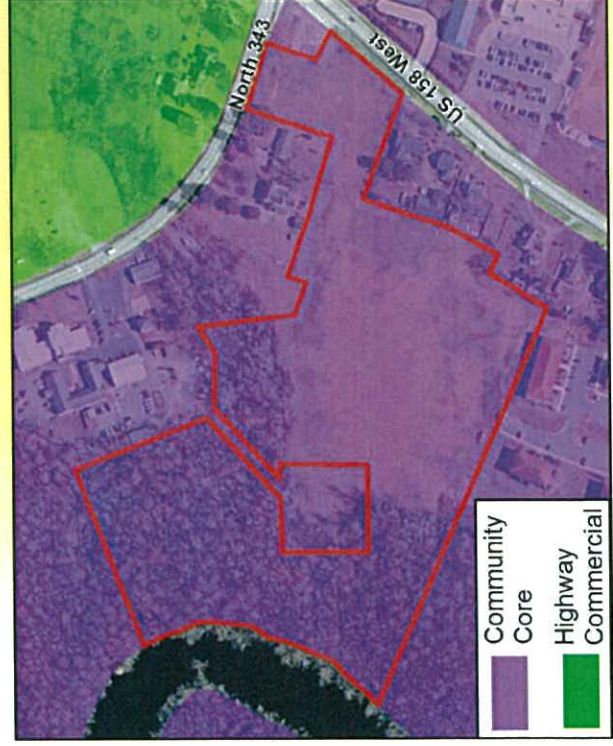
Aerial Photography and Infrastructure



CAMDEN COUNTY
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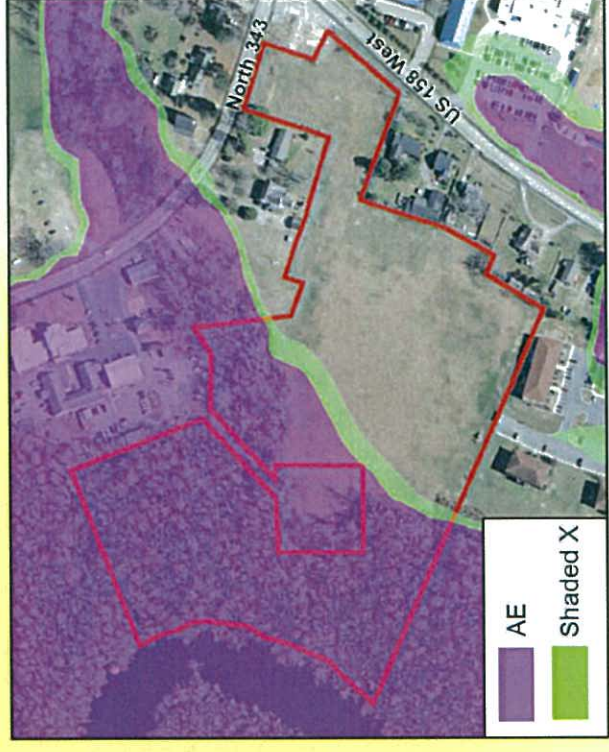


Feet



Zoning

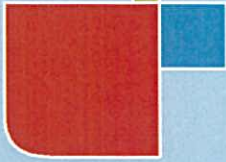
- Community Core
- Highway Commercial



Flood Zones

- AE
- Shaded X





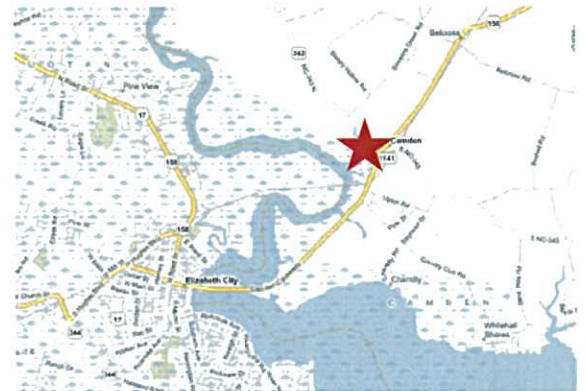
RETAIL FOR LEASE

CAMDEN TOWNE CENTER

Highway 158 & Highway 343
Camden, North Carolina



- Units starting at 1,400 SF
- 60,000 SF
- Delivery Fall 2013
- High visibility
- Tenants include Todd's Pharmacy & a medical facility
- \$16.00 PSF
- Three 1.1 acre outparcels for sale
- Corner of Highway 158 & Highway 343; Adjacent to the Camden County Courthouse and Camden County High and Middle Schools
- Just east of Elizabeth City
- Traffic counts –13,000 VPD



DEMOGRAPHICS

	1 Mile	3 Mile	5 Mile
Population	370	3,671	25,646
Median HH Income	\$57,870	\$55,318	\$46,424

FOR MORE INFORMATION, PLEASE CONTACT:

Kevin O'Keefe

757.499.2790

kevin.okeefe@thalhimer.com

Natalie Hucke

757.213.4142

natalie.hucke@thalhimer.com

Sharon Ryals-Taylor

757.213.4145

sharon.ryals-taylor@thalhimer.com

CUSHMAN & WAKEFIELD | THALHIMER

The Town Center of VA Beach | 222 Central Park Ave.

Suite 1820, Virginia Beach, VA 23462

757.499.2900

thalhimer.com



CUSHMAN & WAKEFIELD

THALHIMER

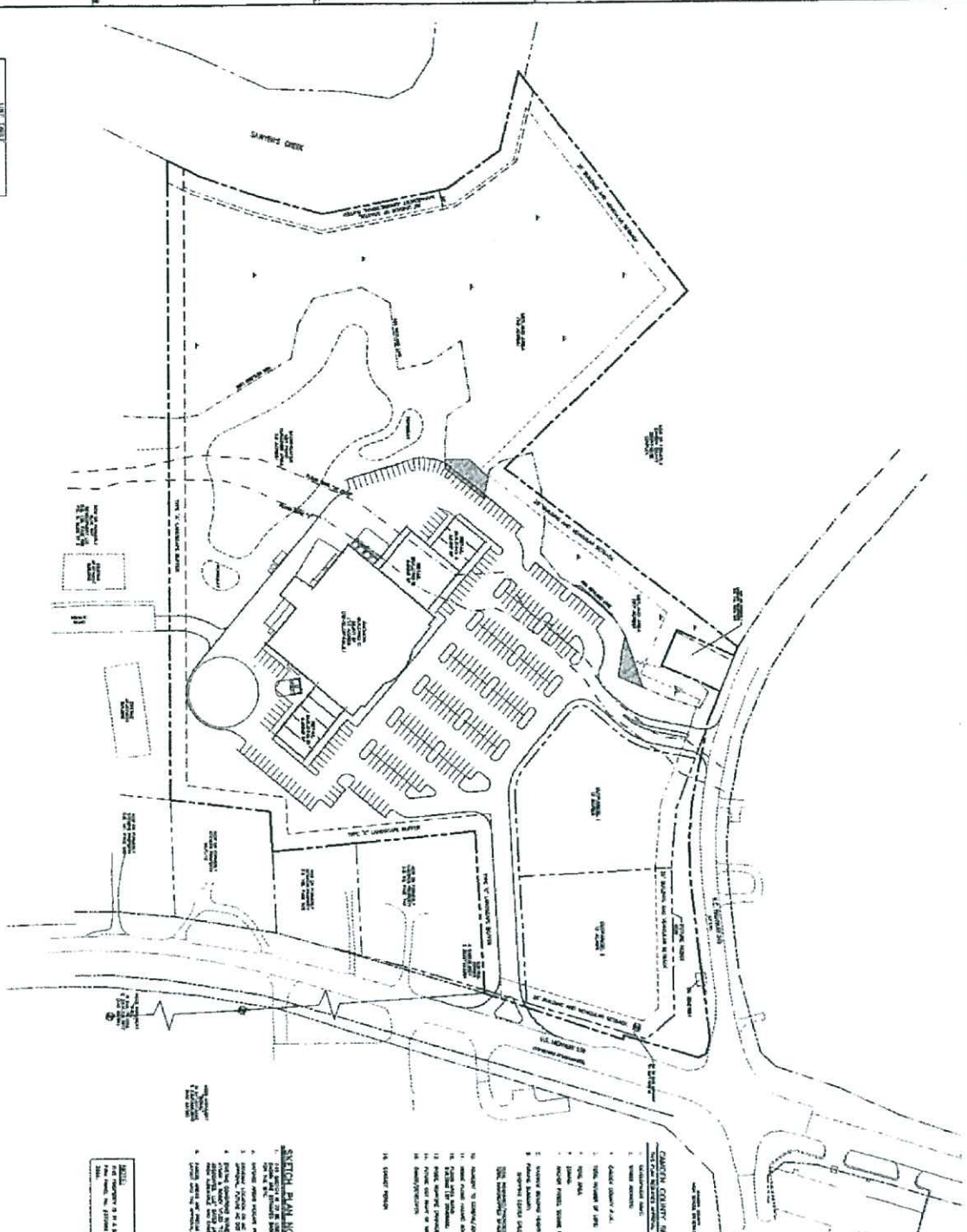
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RETAIL SERVICES

Although the information contained herein was provided by sources believed to be reliable, Thalhimer makes no representation, expressed or implied, as to its accuracy and said information is subject to errors, omissions or changes.

