DEPARTMENT OF JUVENILE SERVICES
AND
THE DEPARTMENT OF GENERAL SERVICES
REPORT ON THE SITE SELECTION PROCESS FOR A
NEW REGIONAL JUVENILE DETENTION CENTER
IN SOUTHERN MARYLAND

July 13, 2012

INTRODUCTION

In the Report on the State Operating Budget (SB 140) and the State Capital Budget (SB 142) and related Recommendations - Joint Chairmen’s Report, 2010 Session, p.235, the Maryland General Assembly requested that before the Department of Juvenile Services (DJS) and the Department General Services (DGS) acquire land for a new regional detention center in Southern Maryland, the departments, in cooperation with all four local jurisdictions to be served by the center, shall submit a report to the budget committees detailing the site selection process. Specifically, the report shall include (1) site selection criteria, (2) written appraisals; (3) what other sites were considered and why they were rejected; (4) the extent to which the departments have already pursued the use of public owned property for the site; (5) the extent of consultation between the departments and the local governing bodies of the counties to be served by the facilities; (6) any independent comments on the site selected from any of the four local governing bodies of the counties to be served by the facility.

Additionally, in the Report on the State Operating Budget (SB 150) and the State Capital Budget (SB 151) and Related Recommendations – Joint Chairmen’s Report, 2012 Session, further provided that DJS has until September 1, 2012 to acquire a site for the Southern Maryland Children’s Center (also known as the Southern Regional Children’s Center). A Report identifying the proposed location and detailing the entire site selection process undertaken by the DJS in selecting the location shall be submitted to the budget committees no later than September 30, 2012.

DJS has concluded that the site that most comprehensively satisfies the Department’s Selection Criteria (set forth below) is located at 2510 Aurora Place, Waldorf (Charles Co.), Maryland 20601 in the Acton Lane Industrial Park. (See Appendix 1 for aerial view of site). This decision was reached after an exhaustive 2 year search throughout Anne Arundel, Calvert, Charles and St. Mary’s Counties that resulted in 121 properties being reviewed and evaluated by DJS’s Capital Planning and Budget Unit.

An economic impact report by the Department of Business and Economic Development found that the design and construction of the Southern Regional Children’s Center (SRCC) will generate
$72 million for Charles County and surrounding counties, and beginning in 2017, the SRCC’s operations will generate $61 million per year for Charles County and surrounding counties. (See Appendix 2). The economic impact report also found that at the peak of construction, the project will create an estimated 119 new jobs for the local economy and almost 300 new jobs once the facility becomes operational. (See Appendix 2).

RESPONSE

In 2008, DJS transitioned from a system comprised of five service areas to a six-region model to better coordinate with local public safety, city and county agencies, as well as community-based providers. The configuration of the regions is as follows:

Region I  Baltimore Region: Baltimore City  
Region II  Central Region: Baltimore, Carroll, Harford, and Howard Counties  
Region III  Western Region: Allegany, Frederick, Garrett, and Washington Counties  
Region IV  Eastern Region: Caroline, Cecil, Dorchester, Kent, Queen Anne’s, Somerset, Talbot, Wicomico, and Worcester Counties  
Region V  Southern Region: Anne Arundel, Calvert, Charles, and St. Mary’s Counties  
Region VI  Metro Region: Montgomery and Prince George’s Counties

DJS is required by statute to have a secure juvenile detention facility in each region. See Md. Code Ann., Hum. Svcs §§ 9-238.1(a)(4), (b)(1). All of the regions currently have a secure detention facility for male youth except Region V or the Southern Region, which includes Anne Arundel, Charles, Calvert, and St. Mary’s Counties. Currently, male youth from the Southern Region requiring secure detention services generally reside at Cheltenham Youth Facility in Prince George’s County. The proposed SRCC would serve youth from Region V, thus, keeping those youth within their home region as the law requires.

In 2010, the General Assembly enacted Senate Bill 142 (the State Capital Budget), which provided capital funds in the amount of $4,650,000. Of that amount, $3,000,000 was designated for land acquisition and $1,650,000 was designated for preliminary design of the proposed SRCC. To fulfill all reporting requirements as set forth by the General Assembly, DJS and DGS now provide the following information regarding the site selection process for the proposed SRCC.

I. Site Selection Criteria

The Site Selection Criteria as established by DJS is as follows:

A. Acreage – Minimum of ten (10) acres to accommodate approximately 79,000 GSF Center, regulation high-school sized outdoor recreation area, service yard, and a minimum 150-car capacity parking lot

B. Topography – Relatively level/flat without any impediments including substantial natural rock formations
C. Environmental Concerns – Should not include wetlands or be in a floodplain

D. Cost – Should not exceed the appropriated acquisition amount of three million dollars ($3,000,000)

E. Proximity to Dense Residential or Industrial Use – Preferably away from concentration of residential buildings and any industrial usage that creates noise and/or air pollution

F. Contaminated Soil/Hazardous Waste – Should not be contaminated by hazardous substances

G. Utility Infrastructure – Should have access to public water and sewer, gas, electric, and information technology

II. Written Appraisals

DGS’s Real Estate Division coordinated the process for three (3) written appraisals for the Acton Lane Industrial Park site. (See Appendix 3).

III. Other Sites Considered and Why They Were Rejected

A total of 121 potential sites (5 State-owned, 2 County-owned, and 114 privately-owned), located throughout Anne Arundel, Calvert, Charles, or St. Mary’s Counties, were identified and evaluated. (See Appendix 4). The categorization and total number of sites evaluated by county is as follows: Anne Arundel County – 38; Calvert County – 10; Charles County – 48; and St. Mary’s County – 25. The reasons that a specific property was rejected are set forth in the "Southern Regional Children's Center Site Selection Matrix" attached as Appendix 4 to this Report.

IV. The Extent to Which the Departments Have Already Pursued the Use of Publicly-Owned Property for the Site

Five State-owned (Anne Arundel -3 and Charles County – 2) sites and two County-owned (Charles County) sites were identified and evaluated. (Denoted by a single asterisk in the Site Name / Address column in Appendix 4).

V. The Extent of Consultation Between the Departments and the Local Governing Bodies of the Counties to be Served by the Facility and Site Selection Chronology

The following chronology outlines the site selection process and the engagement of local officials and community members that DJS undertook as part of its efforts to acquire a site
in the Southern Region for the construction of the proposed SRCC. Consultations with local
governing bodies and officials are underlined in the chronology.

April 07, 2010 – DJS began the process of searching for a suitable site for the proposed
SRCC.

April to August 2010 - After conducting site visits, evaluating and prioritizing 15 properties
identified by the Department of General Services (DGS) over the course of 4 months, DJS’s
Capital Planning and Budget Unit (CPBU) identified 2 possible sites for the juvenile detention
center. The first site was a privately-owned property located in the Rosewick Road
Industrial Park in Charles County. The second site was on State-owned property in
Doncaster State Park in Nanjemoy, Charles County.

The Nanjemoy property received the highest priority because it was already State-owned
property and, thus, there would be no site acquisition costs.

January 2011 - DJS decides to move forward in the process to acquire the Nanjemoy site. In
accordance with Maryland law, notice letters were sent to the County Executives and
County Councils of the Southern Region Counties (i.e. Anne Arundel, Calvert, Charles, and St.
Mary’s). The letters identified the Nanjemoy site as under consideration and invited timely
comment.

February 02, 2011 – In a public hearing, DJS officials advised the Charles County Board of
Commissioners of the Department’s interest in acquiring the Nanjemoy site.

February 03, 2011 – Sam Abed was appointed as Secretary of the Department of Juvenile
Services.

March 04, 2011 – Secretary Abed met with local community leaders to discuss their
concerns regarding the Nanjemoy site. Concerns included the site’s proximity to residential
areas, lack of public utility infrastructure for water and sewer, and the relatively long
distances to police, fire, and hospital services.

March 10, 2011 – DJS conducted a community meeting with citizens and community leaders
at Mt. Hope Elementary School in Nanjemoy to discuss its proposal to construct the new
SRCC on the Nanjemoy site.

However, after reviewing all of the information provided by the community prior to the
meeting, Secretary Abed instead announced to the citizens in attendance that the
Nanjemoy site was not appropriate and was no longer being considered a viable location for
the proposed juvenile detention facility.

Mid-March 2011 - As a result of the issues raised regarding the Nanjemoy site, a new site
selection criterion was added. Therefore, in order for a property to be considered viable for
the juvenile detention facility, it had to meet the current criteria plus have existing utility
infrastructure (water, sewer, electrical, information technology).
March - April 2011 - The CPBU renewed its search by reviewing the original 15 properties provided by DGS with a focus on properties with existing utility infrastructure.

Mid-April 2011 - The Rosewick Road Industrial Park site was identified as a property that substantially met DJS’s site selection criteria. While the Rosewick site had some existing utility infrastructure, water and sewer services would have to be annexed from the town of La Plata.

May 05, 2011 - DJS consulted with the President of the Charles County Board of Commissioners to discuss how the Charles County Government could assist DJS in locating other, potentially suitable sites for the SRCC. It was suggested that DJS contact the Charles County Economic Development Office.

May 26, 2011 - The Rosewick property was taken out of consideration as a potential site when CPBU is informed by the owner of the property that it is not for sale.

May 31, 2011 – A realtor notified CPBU of three potential sites for the proposed juvenile detention facility. One of the sites was located at the Acton Lane Industrial Park in Waldorf.

June 01, 2011 – The CPBU met with the Charles County Office of Economic Development. The discussions focused on the County's development plans and whether any viable sites were available. The Acton Lane site was discussed and following the meeting, CPBU conducted a site visit.

June 13, 2011 - Representatives of DJS, Department of Budget and Management, DGS, Faison LLC (owner of the Acton Lane Industrial Park site), and their realtor met at the Acton Lane site. The purpose of this meeting was to discuss site characteristics, walk throughout the site, and, for partnering agencies, to conduct their own preliminary site evaluation. The consensus among the State agencies was that the Acton Lane property was a viable site.

June 16, 2011 – DJS met with State and local elected representatives of Charles County to inform them that DJS was interested in acquiring the Acton Lane site to construct the proposed SRCC. DJS asked for guidance in engaging the local community and other elected officials.

July 12, 2011 - In accordance with Maryland law, the DJS sent out notices via certified mail identifying the Acton Lane Industrial Park as a potential site for a proposed juvenile detention facility to the local governing bodies of the counties to be served by the Southern Regional Detention Center and the Charles County members of the General Assembly. (See Appendix 5).

July 13, 2011 - Secretary Abed, the Director of the CPBU, and DGS’s Chief of Acquisition appeared before the Charles County Board of Commissioners at a public hearing to present the agency’s proposal to acquire the land in the Acton Lane Industrial Park for the purpose of constructing the SRCC.

August 2011 - Secretary Abed and other DJS representatives reached out to the White Oak Homeowners Association and responded to requests for information.
Mid-September 2011 - DJS advertised in the local newspaper to announce the time, date, and location of a public hearing regarding the proposed location for the SRCC in the Acton Lane Industrial Park. Community members were invited to attend.

September 21, 2011 - DJS hosted a public meeting in the Charles County Government building in La Plata to listen to community members. Community members expressed concerns about not being aware of the hearing and that it’s scheduling conflicted with parent-teacher conferences at a local school. Secretary Abed agreed to conduct more community meetings.

October 19 - 21, 2011 – DJS mailed approximately 1,000 notification letters to the individual residents residing in the communities of White Oak, Meadows at White Oak, Pinefield, and Keystone Estates to announce the scheduling of two additional public meetings. Those meetings were scheduled for November 02 and 03, 2011 at Thomas Stone High School in Waldorf.

October 20, 2011 - DJS posted the details regarding the upcoming public meetings to be held on November 02 and 03, 2011 on the DJS website.

October 21-28, 2011 - DJS advertised in the local newspaper to announce the time, date, and location of the public meetings to discuss the proposed SRCC in Waldorf. Community members were invited to attend.

October 31, 2011 - DJS issued a press advisory to local media outlets that announced the time, date, and location of the two upcoming public meetings.

November 02 & 03, 2011 - DJS conducted public meetings at Thomas Stone High School from 7:00 pm – 9:00 pm. At each of the public meetings, Secretary Abed made a fifteen minute presentation about DJS, which included the agency’s mission and purpose, characteristics of the youth population DJS serves and facts about DJS’s facilities. Afterwards, the citizens who signed up to speak were called up to ask their question or make a comment in a timed format. Secretary Abed and a panel of DJS executive-level staff addressed the questions and comments of the community. Secretary Abed made a commitment to the community that DJS would continue to look for potentially viable properties and encouraged the citizens to make suggestions for possible sites.

After each public meeting had officially ended, Secretary Abed and DJS staff stayed and talked with citizens individually.

December 2, 2011 - Secretary Abed met with representatives of the White Oak Village Homeowner’s Association.

At this meeting, the Homeowner’s Association representatives stated that they would provide a list of several potential properties for DJS to consider. When the listing of properties arrived, the listing was forwarded to the CPBU for review and evaluation. The CPBU ultimately determined that none of the properties on the listing provided were viable.
The properties are included in the “Southern Regional Children’s Center Site Selection Matrix.” (Denoted by two asterisks in the Site Name / Address column in Appendix 4).

April 27, 2012 - Based on the new State of Maryland legislative re-districting plan that was approved by the General Assembly in February 2012, DJS sent notices via certified mail identifying the Acton Lane Industrial Park as a potential site for a proposed juvenile detention facility to the elected officials whose newly-configured districts will include the proposed site. (See Appendix 5).

December 2011 to June 2012 - The CPBU reviewed and evaluated 96 properties throughout Anne Arundel, Calvert, Charles and St. Mary’s Counties in an effort to locate other potentially viable sites. These properties were in addition to the 25 properties the CPBU had reviewed and evaluated throughout the Summer and Fall of 2011. After performing site evaluations for each property, the Acton Lane site remained the site that comprehensively met DJS’s criteria.

VI. Independent Comments on the Site Selected from any of the Four Local Governing Bodies of the Counties to be Served by the Facility

August 09, 2011 – Calvert County Board of Commissioners (See Appendix 6).

December 13, 2011 – Charles County Board of Commissioners (See Appendix 6).
APPENDIX 1

AERIAL VIEW OF SITE
APPENDIX 2

ECONOMIC IMPACT REPORT
Economic Effect of Construction of a Juvenile Justice Detention Center in Southern Maryland

July 9, 2012

The Maryland Department of Juvenile Services (DJS) requested that the Maryland Department of Business and Economic Development (DBED) to analyze the economic impact of a new juvenile justice detention center in the Southern Maryland region of the State. DJS supplied estimated spending data for design and construction, as well as expected staffing levels for the completed facility. DBED found that the proposed facility would create a total of $72.1 million dollars’ worth of construction impacts (with employment peaking at about 119 jobs per year) in the region from March 2013 through December 2016 and, upon completion, would create a total of 298 jobs and $61 million in economic impact per calendar year starting in 2017.

I. Project Assumptions for Analysis

The assumptions below were provided by DJS:

- **Project Location**: One of the three counties in Southern Maryland (Calvert, Charles, and St. Mary’s)
- **Total Project Construction Costs**: $53,000,000
- **Total Staffing after 12-1-16**: 150 Persons (DJS: 128, MSDE: 22)
- **Average Income**: DJS $43,000 and MSDE $52,000
- **Procurement Locations**: Items will be procured from establishments locally, in-state, and out-of-state within a mile radius from 2 miles to 150 miles from the project location.
- **Proposed Project Schedule**:
  - Design Phase: 03-01-13 thru 05-01-14
  - Construction Phase: 09-01-14 thru 09-01-16
  - Equipment Installation: 05-01-16 thru 11-01-16
  - Occupancy: 12-01-16

II. IMPLAN Analysis

For the purposes of the IMPLAN analysis, the model for the facility’s construction activities was assumed to be IMPLAN’s Industry 34: *Construction of New Nonresidential Commercial and Healthcare Structures*. This model covers all construction types that are similar to the proposed facility. Note that, while the proposed facility is a detention center where juveniles would reside, it would still fall under the umbrella of this construction type. The results of this model cover the design, construction, and equipment installation phases of the project.

Once the facility is operational, its operations are assumed to fall under IMPLAN Industry 432: *Other State and Local Government Enterprises*, which is a generic industry that covers many different types of

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1 All dollar figures are in 2012 dollars.
government operations. Were this an operating facility, the analysis would take into account the actual spending patterns and purchase locations of the facility, but as there is no direct spending information to analyze the spending patterns embedded in the model are used instead.

III. Results of the IMPLAN Analysis

Overall design and construction job effects over the full design, construction, and equipment phases of the project period between 3/01/2013 and 12/01/2016 are estimated to be 444 job-years. A job-year is defined as a year’s worth of employment for one worker (i.e. two job-years equals one worker being employed for two years or two workers being employed for one year). Breaking this down by year shows that construction job creation should peak at 119 jobs per year in 2014 and 2015. In total, all construction activities are expected to create $72.1 million in direct, indirect, and induced spending in the Southern Maryland economy between 2013 and 2016.²

Operations are assumed to create 150 direct jobs at the facility starting in calendar year 2017, which will support an additional 89 indirect jobs and 59 induced jobs per year. Indirect jobs are the result of purchasing of goods and services in support of the 150 direct jobs at the facility, while induced jobs are the result of the household spending of workers who are employed in both direct and indirect jobs. In total, employment at the facility is estimated to produce $61 million in direct, indirect, and induced spending in the local community. These employment and spending levels are expected to continue for every year the facility is operation after it opens in 2017.

² All dollar figures are in 2012 dollars.
IV. Appendix A: Detailed IMPLAN Tables

IMPLAN Estimate of Construction Impacts (3/2013 through 12/16)

<table>
<thead>
<tr>
<th>Impact Type</th>
<th>Job Years</th>
<th>Labor Income</th>
<th>Value Added</th>
<th>Output</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct Effect</td>
<td>294.7</td>
<td>$18,034,026</td>
<td>$20,464,370</td>
<td>$53,000,000</td>
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<tr>
<td>Indirect Effect</td>
<td>64.1</td>
<td>$3,969,296</td>
<td>$5,344,771</td>
<td>$9,192,816</td>
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<td>Induced Effect</td>
<td>85.0</td>
<td>$2,992,519</td>
<td>$6,210,804</td>
<td>$9,911,919</td>
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<tr>
<td>Total Effect</td>
<td>443.7</td>
<td>$24,995,840</td>
<td>$32,019,940</td>
<td>$72,104,736</td>
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Top 10 Sectors Affected by of Construction Spending in Southern Maryland (3/2013 through 12/16)

<table>
<thead>
<tr>
<th>Sector</th>
<th>Description</th>
<th>Job Years</th>
<th>Labor Income</th>
<th>Value Added</th>
<th>Output</th>
</tr>
</thead>
<tbody>
<tr>
<td>34</td>
<td>Construction of new nonresidential commercial and health care structures</td>
<td>294.7</td>
<td>$18,034,026</td>
<td>$20,464,370</td>
<td>$53,000,000</td>
</tr>
<tr>
<td>369</td>
<td>Architectural, engineering, and related services</td>
<td>23.3</td>
<td>$2,076,159</td>
<td>$2,106,509</td>
<td>$3,270,459</td>
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<tr>
<td>413</td>
<td>Food services and drinking places</td>
<td>15.7</td>
<td>$288,420</td>
<td>$428,049</td>
<td>$823,143</td>
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<td>360</td>
<td>Real estate establishments</td>
<td>7.5</td>
<td>$188,568</td>
<td>$888,747</td>
<td>$1,143,309</td>
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<td>394</td>
<td>Offices of physicians, dentists, and other health practitioners</td>
<td>6.5</td>
<td>$427,286</td>
<td>$494,929</td>
<td>$704,813</td>
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<td>329</td>
<td>Retail Stores - General merchandise</td>
<td>5.3</td>
<td>$131,612</td>
<td>$195,917</td>
<td>$299,763</td>
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<td>324</td>
<td>Retail Stores - Food and beverage</td>
<td>5.2</td>
<td>$161,344</td>
<td>$248,289</td>
<td>$384,027</td>
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<td>319</td>
<td>Wholesale trade businesses</td>
<td>4.4</td>
<td>$297,559</td>
<td>$511,771</td>
<td>$792,774</td>
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<tr>
<td>425</td>
<td>Civic, social, professional, and similar organizations</td>
<td>4.0</td>
<td>$120,588</td>
<td>$70,185</td>
<td>$210,569</td>
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<td>398</td>
<td>Nursing and residential care facilities</td>
<td>3.6</td>
<td>$132,825</td>
<td>$137,663</td>
<td>$190,472</td>
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IMPLAN Estimate of Operational Impacts (Per Year starting in 2017)
<table>
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<tr>
<th>Impact Type</th>
<th>Employment Per Year</th>
<th>Labor Income</th>
<th>Value Added</th>
<th>Output</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct Effect</td>
<td>150.0</td>
<td>$10,080,655</td>
<td>$13,174,210</td>
<td>$40,556,156</td>
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<td>Indirect Effect</td>
<td>88.9</td>
<td>$5,244,878</td>
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<td>$13,637,158</td>
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<td>Induced Effect</td>
<td>58.7</td>
<td>$2,071,863</td>
<td>$4,291,665</td>
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<td>Total Effect</td>
<td>297.6</td>
<td>$17,397,396</td>
<td>$25,246,790</td>
<td>$61,041,788</td>
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**Top 10 Sectors Affected by Operational Spending in Southern Maryland (2017 on)**

<table>
<thead>
<tr>
<th>Sector</th>
<th>Description</th>
<th>Employment</th>
<th>Labor Income</th>
<th>Value Added</th>
<th>Output</th>
</tr>
</thead>
<tbody>
<tr>
<td>432</td>
<td>Other state and local government enterprises</td>
<td>155.7</td>
<td>$10,463,177</td>
<td>$13,674,115</td>
<td>$42,095,108</td>
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<td>39</td>
<td>Maintenance and repair construction of nonresidential structures</td>
<td>19.3</td>
<td>$1,226,739</td>
<td>$1,291,313</td>
<td>$2,414,261</td>
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<tr>
<td>369</td>
<td>Architectural, engineering, and related services</td>
<td>14.3</td>
<td>$1,279,177</td>
<td>$1,297,876</td>
<td>$2,015,017</td>
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<tr>
<td>360</td>
<td>Real estate establishments</td>
<td>12.2</td>
<td>$307,384</td>
<td>$1,448,741</td>
<td>$1,863,699</td>
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<tr>
<td>413</td>
<td>Food services and drinking places</td>
<td>10.6</td>
<td>$195,634</td>
<td>$290,343</td>
<td>$558,333</td>
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<td>354</td>
<td>Monetary authorities and depository credit intermediation activities</td>
<td>4.7</td>
<td>$235,895</td>
<td>$619,260</td>
<td>$854,920</td>
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<tr>
<td>394</td>
<td>Offices of physicians, dentists, and other health practitioners</td>
<td>4.5</td>
<td>$298,017</td>
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<td>$491,583</td>
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<td>388</td>
<td>Services to buildings and dwellings</td>
<td>4.3</td>
<td>$116,377</td>
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<td>329</td>
<td>Retail Stores - General merchandise</td>
<td>3.4</td>
<td>$84,286</td>
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<td>324</td>
<td>Retail Stores - Food and beverage</td>
<td>3.3</td>
<td>$103,569</td>
<td>$159,379</td>
<td>$246,511</td>
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V. Appendix B: About the IMPLAN Model

The employment impacts for the construction and operation of a juvenile justice detention center in Southern Maryland were calculated using the IMPLAN model from MIG. IMPLAN stands for IMPact analysis for PLANning, and was originally created in the 1970’s for the U.S. Forest Service to support the 1976 National Forest Management Act. In 1988, it was commercialized by the University of Minnesota, and was spun out as a separate company called the Minnesota IMPLAN Group (MIG) in 1993. Today, IMPLAN is used by multiple Federal, state, and local agencies, as well as universities and corporations. Users include the Department of Defense, the National Institute of Standards and Technology (NIST), agencies from at least 40 state governments, and corporations such as AECOM, Booz, Allen and Hamilton, M&T Bank, and SAIC.³

Description of IMPLAN

IMPLAN is an input-output model. It is based on data collected at the national level by the U.S. Bureau of Economic Analysis that accounts for every input into an industry that is required to create a specific output. So, if an industry is producing automobiles, the inputs for creating that product could be steel, plastic, glass, engineering services, transportation of goods to and from factories, electricity, etc. The creation of each of these inputs is also accounted for, as each input into one industry is an output from another. MIG takes this input-output matrix and adds additional data on “non-market” transactions, such as taxes and unemployment benefits, and creates its own Social Accounting Matrices (SAMs), which “capture the actual dollar amounts of all business transactions taking place in a regional economy as reported each year by businesses and governmental agencies.”

The Social Accounting Matrices are then used to construct “multiplier models” that show the effects of a given change on a local economy. Multiplier Models study the impacts changes in the local economy for 440 different industries. These models measure the direct, indirect, and induced changes in employment caused by changes in the economy:

- **Direct effects** represent the economic change that is being measured in a study, i.e. spending $100 million to design and build an airplane;
- **Indirect effects** represent the activity created in the local economy by the new activity described in the direct effect, i.e. materials and services purchased by a firm in its effort to build an airplane;
- **Induced effects** measure the household and other spending that occurs in the local economy because of the spending from the direct and indirect effect.

Spending from each of these three effects continues to cycle through the economy until leakage from the local economy ends the cycle. Leakage refers to the fact that, for most transactions, some portion of the money spent goes outside of the local economy to purchase an imported good or service. For example, when purchasing an item from a big-box store, much of the purchase price goes outside of the local economy to a product supplier or a corporate headquarters. Relatively little stays in the local

economy. As no local economy is self-sustaining, and must import a large portion of the goods and services used by its residents and local establishments, local spending has a finite life cycle before it essentially falls to zero.

How IMPLAN was used for this Study

IMPLAN version 3.0 was used to complete this study, along with the 2008 IMPLAN dataset adjusted to 2012 dollars. IMPLAN was used in different ways for each portion of this study:

Effect of Design and Construction: The direct, indirect, and induced effects of design and construction was calculated by entering the total expected spending on design and construction for the proposed facility. IMPLAN used its built-in data to estimate how this spending would be apportioned throughout the Southern Maryland economy. Note that IMPLAN does not understand time, so the projected employment occurs across the life of the project (in this case, from May 2013 through December 2016). IMPLAN industry 34: Construction of New Nonresidential Commercial and Healthcare Structures was used as a model for all design and construction activities for this project.

Effect of Facility Operations: The direct, indirect, and induced impacts of facility operations were calculated by modeling the effect of the expected facility employment of 150 persons per year. IMPLAN industry 432: Other State and Local Government Enterprises was the model industry used for the analysis. Results can be interpreted as the yearly effect that this level of employment would have on the Southern Maryland region.
APPENDIX 3

WRITTEN APPRAISALS
June 4, 2012

Carlton Richardson
Director – Capital Planning
Department of Juvenile Services
One Center Plaza
120 W. Fayette Street, 2nd Floor
Baltimore, Maryland 21201-3741

Re: Appraisals for Lot 5 Acton Lane

Dear Carlton:

Please find enclosed the three appraisals obtained for potential acquisition of Lot 5, Acton Lane from Faison Acton Lane, LLC. As discussed the recommended value is the DGS appraisal of $1,535,000.00 prepared by David Kelleher. The remaining two appraisals for $2,300,000.00 prepared by LouAnne Cline and $1,253,900 prepared by Melville E. Peters were not recommended.

Once the title review is completed this week, we will discuss these findings with you and prepare to begin negotiations for the property.

Sincerely,

Wendy Scott-Napier
Chief – Land Acquisition & Disposal
410-767-4088 ofc

cc: Michael Gaines, Asst. Secretary
Maryland Department of General Services
Office of Real Estate
Valuation and Appraisal

Appraisal of

Owner: Faison Acton Lane, LLC
17.993 acres +/-
located on the north side of Acton Lane
north of Waldorf,
Charles County, Maryland

as of
March 20, 2012

Prepared by
David M. Kelleher
Review Appraiser
May 28, 2012

Mr. Michael A. Gaines, Sr.
Director Office of Real Estate
Maryland Department General Services
300 West Preston Street, Suite 601
Baltimore, Maryland 21201

Dear Mr. Gaines:

I have appraised 17.993 acres of land located on the north side of Acton Lane, north of Waldorf in Charles County, Maryland. The property is identified as part of Lot 5 of Parcel 12 on Charles County Tax Map #8. Maryland Department Of Juvenile Services has expressed interest in purchasing the subject property. The attached appraisal report is a Summary Appraisal Report as defined by the Uniform Standards of Professional Appraisal Practice (USPAP).

The estimated market value of the proposed temporary utility easement, as of March 20, 2012 is:

**ONE MILLION FIVE HUNDRED THIRTY-FIVE THOUSAND DOLLARS**

$1,535,000

Respectfully submitted,

[Signature]

David M. Kelleher
EXECUTIVE SUMMARY

Location: North side of Acton Lane, North of Waldorf, Charles County
Owner: Faison Acton Lane, LLC
Property Description: Tax Map 8, Grid 17, Parcel 12, Lot 5
17.993 acres
11.74 usable acres
Zoning: Current zoning, IG, General Industrial
Utilities: Telephone and electric, public water & sewer
Present Use: Vacant Industrial Land
Highest and Best Use: To develop industrially in conformity within the existing zoning.
Date of Value: March 20, 2012
Area: 511,394 usable square feet (11.74 acres)
783,775 total square feet (17.993 acres)
Valuation Summary: $1,535,000
($3.00 per square foot x 511,394 square feet)
To: Michael A. Gaines, Sr., Assistant Secretary  
Date: May 28, 2012  
Subject: Maryland Department Of Juvenile Services/ Faison Acton Lane, LLC

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<td>32</td>
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To: Michael A. Gaines, Sr., Assistant Secretary
Date: May 28, 2012
Subject: Maryland Department Of Juvenile Services/ Faison Acton Lane, LLC
To: Michael A. Gaines, Sr., Assistant Secretary
Date: May 28, 2012
Subject: Maryland Department Of Juvenile Services/ Faison Acton Lane, LLC

SUBJECT PHOTOGRAPHS
STATEMENT OF ASSUMPTIONS AND LIMITING CONDITIONS

- Possession of this report, or copy thereof, does not carry with it the right of publication. It may not be used for any purpose by any person other than the State of Maryland Department of General Services without the written consent of the appraiser, and in any event only with proper written qualification and only in its entirety.

- No environmental impact studies were either requested or made in conjunction with this valuation, and the appraiser hereby reserves the right to alter, amend, revise or rescind any of the value opinions based upon any subsequent environment impact studies, research or investigation. Additionally, the consideration of the possible effects of hazardous substances on the value of the subject property is beyond the purpose and scope of this valuation, and any such consideration would have to follow a competent environmental audit.

- The legal description used in this report is assumed to be correct.

- No survey of the property has been made by the appraiser and no responsibility is assumed in connection with such matters. Sketches and exhibits in this report are included only to assist the reader in visualizing the property.

- No responsibility is assumed for matters of a legal nature affecting title to the property nor is an opinion of title rendered. The title is assumed to be good and merchantable.

- It is assumed that there are no hidden or unapparent conditions of the property, subsoil, or structures which would render it more or less valuable. No responsibility is assumed for such conditions or for engineering which may be required to discover them.
To: Michael A. Gaines, Sr., Assistant Secretary
Date: May 28, 2012
Subject: Maryland Department Of Juvenile Services/ Faison Acton Lane, LLC

CLIENT AND INTENDED USERS

The Office of Real Estate of the Maryland Department of General Services is the client and only intended user of this appraisal.

INTENDED USE

The intended use of this appraisal is to be used as a guide in negotiations for the possible purchase of the subject property from the owner, Faison Acton Lane, LLC.

PURPOSE OF THE APPRAISAL

The purpose of this appraisal is to estimate the market value of the fee simple interest of the subject property as of the date of valuation.

DATE OF VALUE/DATE OF REPORT

The date of value of this appraisal is March 20, 2012. The date of this appraisal report is May 28, 2012.