VIRGINIA Richmond | Virginia Beach | Newport News | Fredericksburg | Roanoke | Lynchburg
NORTH CAROLINA Charlotte | Raleigh SOUTH CAROLINA Charleston | Greenville

NO.	DESCRIPTION	DATE
1	ISSUED FOR PERMITS	05/10/04
2	ISSUED FOR PERMITS	05/10/04
3	ISSUED FOR PERMITS	05/10/04
4	ISSUED FOR PERMITS	05/10/04
5	ISSUED FOR PERMITS	05/10/04
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8	ISSUED FOR PERMITS	05/10/04
9	ISSUED FOR PERMITS	05/10/04
10	ISSUED FOR PERMITS	05/10/04



SKETCH PLAN NOTES

1. ALL DIMENSIONS ARE TO FACE UNLESS NOTED OTHERWISE.

2. ALL DIMENSIONS ARE TO FACE UNLESS NOTED OTHERWISE.

3. ALL DIMENSIONS ARE TO FACE UNLESS NOTED OTHERWISE.

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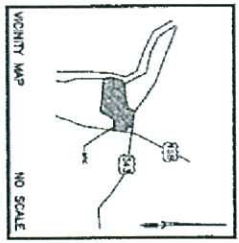
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49. 10' WIDE DRIVEWAY
50. 10' WIDE DRIVEWAY

NOT FOR CONSTRUCTION

NORTH

CONCEPT SKETCH LAYOUT

SCALE: 1" = 60'



01

CC

CONCEPT SKETCH LAYOUT

SCALE: 1" = 60'

CONCEPT SKETCH LAYOUT FOR:
CAMDEN TOWNE CENTER
 1010 HIGHWAY 293
 COLUMBIANA TOWNSHIP
 CAMDEN COUNTY, NORTH CAROLINA

D
 Design Group

1111 North Elm Street
 Raleigh, NC 27602
 Tel: 919.489.9100
 Fax: 919.489.9101
 www.dsgroup.com





RETAIL

CAMDEN TOWNE CENTER

Highway 158 & Highway 343
Camden, North Carolina

RETAIL FOR LEASE



- Units starting at 1,400 SF
- First phase – 15,000 SF; Total project – 60,000 SF
- Delivery Fall 2013
- High visibility
- Tenants include Todd's Pharmacy & a medical facility
- \$16.00 PSF
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- Corner of Highway 158 & Highway 343; Adjacent to the Camden County Courthouse and Camden County High and Middle Schools
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natalie.hucke@thalhimer.com

Sharon Ryals-Taylor
757.213.4145
sharon.ryals-taylor@thalhimer.com

CUSHMAN & WAKEFIELD | THALHIMER

The Town Center of VA Beach | 222 Central Park Ave.
Suite 1820, Virginia Beach, VA 23462
757.499.2900
thalhimer.com



CUSHMAN & WAKEFIELD

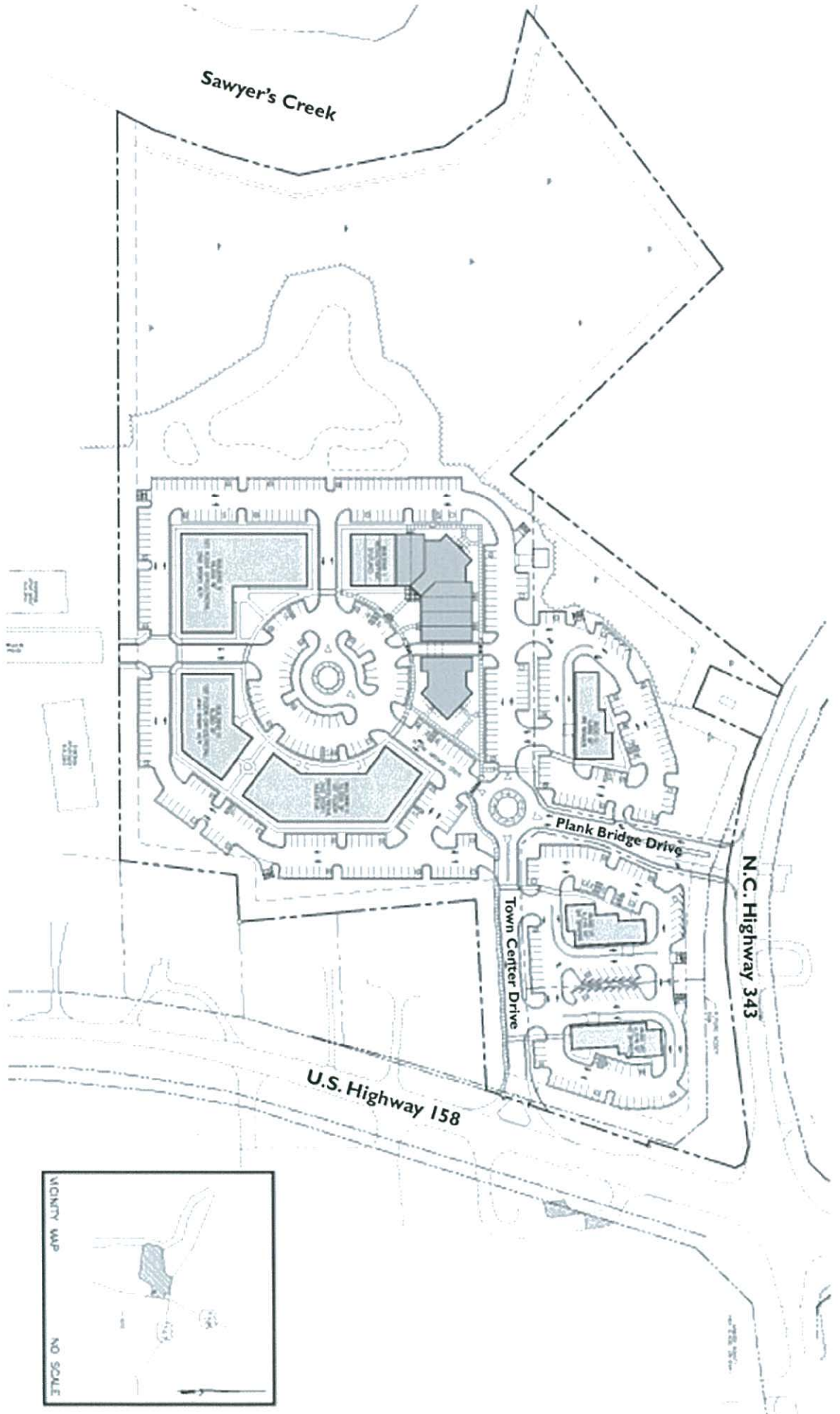
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NORTH CAROLINA Charlotte | Raleigh SOUTH CAROLINA Charleston | Greenville