SCOPE OF THE APPRAISAL

Neighborhood, site, and improvement descriptive data was collected from fee appraisals completed by Lou Anne Cline with an effective date of March 20, 2012 and Melville E. Peters with an effective date of February 26, 2012. Sources for comparable sales data include the Cline and Peters appraisal reports and databases of the Metropolitan Regional Information System (MRIS), the Maryland Department of Assessments and Taxation, and CoStar. The subject property was not walked by this appraiser who relied on a visual inspection from the public road and upon the descriptions provided in the Cline and Peters appraisal reports. Neighborhood, and site characteristics were confirmed from aerial photos visual inspection from the public road.
DEFINITION OF FAIR MARKET VALUE
(Annotated Code of Maryland, Real Property Section, Article 12-105)

"The fair market value of a property in a condemnation proceeding is the price as of the valuation date for the highest and best use of the property which a seller, willing but not obligated to sell, would accept for the property, and which a buyer, willing but not obligated to buy, would pay, excluding any increment in value proximately caused by the public project for which the property condemned is needed plus the amount, if any, by which such price reflects a diminution in value occurring between the effective date of legislative authority for the acquisition of the property and the date of actual taking if the trier of facts finds that the diminution in value was proximately caused by the public project for which the property condemned is needed, or by announcements or acts of the plaintiff or its officials concerning the public project, and was beyond the reasonable control of the property owner."
To: Michael A. Gaines, Sr., Assistant Secretary  
Date: May 28, 2012  
Subject: Maryland Department Of Juvenile Services/ Faison Acton Lane, LLC

AREA DESCRIPTION

The immediate neighborhood, is the northern portion of Charles County in the community of Waldorf. It is bounded to the north by Prince George's County, to the east by Cedarville State Forest and the Zekiah Swamp, to the south by Billingsley Road, and to the west by the Potomac River. U.S. Route 301, just one half mile west of subject, is a six lane divided, north/south highway providing access to Baltimore/Washington to the north and northeast and Fredericksburg and Richmond to the south. Predominant land use consists of commercial and industrial development along the U.S. 301 corridor with residential use on the peripheral areas. Outside of the corridor agricultural use predominates. The property adjacent to the subject property to the north (to the rear of the subject property) is the White Oak Village residential subdivision. All utilities (electric telephone, public water and public sewer) are available in the immediate area.
SITE DESCRIPTION

The subject property, known as 2510 Aurora Place in Waldorf, Charles County, is located off of Acton Lane in the Acton Lane Industrial Park Subdivision, as recorded in Plat Book 58, Page 205. The subdivision plat reports the total area of the subject property (part of Lot 5) to be 17.993 +/- acres (783,792 +/- square feet). The entire Lot 5 is reported to contain a total of 32.4771 +/- acres of land, of which the subject is the 17.993 +/- acre, RM zoned, part of Lot 5. The subject property (A.K.A. Part of Lot 5) is located northeast of the intersection of Aurora Place and Chesterbrooke Court, with frontage along both roads. Aurora Place is in place and currently serves as the access road to Lot 4 of the Acton Lane Subdivision (Sale #1). Chesterbrooke Court is in Place from Acton Lane to just past the Subject’s property line. The subject property consists of approximately 17.993 acres of unimproved land. According to the Plat, the net usable area of the subject is 11.74 +/- acres of land (511,394 +/- square feet).

The northeastern boundary of the subject property is encumbered with a Forest Conservation Easement containing 1.6138 +/- acres of land. The subject property is further encumbered with a temporary water easement and a 20 foot wide public water easement. The subject has wetlands along its east and northeast borders and a 75 foot buffer yard from the RM zoned property to the north and southeast. The subject fronts on the north side of Chesterbrooke Court for approximately 100 feet and along the east side of Aurora Place for some 500 feet. Subject is a nearly six sided polygon and is nearly regular in shape. The parcel generally has level to gently rolling topography, is at grade, and is mostly wooded. The property is reported to be served by electric, telephone, public water and public sewer. Access to the subject is good off of Acton Lane and the subject enjoys average visibility. The subject property is identified in the Maryland Assessment and Taxation Records for Charles County as being part of Lot 5, on Parcel 12, on Tax Map #8.

IMPROVEMENT DESCRIPTION

The property is currently unimproved. Therefore, for the purposes of this appraisal, the subject property is treated as land only.
To: Michael A. Gaines, Sr., Assistant Secretary  
Date: May 28, 2012  
Subject: Maryland Department Of Juvenile Services/ Faison Acton Lane, LLC

SALES AND USE HISTORY

The property is titled to Faison Acton Lane, LLC, which acquired the property from Faison Acton Lane, LLC A.K.A. TD Acton Lane, LLC, by deed dated September 5, 2008, and recorded on October 18, 2008 among the land records of Charles County at Liber 6726, folio 718 for no monetary consideration. This deed references three (3) parcels of land: Parcel 1 - 55.2911 Ac.; Parcel 2 - 13.9 Ac.; and Parcel 3 - 0.39 Ac.

Two prior deeds; the most recent, Liber 6691, Folio 518, and dated July 8, 2008 from the Estate of Theodore R. King, conveyed to TD Acton Lane, LLC, the above Parcel 3, for the reported consideration of $13,390.26. The second deed dated December 28, 2007, conveyed (above Parcels 1 and 2) the property from Coastal American Corporation unto TD Acton Lane, LLC, for the reported consideration of $2,000,000.

ASSESSMENT

<table>
<thead>
<tr>
<th>As of 01/01/2010</th>
<th>Land</th>
<th>Improvements</th>
<th>Total</th>
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<td>Account # 06-346197</td>
<td>$494,900</td>
<td>-0-</td>
<td>$494,900</td>
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ZONING

The property is currently zoned General Industrial (IG). This zone provides appropriate locations for industrial uses of moderate scale and intensity. Permitted uses in an IG zoning district include banks, savings and loan associations, service uses including office, trade schools, social/fraternal clubs, brewery, sawmills, bottling, concrete mixing, wholesale sales, restaurants, fast food, bars and nightclubs, self storage facilities and warehouses, truck terminals, moving and storage establishments among others. Setback requirements are 50 feet front yard, 6 feet side yard, and 10 feet rear setback. The maximum FAR is 50:1, and the maximum ISR is .75:1.

ANALYSIS OF HIGHEST AND BEST USE

Legally Permissible: The Industrial General zoning classification permits a wide variety of industrial type uses. There are no other known legal impediments to the use of the subject property.

Physically possible: The subject property is a wooded, nearly level parcel which is at grade and approximately regular in shape. The subject parcel consists of 17.993 acres. There are no known physical impediments (other than the aforementioned usable area limitations) to use of the subject property under any
To: Michael A. Gaines, Sr., Assistant Secretary  
Date: May 28, 2012  
Subject: Maryland Department Of Juvenile Services/ Faison Acton Lane, LLC

of the uses permitted under the Industrial General zoning classification.

**Financially Feasible:** Industrial and industrial park uses predominate in the immediate area of the subject property, which are permitted under the Industrial General zoning classification. The presence of both public and private industrial uses suggests demand for both.

**Highest and Best Use:** The highest and best use of the property is considered to be use in a manner that is permitted under the Industrial General zoning classification.

The subject is currently listed for sale with Shasho Consulting, P.A. and the asking price is $2,500,000.

**VALUE ESTIMATE BY THE SALES COMPARISON APPROACH**

The sales comparison approach estimates the value of a property by it with similar properties recently sold in the open market. To obtain accurate estimates of value, the sales price of the comparable properties must be adjusted to reflect any dissimilarities between them and the subject property. The sales are compared on the basis of: 1) Real property rights conveyed, 2) financing terms, 3) conditions of sale, 4) market conditions, 5) size, 6) location, 7) topo/shape, and 8) “other”. Price per square foot of usable area was considered to be the appropriate unit of comparison.

Review of sales contained within the fee appraisal reports prepared by Ms. Cline with an effective date of 3/20/12 and Mr. Peters with an effective date of 2/28/12 was made along with a search for sales within the databases of MRIS, MDAT and COStar. As a result of this review and search six (6) sales were selected for comparison. The properties sold for between $0.92 and $3.44 per sq. ft with four (4) of the sales between $2.78 and $3.44 per sq. ft. In the case of the subject property and two of the comparable sales were considered on the basis of usable area and not total area in order to more accurately reflect the properties’ utility. Next, one of the sales, Sale #1 required “reducing” the sales price by $445,000, the amount of non-typical Seller Concessions ($325,000 allowance toward construction of purchasers’ new building and $120,000 for the relocation of trailers) rebated to the purchaser. The appropriate unit of comparison was then determined to be price per square foot of land. By dividing the sales price by the by the sale’s total square footage, or usable square footage, we arrive at Price Per Square Foot Of Usable Land. The sales were then adjusted for variations in property rights conveyed, financing terms, conditions of sale, etc. Due to the relative scarcity of nearly identical comparable sales, paired sales analysis was not possible. Therefore; adjustments made were based on market data, research, and appraiser’s experience.
**To:** Michael A. Gaines, Sr., Assistant Secretary  
**Date:** May 28, 2012  
**Subject:** Maryland Department Of Juvenile Services/ Faison Acton Lane, LLC  

<table>
<thead>
<tr>
<th>Source</th>
<th>Subject</th>
<th>Sale #1</th>
<th>Sale #2</th>
<th>Sale #3</th>
<th>Sale #4</th>
<th>Sale #5</th>
<th>Sale #6</th>
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<tbody>
<tr>
<td>Location</td>
<td>Lot 5 Faison-Acton Ind. Park Waldorf</td>
<td>Lot 4 Faison-Acton Ind. Park Waldorf</td>
<td>Lot 1 Faison-Acton Ind. Park Waldorf</td>
<td>Tract 93 Ind. Prk Dr. St Charles Ind. Park Waldorf</td>
<td>20 Industrial Prk Dr. St Charles Ind. Park Waldorf</td>
<td>9265 W&amp;W Ind. Rd. Parkway Ind. Park, LdPlata</td>
<td>30 Henry Ford Ctr. Lot 27 St. Charles Ind. Prk Waldorf</td>
</tr>
<tr>
<td>Tax Map Parcel</td>
<td>Map 08-17-12</td>
<td>08-17-469</td>
<td>08-17-469</td>
<td>15-10-671</td>
<td>15-03-636</td>
<td>33-01-477</td>
<td>15-10-712</td>
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<tr>
<td>Date of Sale</td>
<td>05/21/2010</td>
<td>07/28/2010</td>
<td>02/26/2007</td>
<td>06/12/2008</td>
<td>12/14/2009</td>
<td>06/01/2011</td>
<td></td>
</tr>
<tr>
<td>Sale Price</td>
<td>$3,162,532</td>
<td>$275,000</td>
<td>$662,966</td>
<td>$550,000</td>
<td>$210,000</td>
<td>$120,000</td>
<td></td>
</tr>
<tr>
<td>Size (Acres)</td>
<td>17.993 Ac</td>
<td>21.99 Ac</td>
<td>4.43 Ac</td>
<td>5.073 Ac</td>
<td>3.667 Ac</td>
<td>5.23 Ac</td>
<td>0.99 Ac</td>
</tr>
<tr>
<td>Size (Sq Ft)</td>
<td>783,775</td>
<td>957,884</td>
<td>192,971</td>
<td>220,980</td>
<td>159,735</td>
<td>227,819</td>
<td>43,124</td>
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<td>Usable Acres</td>
<td>11.74 Ac</td>
<td>21.99 Ac</td>
<td>1.9 Ac</td>
<td>5.073 Ac</td>
<td>3.667 Ac</td>
<td>1.75 Ac</td>
<td>0.99 Ac</td>
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<tr>
<td>Usable Sq. Ft.</td>
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<td>957,884</td>
<td>82,764</td>
<td>220,980</td>
<td>159,735</td>
<td>76,230</td>
<td>43,124</td>
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<td>Price/Acre</td>
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<td>$62,077</td>
<td>$130,685</td>
<td>$149,986</td>
<td>$40,153</td>
<td>$121,212</td>
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<tr>
<td>Price/Sq. Ft.</td>
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<td>$3.00</td>
<td>$3.44</td>
<td>$0.92</td>
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<td>IG</td>
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<td>IH</td>
<td>PUD</td>
<td>IG</td>
<td>IG</td>
<td>PUD</td>
</tr>
</tbody>
</table>
To: Michael A. Gaines, Sr., Assistant Secretary
Date: May 28, 2012
Subject: Maryland Department Of Juvenile Services/ Faison Acton Lane, LLC

Faison Acton Sales Location Map - sales 1-4 & 6
To: Michael A. Gaines, Sr., Assistant Secretary  
Date: May 28, 2012  
Subject: Maryland Department Of Juvenile Services/ Faison Acton Lane, LLC

## COMPARABLE SALE #1

<table>
<thead>
<tr>
<th>Grantor</th>
<th>Faison Acton Lane, LLC</th>
<th>Sale Price:</th>
<th>$3,162,532</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grantee</td>
<td>Resun Modspace</td>
<td>Size:</td>
<td>21.99 acres</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Unit Price/Ac:</td>
<td>$143,817</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Unit Price/SF:</td>
<td>$3.30</td>
</tr>
<tr>
<td>County</td>
<td>Charles</td>
<td>Zoning:</td>
<td>IG, General Industrial</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Utilities:</td>
<td>Telephone, electric</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Water &amp; sewer</td>
</tr>
<tr>
<td>Deed Liber/Folio</td>
<td>7161/267</td>
<td>Location:</td>
<td>Lot 4 Acton Lane Industrial Park</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Waldorf, 20601</td>
</tr>
<tr>
<td>Deed Date:</td>
<td>5/21/2010</td>
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<td>Record Date:</td>
<td>05/26/2010</td>
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<tr>
<td>Tax Map:</td>
<td>Map 8, Grid 17, P. 469</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**COMMENTS:** This is the sale of the lot adjacent to and west of the subject property. Seller graded the land, brought in utilities, stone for under the trailer storage area, high intensity lighting for the trailer area, pavement, a concrete pad, and gated entrance. Buyers given $325,000 toward building and an allowance of $120,000 for the relocation of trailers. Thus the actual sale price would be $2,717,532. Approximately 0.4736 +/- acres of sale property lies within a private SWM easement that is associated with the pond on subject property. Sale is level and at grade with Aurora Place. The grantor and grantees swapped lands for this property, and according to the seller, represented a market transaction.

### Analysis Of Sale:

<table>
<thead>
<tr>
<th>Time</th>
<th>22 mos</th>
<th>08%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Size</td>
<td>2x subject usable</td>
<td>20%</td>
</tr>
<tr>
<td>Location</td>
<td>adjacent</td>
<td>-0-</td>
</tr>
<tr>
<td>Topo/Shape</td>
<td>cleared, level, nearly rect</td>
<td>10%</td>
</tr>
<tr>
<td>Other</td>
<td>NA</td>
<td>-0-</td>
</tr>
</tbody>
</table>
To: Michael A. Gaines, Sr., Assistant Secretary  
Date: May 28, 2012  
Subject: Maryland Department Of Juvenile Services/ Faison Acton Lane, LLC

**COMPARABLE SALE #2**

<table>
<thead>
<tr>
<th>Grantor:</th>
<th>Faison Acton Lane, LLC</th>
<th>Sale Price:</th>
<th>$275,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grantee:</td>
<td>Acton Richards, LLC</td>
<td>Size:</td>
<td>4.43 Acres</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>192,971 SF</td>
</tr>
<tr>
<td>County:</td>
<td>Charles</td>
<td>Unit Price / Ac:</td>
<td>$62,077</td>
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<tr>
<td></td>
<td></td>
<td>Unit Price / SF:</td>
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<tr>
<td>Deed Liber/Folio:</td>
<td>7215/412</td>
<td>Zoning:</td>
<td>IH, Heavy Industry</td>
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<tr>
<td>Deed Date:</td>
<td>7/28/2010</td>
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<td>Water and Sewer</td>
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<tr>
<td>Record Date:</td>
<td>8/02/2010</td>
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<td>Telephone &amp; Electric</td>
</tr>
<tr>
<td>Tax Map:</td>
<td>Map 8, Grid 17, P. 469</td>
<td>Location:</td>
<td>Lot 1 Acton Lane Industrial Park, Waldorf</td>
</tr>
</tbody>
</table>

**COMMENTS:** This property, located approximately 500 feet west of the subject, has 169 feet of road frontage along the south side of Acton Lane. This sale has a level topography and is at grade with Acton Lane. There is a private SWM easement and Common Drainage easement along the western boundary. The $275,000 sale price for 4.43 acres indicates a unit price of $62,076 per acre, or $1.43 per square foot. However, only about 1.9 acres of this sale are “usable”, with the remainder of this lot, the southern portion, lying within a lake north of Jorden Swamp.

**Analysis of Sale:**

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<thead>
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<th>Time</th>
<th>20 mos</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Size</td>
<td>1/5 of subject</td>
<td>-25%</td>
</tr>
<tr>
<td>Location</td>
<td>same</td>
<td>-0%-</td>
</tr>
<tr>
<td>Topo/Shape</td>
<td>cleared/rectang</td>
<td>-10%</td>
</tr>
<tr>
<td>Other</td>
<td>NA</td>
<td>-0%-</td>
</tr>
</tbody>
</table>
COMPARABLE SALE #3

Grantor: Park Circle II LP  
Sale Price: $662,965.77

Grantee: Applewood Properties  
Size: 5.073 acres

County: Charles  
Unit Price/Ac: $130,685

Deed Liber/Folio: 6231/247  
Unit Price/SF: $3.00

Deed Date: 02/26/2007  
Zoning: PUD

Record Date: 02/28/2007  
Utilities: Water and Sewer

Location: Lot 9B Industrial Park Drive  
Telephone & Electric

St. Charles Industrial Park,  
Waldorf

Tax Map: Map 15, Grid 10, P. 671, L 9B

COMMENTS: $662,966 for 5.073 acres indicates a price per acre of $130,685, or $3.00 per square foot. Sale is located within the St. Charles Communities Industrial Park near the Motor Vehicle Administration. This sale has approximately 678 feet of road frontage along the north side of Industrial Park Drive.

Analysis of Sale:

<table>
<thead>
<tr>
<th>Time</th>
<th>52 mos</th>
<th>10%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Size</td>
<td>½ of subject</td>
<td>-15%</td>
</tr>
<tr>
<td>Location</td>
<td>similar</td>
<td>-0%</td>
</tr>
<tr>
<td>Topo/Shape</td>
<td>cleared, level, rectang</td>
<td>-0%</td>
</tr>
<tr>
<td>Other (zoning)</td>
<td>PUD</td>
<td>10%</td>
</tr>
</tbody>
</table>
COMPARABLE SALE #4

Grantor: JDJ Enterprises, LLC       Sale Price: $550,000
Grantee: Crescent Industrial Phase II Size: 3.667 acres
         159,735 SF
County: Charles                  Unit Price / Ac: $149,986
Deed Liber/Folio: 6651/198          Unit Price / SF: $3.44
Zoning: IG, General Industrial
Deed Date: 06/12/2008            Utilities: Water and Sewer
                                 Telephone & Electric
Record Date: xx/xx/xxxx          Location: 20 Industrial Park Drive,
                                 St. Charles Industrial Park,
Tax Map: Map 15, Grid 3, P. 636       Waldorf
Improvements: None

COMMENTS: This property is located in an existing industrial park with an occupancy rate estimated in excess of ninety per cent. This property is level and is partially cleared. It was purchased by an adjoining owner.

Analysis of Sale:

<table>
<thead>
<tr>
<th>Time</th>
<th>45 mos</th>
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</tr>
<tr>
<td>Location</td>
<td>similar</td>
<td>-0</td>
</tr>
<tr>
<td>Topo/Shape</td>
<td>level, cleared, rectang</td>
<td>-10%</td>
</tr>
<tr>
<td>Other</td>
<td>access</td>
<td>10%</td>
</tr>
</tbody>
</table>

Page -23-
To: Michael A. Gaines, Sr., Assistant Secretary  
Date: May 28, 2012  
Subject: Maryland Department Of Juvenile Services/ Faison Acton Lane, LLC

**COMPARABLE SALE #5**

<table>
<thead>
<tr>
<th>Grantor:</th>
<th>Paul P. Lutov</th>
<th>Sale Price:</th>
<th>$210,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grantee:</td>
<td>James Barlett</td>
<td>Size:</td>
<td>5.23 Acres</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>227,819 SF</td>
</tr>
<tr>
<td>County:</td>
<td>Charles</td>
<td>Unit Price / Ac:</td>
<td>$ 40,153</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Unit Price / SF:</td>
<td>$0.92</td>
</tr>
<tr>
<td>Deed Liber/Folio:</td>
<td>7057/127</td>
<td>Zoning:</td>
<td>IG, General Industry</td>
</tr>
<tr>
<td>Deed Date:</td>
<td>12/14/2009</td>
<td>Utilities:</td>
<td>Water and Sewer</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Telephone &amp; Electric</td>
</tr>
<tr>
<td>Record Date:</td>
<td>01/06/2010</td>
<td>Location:</td>
<td>9265 W &amp; W Industrial Rd.</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Parkway Industrial Park</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>LaPlata</td>
</tr>
<tr>
<td>Tax Map:</td>
<td>Map 33, Grid 1, P.477</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**COMMENTS**: This property has frontage of 189 feet on the south side of Industrial Parkway, in the Parkway Industrial Park, in LaPlata. This sale is at grade with Industrial Parkway, but; slopes steeply downward to the south. This property is subject to a cell tower easement, which is located in the central westerly side of the site.

**Analysis of Sale:**

<table>
<thead>
<tr>
<th>Time</th>
<th>28 mos</th>
<th>08%</th>
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<tbody>
<tr>
<td>Location</td>
<td>inferior</td>
<td>10%</td>
</tr>
<tr>
<td>Size</td>
<td>1/5</td>
<td>-25%</td>
</tr>
<tr>
<td>Topo/Shape</td>
<td>slope/wooded</td>
<td>10%</td>
</tr>
<tr>
<td>Other (access)</td>
<td>worn macad no CorB</td>
<td>10%</td>
</tr>
</tbody>
</table>
To: Michael A. Gaines, Sr., Assistant Secretary
Date: May 28, 2012
Subject: Maryland Department Of Juvenile Services/ Faison Acton Lane, LLC

**COMPARABLE SALE #6**

<table>
<thead>
<tr>
<th>Grantor:</th>
<th>St Charles Comm., LLC</th>
<th>Sale Price:</th>
<th>$120,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grantee:</td>
<td>Patriot Recovery Withholding</td>
<td>Size:</td>
<td>0.99 Acres</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>43,124 SF</td>
</tr>
<tr>
<td>County:</td>
<td>Charles</td>
<td>Unit Price / Ac:</td>
<td>$121,212</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Unit Price / SF:</td>
<td>$2.78</td>
</tr>
<tr>
<td>Deed Liber/Folio:</td>
<td>7488/136</td>
<td>Zoning:</td>
<td>PUD</td>
</tr>
<tr>
<td>Deed Date:</td>
<td>6/01/2011</td>
<td>Utilities:</td>
<td>Water and Sewer</td>
</tr>
<tr>
<td>Record Date:</td>
<td>6/07/2011</td>
<td></td>
<td>Telephone &amp; Electric</td>
</tr>
<tr>
<td>Tax Map:</td>
<td>Map 15, Grid 10, P. 712</td>
<td>Location:</td>
<td>30 Henry Ford Cir.</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>St. Charles Indust. Park, Waldorf</td>
</tr>
</tbody>
</table>

**COMMENTS:** This property is located within the St. Charles Industrial Park East, two miles south of the subject. This sale is unimproved. It has 280 feet of road frontage along Henry Ford Circle, and is at grade and level. This sale was purchased by an adjoining property owner (a recycling center) for future expansion.

**Analysis of Sale: Discussion and Explanation of the Degree of Comparability to Subject Property:**

<table>
<thead>
<tr>
<th>Time</th>
<th>9 mos</th>
<th>Location</th>
<th>similar</th>
<th>-0-</th>
</tr>
</thead>
<tbody>
<tr>
<td>Location</td>
<td>similar</td>
<td>Size</td>
<td>1/10</td>
<td>-30%</td>
</tr>
<tr>
<td>Size</td>
<td></td>
<td>Topo/Shape</td>
<td>level</td>
<td>-0-</td>
</tr>
<tr>
<td>Topo/Shape</td>
<td></td>
<td>Other (zoning)</td>
<td>PUD</td>
<td>10%</td>
</tr>
</tbody>
</table>

Page -27-
<table>
<thead>
<tr>
<th>Sale No.</th>
<th>Subj.</th>
<th>1.</th>
<th>2.</th>
<th>3.</th>
<th>4.</th>
<th>5.</th>
<th>6.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Location</td>
<td>L4 Faison Acton</td>
<td>L1 Faison Acton</td>
<td>Trec 9B St Chas</td>
<td>20 Indust Prk Dr</td>
<td>9265 ww Ind Rd</td>
<td>30 Henry Ford Cr</td>
<td></td>
</tr>
<tr>
<td>Sale Date</td>
<td>05/21/10 peter 1</td>
<td>07/28/10 peter 2</td>
<td>02/26/07 peter 5</td>
<td>06/12/08 cline 4</td>
<td>12/14/09 peter 4</td>
<td>06/01/11 peter 3</td>
<td></td>
</tr>
<tr>
<td>Sale Price</td>
<td>$3,162,532</td>
<td>$275,000</td>
<td>$662,966</td>
<td>$550,000</td>
<td>$210,000</td>
<td>$120,000</td>
<td></td>
</tr>
<tr>
<td>Less Seller Concessions</td>
<td>$445,000</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td></td>
</tr>
<tr>
<td>Actual square footage</td>
<td>783.775</td>
<td>957.884</td>
<td>192.971</td>
<td>220.980</td>
<td>159.735</td>
<td>227.819</td>
<td>43.124</td>
</tr>
<tr>
<td>Usable square footage</td>
<td>811.394</td>
<td>957.884</td>
<td>220.980</td>
<td>159.735</td>
<td>76.250</td>
<td>43.124</td>
<td></td>
</tr>
<tr>
<td>Land Price/ Square Foot</td>
<td>$2.84</td>
<td>$3.32</td>
<td>$3.00</td>
<td>$3.44</td>
<td>$2.75</td>
<td>$2.78</td>
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<tr>
<td>Market Conditions (time)</td>
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<td>8.00%</td>
<td>8.00%</td>
<td>10.00%</td>
<td>14.00%</td>
<td>8.00%</td>
<td>0.00%</td>
</tr>
<tr>
<td>Time adj. Price/SF</td>
<td>$3.06</td>
<td>$3.59</td>
<td>$3.30</td>
<td>$3.93</td>
<td>$2.97</td>
<td>$2.78</td>
<td></td>
</tr>
<tr>
<td>Size (acres)</td>
<td>11.74</td>
<td>21.99</td>
<td>1.90</td>
<td>5.07</td>
<td>3.67</td>
<td>1.75</td>
<td>0.99</td>
</tr>
<tr>
<td>% adjustment</td>
<td>20%</td>
<td>-25%</td>
<td>-15%</td>
<td>-20%</td>
<td>-25%</td>
<td>-30%</td>
<td></td>
</tr>
<tr>
<td>Location</td>
<td>Industrial Park</td>
<td>Similar</td>
<td>Similar</td>
<td>Similar</td>
<td>Similar</td>
<td>Inferior</td>
<td>Similar</td>
</tr>
<tr>
<td>% adjustment</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
<td>10%</td>
<td>0%</td>
<td></td>
</tr>
<tr>
<td>Topo/Shape</td>
<td>Wooded/Level</td>
<td>Cleared/Level</td>
<td>Cleared/Level</td>
<td>Wooded/Level</td>
<td>Cleared/Level</td>
<td>Wooded</td>
<td>scrub/level</td>
</tr>
<tr>
<td>% adjustment</td>
<td>-10%</td>
<td>-10%</td>
<td>0%</td>
<td>-10%</td>
<td>0%</td>
<td>0%</td>
<td>-5%</td>
</tr>
<tr>
<td>Access/Frontage</td>
<td>5</td>
<td>50’ road</td>
<td>170’ frontage</td>
<td>500’ frontage</td>
<td>20’ access road</td>
<td>180’ frontage</td>
<td>280’ frontage</td>
</tr>
<tr>
<td>% adjustment</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
<td>10%</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td>Other</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>Inferior Zoning</td>
<td>NA</td>
<td>worn road, no curb</td>
<td>Inferior zoning</td>
</tr>
<tr>
<td>% adjustment</td>
<td>0%</td>
<td>0%</td>
<td>10%</td>
<td>0%</td>
<td>10%</td>
<td>10%</td>
<td></td>
</tr>
<tr>
<td>Net Adjustment</td>
<td>10%</td>
<td>-35%</td>
<td>-5%</td>
<td>-10%</td>
<td>-5%</td>
<td>-25%</td>
<td></td>
</tr>
<tr>
<td>Adjusted Price/ Acre</td>
<td>$3.37</td>
<td>$2.33</td>
<td>$3.14</td>
<td>$3.53</td>
<td>$2.83</td>
<td>$2.09</td>
<td></td>
</tr>
</tbody>
</table>
ADJUSTMENT FACTORS

TIME/MARKET CONDITIONS

Lacking sufficient market data on Industrial Land Sales, the market conditions adjustments were made based on statistical reports of the mean improved residential and industrial sales prices from the subject zip code (20601) covering the period from 2007 unto the date of value, March, 2012. These reports were obtained from MRIS and CoStar, respectively. The data suggests positive 8% adjustments for Sales 1, 2, and 5, a positive 10% adjustment for Sale 3, and a positive 14% adjustment to Sale 4. Sale 6, the most recent sale did not require an adjustment.

PARCEL SIZE

The subject contains an estimated 11.74 usable acres as compared to the sales which range from 0.99 acre to 21.99 usable acres. Typically, the smaller the parcel, the higher the price paid per acre. For purposes of this analysis, a size adjustment of plus 20% to minus 30% has been utilized.

LOCATION

Location adjustments are required to adjust for differences between the subject's location and that of the selected comparable sales. Important elements to consider include proximity to major transportation systems, population centers, and support services.

WOODED VS. CLEARED

The adjustment for wooded vs. cleared accounts for the value of a wooded site vs. the value of a site that has been cleared and is available for development. The cleared site is deemed to be superior to the raw, wooded site.

ACCESS/FrontAGE

This adjustment category focuses on the ease or difficulty of accessing the subject or the comparable sales. Sale 5 is deemed inferior to the subject in that its access is gained via a 20' wide access road.

OTHER

Sales 3 and 6 required adjustments for having less intense zoning than the subject. Sale 5 required an adjustment to allow for its location on a worn macadam road lacking curbs and gutters.
RECONCILIATION AND FINAL VALUE ESTIMATE

These sales presented in the table on the previous page, based on their usable area formed a rather narrow range of values of between $2.78 and $3.93 per square foot. These sales were adjusted for dissimilar characteristics. Positive percentage adjustments were made to the sales for characteristics that are inferior to the subject property, while negative adjustments were made to the sales for characteristics that are considered to be superior to the subject. The adjustments to the sales are added together for a net adjustment, which may be positive or negative, and applied to the sale price of the sale for an adjusted sale price. After adjusting these sales for their dissimilar characteristics, the adjusted sale price range is between $2.09 and $3.53 per square foot. Excluding the high and low sales, the adjusted sale price range of the remaining sales is between $2.33 and $3.37 per square foot. Placing most weight on Sale One which is most similar to the subject in size and location, a unit value of $3.00 per square foot is selected for the subject and when applied to the 11.74 usable acres (511,394 square feet) results in a fee simple market value estimate of $1,535,000.

ONE MILLION FIVE HUNDRED THIRTY-FIVE THOUSAND DOLLARS

$1,535,000
SPECIAL LIMITING CONDITIONS
(only those items marked pertinent)

____ I have personally inspected the subject property.

X I have made an exterior inspection of the subject property from the public road.

____ I have not inspected the subject property, and have relied solely on the description provided in the fee appraisals.

X I have made an exterior inspection of the comparable sales cited.

____ I have not made an inspection of the comparable sales cited and have relied solely on the description provided from multiple listing data.

X Comparable sales in this report have not been independently verified.

CERTIFICATION

I certify that, to the best of my knowledge and belief:

* the facts and data presented by the review appraiser and used in the appraisal process are true and correct.

* the analyses, opinions, and conclusions in this appraisal report are limited only by the assumptions and limiting conditions stated in this appraisal report, and are my personal unbiased professional analyses, opinions, and conclusions.

* I have no present or prospective interest in the property that is the subject of this report, and I have no personal interest or bias with respect to the parties involved.

* my compensation is not contingent on an action or event resulting from the analyses, opinions, or conclusions in, or the use of, this appraisal report.

* my analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Practice.

* A personal visual inspection of the subject property was made from the street.

* No one provided significant professional assistance to the person signing this report.

David M. Kelleher
May 28, 2012
Date
A MARKET VALUATION ANALYSIS
OF
FAISON ACTON LANE LLC
LOCATED AT
2510 AURORA PLACE
WALDORF, CHARLES COUNTY, MARYLAND
FILE NO. 00-4237

PREPARED FOR

MD DEPARTMENT OF GENERAL SERVICES
OFFICE OF REAL ESTATE
300 W. PRESTON STREET - ROOM 601
BALTIMORE, MARYLAND 21202

as of

March 20, 2012

Prepared By

LouAnne Cline & Associates, Inc.
1850 Chesapeake Road
Pasadena, Maryland 21122
410-437-9453
LouAnne Cline, MAI
Maryland Certified
General Appraiser # 2164
March 23, 2012

Mr. William Beach
Office of Real Estate
Department of General Services
300 W. Preston Street - Room 601
Baltimore, Maryland 21201

RE: File #: 00-4237
File Name: Faison Acton Lane LLC
Location: 2510 Aurora Place, Waldorf, MD 20601

Dear Mr. Beach:

In accordance with your request, I have made an appraisal of the above-captioned property for the purpose of estimating the just compensation due the owner for the proposed acquisition of the subject property.

The effective date of the appraisal report is March 20, 2012. The property rights appraised consist of the fee simple estate, unencumbered by any existing contracts of sale.

The appraisal has been made in compliance with the requirements of the Uniform Standards of Professional Appraisal Practice (USPAP), the Code of Professional Ethics and the Standards of Professional Practice of the Appraisal Institute, the Uniform Relocation Assistance and Real Property Acquisitions Policy Act of 1970 as Amended, the Code of Federal Regulation 49CFR Part 24 and the Maryland Annotated Code, Real Property Code, 12-Eminent Domain.

As a result of this appraisal, and subject to the Underlying Assumptions and Contingent Conditions contained herein, it is my opinion that the fair market value of the subject property “As Is” was TWO MILLION THREE HUNDRED THOUSAND DOLLARS ($2,300,000.00);

Thank you for this opportunity to have been of service.

Very truly yours,
LouAnne Cline & Associates, Inc.

LouAnne E. Cline, MAI
State of Maryland
Certified General #2164
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</tr>
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<td>Property Rights Appraised</td>
<td>8</td>
</tr>
<tr>
<td>Date of Inspection and Effective Date of Appraisal</td>
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<tr>
<td>Neighborhood Description</td>
<td>10</td>
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<tr>
<td>Property Description</td>
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<td>Assessment Data</td>
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<td>Highest and Best Use</td>
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<td>Approach to Value</td>
<td>18</td>
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<td>Sales Comparison Approach</td>
<td>20</td>
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<td>Reconciliation</td>
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<td>Marketing Period/Exposure Time</td>
<td>28</td>
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<td>Qualifications</td>
<td>29</td>
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<tr>
<td>Certification of Appraisers</td>
<td>30</td>
</tr>
<tr>
<td>Addenda</td>
<td></td>
</tr>
</tbody>
</table>
## SUMMARY OF IMPORTANT DATA AND CONCLUSIONS

**LOCATION:**
Located at 2510 Aurora Place, Waldorf, Charles County, Tax Map 8, Grid 17, Parcel 12, Pt. of Lot 5, MD

**OWNER OF RECORD:**
Faison Acton Lane LLC

**LAND AREA:**
17.9934 Acres, 11.9 Acres usable

**HIGHEST & BEST USE:**
Industrial Development

**ZONING:**
IG, Industrial

**PROPERTY RIGHTS APPRAISED:**
Fee Simple Estate

### FAIR MARKET VALUE

**SALES COMPARISON APPROACH**
$2,300,000.00

**EFFECTIVE DATE:**
March 20, 2012

**APPRAISERS:**
LouAnne E. Cline, MAI
ASSUMPTIONS AND LIMITING CONDITIONS

1. In the event that the client provided a legal description, building plans, title policy and/or survey, etc., the appraisers have relied extensively upon such data in the formulation of all analyses.

2. The legal description as supplied by the client is assumed to be correct and the appraisers assume no responsibility for legal matters, and render no opinion of property title, which is assumed to be good and merchantable.

3. All encumbrances, including mortgages, liens, leases, and servitudes, were disregarded in this valuation unless specified in the report. It was recognized, however, that the typical purchaser would likely take advantage of the best available financing, and the effects of such financing on property value were considered.

4. All information contained in the report which was furnished by others was assumed to be true, correct, and reliable. A reasonable effort was made to verify such information, but no responsibility for its accuracy is assumed by the appraisers.

5. The report was made assuming responsible ownership and capable management of the property.

6. The sketches, photographs, and other exhibits in this report are solely for the purpose of assisting the reader in visualizing the property. The appraisers made no property survey, and assume no liability in connection with such matters. It was also assumed there is no property encroachment or trespass unless noted in the report.

7. The appraisers assume no responsibility for hidden or unapparent conditions of the property, subsoil or structures, or the correction of any defects now existing or that may develop in the future. Equipment components were assumed in good working condition unless otherwise stated in this report.

8. It is assumed that there are no hidden or unapparent conditions for the property, subsoil, or structures which would render it more or less valuable. No responsibility is assumed for such conditions or for engineering which may be required to discover such factors.

9. The investigation made it reasonable to assume, for report purposes, that no insulation or other product banned by the Consumer Product Safety Commission has been introduced into the subject premises. Visual inspection by the appraiser did not indicate the presence of any hazardous waste. It is suggested the client obtain a professional environmental hazard survey to further define the condition of the subject soil if they deem necessary.

10. Any distribution of total property value between land and improvements applies only under the existing or specified program of property utilization. Separate valuations for land and
buildings must not be used in conjunction with any other study or appraisal and are invalid if so used.

11. A valuation estimate for a property is made as of a certain day. Due to the principle of change and anticipation the value estimate is only valid as of the date of valuation. The real estate market is non-static and change and market anticipation are analyzed as of a specific date in time and are only valid as of the specified date.

12. Possession of the report, or a copy thereof, does not carry with it the right of publication, nor may it be reproduced in whole or in part, in any manner, by any person, without the prior written consent of the author particularly as to value conclusions, the identity of the author or the firm with which he or she is connected. Neither all nor any part of the report, or copy thereof shall be disseminated to the general public by the use of advertising, public relations, news, sales, or other media for public communication without the prior written consent and approval of the appraisers. Nor shall the appraisers, firm, or professional organizations of which the appraisers are members be identified without written consent of the appraisers.

13. Disclosure of the contents of this report is governed by the Bylaws and Regulations of the professional appraisal organization with which the appraisers are affiliated: specifically, the Appraisal Institute.

14. The author of this report is not required to give testimony or attendance in legal or other proceedings relative to this report or to the subject property unless satisfactory additional arrangements are made prior to the need for such services.

15. The opinions contained in this report are those of the author and no responsibility is accepted by the author for the results of actions taken by others based on information contained herein.

16. Opinions of value contained herein are estimates. There is no guarantee, written or implied, that the subject property will sell or lease for the indicated amounts.

17. All applicable zoning and use regulations and restrictions are assumed to have been complied with, unless a nonconformity has been stated, defined, and considered in the appraisal report.

18. It is assumed that all required licenses, permits, covenants or other legislative or administrative authority from any local, state, or national governmental or private entity or organization have been or can be obtained or renewed for any use on which the value estimate contained in this report is based.

19. On all appraisals, subject to satisfactory completion, repairs, or alterations, the appraisal report and value conclusions are contingent upon completion of the improvements in a workmanlike manner and in a reasonable period of time. A final inspection and value estimate upon the completion of said improvements should be required.

20. All general codes, ordinances, regulations or statues affecting the property have been and will
be enforced and the property is not subject to flood plain or utility restrictions or moratoriums, except as reported to the appraiser and contained in this report.

21. The party for whom this report is prepared has reported to the appraiser there are no original existing condition or development plans that would subject this property to the regulations of the Securities and Exchange Commission or similar agencies on the state or local level.

22. Unless stated otherwise, no percolation tests have been performed on this property. In making the appraisal, it has been assumed the property is capable of passing such tests so as to be developable to its highest and best use, as detailed in this report.

23. No in-depth inspection was made of existing plumbing (including well and septic), electrical, or heating systems. The appraiser does not warrant the condition or adequacy of such systems.

24. No in-depth inspection of existing insulation was made. It is specifically assumed no Urea Formaldehyde Foam Insulation (UFFI), or any other product banned or discouraged by the Consumer Product Safety Commission has been introduced into the appraised property. The appraiser reserves the right to review and/or modify this appraisal if said insulation exists on the subject property.

25. Acceptance of and/or use of this report constitutes acceptance of all assumptions and the above conditions. Estimates presented in this report are not valid for syndication purposes.
Section A
Factual Description
PROPERTY IDENTIFICATION

The subject is identified as a 17.9934 acre tract of land located off of Acton Lane at 2510 Aurora Place, Waldorf, MD 20601 Charles County, MD. The property is within the Sixth Election District of Charles County. It is identified on Charles County Tax Map as TM 8, Parcel 12, Lot 5 of the Acton Lane Industrial Park Subdivision as recorded in Plat Book 58, Page 205.

PURPOSE OF APPRAISAL

The purpose of this appraisal is to estimate the fair market value of the fee simple title in the subject property in order to aid in negotiations with the property owner.

SCOPE OF APPRAISAL
(Extent of Data Collection Process)

The scope of this appraisal included an on-site inspection of the subject and the proposed acquisition areas.

Factual data including the zoning of the property, availability of public utilities, assessment information and census tract identification were obtained from the appropriate local government agencies. Various publications, both governmental (i.e., zoning ordinance) and private (i.e., Multiple List Services publications) were consulted and considered in the course of completing this appraisal.

In estimating the highest and best use of the subject property, current economic conditions, and the existing supply and demand of residential lots similar to those proposed for the subject property were researched and analyzed.

The scope of this appraisal is limited to the gathering, verification, analysis and reporting of the available pertinent market data. All opinions are unbiased and objective with regard to value. The appraisers have made a reasonable effort to collect, screen and process the best available information relevant to the valuation assignment and have not knowingly or intentionally withheld pertinent data from comparative analysis. Due to data source limitations and legal constraints (disclosure laws), however, the appraisers do not certify that all data have been taken into consideration.

DEFINITION OF FAIR MARKET VALUE FOR CONDEMNATION ACTIONS

(Annotated Code of Maryland, Real Property Section, Article 12-105)

"The fair market value of property in a condemnation proceeding is the price as of the valuation date for the highest and best use of the property which a seller, willing but not obligated to sell, would accept for the property, and which a buyer, willing but not obligated to buy, would pay,"
excluding any increment in value proximately caused by the public project for which the property
condemned is needed plus the amount, if any, by which such price reflects a diminution in value
occurring between the effective date of legislative authority for the acquisition of the property and
the date of actual taking if the trier of facts finds that the diminution in value was proximately caused
by the public project for which the property condemned is needed, or by announcements or acts of
the plaintiff or its officials concerning the public project, and was beyond the reasonable control of
the property owner."

PROPERTY RIGHTS APPRAISED

The property rights appraised consist of the fee simple estate of the subject property. Fee simple
estate is defined in The Dictionary of Real Estate Appraisal, page 140, (Third Edition, copyright
1993) as:

Absolute ownership unencumbered by any other interest or estate, subject only to the
limitations imposed by the governmental powers of taxation, eminent domain, police power,
and escheat.

DATE OF INSPECTION

The property was inspected on March 20, 2012. The effective date of the appraisal is March 20,
2012.

OWNERSHIP AND HISTORY OF THE SUBJECT PROPERTY

The subject is currently under the ownership of Faison Acton Lane LLC. The property has not
transferred within the past five years. The purchase of the property is currently in negotiation. The
property is currently listed with Shasho Consulting, P.A. and the asking price is in the area of
$2,500,000.00.
Section B
Area & Community Description & Analysis
NEIGHBORHOOD DESCRIPTION

The goal of the neighborhood analysis is to determine how the operation of social, economic, governmental, and environmental factors influence the value of real estate. In the neighborhood analysis, we focus on how these factors interact in the immediate vicinity of the subject property.

The subject property is located in northern Charles County, just south of the Prince George’s County line within the community of Waldorf.

Location/Boundaries
The subject is located in the northern portion of the community of Waldorf. The Waldorf Community is generally bordered to the north by the Prince George’s County border, to the east by the Cedarville State Forest and the Zekiah Swamp, to the south by Billingsley Road and to the west by Route 228 and the western rural farming areas.

Accessibility/Infrastructure
U.S. Route 301 is a six lane, median divided major north/south road artery that runs in a north/south direction and bisects Charles County, providing excellent access to the major highways to the north and south. The highway was recently widened to six lanes with a shoulder lane from the Prince George’s County line to Smallwood Drive at St. Charles Towne Center.

To the south, U.S. Route 301 extends to Richmond and Interstate 95 in Virginia. To the north, U.S. Route 301 accesses Maryland Route 5 into the District of Columbia, and also continues through Prince George’s County, where it becomes Maryland Route 3 and extends to the Baltimore Metropolitan Area.

Traffic congestion is a problem on U.S. Route 301 during rush hour and on weekends due primarily to retail traffic. According to the Maryland State Highway 2010 Traffic Volume Map, the average traffic volume along Route 301 from Acton Lane to the Prince George’s County line is 58,690.

Predominant Land Usage
The subject’s neighborhood consists of development concentrated on either side of Rt. 301 with residential uses on the peripheral areas. The most significant development in the Waldorf area is the planned unit development (PUD) known as St. Charles, which is located to the southwest of the subject.

St. Charles is one of the nation’s most successful large-scale planned communities. It was first developed in 1965 by Interstate General Company (IGC), a diversified real estate organization. IGC also builds homes and builds and manages St. Charles’ community’s rental apartments. The St. Charles PUD encompasses 9,100 acres, with a neighborhood-village concept of development that supports a current population of approximately 30,000. St. Charles is comprised of five separate "villages": Smallwood, Westlake, Fairway, Piney Reach and Wooded Glen. Each village consists of individually planned neighborhoods, which include schools, recreational centers, churches, sports
facilities, and commercial supporting facilities or employment centers.

As this planned community developed and grew, the area development patterns centered around this supportive population. Supporting the residential base are several major commercial retail developments along U.S. Route 301.

The most significant retail development is the newly constructed St. Charles Towne Center. This super-regional mall was developed by Melvin Simon & Associates, and contains approximately 715,500 square feet of retail space on 126 acres. The area surrounding the mall has been the primary area of development activity over the past several years.

At the edge of the PUD is St. Charles Towne Plaza, a 440,000 square foot community shopping center built in phases from 1987 through 1990. This off-price center is anchored by Hechingers, Ames, Service Merchandise and T.J. Maxx.

Other community shopping centers include Festival at Waldorf, Smallwood Village Center, Waldorf Market Place and Waldorf Shoppers World.

There is substantial residential activity in the area, mostly dominated by the St. Charles Center but also including several projects along Berry Road (Route 228). Home prices generally range from the mid $100,000 to the mid $400,000 range. The average home price for 2012 is $204,000.00. The St. Charles Center is known for providing affordable housing to first time buyers. Several projects along Route 228 are appealing to the move up market.

Overall, the residential market has been stable. After prices rose dramatically over 2004-2007, the recession beginning in 2009 brought a halt to the unbounded demand. However, after price adjustments, the Waldorf community still offers highly competitive pricing, attractive amenities and is again experiencing good demand.

**Industrial Development**

Cushman & Wakefield (CW) is an international real estate firm that also tracks vacancy and rental rates throughout the area. According to CW, leasing activity for suburban Maryland grew by almost 29% over the 1 mil. sq. ft. recorded for 2010. Overall net absorption finished 2011 with a positive 108,795 sq. ft. While this number is fairly modest this is a 172% increase over the negative absorption of 151,345 sq. ft. reported in 2010. The year 2009 also experienced negative absorption at 420,542 sq. ft.

Flex market continues to suffer from a lack of demand while the warehouse/distribution sector remains fairly strong. As a result rental rates have remained static over the past 12 months as compared to 2010. The Prince George's County industrial vacancy rate also remained static as compared to 2010 at a rate of 13.1%. There is very little new construction in the pipeline and CW forecasts improving conditions over 2012.

The Charles County area has experienced limited industrial development. Ms. Sandy Fehr is an active agent in the Waldorf area with Baldus Real estate. She reported that the market is very tight
with very little industrial land available for development. She stated the industrial occupancy rates are in the area of 95%. The only new industrial activity is expected to be centered around Maryland Airport in western Charles County. Plans are to improve the airport capability from small commuter planes to commuter jets. Associated with the airport expansion is the new Indian Head Science and Technology Park. The new Tech Park in Bryans Rd. will comprise 277 acres with an ultimate build-out consisting of 1.3 million sq. ft. of office, research and employment space. Approximately 50 acres of the park has been slated for technology-based manufacturing. However, progress on this development has been stalled due to environmental concerns.

Demographics
The 2010 population for Charles County was 146,551 and is projected to increase to 175,450 in 2020 an increase of 19.7%. The median age of area residents of 38 years is slightly older than the county median of 36.2 years. Based on the 2010 statistics, residents between the ages of 25 and 44 account for 33.5% of all residents in the area with school age children (0-19 years old) accounting for 29.3% of the population. The area contains a relatively small population of residents aged 65 or older with this segment comprising only 9.5% of the total population. Given the demographics, the area will need facilities catering to children, i.e. educational, day care and recreational and minimal facilities for older residents, i.e., senior centers, for the foreseeable future.

Average household income is estimated for 2010 at a total of $99,399 annually. Median household income for 2010 averages $88,484 per year. Only 17.6% of area households earn $150,000 or more annually.

<table>
<thead>
<tr>
<th>Distribution</th>
<th>Percentage of Households</th>
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<tr>
<td>Under $25,000</td>
<td>9.2</td>
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<tr>
<td>$25,000-$49,999</td>
<td>14.5</td>
</tr>
<tr>
<td>$50,000-$74,999</td>
<td>17.5</td>
</tr>
<tr>
<td>$75,000-$149,999</td>
<td>41.3</td>
</tr>
</tbody>
</table>

The December 2011 unemployment rate was 5.4% as compared to 6.7% for the state of Maryland.

Age/Condition of Typical Property
The Waldorf Market has undergone tremendous growth over the past 20 years. The majority of all types of development have occurred during that time. In general, the typical property is under 20 years of age and is in average to good condition.

Life State/Trend of Neighborhood
As noted, the subject neighborhood has undergone substantial growth over the past twenty years. It has now matured into a major suburban community and is considered to be in the growth/stability phase of the neighborhood life cycle.
PROPERTY DESCRIPTION

The following property description is based on tax records, information provided by my client, my personal inspection and information provided by the property owner.

Location: 2510 Aurora Place off of Acton Ln., Waldorf, Charles County, MD

Tax Reference: TM 8, Parcel 12, Lot 5 of the Acton Lane Industrial Park Subdivision as recorded in Plat Book 58, Page 205

Gross Land Area: The subject property consists of approximately 17.9934 acres of land that is unimproved. It is noted that the client provided information indicating the site consists of 17.9933 acres. However, according to the property owner and the plat provided by the property owner the site consists of a total of 17.9934 acres.

Net Useable Area: The subject property consists of approximately 17.9934 acres of land that is unimproved. The plat provided by the property owner depicts a net usable area to be 11.74 acres.

Wetlands/Flood Plain: Wetlands are found along the northeast and eastern boundary of the site.

Shape: The parcel is irregularly shaped.

Topography: Topography is slightly rolling to level and completely wooded. The rear of the property or approximately 4.4119 acres is subject to a forest conservation easement and an existing storm water management pond. The useable area of the site is reported to be 11.74 acres.

Frontage: The subject has frontage along the east side of Aurora Court and also along the north side of Chesterbrooke Ct.

Access: Access to the site is considered to be good off of Acton Ln. which provides direct access to Route 301.

Visibility: The subject has average visibility.

Utilities: Public utilities, including water, sewer, telephone and electricity are available to the subject site.
Surrounding Area: To the north and east of the site is vacant land undevelopable due to wetlands. To the south is vacant land zoned for industrial use. To the northwest is the Mod Space facility which is primarily onsite storage of the modular units. To the north is residential development.

Easements/Encroachments: The subject property is subject to a stormwater management easement which serves the subject and the adjacent lot four. A 1.6138 acre forest conservation easement encumbers the subject. The subject is also subject to typical water and sewer easements. Based upon the available site information, there does not appear to be any other adverse easements or encroachments that would be a detriment to the value or marketability of the subject property.

Detrimental Influences None Noted

Improvements The subject property is unimproved.

REAL ESTATE ASSESSMENT AND TAXES

According to records at the Charles County Assessor’s office, the property is listed on the tax rolls as:

<table>
<thead>
<tr>
<th>Tax Map</th>
<th>Parcel</th>
<th>District</th>
<th>Account No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>08</td>
<td>Parcel 12, Lot 5</td>
<td>6</td>
<td>346197</td>
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</tbody>
</table>

Full Cash Value

<table>
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<tr>
<th>Tax Map/Parcel</th>
<th>Land Value</th>
<th>Improvement Value</th>
<th>Total Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>08-12-lot 5</td>
<td>$494,900</td>
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<td>$494,900</td>
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</tbody>
</table>
ZONING

The subject property is zoned IG, Industrial. Permitted uses in an IG zoning district include banks, savings and loan associations, service uses including office, trade schools, social/fraternal clubs, brewery, sawmills, bottling, concrete mixing, wholesale sales, restaurants, fast food, bars and nightclubs, self-storage facilities and warehouses, truck terminals, moving and storage establishments among others.

Performance standards require a minimum building setback of 50 feet from any internal or external public street right of way a side setback of 6 feet and a rear setback of 10 feet. The maximum FAR is >50:1 and the maximum ISR is .75:1.

Compliance

The subject is a vacant land. This use is permitted in the IG District.
HIGHEST AND BEST USE

As defined in Real Estate Appraisal Terminology, highest and best use is, "that reasonable and probable use that supports the highest present value, as defined, as of the effective date of the appraisal. Alternatively, (it is) that use, from among reasonably probable and legal alternative uses, found to be physically possible, appropriately supported, financially feasible, and which results in the highest land value." (Pages 126 and 127)

An analysis of the highest and best use of a property is the most important part of the appraisal process, for it is in terms of highest and best use that market value is estimated. In the determination of highest and best use, there are essentially four states of analysis:

1. Physically Possible - What uses are permitted based upon the site's size, shape, area, terrain, soil conditions, topography, etc.?

2. Legally Permissible - What uses are permitted by zoning and deed restrictions on the site?

3. Financially Feasible - Which possible and permissible uses will produce a net return to the owner of the site?

4. Among the feasible uses, which use will produce the highest net return or the highest present worth?

In arriving at the estimate of highest and best use, the subject site was analyzed only as if vacant and available for development.

Physically Possible
The subject property consists of 17.9934 acres of land with an estimated useable area of 11.74 acres. The property is irregular in shape and is served by water and sewer and is also served by an existing SWM facility. Thus, the site is physically suited for industrial development.

Legally Permissible
The subject parcel is zoned IG which allows development with a variety of uses that include medium intensity industrial development as well as certain office, institutional and commercial uses. The zoning classification establishes yards and setback requirements for uses and buildings. Permitted uses include development with office/storage warehouse uses. These types of uses generally do not rely on heavily traveled roadways. These uses may be found on interior sites that enjoy ease of access but have limited or no visibility from a major thoroughfare.

Financially Feasible
The site is located in an industrially developed area with good access to the regional road network. Thus, economically feasible uses would most likely be of a nature that require access to the regional road network and can utilize the industrial zoning of the property. Typical of such feasible uses would be industrial uses such as single or multi-tenant industrial buildings.
Maximally Productive
Based on the market study, there is current lack of industrial space within the Waldorf area and occupancy rates are in the mid-90's. The overall economy is improving and market conditions are forecast to improve over the 2012 and 2013 time period. In conclusion, the site as vacant would most likely be developed with an industrial use and this type of development should be successful. This use is considered to be maximally productive for the subject site.

Conclusion:
Given the physical attributes of the site and the zoning, the highest and best use of the subject property, as if vacant, would, in our opinion, be for future development with an industrial building. This use is physically possible, legally permissible and is considered to be financially feasible. The outlook for the subject market is positive and future value enhancement for the subject property is projected.
APPROACH TO VALUE

There are three approaches to value commonly used in the appraisal of real estate; the cost approach, the sales comparison approach and the income capitalization approach.

Under the cost approach, the land is valued as if vacant and available for development to its highest and best use. The replacement cost new of the improvements is then estimated and depreciated for physical wear and tear, functional (design) deficiencies, and economic (locational) problems, if any. The sum of the improvements' depreciated replacement cost and land value is the estimated property value by the cost approach.

Under the sales comparison approach several recent sales of similar properties are compared to the subject and are adjusted for differences. Collectively, the adjusted comparable sales reflect the current market for the subject property.

The income approach involves an analysis of the property's income producing capabilities. After deduction of expenses, the projected annual net income is converted into a present day value by means of a capitalization process. When dealing with a bulk sale of subdivision lots, a variation on the income Approach, the Subdivision Development Method, (or Development Approach), can be used. In the Subdivision Development Method, the values of the subject single family lots in a finished, "ready-to-build" state are first estimated by comparison with recent sales of similar lots located in similar developments. The sales of the finished lots are projected to occur over a holding period. The finished lot values for each period are totaled, yielding a projected income figure for each year of the project. From this figure is deducted any remaining costs of development, plus allowances for development costs, real estate taxes, sales expenses, legal expenses, developer's profit, and any other expenses. The difference represents the anticipated cash flow for each period. Each of these cash flows will then be discounted at an appropriate rate. The sum of the discounted cash flows is the estimated net present worth, i.e. market value of the subject property by the Subdivision Development Method.

Applicability to the Subject Property

The subject property consists of unimproved land. Thus, the value of the subject property land only will be estimated utilizing the sales comparison approach to value.
Section D
Sales Comparison Approach
"AS IS"

ESTIMATED MARKET VALUE
BY THE SALES COMPARISON APPROACH

The sales comparison approach to value is a process of comparing market data; that is, the price paid for similar properties, prices asked by owners, and offers made by prospective purchasers willing to buy or lease. Market data is good evidence of value because it represents the actions of users and investors. The sales comparison approach is based on the principle of substitution which states that a prudent investor would not pay more to buy or rent a property than it will cost him to buy or rent a comparable substitute. The sales comparison approach recognizes that the typical buyer will compare asking prices and work through the most advantageous deal available. In the sales comparison approach, appraisers are observers of the buyer’s actions. The buyer is comparing those properties that constitute the market for a given type and class. The comparable sales are outlined on the following pages.
Comparable Sale # 1

Location: 1901 South Club Dr., Prince George’s County TM 59, Block C3, Lots 14-19 and Outlot A, Maryland 50 Industrial Park, Landover, Maryland

Grantor: Prei Landover Developers (I-XII), LLC

Grantee: First Bethesda Ventures, LLC

Date: 1/6/2010

Recorded: 31330/032

Zoning: EIA, Employment Institutional Area

Utilities: All Public

Land Area: 19.64 Acres per the Plat, Usable area is estimated to be 17.88 acres.

Improvements: Property improved with a small amount of paving which is not considered to provide any contributory value.

Sale Price: $4,400,000

Unit Rates: $5.65 per square foot

Financing: Cash to seller

Comments: This sale was sold out of foreclosure at auction. Mr. Jeff Stein with Tranzon Fox auctioneers reported that the property was marketed for 30 days then taken off the market for two months then again marketed for 30 days. He reported that the auction was well attended with significant activity. This property consisted of five finished lots with Outlot A designated for SWM.

Verified: Auctioneer, land records, deed records and inspection
VIEW OF SOUTH CLUB DR.
Comparable Sale # 2

Location: 6100-6150 Fallard Dr., Prince George’s County, TM 99, Block E3, Block C, Lot 5, Dower Employment Center Subdivision, Upper Marlboro, Maryland

Grantor: Rodney L. Faller Living Trust

Grantee: Beariver LLC

Date: 2/19/2009

Recorded: 30380/51

Zoning: LI, Light Industrial

Utilities: All Public

Land Area: 4.91 acres

Frontage: Fallard Drive

Improvements: None

Sale Price: $1,176,337.00

Unit Rates: $5.50 per square foot

Financing: $941,070.00 seller financed assumed to be at market terms.

Comments: This property has been cleared and rough graded. SWM is offsite. The parcels are currently for sale with an asking price of $7.00/sq. ft.

Verified: Land records, deed records and inspection
VIEW OF FALLARD DR. SALE
Comparable Sale # 3

Location: 11785 Pika Dr., Charles County TM 15, Block 3, Parcel 450, Lot 5, Pika Industrial Park, Waldorf, Maryland

Grantor: James and Joan Guy

Grantee: Holly and Steven Sadeghian

Date: 1/14/2009

Recorded: 6751/653

Zoning: IG, General Industrial

Utilities: All Public

Land Area: 1.5 acres

Frontage: 100' on Pika Dr.

Improvements: None

Sale Price: $310,000.00

Unit Rates: $4.74 per square foot

Financing: $210,000 owner financed with a five year balloon at 6%, considered to be market.

Comments: The property is wooded and generally level and is located within an existing industrial park with occupancies estimated to be over 90%.

Verified: Agent, land records, deed records and inspection
VIEW OF PIKA RD. SALE
Comparable Sale # 4

Location: 20 Industrial Park Dr., Charles County TM 15, Block 3, Parcel 636, Tract 14-B-2, St. Charles Industrial Park, Waldorf, Maryland

Grantor: JDJ Enterprises LLC

Grantee: Crescent Industrial Phase II LLC

Date: 6/12/2008

Recorded: 6651/198

Zoning: IG, General Industrial

Utilities: All Public

Land Area: 3.6667 acres per deed

Frontage: 25' on Industrial Park Dr.

Improvements: None

Sale Price: $550,000.00

Unit Rates: $3.44 per square foot

Financing: $210,000 owner financed with a five year balloon at 6%, considered to be market.

Comments: The property has been partially cleared and is level. It was purchased by the adjoining land owner. The property is located within an existing industrial park with occupancies estimated to be over 90%.

Verified: Agent, land records, deed records and inspection
VIEW OF INDUSTRIAL DR. SALE
<table>
<thead>
<tr>
<th>LAND SATISFACTION</th>
<th>ADJUSTED RATE/SF</th>
<th>NET ADJUSTED SATE/SF</th>
<th>FINISHED SITE LOCATION</th>
<th>UTILITIES TERRAIN</th>
<th>TOPOGRAPHY</th>
<th>SHAPE FLOOR</th>
<th>ZONING</th>
<th>FRONTAGE ACCESS</th>
<th>SIZE/FT</th>
<th>TOTAL ADJUSTED RATE/SF</th>
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<th>PROPERTY RIGHTS</th>
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</tbody>
</table>
DISCUSSION OF ADJUSTMENT

In the sales comparison approach, the comparable sales are adjusted on a price per square foot basis to account for differences between the comparable sales and the subject property. The sales will be adjusted for differences in property rights conveyed, financing, conditions of sale, changes in market conditions since the date of sale and the appraisal date, location, and the availability of utilities. Due to a lack of comparability and the varied differences between the sales and the subject property, paired sales analysis was not possible. As a result, the adjustments will be made based upon the appraisers’ subjective interpretation of market conditions. The adjustments are made based upon information secured through the verification process and research into the marketplace for information regarding the subject and comparable data.

Property Rights Conveyed
All of the sales used in this analysis represent the conveyance of the fee simple interest in the respective properties. Therefore, no adjustment is applied to any of the sales under this adjustment category.

Financing
If applicable, the comparable sales must be adjusted for financing terms. The adjustment renders the sale price to cash equivalent terms. All of the sales are considered to be cash equivalent and no adjustment will be necessary.

Conditions of Sale
This adjustment is used if there are any unusual circumstances surrounding the transactions such as foreclosures, bulk sales, related parties, assemblages, etc. The sales used are considered to be market oriented, arm’s length transactions. No adjustment is required.