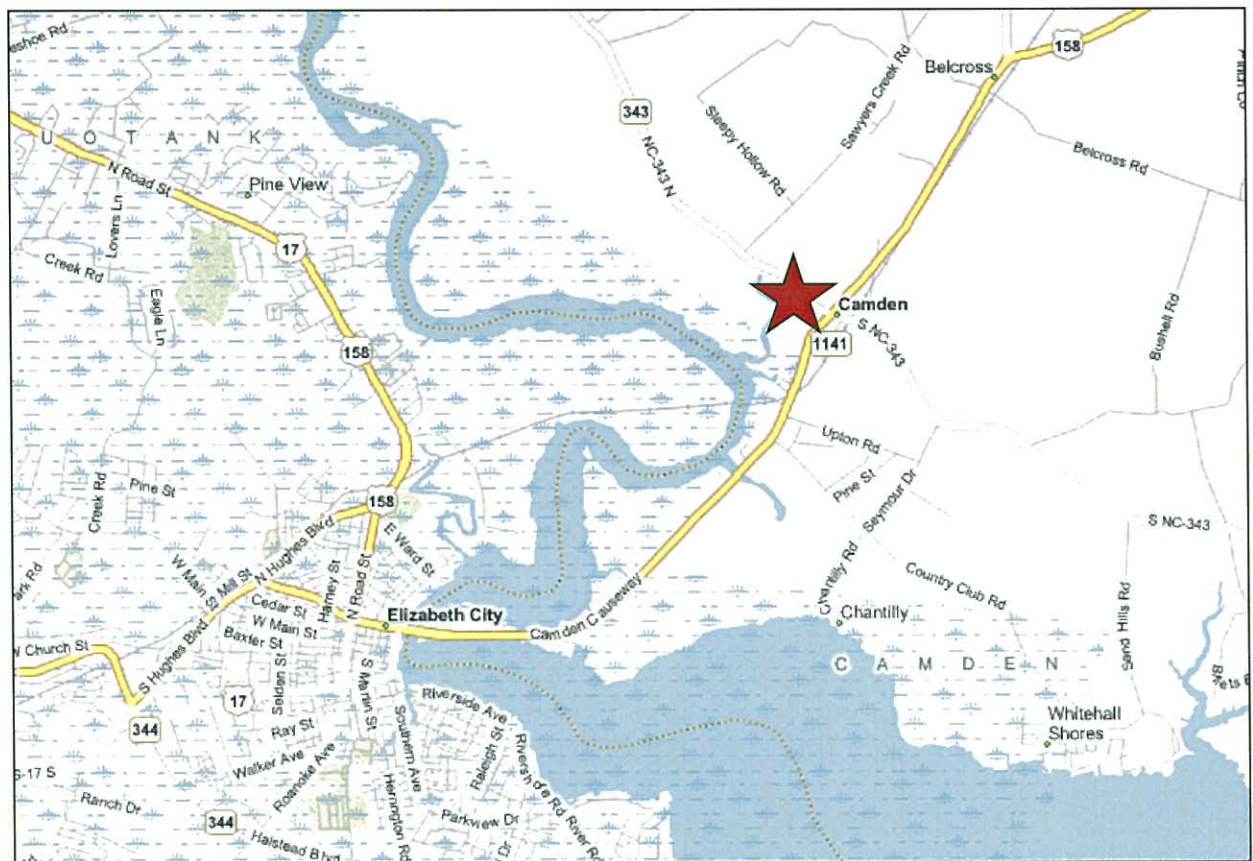
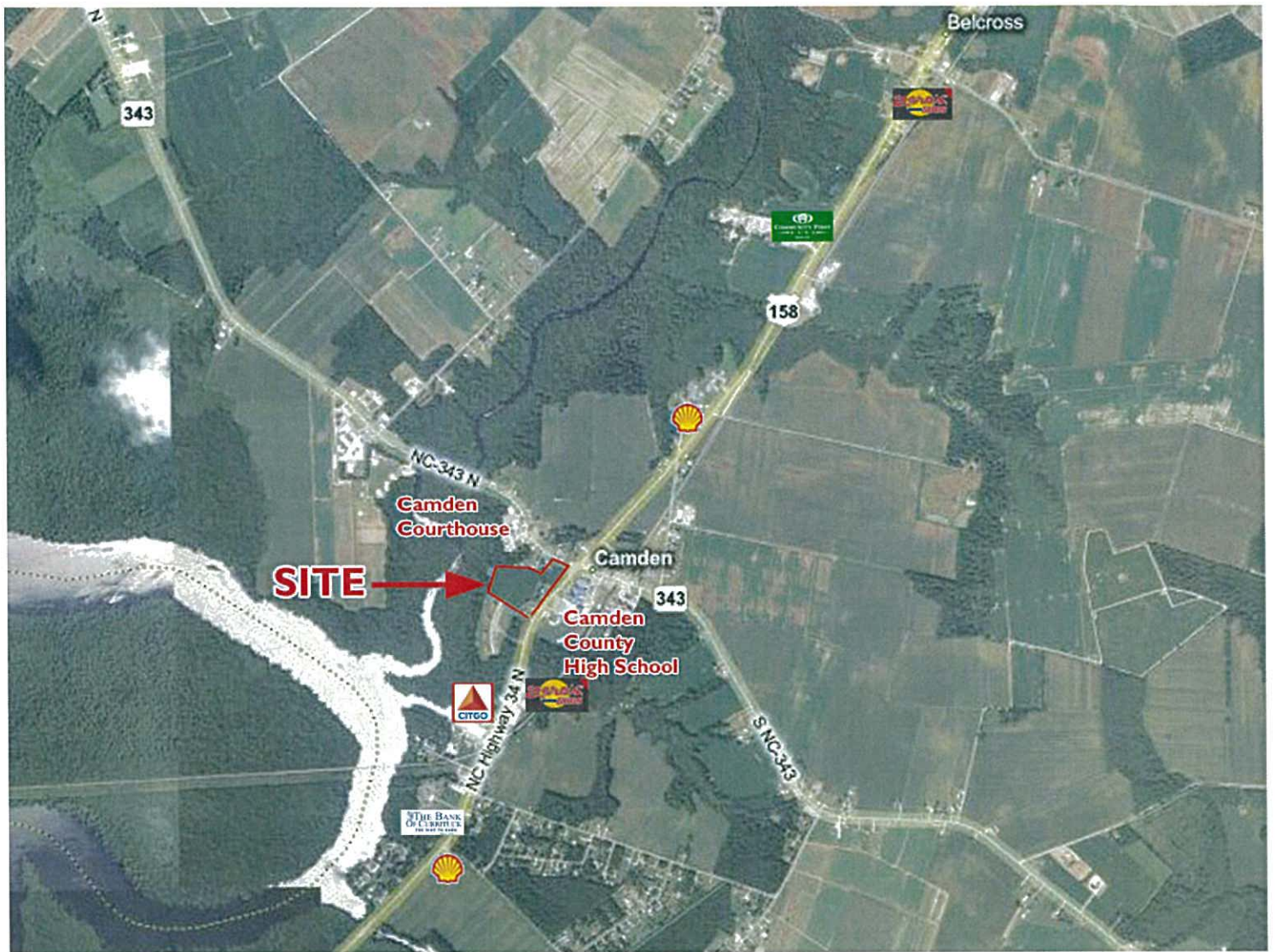


Camden Towne Center



Integrated Design

Job Code: W00CLD
Date: 7 AUG 09



Gordon Property

General Information

Address: 100-104 Hwy 343 North
City: Camden
State, Zip: NC, 27921

Zoning

Zoning: HC
Highway Commercial
Former Use: Agriculture

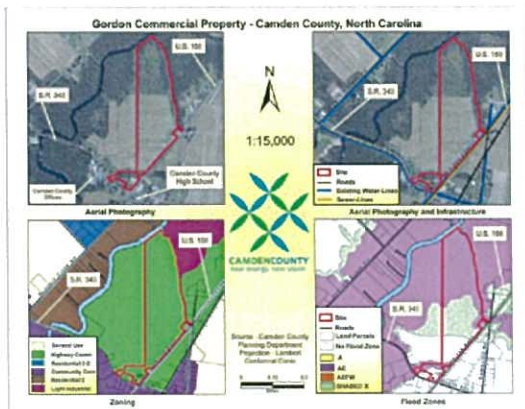
Pricing

Price:
Terms: Lease Only

Access

Closest Hwy/Interstate: US Hwy 158 East
Miles to Hwy/Interstate: Adjacent
Access Road:
Rail Service:
Closest Airport(s): Norfolk International
Currituck & Elizabeth City
Municipal Airports

Location Map



Site Description

69 Acres +/-
Over 1800 feet of road frontage on US Hwy 158
US Hwy 158 Widening Underway

Utilities

Electricity: Dominion North Carolina Power
Water: Camden County
Wastewater: Camden County
Available
Natural Gas:
Telephone: Century Link

Contacts

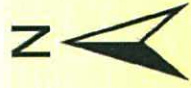
Owner: Sheila and Glen Gordon

Phone: (252) 336-5552
Email:
Fax:

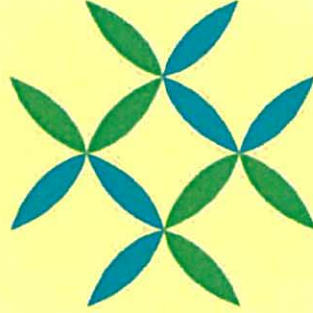
Local Government: Charlie Bauman
Economic Developer
Phone: (252) 338-6363 x 103
Email: cbauman@camdencountync.gov
Fax: (252) 331-7831