Market Conditions
After adjusting the comparable sales to a cash equivalent price, the sales must be brought current by means of the market conditions adjustment. The sales range in date from June of 2008 to January of 2010. The 2005 time period was a time of peak demand with appreciation rates in the area of 15%. The demand for commercial real estate slowed down in 2006 as appreciation rates were typically in the area of 10%. The real estate market stabilized with no significant price appreciation or depreciation over 2007. Due to the current recession the market depreciated at a rate of 10% over 2008-2009. In 2010/2011 the market stabilized with no significant depreciation or appreciation. The sales were adjusted accordingly.

Frontage/Access Adjustment
Key frontage issues for commercial properties are frontage on, proximity and access to major road arteries. The subject property has frontage on Aurora Place and Chesterbrook Ct. off of Acton Lane. The property has good access to Route 301. The frontage characteristics are inferior to sales one and two which have good access to I-95 and superior to sale 4 which is considered to be a flag lot with limited visibility.
Location
Key locational factors for commercial uses including proximity to demand generators, proximity to major road arteries and employment centers. Sales one and two have superior locations in areas of with high concentrations for industrial uses. However, this is offset as the subject property is located in Waldorf with a very limited supply of large tracts of industrial land. No adjustments are warranted.

Size
The sales range in size from 1.50 acres to 19.64 acres. Sale three was significantly smaller as compared to the subject. Due to economies of scale a negative adjustment is warranted. Sale one is significantly larger. A positive adjustment was made.

Physical Characteristics
This adjustment takes into consideration the topography, shape, availability of utilities and overall utility. Sale three is long and narrow in shape which reduces the utility inferior to the subject. A positive adjustment is warranted.

Conclusion
The sales indicate a range of adjusted price from $3.66/sq. ft. to a high of $5.08/sq. ft. Sales two and three required the least adjustments and were given most weight in the final analysis. Thus, we have estimated the value to be $4.50/sq. ft.

Thus, the indicated fee simple value of the subject parcel via the sales comparison approach, as of March 20, 2012, is:

<table>
<thead>
<tr>
<th>Subject</th>
<th>Price Per SF</th>
<th>Estimated Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>511,394</td>
<td>$4.50</td>
<td>$2,301,273.00</td>
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<tr>
<td></td>
<td>Rounded</td>
<td>$2,300,000.00</td>
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</table>
RECONCILIATION AND FINAL VALUE ESTIMATE

The market value estimates of the subject "as is" by each approach are as follows:

SALES COMPARISON APPROACH: $2,300,000.00

Because appraising is not a science wherein property differences may be precisely measured, it is unusual for the value estimated by all approaches to be exactly the same. Each approach implements different tools to analyze the market data into an estimate of value and normally indicates a range of values to be reconciled into a final value estimate. The different methods of value estimation reveal both the strengths and weaknesses involved in the analyses and the imperfections in the market and the data used for each.

Reconciliation involves a review of the reliability of the data used in each approach, the relative applicability of the approach to the type of property being appraised and the relative applicability of the approach in light of the definition of value sought. Since the value sought in this appraisal is the market value of a commercially zoned property reconciliation involves weighing the dependability of each estimate as a reflection of the probable actions of the most typical purchaser in the market.

In projecting a value of the subject by the sales comparison approach, four sales were analyzed. All were sales of industrial use properties transacted within the past four years. The most pertinent unit of comparison was the sale price per sq. ft. of land. The indicated value, after rounding, by the sales approach was $2,300,000.00. Due to the fact that properties such as the subject are typically purchased based on the prices paid for competitive sites, this approach is the most applicable method of valuing the subject property.

Therefore, with sole reliance given to the sales comparison approach to value, and subject to the Underlying Assumptions and Contingent Conditions contained herein, it is our opinion that the fee simple market value of the subject property, as presently existing, as of March 20, 2012 was TWO MILLION THREE HUNDRED THOUSAND DOLLARS ($2,300,000.00).
QUALIFICATIONS OF LOUANNE E. CLINE, MAI

EDUCATION

University of Arkansas, Fayetteville, Arkansas.
Bachelor of Science Degree in Business Administration, Concentration in Real Estate and Finance.

Successfully completed the requirements for credit for the following courses offered by the American Institute of Real Estate Appraisers:

1A-1 Real Estate Appraisal Principles
1A-2 Basic Valuation Procedures
1B-A Capitalization Theory and Techniques Part A
1B-B Capitalization Theory and Techniques Part B
2-1 Case Studies in Real Estate Valuation
2-2 Valuation Analysis and Report Writing
2-3 Standards of Professional Practice
6 Computer Assisted Investment Analysis

Attended the following seminars offered by the American Institute of Real Estate Appraisers:

Rates, Ratios and Reasonableness
Litigation Valuation
Residential and Commercial Development
F.I.R.R.E.A. Compliance
Understanding Limited Appraisals
Testifying as an Expert Witness
Shopping Center Valuation
Subdivision Appraisal
Valuation of Nursing Homes

LICENSES AND PROFESSIONAL AFFILIATIONS

MAI Member, Appraisal Institute, No. 8019
Certified General Real Estate Appraiser within the State of Maryland, License No. 2164

EXPERT WITNESS

Circuit Courts of Anne Arundel County, Calvert County and St. Mary’s County
Board of Property Review - Anne Arundel County, Calvert County, Montgomery County and St. Mary’s County

EXPERIENCE

Thirty plus years experience in the appraisal of real estate
MARKETING PERIOD

Marketing time is an estimate of the amount of time required to sell a property interest in real estate at the estimated market value during the period immediately following the effective of the appraisal. A reasonable marketing period can be projected based on one or more of the following: (1) statistical information about days on market; (2) information gathered through sales verification; (3) interviews of market participants; or (4) anticipated changes in market conditions. Reasonable marketing time is a function of price, time, use and anticipated changes in the market. The marketing time for the subject property is based on the time periods experienced by similar properties.

Marketing periods for the comparable properties included in this appraisal were variable ranging from the buyer approaching the seller about acquiring the property to several years. There is very little industrial property available for sale within the Waldorf market. Thus, it is our opinion that the necessary time to sell the fee simple interest in the subject property at the appraised value would be no longer than 12 months.

EXPOSURE TIME

Exposure time is defined by The Appraisal Standards Board of The Appraisal Foundation as:

The estimated length of time the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market values on the effective date of the appraisal; a retrospective estimate based upon an analysis of past events and assuming a competitive and open market.

The estimate of reasonable exposure time can be based on an analysis of: (1) statistical information about days on market; (2) information gathered through sales verification; or (3) interviews with market participants. Exposure time is presumed to have occurred prior to the date of value. Different property types and properties priced at different levels can have varying exposure periods.

In estimating a reasonable exposure period for the subject property, consideration is given to the time periods experienced by other commercial sites. Based on interviews with brokers and prospective purchasers in the area market, the demand for similar properties has been steadily improving. For the subject property, an exposure period of 12 months is estimated to have occurred prior to the effective date at the appraised value.
CERTIFICATION

The undersigned hereby certify that:

I have no present or contemplated future interest in the real estate that is the subject of this appraisal report; the values expressed in this report are not based in whole or part upon race, color, or national origin of the current/prospective owners or occupants; I have no personal interest or bias with respect to the subject matter of this appraisal report or the parties involved;

My compensation is not contingent upon the reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value estimate, the attainment of a stipulated result, or the occurrence of a subsequent event; The appraisal assignment was not based on a requested minimum valuation, a specific valuation, or the approval of a loan;

This appraisal report sets forth all of the limiting conditions (imposed by the terms of this assignment or by the undersigned) affecting the analyses, opinions, and conclusions contained in this report; our analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice;

This appraisal report has been made in conformity with and is subject to the requirements of the Code of Professional Ethics and Standards of Professional Practice of the Appraisal Institute; the use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives;

All signatories of the appraisal have personally inspected the subject property and comparable market data incorporated in this report; No one has provided professional assistance to the undersigned in the preparation of this report; as of the date of this report, LouAnne Cline has completed the requirements of the continuing education program of the Appraisal Institute;

The Fitness and Integrity Certifications which were signed for this contract award remain valid and accurate as of the date the appraisal was prepared.

The contractor, LouAnne Cline, is solely responsible for the preparation of the report and all conclusions, analyses, and opinions.

LouAnne Cline, MAI
MD Certification # 2164
VIEW OF AURORA PLACE
VIEW OF SUBJECT PROPERTY
VIEW OF SUBJECT PROPERTY
Appraisal of
Faison Acton Lane, LLC
2510 Aurora Place
Waldorf, Maryland 20601
Charles County
File Number 00-4237

Prepared For
Mr. William Beach
Chief, Valuation and Appraisal Division
Department of General Services
300 West Preston Street
Room 601
Baltimore, Maryland 21201

Prepared By
Associated Appraisers
Melville E. Peters ASA CRA
February 29, 2012

Mr. William Beach  
Procurement Officer  
Department of General Services  
300 West Preston Street  
Baltimore, Maryland - 21201

Re: Faison Acton Lane LLC  
2510 Aurora Place  
Waldorf, Maryland 20601  
File Number 00-4237

Dear Mr. Beach:

Pursuant to your request, my firm has made an inspection and appraisal of the above named property to estimate the fair market value thereof, subject to the Specific Limiting Conditions and Assumptions set forth in this appraisal report.

After completing a careful study of conditions affecting value and analyzing all available data in consideration of matters pertinent to the value thereof, it is my opinion the market value of the fee simple interest in the subject property, as of February 28, 2012, is estimated at:

**ONE MILLION TWO HUNDRED FIFTY THREE THOUSAND NINE HUNDRED DOLLARS ($1,253,900.00)**

The accompanying report contains the data gathered and an explanation of the valuation methods employed in this appraisal report.

Respectfully submitted,

[Signature]

Melville E. Peters, ASA CRA  
Certified General License No. 04-62
### Summary of Important Facts and Conclusions

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<tr>
<th>Description</th>
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<td>Faison Acton Lane LLC Property</td>
</tr>
<tr>
<td>Date of Valuation:</td>
<td>February 28, 2012</td>
</tr>
<tr>
<td>Date of Inspection:</td>
<td>February 28, 2012</td>
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<td>Appraisal Purpose:</td>
<td>To estimate the 'As Is' market value of the fee simple estate of the subject property as of February 28, 2012.</td>
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<td>Property Location:</td>
<td>Tax Map 8, Grid 12, Parcel 12&lt;br&gt;Lot 5 Acton Lane Industrial Park&lt;br&gt;2510 Aurora Place&lt;br&gt;Waldorf, Maryland 20601&lt;br&gt;Charles County</td>
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<td>Improvements:</td>
<td>Vacant and unimproved</td>
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<td>Land Size:</td>
<td>17.993 +/- Acres</td>
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<td>Highest and Best Use:</td>
<td>For full development with an industrial style use as allowed by the Charles County Zoning Rules and Regulations.</td>
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<td>Present Use:</td>
<td>Vacant and unimproved except for a storm water management pond</td>
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<td>Zoning:</td>
<td>IG – Industrial</td>
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<tr>
<td>Valuation:</td>
<td>$1,253,900.00</td>
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Street view looking northerly along Aurora Place subject on right

Looking northerly at the dead end of Chesterbrooke Court
Unfinished portion of Chesterbrooke Court beyond dead end

Typical view of subject looking northerly from graded portion of Chesterbrooke Court
Typical view of subject property looking southerly from storm water management easement access road

Storm water management pond looking easterly from access easement
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</table>
1. Identification:

The subject property is located within the Sixth Election District of Charles County, Maryland. It is identified with a Tax ID Number of 09-06346197, and is shown on Tax Map 8 as Parcel 12 in Grid 17 as Lot 5 of the 2510 Acton Lane Industrial Park Subdivision. The subject property carries a current mailing address of 2510 Aurora Place, Waldorf, Maryland 20601. It is further identified under Liber/Folio 6726/718 as recorded among the Land Records of Charles County, Maryland.

2. Deed Information (Parcel 12 Lot 5): (Name Change)

Grantor: Faison-Acton Lane, LLC AKA TD Acton Lane, LLC
Grantee: Faison-Acton Lane, LLC
Deed Date: September 5, 2008
Record Date: October 18, 2008
Liber/Folio: 6726/718
Consideration: $0.00
Area: Parcel 1 - 55.2911 Ac.; Parcel 2 - 13.9 Ac.; Parcel 3 - 0.39 Ac.
Financing: None reported

Deed Information (Parcel 12 Lot 5 Previous Transfer):

Grantor: Coastal American Corporation
Grantee: TD Acton Lane, LLC
Deed Date: December 28, 2007
Record Date: December 28, 2007
Liber/Folio: 6536/140
Consideration: $2,000,000.00
Area: Parcel 1 - 55.2911 +/- Acres; Parcel 2 - 13.9 +/- Acres
Financing: None

**Deed Information (Parcel 12 Lot 5 Previous Transfer):**

**Quit Claim Deed**

Grantor: Estate of Theodore R. King
Grantee: TD Acton Lane, LLC
Deed Date: July 8, 2008
Record Date: September 3, 2008
Liber/Folio: 6691/518
Consideration: $13,390.26
Area: 0.3937 +/- Acres
Financing: None

The above transactions are the only reported transfers of the subject as shown in the land records of Charles County within the past five years. The subject property is currently listed for sale by Shasho Consulting, P. A. – Commercial Real Estate. The list prices are stated to range from $4.00 to $5.50 per square foot depending on lot size. The subject property is identified as Lot 5 containing 17.99 +/- acres of land. Copies of the flyer provided by the broker are attached in the addendum of the appraisal report.

The information provided under the history of the property is not intended as an opinion or representation of title. Your appraiser(s) are not experts on title, land surveys, or legal issues. The information provided is limited to records compiled from Washington County, our client, and the current property owner. Legal and professional counsel should be obtained to determine clear title, to identify any and all easements, encumbrances, property surveys, feasibility studies, development potential and or restrictions.
3. Legal Description:

Reference is made to the deed recorded under Liber/Folio 6726/718 among the Land Records of Charles County, Maryland, a copy of which is shown below.
Exhibit "A"

LEGAL DESCRIPTION

PARCEL ONE:

The following described land and premises situate lying and being in Charles County, State of Maryland:

Beginning at an Iron Axle found at the northwesterly corner of the land conveyed to Richard J. McCoy in Liber 585, Folio 101, said Iron Axle being in the outline of the land conveyed to Idelwood Park, Inc., in Liber 160, Folio 508; thence leaving Idelwood Park, Inc., and running with the aforesaid land of Richard J. McCoy

South 40° 39' 37" West 407.42 feet to an Iron Axle found; thence

South 62° 01' 16" West 101.75 feet to an Iron Axle found; thence leaving McCoy and running with the land conveyed to XYZ Development Co., Inc. in Liber 158, Folio 257

North 84° 40' 30" West 915.36 feet to an Iron Axle found; thence running with the easterly line of the land conveyed to Victor P. Abdow in Liber 225, Folio 200

North 25° 22' 47" East 864.44 feet to a Triple Hickory Tree; thence with the northerly line of said land of Abdow,

North 54° 28' 05" West 457.29 feet to an iron pipe found; thence leaving Abdow and running with the land conveyed to John W. Yerkie in Liber 211, Folio 521,

North 20° 16' 55" East 70.30 feet to an iron pipe set; thence with the northwesterly side of the entrance road, and lands of Yerkie,

South 73° 48' 30" West 259.35 feet; thence

South 78° 47' 51" West 306.50 feet to an iron pipe set on the northwesterly side of the entrance road; thence leaving Yerkie and running with the land conveyed to The Davis Corporation Profit Sharing Trust in Liber 526, Folio 203,

North 05° 27' 51" East 481.56 feet to an iron pipe found; thence

North 73° 49' 07" West 444.21 feet to an iron pipe found; thence leaving The Davis Corporation Profit Sharing property and running with the northerly lines of the lands of Max List (Liber 45, Folio 62) and John M. Shane (Liber 220, Folio 172),
North 25° 07' 51" West 749.53 feet to a stone found on the easterly line of the land conveyed to John W. Yerkes, Jr., in Liber 233, Folio 205; thence with said line,

North 50° 31' 14" East 609.87 feet to an iron pipe found; thence with the line of the Curtis Brothers property as surveyed by Wendell H. Ferris August 17, 1976

South 54° 13' 59" East 1818.91 feet to an iron pipe set; thence leaving Curtis Brothers property and running with the aforesaid land of Idlewood Park, Inc.,

South 23° 22' 54" West 856.23 feet; thence

South 18° 19' 43" East 32.00 feet; thence

South 60° 19' 45" East 1008.13 feet to the beginning, containing 55.2911 acres of land, more or less.

Tax Parcel No. 06-038964

PARCEL TWO:

The following described land and premises situate lying and being in Charles County, State of Maryland:

Beginning for the same at an iron pipe driven in the ground at the point of intersection of the south side of the entrance road leading to the lands of Harry Olsen with the line of the Eugene Chaney heirs property, running thence with said Chaney property

South 16° 03' 26" East 480.41 feet to a pipe (erroneously set forth as 593.11 feet to a pipe in the prior deeds); thence

South 12° 55' 23" East 235.0 feet to a pipe; thence

South 74° 52' 43" East 380.39 feet to a rod and stone; thence with the land of the S. E. Williams estate as described in Deed 96 Folio 376

North 26° 30' East 1,113.75 feet to a pipe; thence

North 73° 31' West 63.20 feet to a pipe fixed on the south side of said entrance road; thence with said road

South 74° 45' 20" West 150.84 feet to a pipe; thence South 80° 03' 30" West 279.19 feet to a pipe; thence

South 77° 16' 40" West 408.52 feet to a pipe; thence

South 74° 34' 40" West 176.34 feet to the point of beginning, containing 13.9 acres of land, more or less.
IN TESTIMONY WHEREOF, the said party of the first part, on the day and year first hereinabove written, has caused these presents to be signed by Faison Capital Development, LLC, the Manager of Faison-Acton Lane, LLC.

FAISON-ACTON LANE, LLC
By: FAISON CAPITAL DEVELOPMENT, LLC
Its Manager

By: 
Name: James H. Calhoun, IV
Title: LARE VICE PRESIDENT

STATE OF NORTH CAROLINA
CITY/ COUNTY OF MECKLENBURG, SS:

On this date, before me, the undersigned officer, personally appeared James H. Calhoun, IV


_____________________________________
Notary Public

My commission expires: July 19, 2011

GRANTEES ADDRESS:
(PARTY OF THE SECOND PART)
Faison-Acton Lane, LLC
21 West Trade Street, 27th Floor
Charlotte, North Carolina 28202
Attention: David H. Chandler

CONSIDERATION: $0.00

TAX ID NO.: 06-025964; 06-053357 and 06-505107

TITLE INSURER: COMMONWEALTH LAND TITLE INSURANCE COMPANY

I HEREBY CERTIFY THAT THIS DEED WAS PREPARED UNDER THE SUPERVISION OF THE UNDERSIGNED, AN ATTORNEY DULY ADMITTED TO THE COURT OF APPEALS OF MARYLAND.

[Signature]

ASSOCIATED APPRAISERS (301) 937-7000  PAGE 12
Deed for name change
4. Charles County General Area Analysis:

Charles County is located on the southern Maryland peninsula and is known as the gateway to historic southern Maryland. It is bordered by Prince George's County to the north, Calvert County to the east, St. Mary's County to the south, and the Potomac River to the west. It lies 18 +/- miles south of Washington, D.C., 54 +/- miles southwest of Baltimore, and 75 +/- miles north of Richmond.

Charles County has 452 +/- square miles of land area and 150 +/- miles of water frontage. The County was named for Charles Calvert (1637-1715), 3rd Lord Baltimore. Calvert lived in Maryland from 1661 until he returned to England in 1684. He was Proprietor of the Maryland colony from 1675 to 1689, when he lost his right to govern. From 1692 until Calvert's death in 1715, Maryland was governed as a royal colony.

The county seat of Charles County, La Plata, is centrally located and occupies an area of approximately 5 +/- square miles approximately 35 +/- miles southeast of Washington. The town's population is 6,500. Indian Head is located on the Potomac River, about 22 +/- miles south of Washington, D.C. It occupies an area of about 1½ +/- square miles and has a population of 3,500. St. Charles is one of the nation's most successful large-scale planned communities. First developed in 1965, it is a unique mix of residential, commercial, industrial and recreational property. The master plan for St. Charles calls for five villages consisting of 15 residential neighborhoods, each with its own recreational center that includes swimming pools, tennis courts and a clubhouse.

Thus far, two villages are complete: Smallwood, which contains the neighborhoods of Bannister, Carrington, Huntington and Wakefield; and Westlake, which includes the Hampshire, Lancaster and Dorchester neighborhoods. Development of the third village, Fairway, began in 1995. In addition to its residential areas, St. Charles also offers 4.2 million square feet of commercial and
industrial space. The first of three campus-like business parks is nearly full, and some 250 acres of commercial property are adjacent to the St. Charles Towne Center, a 1.1 million square foot mall that serves as the centerpiece of the community.

The disciplines of planning provide the benefits of well-managed and predictable growth. As a result, St. Charles' present population of 32,000 will reach 80,000 upon its planned completion in 2020, at which time the current total of 12,000 housing units should reach nearly 25,000. This will make St. Charles one of the largest cities in Maryland, yet, because of its unique design features, it will retain its open, green, and suburban feel. St. Charles has been developed since 1972, by Interstate General Company L.P. (IGC), a diversified real estate organization. IGC also builds homes in St. Charles, and builds, owns, and manages the community's rental apartments.

The second major urban center in Charles County is the rapidly growing Waldorf area. Its commercial and industrial zone extends beyond U.S. Route 301 and MD Route 5 to an area nearly a mile wide and four miles long. As part of the fourth largest consumer market in the United States, Waldorf has become attractive to businesses of all sizes. In addition to the Washington, D.C. metropolitan market, the area's pivotal location on U.S. Route 301 places Richmond and Baltimore within 90 minutes to the south and north, respectively. In addition, overnight delivery can reach one-third of the nation's population, drawing the attention of several major companies looking for regional distribution facilities.

Waldorf is unincorporated and dates to the establishment of the Baltimore and Potomac Railroad Station in 1872. For many years, it was a haven for producers of tobacco and other agricultural products. Today, it has become a bustling urban center. Waldorf is expected to continue to grow and develop as a vibrant marketplace for not only Southern Maryland, but the entire Mid-
Atlantic region. The citizens and leaders of Charles County envision Waldorf as a powerful business environment that is blended with a traditional community atmosphere.

The 1990 population of Charles County was 101,154; more than double the 1970 population of 47,678 residents. The 2000 census shows Charles County’s population at 120,546 persons. This is an increase of 19.2% over the 1990 census. Charles County is Maryland’s third fastest growing county. The climate for Charles County averages 74.1 degrees in the summer with average winter temperatures of 36.3 degrees. The average annual rainfall is approximately 42.6 inches with average annual snowfall of approximately 16.5 inches. The county experiences four well-defined seasons with a growing season of just over 6 months annually from the last freeze in spring to the first freeze of autumn.

Civista Medical Center is a community-based hospital located in the heart of Charles County. Established in 1939, it is the only hospital in Charles County. Civista Medical Center has more than 210 physicians on its staff and provides 24-hour emergency care with in-house physician coverage in obstetrics, pediatrics and surgery. Hospital services include a 10-bed intensive care unit, a 10-bed transitional care center, acute dialysis, telemetry, surgery, emergency care, family birthing center, cardio-pulmonary rehabilitation, respiratory therapy, sleep studies, inpatient and outpatient rehabilitation, nuclear medicine services, laboratory testing, mammography services, and diagnostic testing including: x-rays, CT scanning, MRI, and ultrasound. Civista expanded to include the Civista Women’s Health Center in Waldorf, which offers primary care to women, wellness exams, mammography, nutrition and fitness counseling, health education and more. The Civista Surgery Center in Waldorf offers another convenient outpatient surgery alternative, and the Civista Health Center on Bryans Road offers lab services, physical therapy, and specialty care (OB-GYN, and Urology).
The Transportation Division's VanGO program provides several safe and reliable county-wide transit services. General public transit serves each area of the county at least weekly to popular destinations in La Plata and Waldorf. VanGO offers new routes to Nanjemoy five days a week and a U.S. Route 301 shuttle between Waldorf and La Plata (including stops at Charles County Community College) five days a week. VanGO's specialized transportation services includes Demand Response service for those 60 years and older or who are disabled, the Disabled Accessible Responsive Transit System for employment-related trips for persons with disabilities, Medical Assistance transportation, and a transit service for participants in the Department of Community Services' Office on Aging-sponsored activities.

Charles County has an excellent public education system that continues to rank in the upper half of the statewide school system. More than 20,000 students are currently enrolled in Charles County public schools. The system has 18 elementary schools (kindergarten through grade 5), seven middle schools (grades 6-8), and five high schools (grades 9-12). Charles County's seven-member Board of Education establishes educational and fiscal policy, provides overall direction and governs the county's public school system. Like school systems across the state, the public school system is fiscally dependent on the county government for funding.

Various demographic and socio-economic information is located on the following pages for Charles County.
5. Neighborhood Analysis:

The subject neighborhood is located west of Waldorf in northern Charles County and is described as predominately detached residential in nature. The neighborhood is bordered on the north and west by Mattawoman Creek, which forms the boundary line between Prince George's County to the north and west and Charles County to the south and west; on the east by Crain Highway (Md. Rte. 5 / U.S. Rte. 301), the main thoroughfare in Waldorf, and on the south by Billingsley Road. The immediate neighborhood is located within the Charles County Development District as designated by the 1990 Comprehensive Plan (restated in the 2006 Comprehensive Plan), which directs that 75% of the County's development be within the Development District, roughly
defined as the area in northwest Charles County between Waldorf and Bryans Road. Notable developments in the immediate area consist of established single-family subdivisions such as Ashford, Greenmont, and Meadowland. Notable recreational facilities are located at Piscataway Park and along the Potomac River, west of the subject. The neighborhood is located in the outer suburbs of the Washington D.C. Metropolitan Region and features a strong public and private employment base, anchored by the Federal government, that is serviced by an efficient local and interstate road network.

While the Federal government forms the economic backbone of the region, private industry is considered strong in the region with St. Charles Communities, the Indian Head Weapons Center complex, LaPlata (the county seat), along with the U.S. Military Reservation/Brandywine Communications Site, the National Harbor on the Potomac River, and Andrews Air Force Base (Prince George's County) all located within the acceptable commuting distance.

Additional major employment centers located within the acceptable commuting distance include the Arlington and Alexandria areas of Northern Virginia (accessed via the upgraded Woodrow Wilson Bridge), Bolling Air Force Base and the Suitland Federal Center, located north of the subject, with the Dahlgren U.S. Naval Proving Grounds, located south of the subject in the northern neck of Virginia, accessed via the Governor Harry W. Nice Bridge over the Potomac River at the southern tip of Charles County.

The subject neighborhood is serviced by an excellent local road network, including Berry Road (Md. Rte. 228), Indian Head Highway (Md. Rte. 210), Crain Highway (Md. Rte. 5/U.S. Rte. 301), Bensville Road (Md. Rte. 229), and Billingsley and Marshall Corner Roads.

The nearest commercial centers are Waldorf and Indian Head to the west. Waldorf is located approximately 18 miles south by southeast of the District of Columbia, our Nation's Capitol, and
approximately 15 minutes drive-time north of LaPlata, the County Seat of Charles County, and 25 minutes drive-time east of the U.S. Naval Surface Weapons Center at Indian Head. Utilities in the area consist of public water, sewer, electricity, telephone, and cable with public transportation consisting of the VanGo local public bus service as well as commuter bus service to employment centers in Maryland and the District of Columbia.

After considering all factors, the neighborhood is considered well serviced by schools, places of worship, shopping malls, parks and public and quasi-public facilities of all descriptions.

6. Description of Land:

The subject property is located on Charles County Tax Map 8 in Grid 17 as Part of Lot 5 of the Acton Lane Industrial Park Subdivision. The subdivision plat is recorded among the Land Records of Charles County under plat book 58 at plat 205. The plat was prepared by Loiederman Soltesz, Associates, Inc., Engineering, Planning, Surveying and Environmental Sciences company dated November 21, 2008 entitled Final Plat Acton Lane Industrial Park P/O Lot 5 Aurora Place. Aurora Place, a private 50 foot road, runs through the westerly property line of the subject providing access to Lot 4. Chesterbrooke Court, a private 50 foot road, borders the westerly portion of the southerly property line providing access to the subject and Aurora Place. There is an additional 50 foot Common Access Easement and public water and sewer easement along the northerly side of Chesterbrooke Court, and extends along the westerly side of Aurora Place. There is a private storm water management easement along the northwest boundary line containing 2.3147 +/- acres along with a 40 foot private storm water management and common drainage easement containing .4830 +/- acres of land. The northeasterly boundary of the subject property is encumbered with a Forest Conservation Easement containing 1.6138 +/- acres of land. The subject property is further encumbered with a temporary water easement and a 20 foot wide
public water easement. The subject property has a 75 foot buffer yard from the RM zoned property to the southeast and the north. The subject property is somewhat irregular in shape with the private storm water management pond and the forest conservation easement area impacting the northeasterly portion of the site. The subdivision plat reports the total area of the subject property (part Lot 5) to be 17.9934 +/- acres or say 783,792 +/- square feet of land area. The entire Lot 5 is reported to contain a total area of 32.4771 +/- acres of land, of which the subject property of this report is to be only a part of Lot 5 within Parcel 12 containing the 17.9934 +/- acres of land. There is a tributary of the Jorden Swamp Run that bisects the easterly portion of the subject property. The land is totally wooded with a second growth of timberland and sloping towards the lake to the east.
Subject Subdivision Plat

7. Soils and Flood Plain Data:

The information on the soils was obtained from the United States Department of Agriculture – Natural Resources Conservation Service Web Site for Charles County, Maryland.
Charles County, Maryland

**Map Unit:** BaB—Beltsville silt loam, 2 to 5 percent slopes

**Component:** Beltsville (70%)

The Beltsville component makes up 70 percent of the map unit. Slopes are 2 to 5 percent. This component is on uplands, broad interstream divides. The parent material consists of silty eolian deposits over loamy fluviomarine deposits. Depth to a root restrictive layer, fragipan, is 20 to 40 inches. The natural drainage class is moderately well drained. Water movement in the most restrictive layer is very low. Available water to a depth of 60 inches is high. Shrink-swell potential is low. This soil is not flooded. It is not ponded. A seasonal zone of water saturation is at 24 inches during January, February, March, April, and December. Organic matter content in
the surface horizon is about 3 percent. Nonirrigated land capability classification is 2e. This soil does not meet hydric criteria.

**Component:** Aquasco (10%)

Generated brief soil descriptions are created for major components. The Aquasco soil is a minor component.

**Component:** Reybold (10%)

Generated brief soil descriptions are created for major components. The Reybold soil is a minor component.

**Component:** Grosstown (5%)

Generated brief soil descriptions are created for major components. The Grosstown soil is a minor component.

**Component:** Lenni, undrained (5%)

Generated brief soil descriptions are created for major components. The Lenni soil is a minor component.

**Map Unit:** BeA—Beltsville-Aquasco complex, 0 to 2 percent slopes

**Component:** Beltsville (50%)

The Beltsville component makes up 50 percent of the map unit. Slopes are 0 to 2 percent. This component is on uplands, broad interstream divides. The parent material consists of silty eluvial deposits over loamy fluviomarine deposits. Depth to a root restrictive layer, fragipan, is 20 to 40 inches. The natural drainage class is moderately well drained. Water movement in the most restrictive layer is very low. Available water to a depth of 60 inches is high. Shrink-swell potential is low. This soil is not flooded. It is not ponded. A seasonal zone of water saturation is at 24 inches during January, February, March, April, and December. Organic matter content in
the surface horizon is about 3 percent. Nonirrigated land capability classification is 2w. This soil does not meet hydric criteria.

**Component: Aquasco (40%)**

The Aquasco component makes up 40 percent of the map unit. Slopes are 0 to 2 percent. This component is on broad interstream divides, uplands. The parent material consists of silty eolian deposits over loamy fluviomarine deposits. Depth to a root restrictive layer, fragipan, is 8 to 40 inches. The natural drainage class is somewhat poorly drained. Water movement in the most restrictive layer is moderately low. Available water to a depth of 60 inches is low. Shrink-swell potential is low. This soil is not flooded. It is not ponded. A seasonal zone of water saturation is at 14 inches during December. Organic matter content in the surface horizon is about 4 percent. Nonirrigated land capability classification is 3w. This soil does not meet hydric criteria.

**Component: Lenni, undrained (5%)**

Generated brief soil descriptions are created for major components. The Lenni soil is a minor component.

**Component: Reybold (5%)**

Generated brief soil descriptions are created for major components. The Reybold soil is a minor component.

**Map Unit: GwD—Grosstown-Woodstown-Beltsville complex, 5 to 15 percent slopes**

**Component: Grosstown (30%)**

The Grosstown component makes up 30 percent of the map unit. Slopes are 5 to 15 percent. This component is on uplands, drainhead complexes. The parent material consists of loamy and gravelly fluviomarine deposits. Depth to a root restrictive layer is greater than 60 inches. The natural drainage class is well drained. Water movement in the most restrictive layer is high.
Available water to a depth of 60 inches is moderate. Shrink-swell potential is low. This soil is not flooded. It is not ponded. There is no zone of water saturation within a depth of 72 inches. Organic matter content in the surface horizon is about 4 percent. Nonirrigated land capability classification is 4e. This soil does not meet hydric criteria.

**Component: Woodstown (30%)**

The Woodstown component makes up 30 percent of the map unit. Slopes are 5 to 15 percent. This component is on uplands, drainhead complexes. The parent material consists of loamy fluviomarine deposits. Depth to a root restrictive layer is greater than 60 inches. The natural drainage class is moderately well drained. Water movement in the most restrictive layer is moderately high. Available water to a depth of 60 inches is moderate. Shrink-swell potential is low. This soil is not flooded. It is not ponded. A seasonal zone of water saturation is at 24 inches during February. Organic matter content in the surface horizon is about 2 percent. Nonirrigated land capability classification is 4e. This soil does not meet hydric criteria.

**Component: Beltsville (20%)**

The Beltsville component makes up 20 percent of the map unit. Slopes are 5 to 15 percent. This component is on uplands, drainhead complexes. The parent material consists of silty eolian deposits over loamy fluviomarine deposits. Depth to a root restrictive layer, fragipan, is 20 to 40 inches. The natural drainage class is moderately well drained. Water movement in the most restrictive layer is very low. Available water to a depth of 60 inches is high. Shrink-swell potential is low. This soil is not flooded. It is not ponded. A seasonal zone of water saturation is at 24 inches during January, February, March, April, and December. Organic matter content in the surface horizon is about 3 percent. Nonirrigated land capability classification is 4e. This soil does not meet hydric criteria.
Component: Reybold (10%)

Generated brief soil descriptions are created for major components. The Reybold soil is a minor component.

Component: Issue (5%)

Generated brief soil descriptions are created for major components. The Issue soil is a minor component.

Component: Lenni, undrained (5%)

Generated brief soil descriptions are created for major components. The Lenni soil is a minor component.

Map Unit: Pu—Potobac-Issue complex, frequently flooded

Component: Potobac (70%)

The Potobac component makes up 70 percent of the map unit. Slopes are 0 to 2 percent. This component is on flood plains, coastal plains. The parent material consists of sandy and loamy fluvial deposits. Depth to a root restrictive layer is greater than 60 inches. The natural drainage class is poorly drained. Water movement in the most restrictive layer is moderately high. Available water to a depth of 60 inches is moderate. Shrink-swell potential is low. This soil is frequently flooded. It is frequently ponded. A seasonal zone of water saturation is at 5 inches during January, February, March, April, and December. Organic matter content in the surface horizon is about 5 percent. Nonirrigated land capability classification is 5w. This soil meets hydric criteria.

Component: Issue (25%)

The Issue component makes up 25 percent of the map unit. Slopes are 0 to 2 percent. This component is on coastal plains, flood plains. The parent material consists of loamy alluvium.
Depth to a root restrictive layer is greater than 60 inches. The natural drainage class is somewhat poorly drained. Water movement in the most restrictive layer is moderately high. Available water to a depth of 60 inches is high. Shrink-swell potential is low. This soil is frequently flooded. It is not ponded. A seasonal zone of water saturation is at 14 inches during January, February, March, April, and December. Organic matter content in the surface horizon is about 5 percent. Nonirrigated land capability classification is 5w. This soil does not meet hydric criteria.

Component: Lenni, undrained (5%)

Generated brief soil descriptions are created for major components. The Lenni soil is a minor component.

Map Unit: W—Water

Component: Water (100%)

Generated brief soil descriptions are created for major soil components. The Water is a miscellaneous area.

Floodplain Data:

According to the Flood Insurance Rate Maps for Charles County, issued by the Federal Emergency Management Agency in Map 240089 0004 B, revised June 5, 1985, both properties are located outside the 100-year floodplain tables in Zone C. (See Exhibit 6).
Zone C on FEMA Map 240089 0004 B

8. **Description of Improvements:**

The subject property is vacant and unimproved.

9. **Utilities:**

Public utilities, consisting of public water, sewer, electricity, and telephone are in the immediate area of the subject property.

10. **Zoning:**

The subject property is zoned IH.

Objectives. These zones, General Industrial (IG) and Heavy Industrial (IH), strengthen the economic environment of the county by recognizing existing industrial uses and promoting industrial development in order to broaden the county's tax base and create new jobs.
Zoning Map

(1) IG General Industrial Zone. This zone provides appropriate locations for industrial uses of moderate scale and intensity.

(2) IH Heavy Industrial Zone. This zone provides appropriate locations for larger scale or intensive processing which may generate substantially more impact on surrounding properties than intended in the General Industrial Zone.

B. General regulations.

(1) Minimum lot area, area per dwelling unit, building setback from adjacent lot lines, lot width, front yard, side yard, rear yard and maximum building height, as displayed in Figure VI-6, shall apply subject to other requirements of this chapter.
(2) Minimum lot sizes may be reduced to 10,000 square feet when the lot is created as part of a subdivision with an internal circulation network where the lot does not access directly on a collector or arterial street. However, the lot may access directly on a service road.

ZONING ORDINANCE

Table: Minimum Lot Criteria

<table>
<thead>
<tr>
<th>Lot Zone</th>
<th>Minimum Lot Area (square feet)</th>
<th>Minimum Lot Width (feet)</th>
<th>Minimum Lot Depth (feet)</th>
<th>Minimum Yard Requirements</th>
<th>Minimum Lot Height</th>
<th>Minimum Lot Coverage</th>
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<td>SC Zone</td>
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<td>10</td>
</tr>
<tr>
<td>RZ Zone</td>
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<td>100</td>
<td>100</td>
<td>300</td>
<td>30</td>
<td>10</td>
</tr>
</tbody>
</table>

NOTES:
1. The UR may be increased by 15% on a lot containing management facilities located separately off site.

Zoning Grid

11. Assessment/Tax Information:

Real property is reassessed on a three-year cycle by reviewing one-third of all property in Maryland every year. The review may or may not include an inspection of the property. The Real Property Valuation Division participates in all court proceedings where assessment questions are involved.
For each county and Baltimore City, the Director of Assessments and Taxation appoints a supervisor of Assessments from a list of five qualified applicants submitted by the Mayor of Baltimore City, the County Commissioners, or, under charter government, the County Council or the County Executive with the approval of the Council.

The 2011-12 real estate taxes and assessments for Parcel 12 Lot 5 are reported to be
Address: Aurora Place
Account: 09-06346197
Assessments:  Land $494,900.00 (FCV)
               Improvements $  0.00 (FCV)
               Total  $494,900.00 (FCV)
Real estate tax  $5,936.00

The taxes levied against the subject property is based upon a tax rate of $1.11 per $100.00 of assessed full cash value.

12. Highest and Best Use:
That reasonable and probable use that will support the highest present value, as defined, as of the effective date of the appraisal.

Alternatively, that use, from among reasonably probable and legal alternative uses, found to be physically possible, appropriately supported, financially feasible, and which results in the highest land value.

The definition immediately above applies specifically to the highest and best use of land. It is to be recognized that in cases where a site has existing improvements on it, the highest and best use may very well be determined to be different from the existing use. The existing use will continue, however, unless and until land value in its highest and best use exceeds the total value of the property in its existing use. Implied within these definitions is recognition of the contribution of
that specific use to community environment or to community development goals in addition to wealth maximization of individual property owners.

Also implied is that the determination of highest and best use results from the appraiser's judgment and analytical skill, i.e., that the use determined from analysis represents an opinion, not a fact to be found. In appraisal practice, the concept of highest and best use represents the premise upon which value is based. In the context of most probable selling price (market value) another appropriate term to reflect highest and best use would be most probable use. In the context of investment value an alternative term would be most profitable.

The first element of the highest and best use is whether a use is physically possible. Size, shape, area, and topography affect the uses to which land may be developed. The utility of a tract of land can also be affected by frontage, depth, shape, etc.

The second element within the concept of highest and best use is whether development would be legally possible. Zoning, building codes, environmental regulations, covenants, deed restrictions, APFO, etc., must be analyzed as they could preclude or restrict many uses that might otherwise produce the highest and best use.

The third concept of highest and best use is whether or not a use is financially feasible. If a use is unable to generate enough income to offer a prudent investor an attractive return on investment capital, while servicing operating and financial expenses, it is not a financially feasible use. The use that is physically possible, legally permissible and financially feasible, that provides the highest rate of return, or value, and the use that is maximally productive is considered to be a property's highest and best use.
Highest and Best Use as vacant:

The highest and best use of the subject property is for full development under the IG zone as allowed by the Charles County Zoning Ordinance. The use that is physically possible, financially feasible, and legally permissible and creates wealth maximization is considered the properties highest and best use.

13. Present Use:

The subject property is vacant and unimproved except for a private storm water management pond and several sewer and water right of ways.

14. Purpose of the Appraisal:

The purpose of the appraisal is to estimate the fair market value of the fee simple estate of the subject property as of the date of inspection, February 28, 2012.

The fee simple estate is defined by the Dictionary of Real Estate Appraisal as being the “Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat.”

15. Function of Appraisal:

The function of this appraisal is to assist the Maryland Department of General Services in evaluating the subject property for the possible acquisition for the benefit of the Department of Juvenile Services. Any use other than for acquisition purposes is prohibited without the written consent of the appraiser. The sole intended user of this Summary Appraisal Report is the addressee. The appraiser reserves the right to review and/or revise the appraisal in the event of any material changes in the underlying facts and assumptions, as such changes may render the appraisal null and void.
16. Scope of the Appraisal:

The scope of this appraisal includes the inspection of the subject property with the permission of Mr. Howard S. Biel who accompanied the appraiser on the property inspection. The Maryland Department of General Services is the sole intended user of this appraisal report and the report is being written in a summary format. The direct sales comparison approach to value is considered to be the most applicable when valuing vacant and unimproved properties. The income approach to value were considered but not employed as they are typically used for valuing commercial and industrial improved properties. Since the majority of the residential properties are owner occupied the income approach was once again considered but not employed due to limited data being available. The cost approach was considered but not employed since the subject property is vacant and unimproved. In conducting the appraisal report the data collection sources for comparable sales data was obtained through county recorded data and/or multiple listing data, Costar from 2007 to current. The sales data was researched within the immediate election districts, and surrounding election districts considered having similar locational characteristics. Data verification was provided through land records, buyer, seller, broker, settlement attorney, or a combination thereof. Lease information, if necessary, was compiled from the appraiser’s files, brokers, leasing agent, or by contacting landlords/tenants of similar properties located through inspection of the neighborhood. Additional data relied upon for the valuation of this property include the review of FEMS Flood Plain Maps, GIS maps, County Tax Maps, County zoning ordinance and subdivision regulations, along with other various publications and information. The appraisal as prepared is for the purposes of estimating the fair market value of the property as described previously in this appraisal report. The final conclusions and values are based upon the adjustment of the sale properties for dissimilar characteristics in comparison to the subject property.
17. Environmental Audit:

This appraiser has not had the benefit of an environmental audit of the subject site in order to
determine the effect upon value of any adverse environmental conditions, such as gas or oil
contamination, or any nuisances affecting the subject property. Depending upon the quantity of
such influences on a property, the market value could be adversely affected. The evaluation herein
is based upon the assumption that there are no environmental conditions affecting the subject
property that would have a negative impact on value. The appraiser generally recommends that any
contract of sale for the purchase of real property be made contingent upon an environmental audit,
so as to enable the buyer to properly assess the impact of same, if any.

18. Fair Market Value:

“Section 12-105 of the Real Property Article defines Fair Market value, as ‘The fair market value
of property in a condemnation proceeding is the price as of the valuation date for the highest and
best use of the property which a vendor, willing but not obligated to sell, would accept for the
property, and which a purchaser, willing but not obligated to buy would pay, excluding any
increment in value proximately caused by the public project for which the property condemned is
needed. In addition, fair market value includes any amount by which the price reflects a
diminution in value occurring between the effective date of legislative authority for the
acquisition of the property and the date of actual taking if the trier of facts finds that the
diminution in value was proximately caused by the public project for which the property
condemned is needed, or by announcements or acts of the plaintiff or its officials concerning the
public project, and was beyond the reasonable control of the property owner.’”
19. General Assumptions and Limiting Conditions:

The certification of the Appraiser appearing in this appraisal report is subject to the following conditions and to such other specific and limiting conditions as are set forth by the Appraiser in the report.

1. The legal description used in this report is assumed to be correct.

2. The Appraiser assumes no responsibility for matters of a legal nature affecting the property appraised or the title thereto, nor does the Appraiser render any opinion as to the title, which is assumed to be good and marketable. The property is appraised as though under responsible ownership and competent management and all mortgages, liens, encumbrances, leases and servitudes have been disregarded unless so specified within the report.

3. The sketch in this report is included to assist the reader in visualizing the property, and the Appraiser assumes no responsibility for its accuracy. The Appraiser had made no survey of the property, and assumes that there are no hidden or unapparent conditions of the property, subsoil, or structures which would render it more or less valuable. The Appraiser assumes no responsibility for such conditions or for engineering which might be required to discover such factors.

4. Information, estimates, and opinions furnished to the Appraiser and contained in this report were obtained from sources considered reliable and are believed to be true and correct. However, no responsibility for accuracy of such items furnished the Appraiser can be assumed by the Appraiser.

5. No environmental impact studies were either requested or made in conjunction with this appraisal, and the Appraiser hereby reserves the right to alter, amend, revise or rescind any of the value opinions based upon any subsequent environmental impact studies, research or investigation.

6. It is assumed that there is full compliance with applicable federal, state and local environmental regulations and laws unless non-compliance is stated, defined and considered in the appraisal report.

7. It is assumed that all applicable zoning and use regulations and restrictions have been complied with, unless a nonconformity has been stated, defined and considered in the appraisal report.

8. It is assumed that all required licenses, consents or other legislative or administrative authority from any local, state or national governmental or private entity or organization have been or can be obtained or renewed for any use on which the value estimate contained in this report is based.

9. It is assumed that the utilization of the land and improvements is within the boundaries or property lines of the property described and that there is no encroachment or trespass unless noted within the report.

10. The distribution of the total valuation in this report between land and improvements applies only under the existing or proposed program of utilization. The separate valuations for land and building must not be used in conjunction with any other appraisal and are invalid if so used.
11. The Appraiser is not required to give testimony or appear in court because of having made this appraisal, with reference to the property in question, unless arrangements have been previously made therefore.

12. Disclosure by the Appraiser of the contents of this appraisal report is subject to review in accordance with the bylaws and regulations of the professional appraisal organizations with which the Appraiser is affiliated.

13. Neither all, nor any part of the contents of this report, or copy thereof (including conclusions as to the property value, the identity of the Appraiser, professional designations, reference to any professional appraisal organization, or the firm with which the appraiser is connected) shall be used for any purposes by anyone but the client specified in the report, the borrower if appraisal fee paid by same, the mortgagee or its successors and assigns, mortgage insurers, consultants, professional appraisal organizations, any state or federally approved financial institution, any department, agency, or instrumentality of the United States or any state or the District of Columbia, without the previous written consent of the Appraiser; nor shall it be conveyed by anyone to the public through advertising, public relations, news, sales, or other media, without the written consent and approval of the Appraiser.

14. Any liability shall not exceed the fee for doing this appraisal report.

15. Acceptance of and/or use of this appraisal report constitutes acceptance of the foregoing general assumptions and general limiting conditions.

16. The appraiser assumes no responsibility for undisclosed or unapparent hazards (ie: chemical wastes, radon gas, nuclear plant plume zones, etc.) which may have a detrimental effect to the property or occupants. Any knowledge of such hazards is assumed to have been disclosed by the property owner or assigned agents.

17. The Americans with Disabilities Act (ADA) became effective January 26, 1992. Your appraisers have not made a specific compliance survey or analysis of this property to determine whether or not it is in conformity with the various ADA guidelines. Should a detailed survey be completed as to ADA guidelines, and the property is not found to comply with one or more of the requirements, this could have a negative impact upon the value of the property.

20. Competency Provision:

Every effort has been made through education and related work experience to comply with the "competency" provision in the Uniform Standards of Professional Appraisal Practice. (USPAP, Section 1-4, Competency Provision).

21. Jurisdictional Exception:

The State of Maryland is subject to federal and state laws specifying how certain valuation issues
are addressed (See federal regulation at Title 49 C.F.R. Section 24.103 and Maryland Law on Real Estate Section 5-201). Paragraph 5c of the federal regulations states, in part, that “the appraiser shall disregard any decrease or increase in the fair market value of the real property caused by the project for which the property is to be acquired or by the likelihood that the property would be acquired for the project. In the case of a partial acquisition in Maryland, special benefits as a result of the project can only offset damages to the remainder and not to the part taken.” As no eminent domain proceedings are involved in the scope of this appraisal report the jurisdictional exception is not applicable.

22. Hypothetical Conditions:
That which is contrary to what exists, but is supposed for the purpose of analysis. Given the effects hypothetical conditions can have upon an estimate of market value, readers of this report should have a clear understanding of how such conditions can impact value and market appeal.
In the subject case, no hypothetical conditions are employed.

23. Extraordinary Assumptions:
An assumption, directly related to a specific assignment, which, if found to be false, could alter an appraisal report’s underlying assumptions, facts, projections, and/or conclusions. For example, if hazardous materials are located on the property, and the appraiser is instructed not to consider their impact in the appraisal report, an extraordinary assumption exists. Beyond the defined hypothetical conditions noted above, no extraordinary assumptions are included in this appraisal report. Given the potential effects extraordinary conditions can have upon an estimate of market value, readers are cautioned to have a clear understanding of the context in which such assumptions are invoked in an appraisal assignment.
24. Exposure Time:

The estimated length of time the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal; retrospective opinion based upon an analysis of past events assuming a competitive and open market. The estimated marketing time is consistent with the exposure time, which is estimated at 1 year.

25. Environmental Audit:

This appraiser has not had the benefit of an environmental audit of the subject site in order to determine the effect upon the value of any adverse environmental conditions such as gas or oil contamination, or any nuisances affecting the subject property. Depending upon the quantity of such influences on a property, the market value could be adversely affected. The evaluation herein is based upon the assumption that there are no adverse environmental conditions affecting the subject property, which would have a negative impact on value. This appraiser generally recommends that any contract of sale for the purchase of the subject property be made contingent upon an environmental audit, so as to enable the buyer to properly assess the impact of same, if any.

26. Valuation:

Methodologies of Valuation: Typically, there are three approaches to value: the direct Sales Comparison, Cost, and the Income Approach to value. As defined by the Dictionary of Real Estate Appraisal, Third Edition, published by the Appraisal Institute, the three basic approaches to value are described as follows:

Sales Comparison Approach: is an approach through which an appraiser derives a value indication by comparing the property being appraised to similar properties that have been sold
recently, applying appropriate units of comparison and making adjustments, based on the elements of comparison, to the sale prices of the comparables.

**Cost Approach:** is an approach through which an appraiser derives a value indication of the fee simple interest in a property by estimating the current cost to construct a reproduction of or replacement for the existing structure, deducting for all evidence of accrued depreciation from the cost new of the reproduction or replacement structure, and adding the estimated land value plus an entrepreneurial profit. Adjustments may be made to the indicated fee simple value of the Subject Property to reflect the value indication of the property interest being appraised.

**Income Approach – Income Capitalization Approach:** is an approach through which an appraiser derives a value indication for income-producing property by converting anticipated benefits (i.e., cash flows and reversions) into property value. This conversion can be accomplished in two ways: (1) one year’s income expectancy or an annual average of several years’ income expectancies may be capitalized at a market-derived capitalization rate or a capitalization rate that reflects a specified income pattern, return on investment, and change in the value of the investment, and/or (2) the annual cash flow may be discounted for the holding period and the reversion at a specified yield rate.

All three approaches to value were considered the cost approach, market approach and income approach. Since the subject property is a vacant land parcel the direct sales comparison approach is considered to be the most applicable.
DIRECT SALES COMPARISON

APPROACH
**Direct Sales Comparison Approach to Value**

The Sales Comparison Approach is a process of correlation and analysis of recently sold similar properties. The reliability of this technique is dependent upon, (A) the degree of comparability of each property with the property under appraisal, (B) the time of sale, (C) the verification of the sale data, and (D) the absence of unusual conditions affecting the sale.

The following items of comparison have been considered by this appraiser with regards to these comparable sales: The date of the comparable sale, the size of same, its relation to the subject property with regards to topography, highest and best use, availability of public services, such as public utilities, transportation, school, police and fire protection, and other factors that affect value and aid this appraiser in arriving at a market value estimate when comparing the subject with the sales listed at the end of this appraisal report. (Appraisal Terminology and Handbook, American Institute of Real Estate Appraisers).

The direct Sales Comparison Approach is often referred to as the “substitution principle.” In implementing the substitution principle, comparable sale properties are substituted for the subject property and then adjusted for dissimilar characteristics. The subject property is the standard, with adjustments for dissimilar characteristics applied to each sale, if warranted.

In valuing Parcel 12 as vacant land, the price per acre is considered to be the most appropriate unit of measurement. Subsequently, the sales employed were converted to a price per acre as this is the most common unit of comparison on a sale, lease, or cost basis in raw land valuations. The price per acre is obtained by dividing the sales price by the number of acres in the comparable sale. Upward adjustments were made to the unit price when the subject property is judged to be superior. Downward adjustments were made to the unit price when the subject property is judged
to be inferior. These adjustments are applied after the unit price is first adjusted for market conditions (time) and financing, if applicable.
## Land Sales Grid

<table>
<thead>
<tr>
<th>Sale</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grantor</td>
<td>Faison-Atten</td>
<td>Faison-Atten</td>
<td>St. Charles</td>
<td>Latov</td>
<td>Park Circle</td>
</tr>
<tr>
<td>Grantee</td>
<td>Resun Moppace</td>
<td>Faison Richards</td>
<td>Patriot Recovery</td>
<td>Barlett</td>
<td>Applewood</td>
</tr>
<tr>
<td>Tax Map/Parcel</td>
<td>8/469</td>
<td>8/469</td>
<td>15/112</td>
<td>33/477</td>
<td>15/671</td>
</tr>
<tr>
<td>Rights Conveyed</td>
<td>Fee simple</td>
<td>Fee Simple</td>
<td>Fee simple</td>
<td>Fee simple</td>
<td>Fee simple</td>
</tr>
<tr>
<td>Conditions of Sale</td>
<td>Arms Length</td>
<td>Arms Length</td>
<td>Arms Length</td>
<td>Arms Length</td>
<td>Arms Length</td>
</tr>
<tr>
<td>Financing</td>
<td>Typical</td>
<td>Typical</td>
<td>Typical</td>
<td>Typical</td>
<td>Typical</td>
</tr>
<tr>
<td>Sales Price</td>
<td>$3,162,532.00</td>
<td>$275,000.00</td>
<td>$120,000.00</td>
<td>$210,000.00</td>
<td>$662,966.00</td>
</tr>
<tr>
<td>Value of Imp.</td>
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<td>$0.00</td>
<td>$0.00</td>
<td>$0.00</td>
<td>$0.00</td>
</tr>
<tr>
<td>Land Value</td>
<td>$2,717,532.00</td>
<td>$275,000.00</td>
<td>$120,000.00</td>
<td>$210,000.00</td>
<td>$662,966.00</td>
</tr>
<tr>
<td>Number of Acres</td>
<td>10</td>
<td>21.99</td>
<td>1.9</td>
<td>0.99</td>
<td>5.23</td>
</tr>
<tr>
<td>Price/Acre</td>
<td>$123,580.35</td>
<td>$144,736.84</td>
<td>$121,212.12</td>
<td>$40,152.96</td>
<td>$130,680.04</td>
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<tr>
<td>Price/Sq. Ft.</td>
<td>$2.84</td>
<td>$3.32</td>
<td>$2.78</td>
<td>$0.92</td>
<td>$3.00</td>
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<tr>
<td>Time</td>
<td>-10%</td>
<td>-9%</td>
<td>-6%</td>
<td>-12%</td>
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</tr>
<tr>
<td>Location</td>
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<td>0%</td>
<td>-10%</td>
<td>20%</td>
<td>-20%</td>
</tr>
<tr>
<td>Land Size</td>
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<td>-30%</td>
<td>-30%</td>
<td>-15%</td>
<td>-15%</td>
</tr>
<tr>
<td>Zoning</td>
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<td>0%</td>
<td>10%</td>
<td>10%</td>
<td>10%</td>
</tr>
<tr>
<td>Soils/Topo.</td>
<td>-15%</td>
<td>-10%</td>
<td>-10%</td>
<td>10%</td>
<td>-10%</td>
</tr>
<tr>
<td>Access/Shape</td>
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<td>0%</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td>Topo</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
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<td>Other</td>
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<td>0%</td>
<td>0%</td>
<td>25%</td>
<td>0%</td>
</tr>
<tr>
<td>Net Adjustment</td>
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<td>-40%</td>
<td>-40%</td>
<td>50%</td>
<td>-35%</td>
</tr>
<tr>
<td>Price/Sq. Ft.</td>
<td>$1.91</td>
<td>$1.81</td>
<td>$1.57</td>
<td>$1.22</td>
<td>$1.56</td>
</tr>
</tbody>
</table>

In estimating the subject’s land value by the Sales Comparison Approach, the appraiser(s) investigated a variety of industrial land sales. Five recent sales are outlined above, while others are contained in the exhibit section of this report under Also Considered. The comparables listed in the Sales Grid above ranged in size from 43,124 +/- square feet (Sale 3) to 957,884 +/- square feet (Sale 5), and sold from a low of $0.81 per square foot of land (Sale 4) to a high of $3.02 per square foot (Sale 2) before adjustment for market conditions. Each comparable sale reportedly transferred under arm’s length conditions with typical marketing periods. After adjusting the comparable
sales for dissimilar characteristics such as neighborhood, street location, land size, zoning, topography, site improvements, etc. the sales indicate a range in values for the subject property from $1.22 per square foot to $1.91 per square foot. It is the appraiser’s opinion the subject’s land value is towards the upper limits of value. Therefore, the appraiser has estimated the subject’s land value to be $1.60 per square foot.

**Sales Comparison Approach (Lot 5 / As Is):**

\[17.99 \text{ +/- acres} \times 43,560 \text{ +/- sq. ft.} = 783,644 \text{ +/- sq. ft.}\]

783,644 +/- sq. ft. @ 1.60/sq. ft. = $1,253,831.00

Rounded to $1,253,900.00

Or say $2.74 per usable square foot based upon 10.5 acres.

**Sales Adjustment Explanation:**

All adjustments are made to the sale properties on the previous page on a price per acre where the characteristics between the subject and the sales differ. A description of each adjustment as shown in the sales grid above is described below. When estimating the time adjustment the sales were adjusted for the difference between the date of the sale and the date of valuation. The time adjustments may appear inconsistent due to the difference for time adjustment for the prior year.

**Explanation of Sale Adjustments:**

**Sale Number 1** has a downward adjustment for the declining market values since the date of the sale due to the current economic conditions. The soils on the subject being impacted by the private storm water management pond lands bordering the creek and forest conservation easement and is considered inferior to the sale property indicating a downward adjustment. The other adjustment is for the conditions of the sale being a land swap.

**Sale Number 2** has a downward adjustment for the declining market values since the date of the sale due to the current economic conditions. The smaller land size of the sale property vs. the
larger size of the subject property indicates a downward adjustment as on a price per square foot smaller parcels sell for a higher price per square foot than larger parcels. The sale property lacks the private storm water management pond and extensive forest conservation area, which indicates a downward adjustment to the sale property. This sale reflects the estimated net usable area, as it is impacted by a small lake which is formed in relation to the tributary to the Jordon Swamp.

Sale Number 3 has a downward adjustment for the declining market values since the date of the sale due to the current economic conditions. The smaller land size of the sale property vs. the larger size of the subject property indicates a downward adjustment as on a price per square foot smaller parcels sell for a higher price per square foot than larger parcels. The sale property lacks the private storm water management pond and extensive forest conservation area, which indicates a downward adjustment to the sale property. The zoning on the sale property being less intensive than the zoning on the subject property indicates an upward adjustment. The location of the sale property in a more developed area is considered to be superior to the subject property indicating a downward adjustment.

Sale Number 4 has been adjusted downward for time as the market has experienced a slight decrease in sales prices since the date of sale due to the current economic conditions. The smaller land size of the sale property vs. the larger size of the subject property indicates a downward adjustment as on a price per square foot smaller parcels sell for a higher price per square foot than larger parcels. The sale property has a sloping topography and is bisected by a creek along the southerly end of the property with an easement for a tower indicates an upward adjustment when compared to the subject property. The zoning on the sale property being less intensive than the zoning on the subject property indicates an upward adjustment. The location of the sale
property in a less developed area is considered to be superior to the subject property indicating a downward adjustment.

Sale Number 5 has a downward adjustment for the declining market values since the date of the sale due to the current economic conditions. The smaller land size of the sale property vs. the larger size of the subject property indicates a downward adjustment as on a price per square foot smaller parcels sell for a higher price per square foot than larger parcels. The sale property lacks the private storm water management pond and extensive forest conservation area, which indicates a downward adjustment to the sale property. The zoning on the sale property being less intensive than the zoning on the subject property indicates an upward adjustment. The location of the sale property in a more developed area is considered to be superior to the subject property indicating a downward adjustment.

27. Reconciliation:

There are three accepted methods of appraising real estate: the sales comparison approach, the cost approach, and the income approach. In estimating the value of land only, the cost and income approaches to value are not considered applicable. The income approach was not employed in estimating the value of the subject property as the income approach would not reflect the entire value of the tract if it were put to its highest and best use. The cost approach is used in valuing improved properties or proposed improvements then the value of the land is added based upon the direct sales comparison approach for vacant land. Thus, for unimproved land the cost approach and the direct sales comparison approach for land would be considered to be the same. The sales comparison approach was utilized to estimate the market value of the subject land based upon its highest and best use. The direct sales comparison approach to value indicates what a knowledgeable
purchaser would pay for similar properties selling on the open market with a willing buyer and a willing seller.