Local Government: Dan Porter
Planning Director
Phone: (252) 338-1919 x 263
Email: dporter@camdencountync.gov
Fax: (252) 333-1603

Gordon Commercial Property - Camden County, North Carolina

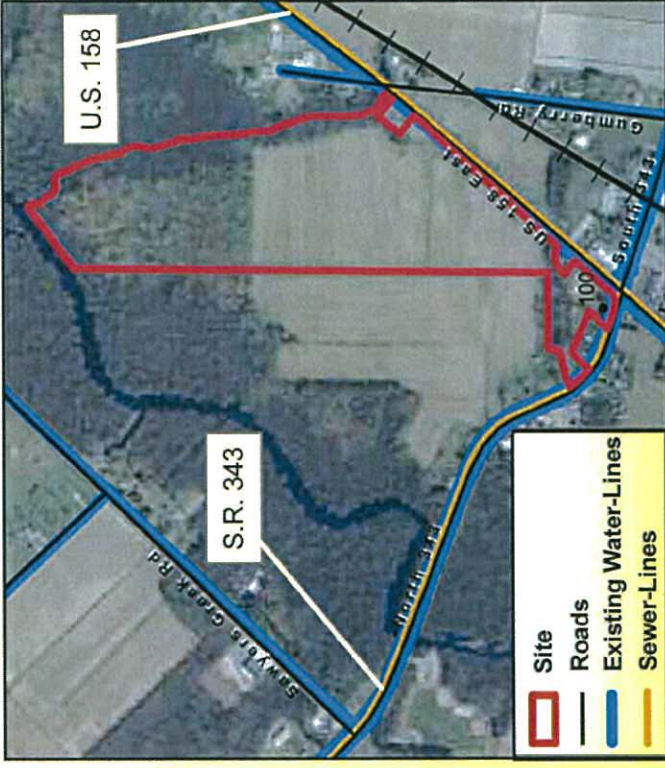


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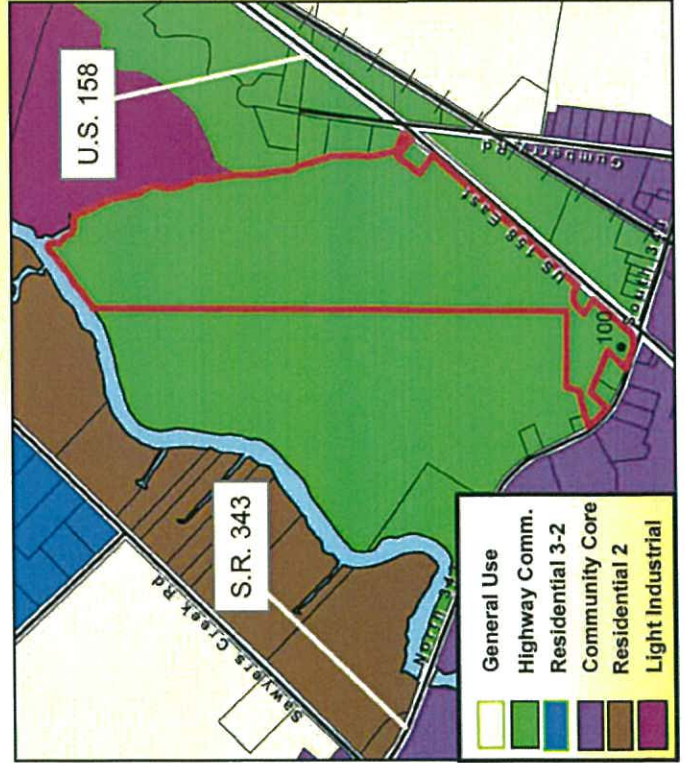


CAMDEN COUNTY
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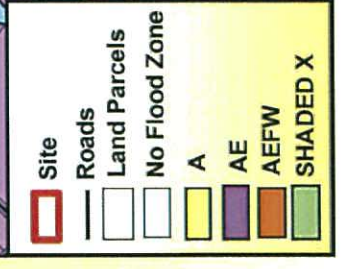
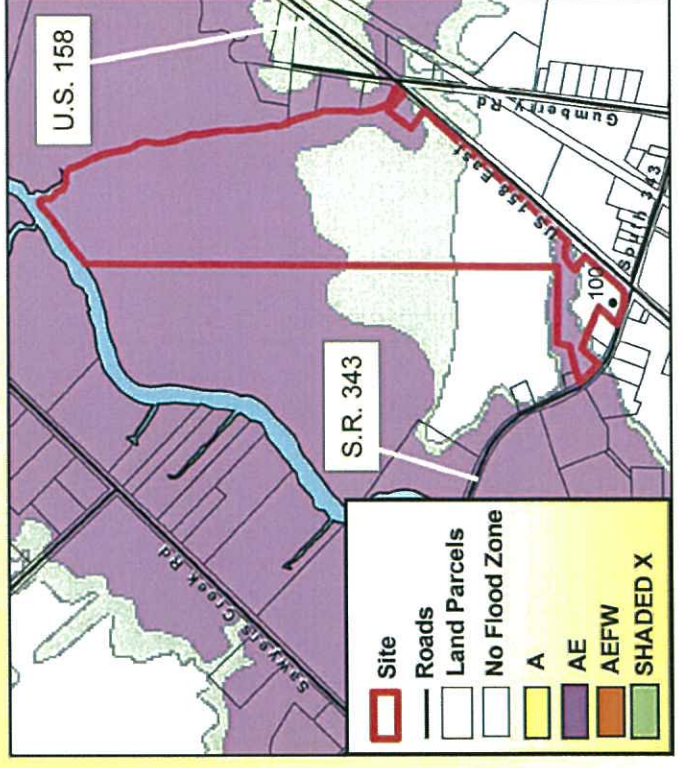
Source - Camden County
Planning Department
Projection - Lambert
Conformal Conic