Therefore, the estimated "as is" market value of the subject property's fee simple interest as of the date of inspection, February 28, 2012, is:

**ONE MILLION TWO HUNDRED FIFTY THREE THOUSAND NINE HUNDRED DOLLARS ($1,253,900.00)**

This appraisal is identified as a Complete appraisal report transmitted and written in a Summary format.
LAND SALES

Sale Number 1:

Grantor: Faison-Acton Lane, LLC
Grantee: Resun Modspace, Inc.
Deed Date: May 21, 2010
Record Date: May 26, 2010
Liber/Folio: 7161/267
Indicated Consideration: $3,162,532.00
Area: 21.99 +/- Acres
Price Per Acre: $143,816.83
Density Potential: 1 Lot - Subdivided
Zoning: IH
Confirmation: Joanne Molinari
Location: Tax Map 8, Grid 17, Parcel 469

Acton Lane Industrial Park – Lot 4
Aurora Place
Waldorf, Maryland 20601
All Cash Sale

Comments:

$3,162,532.00 for 21.99 +/- acres indicates a price per acre of $143,816.83 or say $3.30 per square foot, including seller contributions. Seller graded the land, brought in the utilities, the stone under the trailer storage area and high-intensity lighting in the trailer area, pavement and lighting for parking of 10 cars, and a concrete pad for their Trailer pad, and the gated entrance. They were given an allowance of $325,000.00 toward their building. They also gave them an allowance of $120,000.00 for the relocation of trailers. Thus, the actual sales price would be $2,717,532.00 for 21.99 +/- acres of land or say $2.84 per square foot of land area. This sale property abuts the subject property to the west. This property is located at the end of Aurora Place where the property gains access with 50 feet of frontage with a somewhat rectangular shape having a maximum depth from Aurora Place of 869 +/- feet. The property is mainly cleared and developed since the sale. There is a sewer line to the subject improvements and water line that bisects the property in more or less northerly southerly direction. There is a forest conservation easement approximately 80 feet wide, which is located along the easterly boundary line that abuts a residential development. Approximately 0.4736 +/- acres of the subject property lies within a private storm water management easement that is associated with the pond on the subject property. This property abuts the subject property to the north. This tract of land is more or less level and on grade with Aurora Place. The highest and best use for the sale property is for full development with an industrial style use. The grantor and the grantees swapped lands for this property, and according to the seller it represented a market transaction. The grantees traded a tract of land located in Prince George’s County on the easterly side of U.S. 301 in Brandywine...
which was part of the assemblage that has since been improved with a shopping center for this sale property.
<table>
<thead>
<tr>
<th><strong>Sale Number 2:</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Grantor:</strong></td>
</tr>
<tr>
<td><strong>Grantee:</strong></td>
</tr>
<tr>
<td><strong>Deed Date:</strong></td>
</tr>
<tr>
<td><strong>Record Date:</strong></td>
</tr>
<tr>
<td><strong>Liber/Folio:</strong></td>
</tr>
<tr>
<td><strong>Indicated Consideration:</strong></td>
</tr>
<tr>
<td><strong>Area:</strong></td>
</tr>
<tr>
<td><strong>Price Per Acre:</strong></td>
</tr>
<tr>
<td><strong>Density Potential:</strong></td>
</tr>
<tr>
<td><strong>Zoning:</strong></td>
</tr>
<tr>
<td><strong>Confirmation:</strong></td>
</tr>
<tr>
<td><strong>Location:</strong></td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td><strong>Financing:</strong></td>
</tr>
</tbody>
</table>

**Comments:**

$275,000.00 for 4.43 +/- acres indicates a price per acre of $62,076.75 or say $1.43 per square foot. Of the total area of this sale property only about 1.9 +/- acres are usable. The remaining southerly portion of Lot 1 lies within the small lake north of the Jorden Swamp. The price per net usable acre is estimated at $3.32 per square foot. Since the purchase of the property the developable area has been cleared. There is a private storm water management easement and common drainage easement along the westerly boundary and a water line easement along the frontage with Acton Lane. According to the subject plat the property gains access from the southerly side of Acton Lane where the property enjoys a frontage of approximately 169 +/- feet with a maximum depth along the easterly boundary line of 800 +/- feet. The lake that impacts the southerly end of the property has a frontage through Lot 1 for a distance of 200 +/- feet. There is a sewer line bisecting this property in an easterly westerly direction, which is located within the limits of the lake area. The property has a more or less level topography and is more or less on grade with Acton Lane. Public water and sewer is available to the subject property for development. The highest and best use for the sale property is for full development with an industrial style use.
**Sale Number 3:**

<table>
<thead>
<tr>
<th>Grantor:</th>
<th>St. Charles Community, LLC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grantee:</td>
<td>Patriot Recovery Withholdings</td>
</tr>
<tr>
<td>Deed Date:</td>
<td>June 1, 2011</td>
</tr>
<tr>
<td>Record Date:</td>
<td>June 7, 2011</td>
</tr>
<tr>
<td>Liber/Folio:</td>
<td>7488/136</td>
</tr>
<tr>
<td>Indicated Consideration:</td>
<td>$120,000.00</td>
</tr>
<tr>
<td>Area:</td>
<td>0.99 +/- Acres</td>
</tr>
<tr>
<td>Price Per Acre:</td>
<td>$121,212,12</td>
</tr>
<tr>
<td>Zoning:</td>
<td>PUD</td>
</tr>
<tr>
<td>Density Potential:</td>
<td>1 Lot - Subdivided</td>
</tr>
<tr>
<td>Location:</td>
<td>Tax Map 15, Grid 10, Parcel 712</td>
</tr>
<tr>
<td></td>
<td>St. Charles Industrial Park East Lot 27</td>
</tr>
<tr>
<td></td>
<td>30 Henry Ford Circle</td>
</tr>
<tr>
<td></td>
<td>Waldorf, Maryland 20602</td>
</tr>
<tr>
<td>Financing:</td>
<td>All cash to seller</td>
</tr>
</tbody>
</table>

**Comments:**

$120,000.00 for 0.99 +/- acres indicates a price per acre of $121,212.12 or say $2.78 per square foot of land area. The property is located within the St. Charles Industrial Park East which is located approximately 2 miles to the south of the subject property near the Vehicle Emission Test Station. This property is a vacant sale and is unimproved. The off site improvements include curb and gutters with an asphalt paved road. The property was acquired by the adjoining property owner which is a recycling center for future expansion. The land is on grade and more or less level. The property has a frontage along the northerly side of Henry Ford Circle (a 60 foot R/W) for a distance of 280 +/- feet where the property gains adequate access. There is a sanitary sewer along the street frontage along with a 10 foot wide utility easement. The maximum depth of the property is shown to be 286 +/- feet. The property is serviced with all public utilities that are adequate for development. The highest and best use is for development with an industrial use as allowed by zoning.
Sale Number 4:

Grantor: Paul P. Lutov
Grantee: James Barlett
Deed Date: December 14, 2009
Record Date: January 6, 2010
Liber/Folio: 7057/127
Indicated Consideration: $210,000.00
Area: 5.23 +/- Acres
Price Per Acre: $40,152.97
Zoning: IG
Density Potential: 1 Lot - Subdivided
Location: Tax Map 33, Grid 1, Parcel 477
Parkway Industrial Park - Lot 3
9265 W & W Industrial Road
La Plata, Maryland 20646
Financing:
$23,000.00 Down Payment
$187,000.00 from PNC Bank National Association

Comments:

$210,000.00 for 5.23 +/- acres indicates a price per acre of $40,152.97. This property is located on the southerly side of Industrial Parkway with a reported frontage of 188.73 +/- feet where the property gains access with a depth of 630 +/- feet. The property slopes downwards to the south and is subject to a cell tower easement, which is located in the central westerly side of the site. The property has a topography that has an elevation of 180 +/- feet along the frontage sloping downward to a creek that bisects the southerly portion of the property at elevation 130. The property was perked as of the date of sale. The lot is mainly wooded with the only cleared area being at the front, which is used for storing roll off containers. The access to the property is by W & W Industrial Road, which is a worn macadam with no curb or gutters. The highest and best use of the property is for its ultimate development with an industrial style use that could be designed around the tower site and the sloping topography.
**Sale Number 5:**

<table>
<thead>
<tr>
<th>Grantor:</th>
<th>Park Circle II LP</th>
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</thead>
<tbody>
<tr>
<td>Grantee:</td>
<td>Applewood Properties</td>
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<tr>
<td>Deed Date:</td>
<td>February 26, 2007</td>
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<tr>
<td>Record Date:</td>
<td>February 28, 2007</td>
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<tr>
<td>Liber/Folio:</td>
<td>6231/247</td>
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<tr>
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<td>Area:</td>
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<tr>
<td>Price Per Acre:</td>
<td>$130,762.00</td>
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<td>Zoning:</td>
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<td>Density Potential:</td>
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<td>Location:</td>
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<td></td>
<td>Industrial Park, St. Charles Communities</td>
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<td></td>
<td>Industrial Park Drive</td>
</tr>
<tr>
<td></td>
<td>Waldorf, Maryland 20602</td>
</tr>
<tr>
<td>Financing:</td>
<td>$480,000.00 Community Bank of Tri County</td>
</tr>
</tbody>
</table>

**Comments:**

$662,965.77 for 5.0732 +/- acres indicates a price per acre of $130,680.00 or say $3.00 per square foot of land area. The property is located within the Industrial Park, St. Charles Communities, which is located approximately 2 miles to the southwest of the subject property near the Motor Vehicle Administration. This property is a vacant sale with and is unimproved. The off site improvements include curb and gutters with an asphalt paved road. The land is on grade and more or less level. The property has a frontage along the northerly side of Industrial Park Drive (a 80 foot R/W) for a distance 678 +/- feet where the property gains adequate access with a depth of 530 +/- feet. There is a 50 foot entrance road that runs along the sites easterly boundary line and a 10 foot drainage and utility easement along the westerly boundary line. The property is serviced with all public utilities that are adequate for development. The highest and best use is for development with an industrial/office style use as allowed by zoning.
TRACT 9B
5.0792 Ac
TRACT 9B IS NOT PART OF
THE J.P. MORGAN BUSINESS
CENTER CONDOMINIUM.
Also Considered Sale:

Grantor: A B & O Construction, LLC
Grantee: Community Bank of Tri-County
Record Date: February 23, 2011
Liber/Folio: 7640/308
Indicated Consideration: $350,000.00
Area: 7.50 +/- Acres
Price Per Acre: $46,666.67
Zoning: IG
Location: Tax Map 33, Grid 5, Parcel 497
Rosewick Road Industrial Park – Lot 1
Rosewick Road
La Plata, Maryland 20646

Financing:

Comments:

$350,000.00 for 7.50 +/- acres indicates a price per acre of $46,666.67.

Also Considered Sale:

Grantor: James D., Jr. and Mary B. Frazier
Grantee: William H. and Gloria Heissman
Deed Date: March 17, 2008
Record Date: 6589/474
Indicated Consideration: $150,000.00
Area: 2.00 +/- Acres
Price Per Acre: $75,000.00
Zoning: IG
Location: Tax Map 12, Grid 24, Parcel 244
Ray Drive, SW
La Plata, Maryland 20646

Financing:

Comments:

$150,000.00 for 2.00 +/- acres indicates a price per acre of $75,000.00.
FILE NUMBER:  

DEPARTMENT OF GENERAL SERVICES  
APPRaisal REQUIREMENTS  

SECTION I - DESCRIPTION OF PROPERTY  

Owner(s): Fusion Asset Lota LLC  
Address: 121 West Trade Street, 23rd Floor, Charlotte, NC 28202-1809  
Property Location: 2510 Annex Place, Waldorf, MD 20601  
County: Charles County  
District: 6  
Tax Map Ref.: Map 9, Unit 17, Parcel 12, Lot 5  
Date Due: September 1, 2008  
Land Value: $726,718  
Land Acres: $834,800  
Improvs. Acres: $0  
Acres - total: 17.9833 acres (Charles County Parcel 98, Section 31)  
Acres - total: 17.9833 acres  
Improvements: None  

SECTION II - VALUES REQUIRED AND RELATED INSTRUCTIONS  

Perform the following type of Appraisal enclosed in parentheses () as to the Fair Market Value of the owner's fee simple interest in the above-described property:  

(A) A formal narrative appraisal report prepared, as a minimum, as a Summary Appraisal report, as defined by USPAP.  

OTHER REMARKS/SPECIAL CONSIDERATIONS  

1. Use eminent domain definition of Fair Market Value.  
2. To schedule an inspection contact Howard B. Boll at 301-937-0120. Appraiser must afford the property owner (or representative) an opportunity to accompany the appraiser during inspection.  
3. The function of this appraisal is to serve as a basis for the potential acquisition of the subject property by the Department of General Services.  
5. Appraisal and Appraisal Report must be completed in compliance with the Department of General Services Appraisal Specifications (dated 01/17/11)
INDUSTRIAL LOTS FOR SALE

ACTON LANE INDUSTRIAL PARK. WALDORF, MD

- Lots range in size from 3 to 18 acres.
- Prices range from $4.00 to $5.50 per square foot, depending upon size of lot.
- Water, Sewer, Storm Management pond and utilities located on site.
- Easy access to US Route 301 (Grain Hwy), Washington Ave (Route 925) and Mattawoman Beantown road (MD bypass Route 5)
- Immediate Availability

For More Information Please Contact: 
Harry Shasho  hshasho@Shasho.com
Chris Shasho  Cshasho@Shasho.com
Office (301) 632-6320  Fax (301) 632-6323

Shasho.com
The information contained herein was furnished to us by sources we deem to be reliable, but no warranty or representation is made to the accuracy thereof. This offering is subject to correction or errors and omissions, change of price, prior to sale lease or withdrawal from the market, without notice.

4475 REGENCY PLACE, SUITE 101, WHITE PLAINS, MARYLAND 20695
OFFICE (301) 632-6320 Fax (301) 632-6323 WWW.SHASHO.COM
Qualifications of Melville E. Peters

Education:

Prince George's Community College
Transferred to University of Maryland

University of Maryland:
Degree: Bachelors of Science, Business Management

Prince George's Community College:
Course: Principles of Real Estate
Maryland Real Estate Examination

American University:
Course: Single Family Residential Appraisal
Offered by the American Institute of Real Estate Appraisers as Course VIII

Montgomery College:
Course: 101 An Introduction to Appraising Real Estate
Course: 201 Principles of Income
Property Appraising

Towson State College:
Narrative Report Seminar given by SREA

Prince George's Community College:
Real Estate Appraisal: Standards and Ethics

American Society of Appraisers:
Uniform Standards of Professional Appraisal Practice

Introduction to the Financial Calculator - HP12C
Appraisal Principles and Math
Appraising Residential Properties for FHA Insured Loans
The Auctioneer - Advocate or Adversary
Government Assistance with Real Estate Development
New Homes/Subdivisions: Emerging Trends
Real Estate Investment
Property Foreclosure
Legislative Update
Agency Relationships in Real Estate
Equal Rights and Fair Housing I
Lead-Safe Property Management (including Asbestos, Radon, etc.)
Practicum in Realty Appraisals
Small Income Property Appraisal Techniques I and II
Capitalization Theory & Applications I
Uniform Appraisal Standards I
Uniform Appraisal Standards
Uniform Appraisal Standards Update
Capitalization Theory & Applications
Capitalization Theory & Applications I (Update)
Income Property Appraisal Techniques I and II
National Uniform Appraisal Standards
Real Estate Data Analysis I
Uniform Standards of Professional Appraisal Practice (2008-2009 Update)
Statistics, Modeling and Finance
Uniform Standards for Federal Land Acquisition (Yellow Book Standards)

Work Experience:

Construction work and remodeling of houses - approximately 40 years
Appraiser, and Reviewer - approximately 37 years
Types of properties appraised and reviewed are Residential, Commercial and Industrial Properties

License Held

Maryland Certified General Appraiser Number 622
Real Estate Broker Number 29736
Virginia Certified Real Estate Appraiser Number 4001 009750

Qualified Expert Witness:

Circuit Court of Prince George's County
Circuit Court of Montgomery County
Circuit Court of Anne Arundel County
Circuit Court for Howard County
Circuit Court for Charles County
Circuit Court for Calvert County
Circuit Court for Worcester Counties
Circuit Court of Queen Anne's County
Prince George's County Board of Property Review
Montgomery County Board of Property Review
Charles County Board of Property Review
St. Mary's County Board of Property Review
Calvert County Board of Property Review
Anne Arundel County Board of Property Review
Queen Anne County Board of Property Review
Talbot County Board of Property Review
Howard County Board of Property Review
Dorchester County Board of Property Review
Worcester County Board of Property Review
Wicomico County Board of Property Review
Prince George's County Tax Appeal Board
Prince George's County Zoning Board
Montgomery County Tax Appeal Board
Howard County Tax Appeal Board
Maryland Tax Court
Federal Bankruptcy Court
Superior Court of Washington, D.C.
Presidential Commission on Catastrophic Nuclear Accidents

**Member:**

American Society of Appraisers - Senior Member Real Estate Urban
Re-certified through August 11, 2012 and
State Director and Past President of the D.C. Chapter
National Association of Review Appraisers - Senior Member
Taught Appraisal Review Courses for the National Association of Review Appraisers
International Right of Way Association
The National Association of Real Estate Boards
The Maryland Real Estate Board
Maryland Appraisers Coalition, Inc.
The Prince George's County Board of Realtors
Anne Arundel County Board of Realtors
Montgomery County Board of Realtors
Alpha Tau Omega Fraternity
Past President of the Beltsville-Calverton Jaycees

**Seminars Attended:**

American Society of Appraisers National Seminar
American Society of Appraisers Income Seminar
American Right-of-Way Association National Seminars
Participated in a Seminar given in Annapolis for the Maryland Environmental Trust on Appraisal Procedures in appraising Conservation Easements
ERC Certification Seminar - "Partners for Progress"
Associates Relocation Management Co. Seminar- "A Force of Excellence - PHH Network Services"
ERC Seminar - "The Forecasting Formula: A Step-by-Step Process"

**Clients Include:**

Maryland State Highway Administration
The Maryland Department of General Services
The Maryland National Capital Park and Planning Commission
Washington Suburban Sanitary Commission
The Nature Conservancy
American Farm Land Trust
Anne Arundel County Department of Public Works
Prince George's County Department of Public Works
Montgomery County Department of Public Works
Charles County Department of Public Works
St. Mary's County Department of Public Works
Calvert County Department of Public Works
Urban Renewal - City of College Park, Maryland
Greenhorne & O'Mara - Engineers
Johnson, Mirmiran & Thompson - Real Estate Consultants
Maryland Aviation Administration
Maryland Transit Authority
Maryland Environmental Trust
WMATA
Semes, Bowen, and Semes - Attorney
Nalls and Nalls - Attorney
Covington and Burling - Attorney
Patton, Boggs & Blow - Attorney
Greene, Lombouder and Daniels - Attorney
Niles, Barton and Wilmer - Attorney
R. Edwin Brown - Attorney
O'Malley, Miles and Harrell - Attorney
Margaret Farthing - Attorney
Foster and Braden - Attorney
Christopher Drummond - Attorney
Miles and Stockbridge - Attorney
Campen and Walsworth - Attorney
Daniels and Daniels - Attorney
Miller, Miller and Camby - Attorney
Rich and Henderson - Attorney
Poppleton, Garrett & Polott - Attorney
R. Dieter J. Lohmann - Attorney
Ronald Willoner - Attorney
McNamee, Hosea, Jernigan, Kim, Greenan & Walker - Attorney


Made appraisals in Prince George's, Montgomery, Anne Arundel, Carroll, Harford, Howard, Dorchester, Calvert, St. Mary's, Charles, Queen Anne's, Somerset, Worcester, Frederick, Talbot, Kent, Caroline, Allegany, Washington, Garrett, and Cecil Counties in the State of Maryland.
The types of properties appraised are residential, commercial, industrial, farms, apartment buildings, multi-family, islands, and water front properties, as well as agricultural and historic easements.

NOTE: This is only a partial list of qualifications.
APPRAISER'S CERTIFICATE AND AFFIDAVIT

I certify that, to the best of my knowledge and belief:

1. the statements of fact contained in this report are true and correct.

2. the reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.

3. I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.

4. I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.

5. my engagement in this assignment was not contingent upon developing or reporting predetermined results.

6. my compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.

7. my analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice.

8. I have made a personal inspection of the property that is the subject of this report.

9. no one provided significant real property appraisal assistance to the person signing this certification.

[Signature]

Melville E. Peters, ASA CRA
Certified General No. 04-622
APPENDIX 4

SOUTHERN REGIONAL CHILDREN’S CENTER
SITE SELECTION MATRIX
## SOUTHERN REGIONAL CHILDREN'S CENTER SITE SELECTION MATRIX

Anne Arundel County = 38

Calvert County = 10

Charles County = 48

St. Mary's County = 25

**TOTAL # OF SITES = 121**

*Denote Publicly – Owned Property

**Denote Property Identified by Representatives’ of White Oak Homeowner’s Association

<table>
<thead>
<tr>
<th>Site Name/Address</th>
<th>Owner/Realtor</th>
<th>Acreage</th>
<th>Cost</th>
<th>Environmental Concerns</th>
<th>Utility Infrastructure</th>
<th>Land Use Adjacencies</th>
<th>Reasons for Rejection</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ANNE ARUNDEL COUNTY</strong></td>
<td></td>
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</tr>
<tr>
<td>1 Southeastern Side Md. 100, Md 10- Anne Arundel County ✶</td>
<td>State</td>
<td>8.079</td>
<td>$0</td>
<td>Not researched due to reason for rejection</td>
<td>No public water and sewer; Information provided by Owner</td>
<td>Vacant</td>
<td>Insufficient buildable acreage; Lack of public water and sewer on property</td>
</tr>
<tr>
<td>2 Buckingham Nursery Dr., Severn, MD 21144- Anne Arundel County ✶</td>
<td>State</td>
<td>28.75</td>
<td>$0</td>
<td>Wetlands; Floodplain</td>
<td>No public water and sewer; Information provided by Owner</td>
<td>Vacant</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>Site Name/Address</td>
<td>Owner/Realtor</td>
<td>Acreage</td>
<td>Cost</td>
<td>Environmental Concerns</td>
<td>Utility Infrastructure</td>
<td>Land Use Adjacencies</td>
<td>Reasons for Rejection</td>
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</tr>
<tr>
<td>3 House of Corrections, Jessup, MD 20794-Anne Arundel County *</td>
<td>State</td>
<td>15.43</td>
<td>$0</td>
<td>None</td>
<td>Public water and sewer; Information provided by Owner</td>
<td>Residential; Commercial</td>
<td>Not available for acquisition</td>
</tr>
<tr>
<td>4 1177 Patuxent Rd., Gambrills, MD 21054 - Anne Arundel County</td>
<td>East Yard, LLC</td>
<td>21.29</td>
<td>$4,500,000</td>
<td>None</td>
<td>No public water and sewer; Information provided by the Anne Arundel County Department of Public Works</td>
<td>Mostly undeveloped adjacencies; Residential</td>
<td>Lack of public water and sewer on property; Cost exceeds acquisition appropriation of $3,000,000</td>
</tr>
<tr>
<td>5 2602 Annapolis Rd. &amp; Disney Rd., Severn, MD 21144 - Anne Arundel County</td>
<td>Private</td>
<td>13.10</td>
<td>$11,600,000</td>
<td>Not researched due to reason for rejection</td>
<td>Public water and sewer service to be available in the future (within the next 2 to 3 years); Information provided by the Anne Arundel County Department of Public Works</td>
<td>Residential; Commercial</td>
<td>Lack of public water and sewer on property; Cost exceeds acquisition appropriation of $3,000,000</td>
</tr>
<tr>
<td>Site Name/Address</td>
<td>Owner/Realtor</td>
<td>Acreage</td>
<td>Cost</td>
<td>Environmental Concerns</td>
<td>Utility Infrastructure</td>
<td>Land Use Adjacencies</td>
<td>Reasons for Rejection</td>
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</tr>
<tr>
<td>6 118 Central Ave., Edgewater, MD 20754 - Anne Arundel County</td>
<td>Evangelical Lutheran Church</td>
<td>18.70</td>
<td>$1,700,000</td>
<td>Not researched due to reason for rejection</td>
<td>No public water and sewer; Information provided by the Anne Arundel County Department of Public Works</td>
<td>Residential</td>
<td>Lack of public water and sewer on property; Acreage is not configured to support project design</td>
</tr>
<tr>
<td>7 100 West Chesapeake Beach Rd., Owings, MD 20736 - Anne Arundel County</td>
<td>Wayson Land Holding</td>
<td>11.00</td>
<td>$699,000</td>
<td>Not researched due to reason for rejection</td>
<td>No public water and sewer; Information provided by Realtor</td>
<td>Nursery; Single Family Residential; Rural</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>Site Name/Address</td>
<td>Owner/Realtor</td>
<td>Acreage</td>
<td>Cost</td>
<td>Environmental Concerns</td>
<td>Utility Infrastructure</td>
<td>Land Use Adjacencies</td>
<td>Reasons for Rejection</td>
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<tr>
<td>8 1016-1024 E. College Pky., Annapolis, MD 21401 - Anne Arundel County</td>
<td>Foundos Realty</td>
<td>24.00 (18 Buildable)</td>
<td>$3,000,000</td>
<td>Open Space Critical Area</td>
<td>No public water, public sewer; Information provided by the Realtor</td>
<td>Residential</td>
<td>Lack of public water on property</td>
</tr>
<tr>
<td>9 Cromwell Park Dr. @ Airport Park Rd., Glen Burnie, MD 21061 - Anne Arundel County</td>
<td>MIE CROMWELL JOINT VENTURE LLP</td>
<td>15.00</td>
<td>$12,000,000</td>
<td>Not researched due to reason for rejection</td>
<td>Public water and sewer; Information provided by the Anne Arundel County Department of Public Works</td>
<td>Commercial</td>
<td>Cost exceeds acquisition appropriation of $3,000,000</td>
</tr>
<tr>
<td>10 Cromwell Park Dr., Glen Burnie, MD 21061 - Anne Arundel County</td>
<td>MIE CROMWELL JOINT VENTURE LLP</td>
<td>14.00</td>
<td>$11,200,000</td>
<td>Not researched due to reason for rejection</td>
<td>Public water and sewer; Information provided by the Anne Arundel County Department of Public Works</td>
<td>Commercial</td>
<td>Cost exceeds acquisition appropriation of $3,000,000</td>
</tr>
<tr>
<td>Site Name/Address</td>
<td>Owner/Realtor</td>
<td>Acreage</td>
<td>Cost</td>
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<tr>
<td>11 1230 Cronson Blvd., Crofton, MD 21114 - Anne Arundel County</td>
<td>Cronson Blvd. LTD PTNSHIP</td>
<td>10.00</td>
<td>Not for sale</td>
<td>Not researched due to reason for rejection</td>
<td>Not researched due to reason for rejection</td>
<td>Heavy Industrial</td>
<td>Not for sale</td>
</tr>
<tr>
<td>12 Deale Churchton Rd., Deale Marketplace, Deale, MD 20751 - Anne Arundel County</td>
<td>Safeway Stores, Inc.</td>
<td>15.77</td>
<td>$2,200,000 (5 Buildable)</td>
<td>Wetlands</td>
<td>No public water, public sewer is available; Information provided by the Anne Arundel County Department of Public Works</td>
<td>Single Family Residential; Farm, Commercial</td>
<td>Wetlands; Lack of public water on property; Insufficient buildable acreage</td>
</tr>
<tr>
<td>13 Dover Rd., Glen Burnie, MD 21061 - Anne Arundel County</td>
<td>St. John Properties</td>
<td>12.00</td>
<td>$8,400,00 ($700,000 per acre)</td>
<td>Not researched due to reason for rejection</td>
<td>Public water and sewer; Information provided by the Anne Arundel County Department of Public Works</td>
<td>Rippling Ridge Residential Community</td>
<td>Cost exceeds acquisition appropriation of $3,000,000</td>
</tr>
<tr>
<td>Site Name/Address</td>
<td>Owner/Realtor</td>
<td>Acreage</td>
<td>Cost</td>
<td>Environmental Concerns</td>
<td>Utility Infrastructure</td>
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<tr>
<td>14 7601 Energy Pky, Curtis Bay, MD 21226 - Anne Arundel County</td>
<td>CBRE</td>
<td>11.13</td>
<td>$250,000 per acre</td>
<td>Fly Ash</td>
<td>Public water and sewer; Information provided by the Anne Arundel County Department of Public Works</td>
<td>Residential</td>
<td>Per realtor the property cannot be used for residential due to fly ash</td>
</tr>
<tr>
<td>15 Fort Smallwood Rd @ Marley Neck Road - Anne Arundel County</td>
<td>Care Realty</td>
<td>11.02</td>
<td>$4,600,000</td>
<td>Not researched due to reason for rejection</td>
<td>Public water, public sewer needs to be extended; Information provided by the Anne Arundel County Department of Public Works</td>
<td>Single Family and Townhome Residential</td>
<td>Lack of public sewer on property; Cost exceeds acquisition appropriation of $3,000,000</td>
</tr>
<tr>
<td>16 3502 Laurel Ft. Meade Rd., Laurel, MD 20724 - Anne Arundel County</td>
<td>Sonare, LLC</td>
<td>20.00</td>
<td>$6,500,000</td>
<td>None</td>
<td>Public water and sewer; Information provided by the Anne Arundel County Department of Public Works</td>
<td>Zoned C-4 (Highway Commercial District) Fire Station; Car Dealership; Residential</td>
<td>Cost exceeds acquisition appropriation of $3,000,000</td>
</tr>
<tr>
<td>Site Name/Address</td>
<td>Owner/Realtor</td>
<td>Acreage</td>
<td>Cost</td>
<td>Environmental Concerns</td>
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<tr>
<td>1 MD - 2, Beltway Crossing Phase II, Glen Burnie, MD 21061 - Anne Arundel County</td>
<td>Ritchie Greentree Associates Ltd. Partnership</td>
<td>16.5</td>
<td>$3,500,000</td>
<td>None</td>
<td>Public water and sewer; Information provided by the Anne Arundel County Department of Public Works</td>
<td>Shopping Center</td>
<td>Acreage’s linear configuration does not support project design; Cost exceeds acquisition appropriation of $3,000,000</td>
</tr>
<tr>
<td>7460-7462 New Ridge Rd., Cabot Ridge, Hanover, MD 21076 - Anne Arundel County</td>
<td>Cabot Properties</td>
<td>18.63</td>
<td>$9,500,000</td>
<td>None</td>
<td>Public water and sewer; Information provided by the Anne Arundel County Department of Public Works</td>
<td>Industrial Park; Commercial</td>
<td>Cost exceeds acquisition appropriation of $3,000,000</td>
</tr>
<tr>
<td>Patuxent Rd., Crofton, MD 21113 - Anne Arundel County</td>
<td>Clark Commercial Real Estate</td>
<td>34.0</td>
<td>$4,500,000</td>
<td>Within 100 year floodplain</td>
<td>No public water and sewer; Information provided by the Realtor</td>
<td>Single Family Residential community; Patuxent River</td>
<td>Lack of public water and sewer on property; Cost exceeds acquisition appropriation of $3,000,000</td>
</tr>
<tr>
<td>Site Name/Address</td>
<td>Owner/Realtor</td>
<td>Acreage</td>
<td>Cost</td>
<td>Environmental Concerns</td>
<td>Utility Infrastructure</td>
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</tr>
<tr>
<td>20 Peppermill Rd. @ WB &amp; A Blvd., Crystal Springs Park, Glen Burnie, MD 21060 - Anne Arundel County</td>
<td>Willis Henry</td>
<td>27.75 (13.0 Buildable)</td>
<td>$2,600,000</td>
<td>Wetlands run throughout the site severely limiting buildable acreage</td>
<td>Public water, public sewer needs to be extended; Information provided by the Anne Arundel County Department of Public Works</td>
<td>Residential; Commercial</td>
<td>Lack of 10 contiguous buildable acres due to wetlands</td>
</tr>
<tr>
<td>21 796 Queenstown Rd., Severn, MD 21144 - Anne Arundel County</td>
<td>Champion Commercial</td>
<td>10.12</td>
<td>$2,200,000</td>
<td>Not researched due to reason for rejection</td>
<td>Public water, septic sewer; Information provided by the Realtor</td>
<td>Industrial park; Residential</td>
<td>Lack of public sewer on property</td>
</tr>
<tr>
<td>Site Name/Address</td>
<td>Owner/Realtor</td>
<td>Acreage</td>
<td>Cost</td>
<td>Environmental Concerns</td>
<td>Utility Infrastructure</td>
<td>Land Use Adjacencies</td>
<td>Reasons for Rejection</td>
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<tr>
<td>22 Revell Hwy., Parcel 225, Annapolis, MD 21401 - Anne Arundel County</td>
<td>Wright Investment Group</td>
<td>15.36</td>
<td>$399,000</td>
<td>Wetlands</td>
<td>Public water and sewer; Information provided by the Anne Arundel County Department of Public Works</td>
<td>Single Family Residential</td>
<td>Wetlands; Insufficient buildable acres</td>
</tr>
<tr>
<td>23 Ridge Rd., Hanover, MD 21076 - Anne Arundel County</td>
<td>Dewey Jordan &amp; Associates</td>
<td>17.39</td>
<td>$3,900,000</td>
<td>None</td>
<td>Public water and sewer within 950 feet; Information provided by Realtor</td>
<td>Commercial; Industrial</td>
<td>Cost exceeds acquisition appropriation of $3,000,000</td>
</tr>
<tr>
<td>24 Route 198, Hanover, MD 20724 - Anne Arundel County</td>
<td>Mackenzie Commercial Real Estate Services, LLC</td>
<td>12.35</td>
<td>$3,000,000</td>
<td>Wetlands</td>
<td>Public water (Public sewer in process); Information provided by the Realtor</td>
<td>Commercial</td>
<td>Insufficient buildable acreage</td>
</tr>
<tr>
<td>Site Name/Address</td>
<td>Owner/Realtor</td>
<td>Acreage</td>
<td>Cost</td>
<td>Environmental Concerns</td>
<td>Utility Infrastructure</td>
<td>Land Use Adjacencies</td>
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<tr>
<td>800 N Shore Dr., Glen Burnie, MD 21060 - Anne Arundel County</td>
<td>Champion Commercial</td>
<td>11.28 (Buildable)</td>
<td>$395,000</td>
<td>Wetlands</td>
<td>Public water and sewer; Information provided by the Anne Arundel County Department of Public Works</td>
<td>Residential; Woods</td>
<td>Wetlands; Insufficient buildable acreage</td>
</tr>
<tr>
<td>6205 Southern Maryland Blvd., Lothian, MD 20711 - Anne Arundel County</td>
<td>NAI KNLB</td>
<td>13.00</td>
<td>$595,000</td>
<td>Wetlands</td>
<td>No public water or sewer; Information provided by the Realtor</td>
<td>Residential; Agriculture zoning</td>
<td>Wetlands; Lack of public water and sewer on property</td>
</tr>
<tr>
<td>881-887 State Route 3 N, Main Street at Waugh Chapel, Gambrills, MD 21054 - Anne Arundel County</td>
<td>Hogan Companies, LLC</td>
<td>10.55</td>
<td>Not for sale; Information provided by Realtor</td>
<td>Not researched due to reason for rejection</td>
<td>Not researched due to reason for rejection</td>
<td>Not researched due to reason for rejection</td>
<td>Not for sale</td>
</tr>
<tr>
<td>Site Name/Address</td>
<td>Owner/Realtor</td>
<td>Acreage</td>
<td>Cost</td>
<td>Environmental Concerns</td>
<td>Utility Infrastructure</td>
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<td>Reasons for Rejection</td>
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<tr>
<td>28 Telegraph Rd. &amp; Rt. 100, Severn, MD 21144 - Anne Arundel County</td>
<td>Attman Properties- Wendy Levitas</td>
<td>20.38</td>
<td>Not for sale; Information provided by Realtor</td>
<td>Not researched due to reason for rejection</td>
<td>Not researched due to reason for rejection</td>
<td>Commercial</td>
<td>Not for sale</td>
</tr>
<tr>
<td>29 8196 Telegraph Rd., Odenton, MD 21113 - Anne Arundel County</td>
<td>The Hogan Companies</td>
<td>11.04</td>
<td>Not for sale; Information provided by Realtor</td>
<td>Not researched due to reason for rejection</td>
<td>Public water and sewer; Information provided by the Anne Arundel County Department of Public Works</td>
<td>Not researched due to reason for rejection</td>
<td>Not for sale</td>
</tr>
<tr>
<td>30 7442 Wigley Ave., Jessup, MD 20794 - Anne Arundel County</td>
<td>Stephen Carl</td>
<td>24.00</td>
<td>Not for sale; Information provided by Realtor</td>
<td>Not researched due to reason for rejection</td>
<td>Public water and sewer; Information provided by the Anne Arundel County Department of Public Works</td>
<td>Residential</td>
<td>Not for sale</td>
</tr>
<tr>
<td>31 Whitehall Rd. &amp; Holly Dr. N, Annapolis, MD 21409 - Anne Arundel County</td>
<td>Shasho Consulting</td>
<td>15.67 (1.0 Buildable)</td>
<td>$549,000</td>
<td>Wetlands</td>
<td>Public water and sewer; Information provided by the Anne Arundel County Department of Public Works</td>
<td>Single Family Residential; Creek</td>
<td>Wetlands; Insufficient buildable acreage</td>
</tr>
<tr>
<td>Site Name/Address</td>
<td>Owner/Realtor</td>
<td>Acreage</td>
<td>Cost</td>
<td>Environmental Concerns</td>
<td>Utility Infrastructure</td>
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<tr>
<td>32 Howard Rd. &amp; Marley Neck Blvd., Glen Burnie, MD 21060 - Anne Arundel County</td>
<td>Shasho Consulting</td>
<td>10.00</td>
<td>$1,000,000</td>
<td>None</td>
<td>Public water and sewer; Information provided by the Anne Arundel County Department of Public Works</td>
<td>Single Family Residential</td>
<td>Not for sale</td>
</tr>
<tr>
<td>33 915 Governors Bridge Rd., Davidsonville, MD 21035 - Anne Arundel County</td>
<td>Shasho Consulting</td>
<td>16.04</td>
<td>$399,900</td>
<td>None</td>
<td>No public water and sewer; Information provided by the Anne Arundel County Department of Public Works</td>
<td>Single Family Residential</td>
<td>Lack of public water and sewer on property; Owner subdivided property for 4 estate lots</td>
</tr>
<tr>
<td>34 86 South River Club House Rd., Harwood, MD 20776 - Anne Arundel County</td>
<td>Champion Realty Inc.</td>
<td>16.09</td>
<td>$875,000</td>
<td>Not researched due to reason for rejection</td>
<td>No public water and sewer; Information provided by the Anne Arundel County Department of Public Works</td>
<td>Farm Use (Agricultural tax)</td>
<td>Lack of public water and sewer on property; Not for sale</td>
</tr>
<tr>
<td>Site Name/Address</td>
<td>Owner/Realtor</td>
<td>Acreage</td>
<td>Cost</td>
<td>Environmental Concerns</td>
<td>Utility Infrastructure</td>
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<tr>
<td>35 5146 Chalk Point Rd., West River, MD 20778 - Anne Arundel County</td>
<td>Schwartz Realty</td>
<td>17.01</td>
<td>$495,000</td>
<td>Wetlands</td>
<td>No public water, public sewer; Information provided by the Anne Arundel County Department of Public Works</td>
<td>Single Family Residential</td>
<td>Lack of public water on property</td>
</tr>
<tr>
<td>36 Sands Rd., Harwood, MD 20776 - Anne Arundel County</td>
<td>Champion Realty Inc.</td>
<td>19.58</td>
<td>$450,000</td>
<td>None</td>
<td>No public water and sewer; Information provided by the Anne Arundel County Department of Public Works</td>
<td>Single Family Residential</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>37 1200 Stoney Run Rd., Hanover, MD 21076 - Anne Arundel County</td>
<td>Shasho Consulting</td>
<td>17.31</td>
<td>$4,200,000</td>
<td>None</td>
<td>Public water and sewer; Information provided by the Anne Arundel County Department of Public Works</td>
<td>Commercial</td>
<td>Cost exceeds acquisition appropriation of $3,000,000</td>
</tr>
<tr>
<td>38 538 Jones Rd., Severn, MD 21144 - Anne Arundel County</td>
<td>Shasho Consulting</td>
<td>10.00</td>
<td>$2,000,000</td>
<td>None</td>
<td>Public water and sewer; Information provided by the Anne Arundel County Department of Public Works</td>
<td>Single Family Residential</td>
<td>Not for sale</td>
</tr>
<tr>
<td>Site Name/Address</td>
<td>Owner/Realtor</td>
<td>Acreage</td>
<td>Cost</td>
<td>Environmental Concerns</td>
<td>Utility Infrastructure</td>
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<td><strong>CALVERT COUNTY</strong></td>
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<tr>
<td>1 2205 Brickhouse Rd., Dunkirk, MD 20754 - Calvert County</td>
<td>Keller Williams Realty</td>
<td>21.72</td>
<td>$2,195,000</td>
<td>Not researched due to reason for rejection</td>
<td>No public water or sewer; Information provided by Calvert County Department of Public Works</td>
<td>Commercial</td>
<td>Lack of public water and sewer on property; Rolling topography</td>
</tr>
<tr>
<td>2 65 Jibsail Dr., Prince Frederick, MD 20678 – Calvert County</td>
<td>CW Enterprises LLC</td>
<td>6.11</td>
<td>$1,100,000</td>
<td>Not researched due to reason for rejection</td>
<td>Public water and sewer; Information provided by the Calvert County Department of Public Works</td>
<td>Vacant</td>
<td>Insufficient buildable acreage</td>
</tr>
<tr>
<td>3 1290 Solomons Island Rd. N, Huntingtown, MD 20636 - Calvert County</td>
<td>NM Commercial Real Estate</td>
<td>17.15</td>
<td>$2,400,000</td>
<td>Not researched due to reason for rejection</td>
<td>No public water or sewer; Information provided by Calvert County Department of Public Works</td>
<td>Residential; Commercial</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>Site Name/Address</td>
<td>Owner/Realtor</td>
<td>Acreage</td>
<td>Cost</td>
<td>Environmental Concerns</td>
<td>Utility Infrastructure</td>
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<tr>
<td>4 1920 Holland Cliffs Rd., Huntingtown, MD 20639 Calvert County</td>
<td>The McNelis Group LLC</td>
<td>14.28</td>
<td>$349,900</td>
<td>Not researched due to reason for rejection</td>
<td>No public water or sewer; Information provided by Calvert County Department of Public Works</td>
<td>Vacant</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>5 4310 Blossom Ln. Prince Frederick, MD 20678 - Calvert County</td>
<td>Re/Max 100</td>
<td>12.73</td>
<td>$125,000</td>
<td>Not researched due to reason for rejection</td>
<td>No public water or sewer; Information provided by Calvert County Department of Public Works</td>
<td>Vacant</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>6 5390 Hallowing Point Rd. Prince Frederick, MD 20678 - Calvert County **</td>
<td>Paterson's Preferred Properties</td>
<td>23.14</td>
<td>$229,900</td>
<td>Not researched due to reason for rejection</td>
<td>No public water or sewer; Information provided by Calvert County Department of Public Works</td>
<td>Residential</td>
<td>Lack of public water and sewer on property; Not for sale</td>
</tr>
<tr>
<td>7 110 and 30 Fairground Rd., Prince Frederick, MD 20678 - Calvert County</td>
<td>Shasho Consulting</td>
<td>18.64</td>
<td>$945,000</td>
<td>Floodplain</td>
<td>No public water or sewer; Information provided by Calvert County Department of Public Works</td>
<td>Residential</td>
<td>Lack of public water and sewer on property; Insufficient buildable acreage due to wetlands; significantly sloped topography</td>
</tr>
<tr>
<td>Site Name/Address</td>
<td>Owner/Realtor</td>
<td>Acreage</td>
<td>Cost</td>
<td>Environmental Concerns</td>
<td>Utility Infrastructure</td>
<td>Land Use Adjacencies</td>
<td>Reasons for Rejection</td>
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<tr>
<td>8 7470 Solomons Island Rd., Lusby, MD 20657 - Calvert County</td>
<td>Calvert Commercial Real Estate Inc.</td>
<td>16.20</td>
<td>$1,760,000</td>
<td>Not researched due to reason for rejection</td>
<td>No public water or sewer; Information provided by Calvert County Department of Public Works</td>
<td>Vacant</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>9 140 Dares Beach Rd., Prince Frederick, MD 20678 - Calvert County</td>
<td>Eagle Realty</td>
<td>26.31</td>
<td>$2,500,000</td>
<td>None</td>
<td>No public water or sewer; Information provided by Calvert County Department of Public Works</td>
<td>School</td>
<td>Lack of public water and sewer on property; Direct adjacency to Calvert High School</td>
</tr>
<tr>
<td>10 4145 Old Town Rd., Huntingtown, MD 20639 - Calvert County</td>
<td>Calvert Commercial Real Estate Inc.</td>
<td>10.51</td>
<td>$1,350,000</td>
<td>Not researched due to reason for rejection</td>
<td>No public water or sewer; Information provided by Calvert County Department of Public Works</td>
<td>Residential; Commercial</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>Site Name/Address</td>
<td>Owner/Realtor</td>
<td>Acreage</td>
<td>Cost</td>
<td>Environmental Concerns</td>
<td>Utility Infrastructure</td>
<td>Land Use Adjacencies</td>
<td>Reasons for Rejection</td>
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<td><strong>CHARLES COUNTY</strong></td>
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<tr>
<td>1 3910 Mount Pleasant Rd.</td>
<td>Re/Max Leading Edge Inc.</td>
<td>11.27</td>
<td>$369,000</td>
<td>Not researched due to reason for rejection</td>
<td>No public water and sewer; Information provided by Realtor</td>
<td>Residential</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>Waldorf, MD 20601-4393 - Charles County</td>
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<tr>
<td>2 Shore Acres, Nanjemoy, MD</td>
<td>Coldwell Banker</td>
<td>39.20</td>
<td>$174,900</td>
<td>Not researched due to reason for rejection</td>
<td>No public water and sewer; Information provided by Realtor</td>
<td>Not researched due to reason for rejection</td>
<td>Lack of public water and sewer on property</td>
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<tr>
<td>20662 - Charles County</td>
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<tr>
<td>3 Young Rd./Gallant Green Rd.,</td>
<td>Exit Landmark Realty</td>
<td>15.00</td>
<td>$215,000</td>
<td>Not researched due to reason for rejection</td>
<td>No public water; Public sewer; Information provided by Realtor</td>
<td>Not researched due to reason for rejection</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>Waldorf, MD 20601 - Charles County</td>
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<tr>
<td>Site Name/Address</td>
<td>Owner/Realtor</td>
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<td>Environmental Concerns</td>
<td>Utility Infrastructure</td>
<td>Land Use Adjacencies</td>
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<tr>
<td>Bon Air Pl., Faulkner, MD 20632 - Charles County</td>
<td>Exit Landmark Realty</td>
<td>11.88</td>
<td>$275,000</td>
<td>Not researched due to reason for rejection</td>
<td>No public water; Public sewer; Information provided by Realtor</td>
<td>Not researched due to reason for rejection</td>
<td>Lack of public water on property</td>
</tr>
<tr>
<td>10225 Crain Highway S, Faulkner, MD 20632 - Charles County</td>
<td>Davis Realty</td>
<td>23.66</td>
<td>$1,200,000</td>
<td>Not researched due to reason for rejection</td>
<td>No public water or sewer; Information provided by Charles County Department of Public Works</td>
<td>Residential; Commercial</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>Bensville Rd., Waldorf, MD 20603 - Charles County</td>
<td>Baldus Real Estate</td>
<td>36.10</td>
<td>$2,900,000</td>
<td>Not researched due to reason for rejection</td>
<td>No public water; Public sewer; Information provided by Realtor</td>
<td>Residential; Commercial</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>2675 Laurel Branch Dr., Waldorf, MD 20603 - Charles County</td>
<td>Long and Foster Real Estate Inc.</td>
<td>12.86</td>
<td>$299,000</td>
<td>Not researched due to reason for rejection</td>
<td>No public water or sewer; Information provided by Charles County Department of Public Works</td>
<td>Residential; Commercial</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>Site Name/Address</td>
<td>Owner/Realtor</td>
<td>Acreage</td>
<td>Cost</td>
<td>Environmental Concerns</td>
<td>Utility Infrastructure</td>
<td>Land Use Adjacencies</td>
<td>Reasons for Rejection</td>
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<tr>
<td>13355 Poplar Hill Rd., Waldorf, MD 20601 - Charles County</td>
<td>Long and Foster Real Estate Inc.</td>
<td>24.20</td>
<td>$529,999</td>
<td>Not researched due to reason for rejection</td>
<td>No public water or sewer; Information provided by Charles County Department of Public Works</td>
<td>Residential</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>US Hwy 301 @Oriole Ln., La Plata, MD 20646 - Charles County</td>
<td>Shasho Consulting</td>
<td>21.06</td>
<td>$5,504,241</td>
<td>Not researched due to reason for rejection</td>
<td>Public water and sewer; Information provided by Realtor</td>
<td>Not researched due to reason for rejection</td>
<td>Cost exceeds acquisition appropriation of $3,000,000</td>
</tr>
<tr>
<td>Route 301 &amp; Route 227, White Plains, MD 20695 - Charles County</td>
<td>Shasho Consulting</td>
<td>25.46</td>
<td>$4,000,000</td>
<td>Not researched due to reason for rejection</td>
<td>Not researched due to reason for rejection</td>
<td>Not researched due to reason for rejection</td>
<td>Cost exceeds acquisition appropriation of $3,000,000</td>
</tr>
<tr>
<td>Crestwood Place, Indian Head, MD 20640 - Charles County</td>
<td>Shasho Consulting</td>
<td>39.92</td>
<td>$1,900,000</td>
<td>Not researched due to reason for rejection</td>
<td>No public water; Public sewer; Information provided by Realtor</td>
<td>Residential; Commercial</td>
<td>Lack of public water on property</td>
</tr>
<tr>
<td>Site Name/Address</td>
<td>Owner/Realtor</td>
<td>Acreage</td>
<td>Cost</td>
<td>Environmental Concerns</td>
<td>Utility Infrastructure</td>
<td>Land Use Adjacencies</td>
<td>Reasons for Rejection</td>
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<tr>
<td>12 21 Indian Head Hwy., Indian Head, MD 20640 - Charles County</td>
<td>Baldus Real Estate</td>
<td>20.84</td>
<td>$1,799,000</td>
<td>None</td>
<td>No public water; Public sewer; Information provided by Realtor</td>
<td>Residential; Commercial</td>
<td>Lack of public water on property</td>
</tr>
<tr>
<td>13 St. Florian Dr., Waldorf, MD 20603 - Charles County</td>
<td>Shasho Consulting</td>
<td>9.94</td>
<td>$865,972</td>
<td>Wetlands</td>
<td>Not researched due to reason for rejection</td>
<td>Residential; Commercial</td>
<td>Wetlands; Insufficient buildable acreage</td>
</tr>
<tr>
<td>14 Rosewick Rd. &amp; Radio Station Rd., La Plata, MD 20646 - Charles County</td>
<td>Rosewick Road Development LLC</td>
<td>42.10</td>
<td>Not researched due to reason for rejection</td>
<td>Not researched due to reason for rejection</td>
<td>No public water and sewer; Information provided by Realtor</td>
<td>Not for sale</td>
<td>Lack of public water and sewer on property; Not for sale</td>
</tr>
<tr>
<td>15 Billingsley Rd., Lot 4A, Waldorf, MD 20602 - Charles County</td>
<td>Shasho Consulting</td>
<td>17.46</td>
<td>Not researched due to reason for rejection</td>
<td>Not researched due to reason for rejection</td>
<td>No public water and sewer; Information provided by Realtor</td>
<td>Not for sale</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>Site Name/Address</td>
<td>Owner/Realtor</td>
<td>Acreage</td>
<td>Cost</td>
<td>Environmental Concerns</td>
<td>Utility Infrastructure</td>
<td>Land Use Adjacencies</td>
<td>Reasons for Rejection</td>
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<tr>
<td>16 Clifton on the Potomac, Newburg, MD 20664 - Charles County</td>
<td>Tranzon Fox-Jeff Stein</td>
<td>13.20</td>
<td>$2,000,000</td>
<td>The property is not for sale and is in litigation with the county. Information was not provided by Realtor</td>
<td>Public water and sewer; Information provided by Realtor</td>
<td>Residential</td>
<td>Not for sale</td>
</tr>
<tr>
<td>17 Crain Hwy, Sailors Retreat, White Plains, MD 20695 - Charles County</td>
<td>Brandywine Investment Properties</td>
<td>25.47</td>
<td>$4,500,000</td>
<td>None</td>
<td>Public water and sewer; Information provided by Realtor</td>
<td>Residential; Commercial</td>
<td>Cost exceeds acquisition appropriation of $3,000,000</td>
</tr>
<tr>
<td>18 Crain Hwy @ Chapel Point Farms, Bel Alton, MD 20611 - Charles County</td>
<td>Baldus Real Estate</td>
<td>20.21</td>
<td>$2,000,000</td>
<td>Not researched due to reason for rejection</td>
<td>Public water; No public sewer; Information provided by Realtor</td>
<td>Residential; Commercial</td>
<td>Lack of public sewer on property</td>
</tr>
<tr>
<td>19 Enchanted Place, Hughesville, MD 20637 - Charles County</td>
<td>Baldus Real Estate</td>
<td>36.34</td>
<td>$640,000</td>
<td>Not researched due to reason for rejection</td>
<td>No public water and sewer; Information provided by Realtor</td>
<td>Residential; Commercial</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>Site Name/Address</td>
<td>Owner/Realtor</td>
<td>Acreage</td>
<td>Cost</td>
<td>Environmental Concerns</td>
<td>Utility Infrastructure</td>
<td>Land Use Adjacencies</td>
<td>Reasons for Rejection</td>
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<tr>
<td>20 Foster Ln., Hughesville Station, Hughesville, MD 20637 - Charles County</td>
<td>Manekin LLC</td>
<td>10.00</td>
<td>$1,750,000</td>
<td>Not researched due to reason for rejection</td>
<td>Not researched due to reason for rejection</td>
<td>Not researched due to reason for rejection</td>
<td>Triangular configuration of acreage does not support project design</td>
</tr>
<tr>
<td>21 Matthews Rd. @ Marshall Hall Rd., Bryans Road, MD 20616 - Charles County</td>
<td>Baldus Real Estate</td>
<td>11.16 (1 parcel divided in 2 parts separated by a road)</td>
<td>$549,000</td>
<td>Not researched due to reason for rejection</td>
<td>Public water and sewer; Information provided by Realtor</td>
<td>Residential; Commercial</td>
<td>Divided parcel acreage does support project design (10 contiguous buildable acres)</td>
</tr>
<tr>
<td>22 Middletown Rd., Waldorf, MD 20601 - Charles County</td>
<td>Atkinson Properties and Builders Inc.</td>
<td>16.52</td>
<td>$1,300,000</td>
<td>None</td>
<td>No public water and sewer; Information provided by Realtor</td>
<td>Residential; Commercial</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>23 16763 Prince Frederick Rd., Hughesville, MD 20637 - Charles County</td>
<td>Century 21 Associates</td>
<td>20.69</td>
<td>$499,999</td>
<td>Not researched due to reason for rejection</td>
<td>No public water or sewer; Information provided by Charles County Department of Public Works</td>
<td>Not researched due to reason for rejection</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>Site Name/Address (Site 24)</td>
<td>Owner/Realtor (Shiloh Church Rd., Newburg, MD 20664 - Charles County)</td>
<td>Acreage</td>
<td>Cost</td>
<td>Environmental Concerns</td>
<td>Utility Infrastructure</td>
<td>Land Use Adjacencies</td>
<td>Reasons for Rejection</td>
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<tr>
<td>Shiloh Church Rd., Newburg, MD 20664 - Charles County</td>
<td>Matthews, Higdon, Shorter LLC</td>
<td>31.30</td>
<td>$100,000</td>
<td>Not researched due to reason for rejection</td>
<td>No public water and sewer; Information provided by Realtor</td>
<td>Not researched due to reason for rejection</td>
<td>Lack of public water and sewer on property; Not for sale</td>
</tr>
<tr>
<td>St. Charles Pky, 10D9, Waldorf, MD 20602 - Charles County (Site 25)</td>
<td>St. Charles Community LLC</td>
<td>29.00</td>
<td>$6,250,000</td>
<td>Not researched due to reason for rejection</td>
<td>Not researched due to reason for rejection</td>
<td>Not researched due to reason for rejection</td>
<td>Cost exceeds acquisition appropriation of $3,000,000</td>
</tr>
<tr>
<td>Three Notch Rd., Charlotte Hall, MD 20622 - Charles County (Site 26)</td>
<td>O'Brien Realty</td>
<td>21.94</td>
<td>$1,300,000</td>
<td>Not researched due to reason for rejection</td>
<td>No public water and sewer; Information provided by Realtor</td>
<td>Not researched due to reason for rejection</td>
<td>Lack of public water and sewer on property; Not for sale</td>
</tr>
<tr>
<td>1 Smith Point Rd. S, Nanjemoy, MD 20662 - Charles County (Site 27)</td>
<td>First Choice Realty</td>
<td>28.57</td>
<td>$250,000</td>
<td>Not researched due to reason for rejection</td>
<td>No public water or sewer; Information provided by Charles County Department of Public Works</td>
<td>Not researched due to reason for rejection</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>1 Smith Point Rd. 29 C, S, Nanjemoy, MD 20662 - Charles County (Site 28)</td>
<td>First Choice Realty</td>
<td>5.53</td>
<td>$240,887</td>
<td>Not researched due to reason for rejection</td>
<td>No public water or sewer; Information provided by Charles County Department of Public Works</td>
<td>Not researched due to reason for rejection</td>
<td>Lack of public water and sewer on property; Insufficient buildable acreage</td>
</tr>
<tr>
<td>Site Name/Address</td>
<td>Owner/Realtor</td>
<td>Acreage</td>
<td>Cost</td>
<td>Environmental Concerns</td>
<td>Utility Infrastructure</td>
<td>Land Use Adjacencies</td>
<td>Reasons for Rejection</td>
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<tr>
<td>1 Smith Point Rd. 39 D, S, Nanjemoy, MD 20662 - Charles County</td>
<td>First Choice Realty</td>
<td>5.78</td>
<td>$251,777</td>
<td>Not researched due to reason for rejection</td>
<td>No public water and sewer; Information provided by the Charles County Department of Public Works</td>
<td>Not researched due to reason for rejection</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>2875 Crain Highway, Waldorf, Maryland 20646 - Charles County (also listed as 11684 Holly Lane)</td>
<td>John Tifford</td>
<td>Lot 31 @ 17.7 or Lot 32 @ 18.8</td>
<td>Undetermined</td>
<td>Wetlands</td>
<td>Public water and sewer; Information provided by the Charles County Department of Public Works</td>
<td>Single Family Residential; Commercial</td>
<td>Wetlands; Insufficient buildable acreage</td>
</tr>
<tr>
<td>2510 Aurora Place, Acton Lane Industrial Park, Waldorf, MD 20601 - Charles County</td>
<td>Shasho Consulting</td>
<td>17.993 (11.74 buildable)</td>
<td>$2,400,000</td>
<td>None</td>
<td>Public water and sewer; Information provided by the Charles County Department of Public Works</td>
<td>Residential; Industrial</td>
<td>This site significantly meets the site selection criteria</td>
</tr>
<tr>
<td>Site Name/Address</td>
<td>Owner/Realtor</td>
<td>Acreage</td>
<td>Cost</td>
<td>Environmental Concerns</td>
<td>Utility Infrastructure</td>
<td>Land Use Adjacencies</td>
<td>Reasons for Rejection</td>
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</tr>
<tr>
<td>32 9015 Hawthorne Road, La Plata, MD 20646 - Charles County</td>
<td>Rainbow Construction</td>
<td>44.0</td>
<td>Undetermined</td>
<td>None</td>
<td>No public water and sewer on property; Information provided by Realtor</td>
<td>Residential; Commercial</td>
<td>Lack of public water and sewer on property; Owner stipulates the baseball field on the property has to remain; Acreage is not suitable for project design</td>
</tr>
<tr>
<td>33 Mt. Zephyr Farm Place, Indian Head, MD 20640 - Charles County</td>
<td>Baldus Real Estate</td>
<td>92.91</td>
<td>$800,000</td>
<td>Not researched due to reason for rejection</td>
<td>No public water and sewer; Information provided by Realtor</td>
<td>Residential</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>34 5000 Hawthorne Road, Indian Head, Maryland 20640 - Charles County</td>
<td>John Harley</td>
<td>20.3</td>
<td>$389,000</td>
<td>Wetlands</td>
<td>No public water and sewer; Information provided by Owner</td>
<td>Commercial</td>
<td>Wetlands; Lack of public water and sewer on property; Insufficient buildable acreage</td>
</tr>
<tr>
<td>35 12155 Crain Highway, Newburg, MD 20644 - Charles County</td>
<td>John Harley</td>
<td>10.0</td>
<td>$1,700,000</td>
<td>None</td>
<td>No public water and sewer; Information provided by Owner</td>
<td>Commercial</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>36 Rosewick Road, La Plata, MD 20646 – Charles County</td>
<td>Thomas Tayman</td>
<td>19.8</td>
<td>$2,400,000</td>
<td>Wetlands</td>
<td>No public water and sewer; Information provided by Owner</td>
<td>Vacant</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>Site Name/Address</td>
<td>Owner/Realtor</td>
<td>Acreage</td>
<td>Cost</td>
<td>Environmental Concerns</td>
<td>Utility Infrastructure</td>
<td>Land Use Adjacencies</td>
<td>Reasons for Rejection</td>
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<tr>
<td>37 7862 Academy Place, Welcome, MD 20693-Charles County</td>
<td>State</td>
<td>14.6</td>
<td>$0</td>
<td>Not researched due to reason for rejection</td>
<td>No public water and sewer; Information provided by Owner</td>
<td>Residential</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>38 Parcel 16 Crain Hwy., La Plata, MD 20646-Charles County</td>
<td>Teresa Bowie</td>
<td>7.5</td>
<td>$500,000</td>
<td>Not researched due to reason for rejection</td>
<td>No public water and sewer; Information provided by Owner</td>
<td>Residential</td>
<td>Lack of public water and sewer on property; Insufficient buildable acreage</td>
</tr>
<tr>
<td>39 5650 Washington Avenue, La Plata, MD 20646 – Charles County</td>
<td>Constrander LLC</td>
<td>14.1</td>
<td>$3,999,000</td>
<td>Wetlands</td>
<td>Public water and sewer; Information provided by the Charles County Department of Public Works</td>
<td>Vacant</td>
<td>Wetlands; Cost exceeds acquisition appropriation of $3,000,000</td>
</tr>
<tr>
<td>40 6575 Thorne Pl., Hughesville, MD 20602-Charles County'</td>
<td>Steven and Sandra Thorne</td>
<td>5.75</td>
<td>$510,000</td>
<td>Not researched due to reason for rejection</td>
<td>No public water and sewer; Information provided by the Charles County Department of Public Works</td>
<td>Vacant</td>
<td>Lack of public water and sewer on property; Insufficient buildable acreage</td>
</tr>
<tr>
<td>Site Name/Address</td>
<td>Owner/Realtor</td>
<td>Acreage</td>
<td>Cost</td>
<td>Environmental Concerns</td>
<td>Utility Infrastructure</td>
<td>Land Use Adjacencies</td>
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<tr>
<td>41 Industrial Park Drive, Waldorf, MD 20602 – Charles County</td>
<td>Brook</td>
<td>5.1</td>
<td>$1,500,000</td>
<td>Not researched due to reason for rejection</td>
<td>Public water and sewer; Information provided by Realtor</td>
<td>Vacant</td>
<td>Insufficient buildable acreage</td>
</tr>
<tr>
<td>42 Parcel 501 and 210 Berry Rd. Waldorf, MD 20603 – Charles County</td>
<td>Jan Earl LLC.</td>
<td>5.0</td>
<td>$1,089,000</td>
<td>Not researched due to reason for rejection</td>
<td>Public water and sewer; Information provided by Realtor</td>
<td>Vacant</td>
<td>Insufficient buildable acreage</td>
</tr>
<tr>
<td>43 6905 Crain Highway, La Plata, MD 20646 - Charles County *</td>
<td>Charles County</td>
<td>21.07 &amp; 4.06 (non-buildable)</td>
<td>Not researched due to reason for rejection</td>
<td>Wetlands; Sloped topography</td>
<td>Public water and sewer; Information provided by the Charles County Department of Public Works</td>
<td>Residential</td>
<td>Insufficient acreage due to wetlands; Significantly sloped topography</td>
</tr>
<tr>
<td>44 Glasva School Road, Allens Fresh, MD-Charles County * **</td>
<td>Charles County Govt.</td>
<td>8.80</td>
<td>Not for sale</td>
<td>Not researched due to reason for rejection</td>
<td>No public water and sewer; Information provided by the Charles County Department of Public Works</td>
<td>Residential</td>
<td>Lack of public water and sewer on property; Not for sale</td>
</tr>
<tr>
<td>Site Name/Address</td>
<td>Owner/Realtor</td>
<td>Acreage</td>
<td>Cost</td>
<td>Environmental Concerns</td>
<td>Utility Infrastructure</td>
<td>Land Use Adjacencies</td>
<td>Reasons for Rejection</td>
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</tr>
<tr>
<td>45 12480 Crain Highway, Newberg, MD 20664 - Charles County</td>
<td>State</td>
<td>6.35</td>
<td>Not for sale</td>
<td>Not researched due to reason for rejection</td>
<td>No public water and sewer; Information provided by the Charles County Department of Public Works</td>
<td>Residential</td>
<td>Lack of public water and sewer on property; Not for sale</td>
</tr>
<tr>
<td>46 13600-13704 Charles St., Charlotte Hall, MD 20622 – Charles County</td>
<td>Not researched due to not having an actual address</td>
<td>Not researched due to not having an actual address</td>
<td>Not researched due to not having an actual address</td>
<td>No public water and sewer; Information provided by the Charles County Department of Public Works</td>
<td>Residential</td>
<td>Lack of public water and sewer on property</td>
<td></td>
</tr>
<tr>
<td>47 6750 Carrico Mill Rd., Hughesville, MD 20637 – Charles County</td>
<td>J. Jerome Beuchert</td>
<td>66.17</td>
<td>Not researched due to reason for rejection</td>
<td>Not researched due to reason for rejection</td>
<td>No public water and sewer; Information provided by the Charles County Department of Public Works</td>
<td>Residential</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>48 Adjacent to 9975 McLaurin Lane, White Plains, MD 20695</td>
<td>Theresa Monk</td>
<td>19.6</td>
<td>$200,000</td>
<td>Wetlands</td>
<td>No public water and sewer; Information provided by the Charles County Department of Public Works</td>
<td>Single Family Residential</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>Site Name/Address</td>
<td>Owner/Realtor</td>
<td>Acreage</td>
<td>Cost</td>
<td>Environmental Concerns</td>
<td>Utility Infrastructure</td>
<td>Land Use Adjacencies</td>
<td>Reasons for Rejection</td>
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<td><strong>ST. MARY’S COUNTY</strong></td>
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<tr>
<td>1  Essex Dr., Lexington Park, MD 20653</td>
<td>O’Brien Realty</td>
<td>40.00</td>
<td>$2,790,000</td>
<td>Wetlands</td>
<td>Public water and sewer; Information provided by the realtor</td>
<td>Residential; Commercial</td>
<td>Wetlands; frequent steep elevation changes; sloped topography</td>
</tr>
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<td>- St. Mary's County</td>
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</tr>
<tr>
<td>2  41400 Burnt Mill Rd., Hollywood, MD 20636</td>
<td>Re/Max 100</td>
<td>19.92</td>
<td>$270,000</td>
<td>Not researched due to reason for rejection</td>
<td>No public water and sewer; Information provided by St. Mary's County Department of Public Works</td>
<td>Not researched due to reason for rejection</td>
<td>Lack of public water and sewer on property</td>
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<td>- St. Mary's County</td>
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<tr>
<td>3  2121 Hearts Desire Dr., Mechanicsville, MD 20659</td>
<td>Re/Max 100</td>
<td>15.09</td>
<td>$229,900</td>
<td>Not researched due to reason for rejection</td>
<td>No public water and sewer; Information provided by St. Mary's County Department of Public Works</td>
<td>Not researched due to reason for rejection</td>
<td>Lack of public water and sewer on property</td>
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<td>- St. Mary's County</td>
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<tr>
<td>4  41635 Foxes Point Ln., Leonardtown, MD 20650</td>
<td>Century 21 Associates</td>
<td>15.25</td>
<td>$239,900</td>
<td>Not researched due to reason for rejection</td>
<td>No public water and sewer; Information provided by St. Mary's County Department of Public Works</td>
<td>Not researched due to reason for rejection</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>- St. Mary's County</td>
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<td>Site Name/Address</td>
<td>Owner/Realtor</td>
<td>Acreage</td>
<td>Cost</td>
<td>Environmental Concerns</td>
<td>Utility Infrastructure</td>
<td>Land Use Adjacencies</td>
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</tr>
<tr>
<td>5 Chancellors Run Rd. and Route 235, Great Mills, MD 20634 - St. Mary’s County</td>
<td>Shasho Realty</td>
<td>39.34</td>
<td>$379,000</td>
<td>Not researched due to reason for rejection</td>
<td>Public water and sewer; Information provided by Realtor</td>
<td>Residential</td>
<td>Not for sale</td>
</tr>
<tr>
<td>6 US Route 5 &amp; Three Notch Rd., Mechanicsville, MD 20659 - St. Mary’s County</td>
<td>Manekin</td>
<td>30.50 (15-17 Buildable)</td>
<td>$945,000</td>
<td>Wetlands</td>
<td>Public water and no public sewer; Information provided by Realtor</td>
<td>Industrial; Commercial</td>
<td>Lack of public sewer on the property</td>
</tr>
<tr>
<td>7 Three Notch Rd. &amp; Hollywood Rd., Hollywood, MD 20636 - St. Mary’s County</td>
<td>NM Commercial Real Estate</td>
<td>13.00</td>
<td>$1,700,000</td>
<td>None</td>
<td>No public water and sewer</td>
<td>Residential</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>8 22559 Bayside Rd., Leonardtown, MD 20650 - St. Mary’s County</td>
<td>Jacob Yerkie</td>
<td>48.00</td>
<td>$1,200,000</td>
<td>Not researched due to reason for rejection</td>
<td>No public water and sewer; Information provided by St. Mary’s County Department of Public Works</td>
<td>Not researched due to reason for rejection</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>Site Name/Address</td>
<td>Owner/Realtor</td>
<td>Acreage</td>
<td>Cost</td>
<td>Environmental Concerns</td>
<td>Utility Infrastructure</td>
<td>Land Use Adjacencies</td>
<td>Reasons for Rejection</td>
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<tr>
<td>9 Copeland Ln. &amp; Three Notch Rd., Lexington Park, MD 20653 - St. Mary’s County</td>
<td>Brandywine LLC</td>
<td>39.50</td>
<td>$875,000</td>
<td>Not researched due to reason for rejection</td>
<td>No public water and sewer; Information provided by Realtor</td>
<td>Residential</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>10 20600 Hermanville Rd., Lexington Park, MD 20653 - St. Mary’s County</td>
<td>O’Brien Realty</td>
<td>14.00</td>
<td>$465,000</td>
<td>Not researched due to reason for rejection</td>
<td>No public water and sewer; Information provided by St. Mary’s County Department of Public Works</td>
<td>Residential</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>11 45567 Norris Rd. Great Mills, MD 20634 - St. Mary’s County</td>
<td>O’Brien Realty</td>
<td>22.60</td>
<td>$599,900</td>
<td>None</td>
<td>Public water and sewer; Information provided by Realtor</td>
<td>Residential</td>
<td>Irregular configuration does not support project design</td>
</tr>
<tr>
<td>12 Pegg Rd., Lexington Park, MD 20653 - St. Mary’s County</td>
<td>Tom Watts</td>
<td>8.97 &amp; 11.20</td>
<td>$3,000,000</td>
<td>None</td>
<td>Public water and sewer; Information provided by Realtor</td>
<td>Residential</td>
<td>Irregular configuration does support project design</td>
</tr>
<tr>
<td>Site Name/Address</td>
<td>Owner/Realtor</td>
<td>Acreage</td>
<td>Cost</td>
<td>Environmental Concerns</td>
<td>Utility Infrastructure</td>
<td>Land Use Adjacencies</td>
<td>Reasons for Rejection</td>
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</tr>
<tr>
<td>Three Notch Rd. @ Sotterly Rd., Hollywood, MD 20636 - St. Mary’s County</td>
<td>Ford L. Dean</td>
<td>22.40</td>
<td>$3,220,000</td>
<td>Wetlands</td>
<td>No public water and sewer; Information provided by Realtor</td>
<td>Residential; Commercial</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>22500 Three Notch Rd., Lexington Park, MD 20653 - St. Mary’s County</td>
<td>Davis Realty Inc.</td>
<td>35.00</td>
<td>$9,500,000</td>
<td>Not researched due to reason for rejection</td>
<td>No public water and sewer; Information provided by St. Mary's County Department of Public Works</td>
<td>Not researched due to reason for rejection</td>
<td>Lack of public water and sewer on property; Cost exceeds acquisition appropriation of $3,000,000</td>
</tr>
<tr>
<td>Three Notch &amp; Jones Warf Rd., Hollywood, MD 20636 - St. Mary’s County</td>
<td>Coldwell Banker</td>
<td>24.90</td>
<td>$1,500,000</td>
<td>Not researched due to reason for rejection</td>
<td>No public water and sewer; Information provided by Realtor</td>
<td>Not researched due to reason for rejection</td>
<td>Lack of public water and sewer on property; Not for sale</td>
</tr>
<tr>
<td>Willows Rd. @ Meadows Drive, Lexington Park, MD 20653</td>
<td>CMI General Contractors Inc.</td>
<td>28.00</td>
<td>Not researched due to reason for rejection</td>
<td>Wetlands</td>
<td>No public water and sewer; Information provided by Realtor</td>
<td>Residential</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>Site Name/Address</td>
<td>Owner/Realtor</td>
<td>Acreage</td>
<td>Cost</td>
<td>Environmental Concerns</td>
<td>Utility Infrastructure</td>
<td>Land Use Adjacencies</td>
<td>Reasons for Rejection</td>
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<tr>
<td>17 21268 Willows Rd., Lexington Park, MD 20653 - St. Mary's County</td>
<td>Cassidy Turley Commercial Real Estate</td>
<td>26.00</td>
<td>Not researched due to reason for rejection</td>
<td>Not researched due to reason for rejection</td>
<td>No public water and sewer; Information provided by St. Mary's County Department of Public Works</td>
<td>Residential; Commercial</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>18 Rt. 235, Patuxent River, MD 20670–St. Mary's County</td>
<td>Davis Realty-PePe Gandara</td>
<td>35.0</td>
<td>$9,750,000</td>
<td>Wetlands</td>
<td>Public water and sewer; Information provided by Realtor</td>
<td>Vacant</td>
<td>Wetlands; Cost exceeds acquisition appropriation of $3,000,000</td>
</tr>
<tr>
<td>19 25202 Three Notch Road, Hollywood, MD 20636–St. Mary's County</td>
<td>Capfinancial Prop. LLC</td>
<td>92.55</td>
<td>$2,700,000</td>
<td>Wetlands</td>
<td>No public water and sewer; Information provided by St. Mary's County Department of Public Works</td>
<td>Vacant</td>
<td>Wetlands; Lack of public water and sewer on property</td>
</tr>
<tr>
<td>20 Three Notch Road, South Lexington Park, MD 20653 – St. Mary's County</td>
<td>WLPV LLC</td>
<td>50.74</td>
<td>$5,200,000</td>
<td>Not researched due to reason for rejection</td>
<td>Not researched due to reason for rejection</td>
<td>Vacant</td>
<td>Cost exceeds acquisition appropriation of $3,000,000</td>
</tr>
<tr>
<td>21 23326 Three Notch Road, Hollywood, MD 20636 – St. Mary's County</td>
<td>St. John's Properties</td>
<td>35.0</td>
<td>$4,350,000</td>
<td>Wetlands at the rear of the property</td>
<td>Public water and sewer; Information provided by the St. Mary's County Department of Public Works</td>
<td>Vacant</td>
<td>Cost exceeds acquisition appropriation of $3,000,000</td>
</tr>
<tr>
<td>Site Name/Address</td>
<td>Owner/Realtor</td>
<td>Acreage</td>
<td>Cost</td>
<td>Environmental Concerns</td>
<td>Utility Infrastructure</td>
<td>Land Use Adjacencies</td>
<td>Reasons for Rejection</td>
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<tr>
<td>Lawrence Hayden Rd., Hollywood, MD 20636 - St. Mary’s County</td>
<td>O’Brien Realty</td>
<td>15.89</td>
<td>$249,900</td>
<td>Not researched due to reason for rejection</td>
<td>No public water and sewer; Information provided by Realtor</td>
<td>Vacant</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>Hermanville Road, Lexington Park, MD 20653 - St. Mary’s County</td>
<td>Century 21 Associates</td>
<td>29.0</td>
<td>$850,000</td>
<td>Not researched due to reason for rejection</td>
<td>Public water and sewer system; Information provided by Realtor</td>
<td>Vacant</td>
<td>Not for sale</td>
</tr>
<tr>
<td>44683 Barnes and Yeh Lane, California, MD 20619 - St. Mary’s County</td>
<td>Susan Barnes</td>
<td>20.00 (17 Buildable)</td>
<td>Not researched due to reason for rejection</td>
<td>None</td>
<td>No public water and sewer; Information provided by Owner</td>
<td>Future Residential</td>
<td>Lack of public water and sewer on property</td>
</tr>
<tr>
<td>Three Notch Rd. and Mohawk Drive, Charlotte Hall, MD - St. Mary’s County</td>
<td></td>
<td>22.3</td>
<td>$1,300,000</td>
<td>Not researched due to reason for rejection</td>
<td>Public water and septic sewer system; Information provided by Realtor</td>
<td>Residential</td>
<td>Lack of public sewer on property; According to Realtor</td>
</tr>
</tbody>
</table>
APPENDIX 5