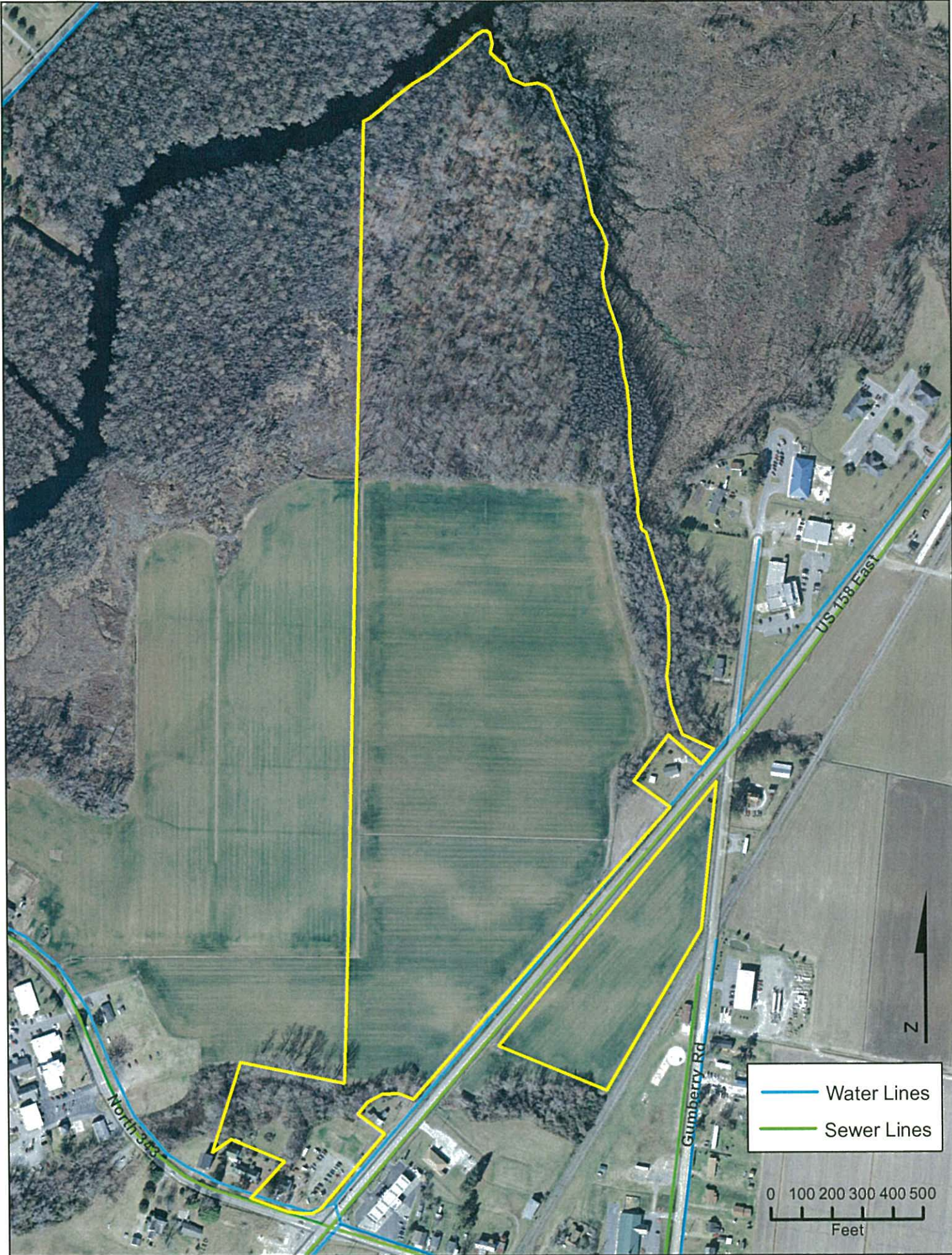
Aerial Photography and Infrastructure



Zoning



Flood Zones



Southland LLC

General Information

Address: 192 US 158 East
City: Camden
State, Zip: NC, 27921

Along US 158 East between Camden Courthouse and Belcross

Zoning

Zoning: HC Highway Commercial & I-1 Light Industrial
Rezoning Possible

Former Use: Agriculture, Wooded, Wetlands at back.

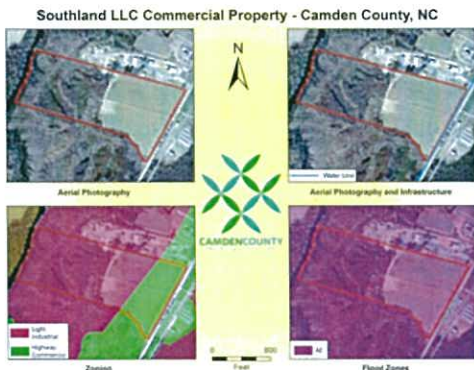
Pricing

Price: \$90,000 Per Acre
Terms:

Access

Closest Hwy/Interstate: US Hwy 158
Miles to Hwy/Interstate: Adjacent
Access Road: N/A
Rail Service:
Closest Airport(s): Norfolk International
Currituck & Elizabeth City
Municipal Airports

Location Map



Site Description

83.57 Acres +/-
39.7 Acres usable upland area
20 +/- acres cleared farmland fronting 158
1,100 +/- feet road frontage along US 158 E
40 minutes to Norfolk, Virginia

Utilities

Electricity: Dominion North Carolina Power
Water: South Camden Water & Sewer
Wastewater: Albemarle Regional Health Dept / Septic System OR Camden County Wastewater: Available / Extension Needed

Natural Gas:
Telephone: Embarq

Contacts

Owner: Southland LLC
C/O The Rich Company
Phone: (252) 256-1279
Email: AlexanderBRich@gmail.com
Web: www.rich-company.com

Local Government: Charlie Bauman
Economic Developer
Phone: (252) 338-6363 x 103
Email: cbauman@camdencountync.gov
Fax: (252) 331-7831

Local Government: Dan Porter
Planning Director
Phone: (252) 338-1919
Email: dporter@camdencountync.gov
Fax: (252) 333-1603

Southland LLC Commercial Property - Camden County, NC



Aerial Photography



Aerial Photography and Infrastructure



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Zoning

- Light Industrial
- Highway Commercial



Flood Zones

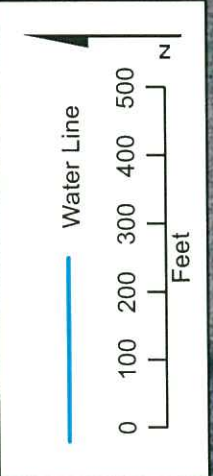


Feet



Rosabelle Court

US 158 East





Camden, North Carolina

40 Acres on US Hwy 158

For Sale \$790,000 or \$90,000 per acre fronting 158



This property is currently the largest parcel available in the heart of Camden, NC along the US Hwy 158 corridor where traffic counts are 12,000 trips per day in front of this site. Camden County is a desirable, growing area with excellent schools, and the local officials are very pro-business and easy to work with. Conveniently located between Elizabeth City, Outer Banks, and Hampton Roads, VA. Total acreage is actually 83.57 acres, with 39.7 acres being usable upland area which includes +/- 20 acres of cleared farmland fronting 158. Property has +/- 1,100' of frontage along US Hwy 158 which is currently being made into a 4-lane road through Camden making it 4-lane from Elizabeth City to the Outer Banks or Virginia. Zoned Highway Commercial along 158 and Light Industrial in the rear. Owners will consider subdividing and are asking \$90,000 per acre for subdivided frontage lots on US Hwy 158.

Alex B. Rich

Broker

252-256-1279

AlexanderBRich@gmail.com

The Rich Company

400 South Water Street

Suite 204

Elizabeth City, NC 27909

www.rich-company.com



Russell Hastings Commercial Property

General Information

Address: Intersection of US Hwy 158
and NC Hwy 34
City: Camden
State, Zip: NC, 27921

Zoning

Zoning: HC
Hwy Commercial
Former Use: Agriculture

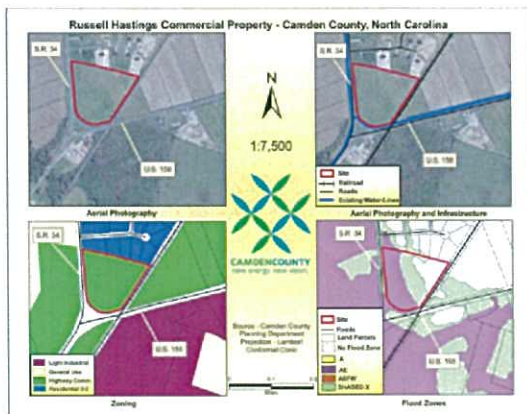
Pricing

Price:
Terms:

Access

Closest Hwy/Interstate: US Hwy 158 and
NC Hwy 34
Miles to Hwy/Interstate: Adjacent
Access Road:
Rail Service: Yes
Closest Airport(s): Norfolk International
Currituck & Elizabeth City
Municipal Airports

Location Map



Site Description

10 Acres +/-
Provides approximately 1100 feet of road frontage
Traffic: Approximately 10,000 vehicles per day

Utilities

Electricity: Dominion North Carolina Power
Water: Camden County
Wastewater: Camden County
Available/Extension needed
Natural Gas:
Telephone: Century Link

Contacts

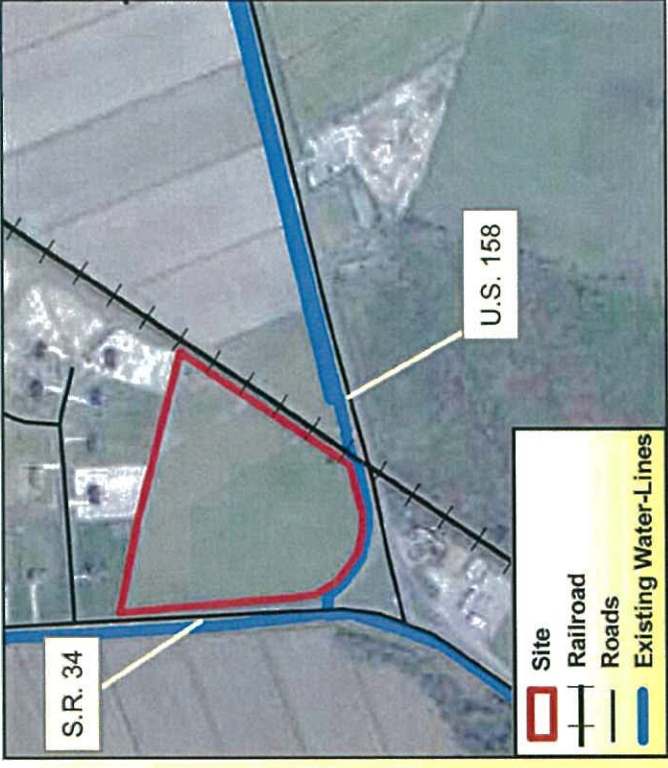
Owner: Russell Hastings

Phone: (252) 333-6090
Email:
Fax:

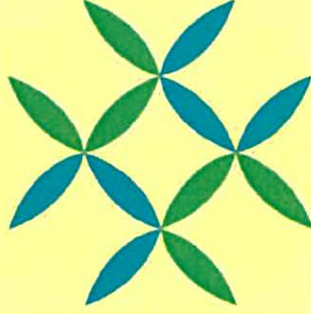
Local Government: Charlie Bauman
Economic Developer
Phone: (252) 338-6363 x 103
Email: cbauman@camdencountync.gov
Fax: (252) 331-7831

Local Government: Dan Porter
Planning Director
Phone: (252) 338-1919 x 263
Email: dporter@camdencountync.gov
Fax: (252) 333-1603

Russell Hastings Commercial Property - Camden County, North Carolina



1:7,500

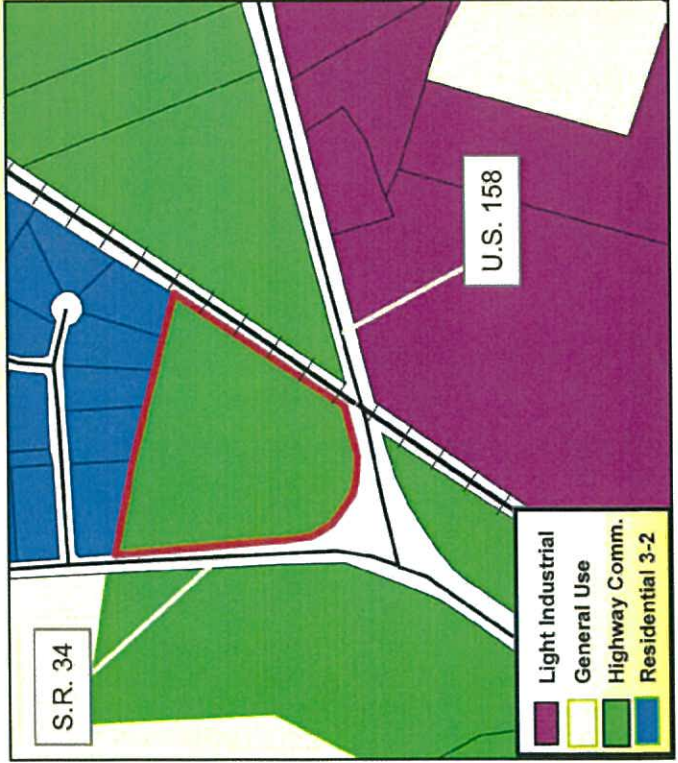


CAMDEN COUNTY
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Source - Camden County
Planning Department
Projection - Lambert
Conformal Conic

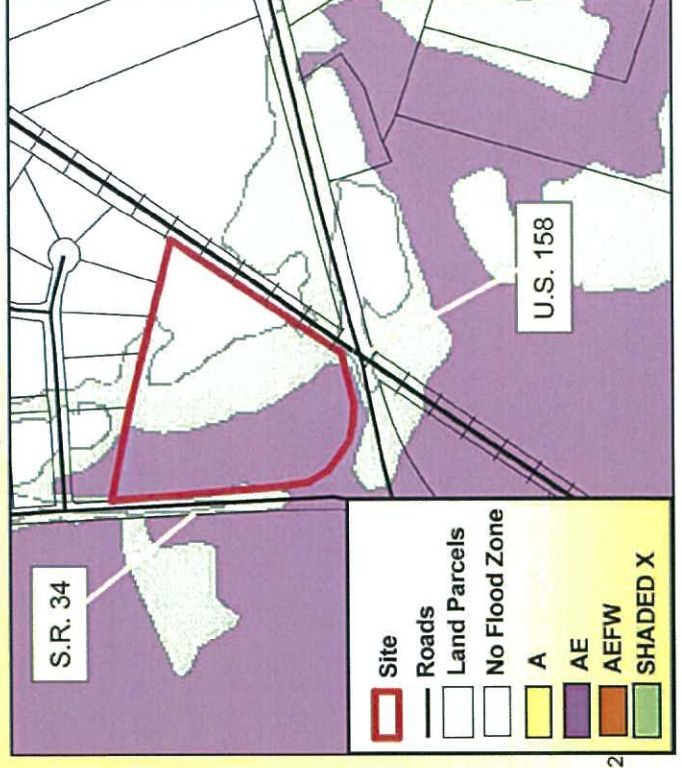


Aerial Photography



Zoning

Aerial Photography and Infrastructure



Flood Zones



Caboose Ct

Highway 34



0 50 100 150 200
Feet

— Water Lines

US 158 East

US 158 East

Keeter Barn Road Commercial Site

General Information

Address: Adjacent to US 17 on
Keeter Barn Road
City: South Mills
State, Zip: NC, 27976

AGENT WWW: <http://www.gvaadvantis.com>

Zoning

Zoning: HC
Hwy Commercial
Former Use: Agriculture

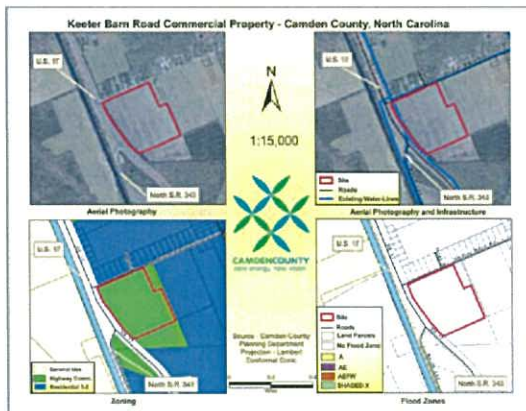
Pricing

Price: \$1,250,000
Terms:

Access

Closest Hwy/Interstate: US Hwy 17
Miles to Hwy/Interstate: Adjacent
Access Road: Keeter Barn Road
Rail Service:
Closest Airport(s): Norfolk International
Currituck & Elizabeth City
Municipal Airports

Location Map



Site Description

35 Acre +/-
Traffic: Approximately 13,000 vehicles per day
Access Available from Keeter Barn Road
Adjacent to Wastewater Treatment Plant
and new Fire Station
30 minutes to Norfolk / Virginia Beach, VA

Utilities

Electricity: Albemarle Electric Coop
Water: South Mills Water Association
Wastewater: Camden County Available
Natural Gas:
Telephone: Century Link

Contacts

Owner: John and Holly Brothers
John J. Wessling (Agent)
Phone: (252) 338-3350 or 339-9029
Agent Phone: (757) 640-2412 or 553-0099
Email: jwessling@slnusbaum.com
Fax: Agent Fax: (757) 627-1901

Local Government: Charlie Bauman
Economic Developer
Phone: (252) 338-6363 x 103
Email: cbauman@camdencountync.gov
Fax: (252) 331-7831

Local Government: Dan Porter
Planning Director
Phone: (252) 338-1919 x 263
Email: dporter@camdencountync.gov
Fax: (252) 333-1603

Keeter Barn Road Commercial Property - Camden County, North Carolina



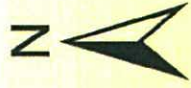
- Site
- Roads
- Existing Water-Lines

Aerial Photography

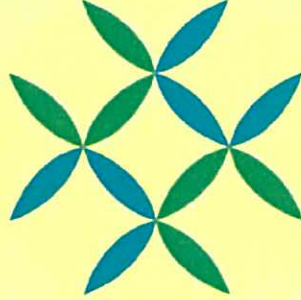


- General Use
- Highway Comm.
- Residential 3-2

Zoning



1:15,000

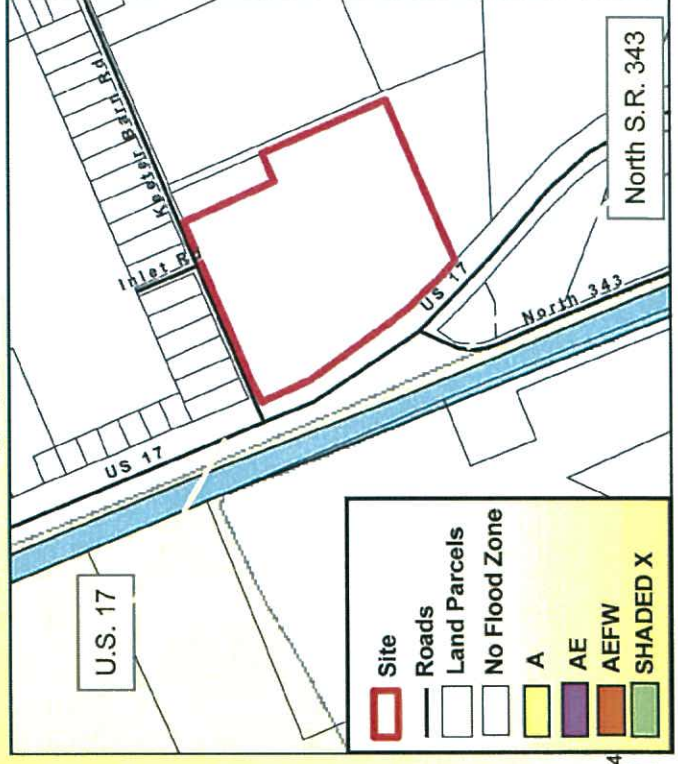


CAMDEN COUNTY
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Source - Camden County
Planning Department
Projection - Lambert
Conformal Conic



Aerial Photography and Infrastructure



- Site
- Roads
- Land Parcels
- No Flood Zone
- A
- AE
- AEFW
- SHADED X

Flood Zones



Inlet Rd
Keeter Barn Rd

US-17

North 343

Water Lines
Sewer Lines

0 100 200 300 400 500
Feet

N

Wharf's Landing Development Commercial Area

General Information

Address: US Hwy 17 North
(Between Keeter Barn Road
and Culpepper Road)
City: South Mills
State, Zip: NC, 27976

Zoning

Zoning: HC
Highway Commercial
Former Use:

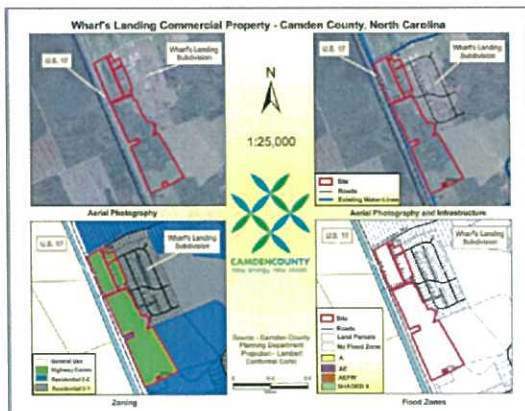
Pricing

Price:
Terms:

Access

Closest Hwy/Interstate: US Hwy 17 North
Miles to Hwy/Interstate: Adjacent
Access Road:
Rail Service:
Closest Airport(s): Norfolk International
Currituck & Elizabeth City
Municipal Airports

Location Map



Site Description

40 Acres +/-
Prime commercial / retail area
Road frontage, abuts US Hwy 17
Next to large residential subdivision
Traffic: Approximately 12,000 vehicles per day
30 minutes to Norfolk, VA

Utilities

Electricity: Albemarle Electric Coop
Water: South Mills Water Association
Wastewater: Available / Extension needed
Natural Gas:
Telephone: Century Link

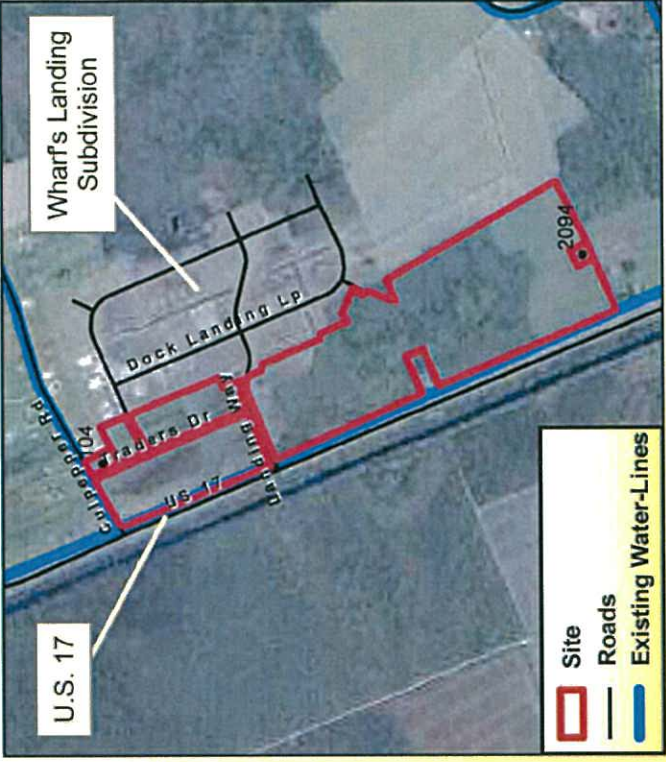
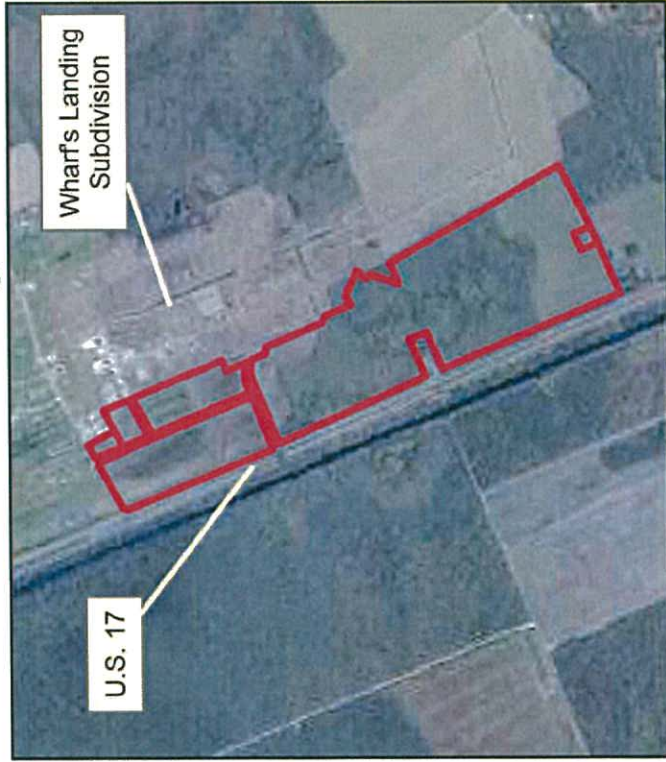
Contacts

Owner: Wharf's Landing
Waverly Sawyer
Phone: (252) 771-8138
Email: waverlysawyer@mchsi.com
Fax:

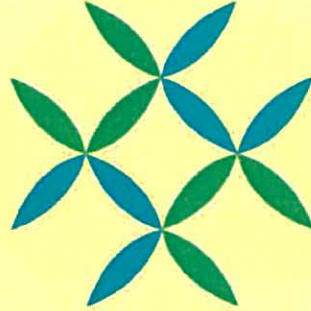
Local Government: Charlie Bauman
Economic Developer
Phone: (252) 338-6363 x 103
Email: cbauman@camdencountync.gov
Fax: (252) 331-7831

Local Government: Dan Porter
Planning Director
Phone: (252) 338-1919 x 263
Email: dporter@camdencountync.gov
Fax: (252) 333-1603

Wharf's Landing Commercial Property - Camden County, North Carolina



1:25,000



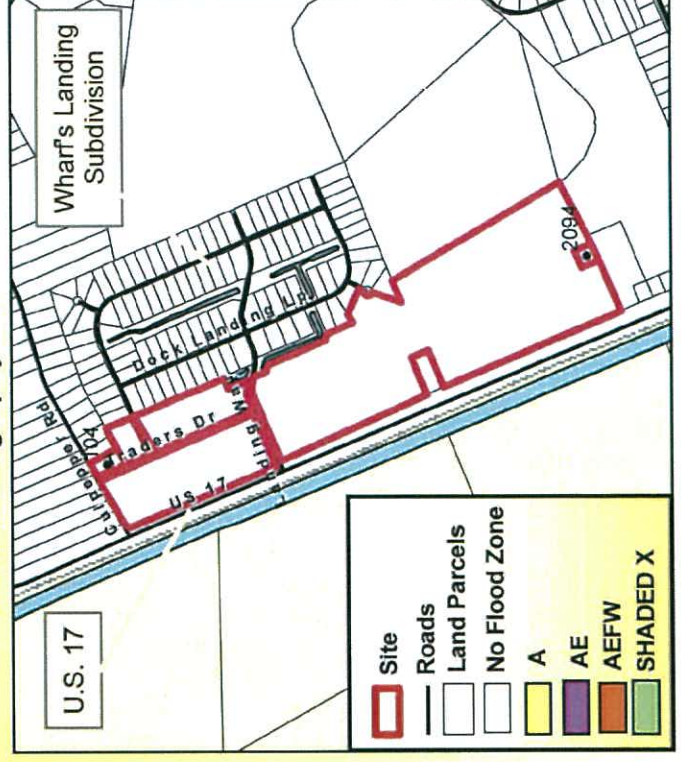
CAMDEN COUNTY
new energy. new vision.

Aerial Photography



Zoning

Aerial Photography and Infrastructure



Flood Zones

Source - Camden County
Planning Department
Projection - Lambert
Conformal Conic





Camden Plantation Commercial Area

General Information

Address: US Hwy 17 North
City: South Mills
State, Zip: NC, 27976

East of Dismal Swamp Welcome Center

WWW: <http://www.camdenplantation.net/>

Zoning

Zoning: PUD
Planned Unit Development
Former Use: Forest

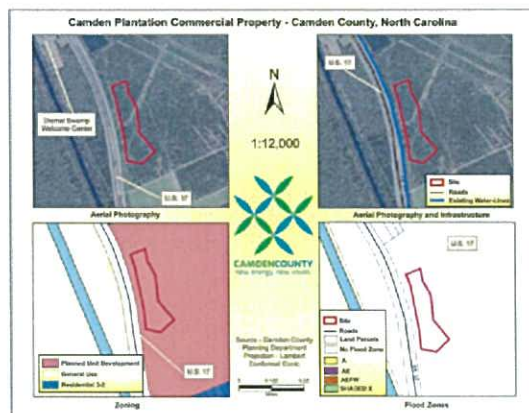
Pricing

Price:
Terms:

Access

Closest Hwy/Interstate: US Hwy 17 North
Miles to Hwy/Interstate: Adjacent
Access Road:
Rail Service:
Closest Airport(s): Norfolk International
Currituck & Elizabeth City
Municipal Airports

Location Map



Site Description

[Unspecified] Acres +/- Available
Prime commercial / retail area
Next to proposed large residential community (est. 1700 multi-family units proposed) with golf course and amenities
30 minutes to Norfolk, VA
High traffic, Road frontage, Rural community

Utilities

Electricity: Albemarle Electric Coop
Water: South Mills Water Association
Wastewater: Private Treatment Plant
Natural Gas:
Telephone: Century Link

Contacts

Owner: Camden Plantation
David Rudiger
Phone: (757) 490-1959
Email: DavidRudiger@boydhomes.com
Fax:

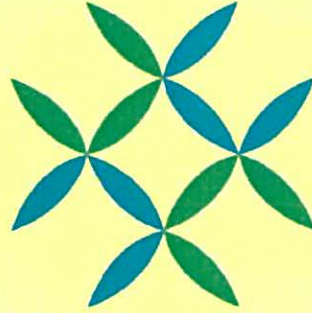
Local Government: Charlie Bauman
Economic Developer
Phone: (252) 338-6363 x 103
Email: cbauman@camdencountync.gov
Fax: (252) 331-7831

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Phone: (252) 338-1919 x 263
Email: dporter@camdencountync.gov
Fax: (252) 333-1603

Camden Plantation Commercial Property - Camden County, North Carolina

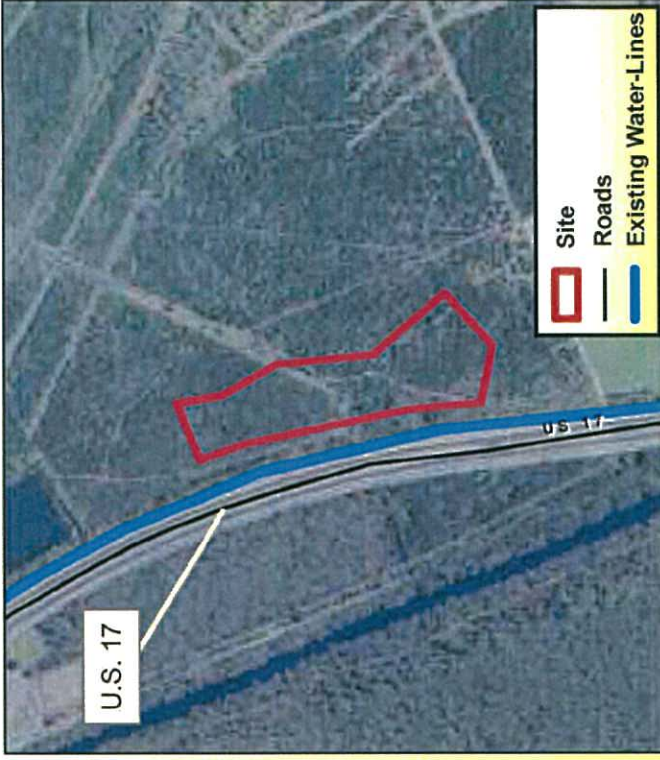


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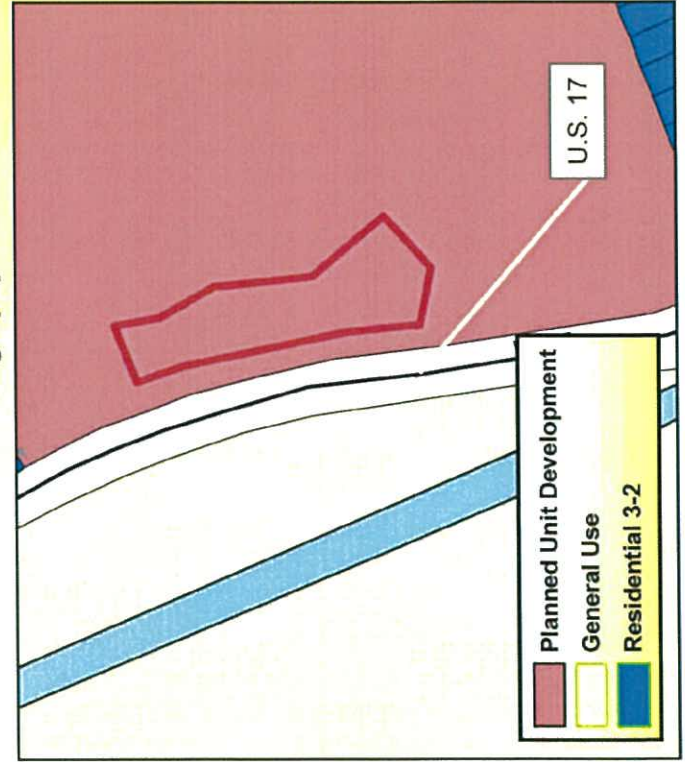


CAMDEN COUNTY
new energy. new vision.

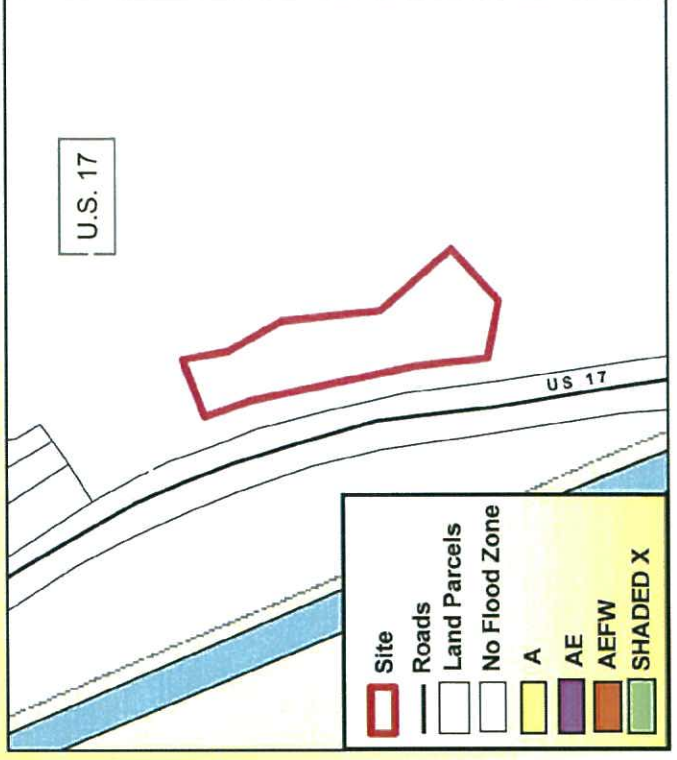
Source - Camden County
Planning Department
Projection - Lambert
Conformal Conic



Aerial Photography and Infrastructure



Zoning



Flood Zones



Water Lines

Sewer Lines

0 100 200 300 400 500

Feet

N

US 17