NOTICE LETTERS
July 12, 2011

The Honorable Thomas McLain Middleton
Miller Senate Office Building
3 East Wing 11 Bladen St.
Annapolis, MD 21401
Via Certified Mail

Dear Senator Middleton,

Pursuant to Senate Bill 142 and Section 4-415(c)(2) of the State Finance and Procurement Article of the Maryland Annotated Code, this letter serves as notice from the Department of Juvenile Services ("DJS") and the Department of General Services ("DGS") that a new site location has been identified to construct the Southern Maryland Children's Center, which will operate as a secure juvenile detention facility.

DJS previously identified a site in Nanjemoy, Charles County, but concluded it was not the best site for this facility. Recently, a new site for the Southern Maryland Children's Center was identified in Charles County. Specifically, the site is located in the Acton Lane Industrial Park in Waldorf.

You are receiving notice because this juvenile detention center will primarily serve male youth from Anne Arundel, Calvert, Charles and St. Mary's Counties. These four counties comprise to form what DJS has classified as the "Southern Region" or "Region V." Currently, male youth who require secure detention services from the aforementioned counties are residing at the Cheltenham Youth Facility in Prince George's County, which also serves male youth from Prince George's and Montgomery Counties.

Region V is the only region in Maryland that does not have its own detention facility for male youth, which is required by Maryland law. For that reason, DJS has made the construction of a juvenile detention center for Region V its top capital planning priority. With a new juvenile detention center in Region V, male youth from Anne Arundel, Calvert, Charles and St. Mary's Counties will be able to receive detention services in their home region. The Southern Maryland Children's Center will serve up to 48 male youth in a hardware secure environment with a staff of 125 employees.

DJS and DGS welcome any comments or questions you may have about the construction of the new facility. Please contact Douglas Mohler, Director of the Southern Region at 301-392-6929, or by email at "MohlerD@djs.state.md.us" if you have any inquiries. Thank you for your expedited consideration as DJS and DGS seek to move forward with the construction of the new Southern Maryland Children's Center.

Sincerely,

Sam Abed
Secretary for the Department of Juvenile Services

Cc: Tammy Brown, Chief of Staff
Douglas Mohler, Director of the Southern Region
Jay Cleary, Director of Communications
The Honorable Sally Y. Jameson  
House Office Building, Room 427  
6 Bladen St., Annapolis, MD 21401  
Via Certified Mail

July 12, 2011

Dear Delegate Jameson,

Pursuant to Senate Bill 142 and Section 4-415(c)(2) of the State Finance and Procurement Article of the Maryland Annotated Code, this letter serves as notice from the Department of Juvenile Services ("DJS") and the Department of General Services ("DGS") that a new site location has been identified to construct the Southern Maryland Children’s Center, which will operate as a secure juvenile detention facility.

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Sincerely,

Sam Abed  
Secretary for the Department of Juvenile Services

Cc: Tammy Brown, Chief of Staff  
Douglas Mohler, Director of the Southern Region  
Jay Cleary, Director of Communications
The Honorable Peter F. Murphy  
House Office Building, Room 307  
6 Bladen St., Annapolis, MD 21401  
Via Certified Mail

Dear Delegate Murphy,

Pursuant to Senate Bill 142 and Section 4-415(c)(2) of the State Finance and Procurement Article of the Maryland Annotated Code, this letter serves as notice from the Department of Juvenile Services ("DJS") and the Department of General Services ("DGS") that a new site location has been identified to construct the Southern Maryland Children’s Center, which will operate as a secure juvenile detention facility.

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Sincerely,

Sam Abed  
Secretary for the Department of Juvenile Services

Cc: Tammy Brown, Chief of Staff  
Douglas Mohler, Director of the Southern Region  
Jay Cleary, Director of Communications
July 12, 2011

Dear Delegate Wilson,

Pursuant to Senate Bill 142 and Section 4-415(c)(2) of the State Finance and Procurement Article of the Maryland Annotated Code, this letter serves as notice from the Department of Juvenile Services ("DJS") and the Department of General Services ("DGS") that a new site location has been identified to construct the Southern Maryland Children’s Center, which will operate as a secure juvenile detention facility.

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Sincerely,

Sam Abed
Secretary for the Department of Juvenile Services

Cc: Tammy Brown, Chief of Staff
    Douglas Mohler, Director of the Southern Region
    Jay Cleary, Director of Communications
July 12, 2011

Dear Members of the Anne Arundel County Council,

Pursuant to Senate Bill 142 and Section 4-415(c)(2) of the State Finance and Procurement Article of the Maryland Annotated Code, this letter serves as notice from the Department of Juvenile Services ("DJS") and the Department of General Services ("DGS") that a new site location has been identified to construct the Southern Maryland Children’s Center, which will operate as a secure juvenile detention facility.

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Please submit any written comments about the proposed acquisition of the new Waldorf site to the Board of Public Works within 30 days of your receipt of this correspondence. See Md. Code Ann., State Fin. & Proc. § 4-415(c). Additionally, DJS and DGS welcome any comments or questions you may have about the construction of the new facility. Please contact Douglas Mohler, Director of the Southern Region at 301-392-6929, or by email at "MohlerD@djs.state.md.us" if you have any inquiries. Thank you for your expedited consideration as DJS and DGS seek to move forward with the construction of the new Southern Maryland Children’s Center.

Sincerely,

Sam Abed
Secretary for the Department of Juvenile Services

Cc: Tammy Brown, Chief of Staff
   Douglas Mohler, Director of the Southern Region
   Jay Cleary, Director of Communications
July 12, 2011

The Honorable John R. Leopold, County Executive
44 Calvert Street
Annapolis, Maryland 21404
Via Certified Mail

Dear Mr. Leopold,

Pursuant to Senate Bill 142 and Section 4-415(c)(2) of the State Finance and Procurement Article of the Maryland Annotated Code, this letter serves as notice from the Department of Juvenile Services ("DJS") and the Department of General Services ("DGS") that a new site location has been identified to construct the Southern Maryland Children's Center, which will operate as a secure juvenile detention facility.

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Sincerely,

Sam Abed
Secretary for the Department of Juvenile Services

Cc: Tammy Brown, Chief of Staff
    Douglas Mohler, Director of the Southern Region
    Jay Cleary, Director of Communications
July 12, 2011

Calvert County Board of County Commissioners
Courthouse
175 Main Street
Prince Frederick, Maryland 20678
Via Certified Mail

Dear Members of the Board of County Commissioners,

Pursuant to Senate Bill 142 and Section 4-415(c)(2) of the State Finance and Procurement Article of the Maryland Annotated Code, this letter serves as notice from the Department of Juvenile Services ("DJS") and the Department of General Services ("DGS") that a new site location has been identified to construct the Southern Maryland Children's Center, which will operate as a secure juvenile detention facility.

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Sincerely,

Sam Abed
Secretary for the Department of Juvenile Services

Cc: Tammy Brown, Chief of Staff
    Douglas Mohler, Director of the Southern Region
    Jay Cleary, Director of Communications
July 12, 2011

The Honorable Terry L. Shannon, County Administrator
Courthouse
175 Main Street
Prince Frederick, Maryland 20678
Via Certified Mail

Dear Ms. Shannon,

Pursuant to Senate Bill 142 and Section 4-415(c)(2) of the State Finance and Procurement Article of the Maryland Annotated Code, this letter serves as notice from the Department of Juvenile Services ("DJS") and the Department of General Services ("DGS") that a new site location has been identified to construct the Southern Maryland Children's Center, which will operate as a secure juvenile detention facility.

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Sincerely,

Sam Abed
Secretary for the Department of Juvenile Services

Cc: Tammy Brown, Chief of Staff
    Douglas Mohler, Director of the Southern Region
    Jay Cleary, Director of Communications
July 12, 2011

The Honorable Rebecca B. Bridgett, Ed.d, County Administrator
P.O. Box 2150
La Plata, Maryland 20646
Via Certified Mail

Dear Ms. Bridgett,

Pursuant to Senate Bill 142 and Section 4-415(c)(2) of the State Finance and Procurement Article of the Maryland Annotated Code, this letter serves as notice from the Department of Juvenile Services ("DJS") and the Department of General Services ("DGS") that a new site location has been identified to construct the Southern Maryland Children's Center, which will operate as a secure juvenile detention facility.

DJS previously identified a site in Nanjemoy, Charles County, but concluded it was not the best site for this facility. Recently, a new site for the Southern Maryland Children's Center was identified in Charles County. Specifically, the site is located in the Acton Lane Industrial Park in Waldorf.

You are receiving notice because this juvenile detention center will primarily serve male youth from Anne Arundel, Calvert, Charles and St. Mary’s Counties. These four counties comprise to form what DJS has classified as the "Southern Region" or "Region V." Currently, male youth who require secure detention services from the aforementioned counties are residing at the Cheltenham Youth Facility in Prince George’s County, which also serves male youth from Prince George’s and Montgomery Counties.

Region V is the only region in Maryland that does not have its own detention facility for male youth, which is required by Maryland law. For that reason, DJS has made the construction of a juvenile detention center for Region V its top capital planning priority. With a new juvenile detention center in Region V, male youth from Anne Arundel, Calvert, Charles and St. Mary's Counties will be able to receive detention services in their home region. The Southern Maryland Children's Center will serve up to 48 male youth in a hardware secure environment with a staff of 125 employees.

Please submit any written comments about the proposed acquisition of the new Waldorf site to the Board of Public Works within 30 days of your receipt of this correspondence. See Md. Code Ann., State Fin. & Proc. § 4-415(c). Additionally, DJS and DGS welcome any comments or questions you may have about the construction of the new facility. Please contact Douglas Mohler, Director of the Southern Region at 301-392-6929, or by email at "MohlerD@djs.state.md.us" if you have any inquiries. Thank you for your expedited consideration as DJS and DGS seek to move forward with the construction of the new Southern Maryland Children's Center.

Sincerely,

Sam Abed
Secretary for the Department of Juvenile Services

Cc: Tammy Brown, Chief of Staff
    Douglas Mohler, Director of the Southern Region
    Jay Cleary, Director of Communications
July 12, 2011

Charles County Board of County Commissioners
P.O. Box 2150
La Plata, Maryland 20646
Via Certified Mail

Dear Commissioners,

Pursuant to Senate Bill 142 and Section 4-415(c)(2) of the State Finance and Procurement Article of the Maryland Annotated Code, this letter serves as notice from the Department of Juvenile Services (“DJS”) and the Department of General Services (“DGS”) that a new site location has been identified to construct the Southern Maryland Children’s Center, which will operate as a secure juvenile detention facility.

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Sincerely,

Sam Abed
Secretary for the Department of Juvenile Services

Cc: Tammy Brown, Chief of Staff
    Douglas Mohler, Director of the Southern Region
    Jay Cleary, Director of Communications
July 12, 2011

St. Mary’s County Board of County Commissioners
P.O. Box 653
Leonardtown, Maryland 20650
Via Certified Mail

Dear Members of the Board of County Commissioners,

Pursuant to Senate Bill 142 and Section 4-415(c)(2) of the State Finance and Procurement Article of the Maryland Annotated Code, this letter serves as notice from the Department of Juvenile Services (“DJS”) and the Department of General Services (“DGS”) that a new site location has been identified to construct the Southern Maryland Children’s Center, which will operate as a secure juvenile detention facility.

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Sincerely,

Sam Abed
Secretary for the Department of Juvenile Services

Cc: Tammy Brown, Chief of Staff
    Douglas Mohler, Director of the Southern Region
    Jay Cleary, Director of Communications
July 12, 2011

The Honorable John W. Savich, County Administrator
P.O. Box 653
Leonardtown, Maryland 20650
Via Certified Mail

Dear Mr. Savich,

Pursuant to Senate Bill 142 and Section 4-415(c)(2) of the State Finance and Procurement Article of the Maryland Annotated Code, this letter serves as notice from the Department of Juvenile Services (“DJS”) and the Department of General Services (“DGS”) that a new site location has been identified to construct the Southern Maryland Children’s Center, which will operate as a secure juvenile detention facility.

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Sincerely,

Sam Abed
Secretary for the Department of Juvenile Services

Cc: Tammy Brown, Chief of Staff
    Douglas Mohler, Director of the Southern Region
    Jay Cleary, Director of Communications
The Honorable Thomas McLain Middleton  
Miller Senate Office Building  
3 East Wing 11 Bladen St.  
Annapolis, MD 21401  
Via Certified Mail

Dear Senator Middleton,

Pursuant to Senate Bill 142 and Section 4-415(c)(2) of the State Finance and Procurement Article of the Maryland Annotated Code, this letter serves as notice from the Department of Juvenile Services ("DJS") and the Department of General Services ("DGS") that a new site location has been identified to construct the Southern Maryland Children’s Center, which will operate as a secure juvenile detention facility.

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Sincerely,

Sam Abed
Secretary for the Department of Juvenile Services

Cc:  Tammy Brown, Chief of Staff  
Douglas Mohler, Director of the Southern Region  
Jay Cleary, Director of Communications
Anthony G. Brown  
Lt. Governor

Martin O’Malley  
Governor

Sam Abed  
Secretary

July 12, 2011

The Honorable Sally Y. Jameson  
House Office Building, Room 427  
6 Bladen St., Annapolis, MD 21401  
Via Certified Mail

Dear Delegate Jameson,

Pursuant to Senate Bill 142 and Section 4-415(c)(2) of the State Finance and Procurement Article of the Maryland Annotated Code, this letter serves as notice from the Department of Juvenile Services ("DJS") and the Department of General Services ("DGS") that a new site location has been identified to construct the Southern Maryland Children’s Center, which will operate as a secure juvenile detention facility.

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Sincerely,

Sam Abed  
Secretary for the Department of Juvenile Services

Cc:  
Tammy Brown, Chief of Staff  
Douglas Mohler, Director of the Southern Region  
Jay Cleary, Director of Communications
The Honorable Peter F. Murphy  
House Office Building, Room 307  
6 Bladen St., Annapolis, MD 21401  
Via Certified Mail

Dear Delegate Murphy,

Pursuant to Senate Bill 142 and Section 4-415(c)(2) of the State Finance and Procurement Article of the Maryland Annotated Code, this letter serves as notice from the Department of Juvenile Services ("DJS") and the Department of General Services ("DGS") that a new site location has been identified to construct the Southern Maryland Children’s Center, which will operate as a secure juvenile detention facility.

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Sincerely,

Sam Abed  
Secretary for the Department of Juvenile Services

Cc: Tammy Brown, Chief of Staff  
Douglas Mohler, Director of the Southern Region  
Jay Cleary, Director of Communications

Maryland Department of Juvenile Services  
Treating ● Supporting ● Protecting

One Center Plaza  
120 West Fayette Street  
Baltimore, MD 21201

July 12, 2011
The Honorable C. T. Wilson  
House Office Building, Room 307  
6 Bladen St., Annapolis, MD 21401  
Via Certified Mail

Dear Delegate Wilson,

Pursuant to Senate Bill 142 and Section 4-415(c)(2) of the State Finance and Procurement Article of the Maryland Annotated Code, this letter serves as notice from the Department of Juvenile Services ("DJS") and the Department of General Services ("DGS") that a new site location has been identified to construct the Southern Maryland Children's Center, which will operate as a secure juvenile detention facility.

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Sincerely,

Sam Abed  
Secretary for the Department of Juvenile Services

Cc: Tammy Brown, Chief of Staff  
Douglas Mohler, Director of the Southern Region  
Jay Cleary, Director of Communications
April 27, 2012

The Honorable Thomas V. "Mike" Miller
State House, H-107
Annapolis, MD 21401 - 1991
Via Certified Mail

Dear President Miller:

Pursuant to Senate Bill 142 and Section 4-415(c)(2) of the State Finance and Procurement Article of the Maryland Annotated Code, this letter serves as notice from the Department of Juvenile Services ("DJS") and the Department of General Services ("DGS") that a site location has been identified to construct the Southern Maryland Regional Children’s Center, which will operate as a secure juvenile detention facility. You are receiving this letter because, based on our review of the newly modified state legislative districts as enacted in SJR 1/HJR 1, the proposed site location now falls within District 27. In the interest of keeping all possible stakeholders aware of our progress, I wanted to send you this notice letter. The proposed site is located in Charles County in the Acton Lane Industrial Park in Waldorf.

Attached please find copies of the official notice letters sent to your colleagues in July 2011. They provide more details about the proposed facility.

DJS and DGS welcome any comments or questions you may have about the construction of the new facility. Please contact Douglas Mohler, Director of the Southern Region at 301-392-6929, or by email at “MohlerD@djs.state.md.us” if you have any inquiries. Thank you for your expedited consideration as DJS and DGS seek to move forward with the construction of the new Southern Maryland Regional Children’s Center.

Sincerely,

Sam Abed
Secretary

Attachments

Cc: Tammy Brown, Chief of Staff
Douglas Mohler, Director of the Southern Region
Jay Cleary, Director of Communications
April 27, 2012

The Honorable James E. Proctor, Jr.
House Office Building, Room 121
6 Bladen St., Annapolis, MD 21401
Via Certified Mail

Dear Delegate Proctor:

Pursuant to Senate Bill 142 and Section 4-415(c)(2) of the State Finance and Procurement Article of the Maryland Annotated Code, this letter serves as notice from the Department of Juvenile Services ("DJS") and the Department of General Services ("DGS") that a site location has been identified to construct the Southern Maryland Regional Children's Center, which will operate as a secure juvenile detention facility. You are receiving this letter because, based on our review of the newly modified state legislative districts as enacted in SJR 1/HJR 1, the proposed site location now falls within District 27A. In the interest of keeping all possible stakeholders aware of our progress, I wanted to send you this notice letter. The proposed site is located in Charles County in the Acton Lane Industrial Park in Waldorf.

Attached please find copies of the official notice letters sent to your colleagues in July 2011. They provide more details about the proposed facility.

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Sincerely,

Sam Abed
Secretary

Attachments

Cc: Tammy Brown, Chief of Staff
   Douglas Mohler, Director of the Southern Region
   Jay Cleary, Director of Communications
April 27, 2012

The Honorable Joseph F. Vallario
House Office Building, H-101
Annapolis, MD 21401 - 1991
Via Certified Mail

Dear Delegate Vallario:

Pursuant to Senate Bill 142 and Section 4-415(c)(2) of the State Finance and Procurement Article of the Maryland Annotated Code, this letter serves as notice from the Department of Juvenile Services (“DJS”) and the Department of General Services (“DGS”) that a site location has been identified to construct the Southern Maryland Regional Children's Center, which will operate as a secure juvenile detention facility. You are receiving this letter because, based on our review of the newly modified state legislative districts as enacted in SJR 1/HJR 1, the proposed site location now falls within District 27. In the interest of keeping all possible stakeholders aware of our progress, I wanted to send you this notice letter. The proposed site is located in Charles County in the Acton Lane Industrial Park in Waldorf.

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Sincerely,

Sam Abed
Secretary

Attachments

Co: Tammy Brown, Chief of Staff
    Douglas Mohler, Director of the Southern Region
    Jay Cleary, Director of Communications
APPENDIX 6

INDEPENDENT COMMENTS
August 9, 2011

The Honorable Martin O’Malley, Governor
The Honorable Peter Franchot, Comptroller
The Honorable Nancy K. Kopp, Treasurer
Board of Public Works
80 Calvert Street
Annapolis, MD 21401

Dear Distinguished Members:

In a letter dated July 12, 2011, Secretary Sam Abed of the Department of Juvenile Services invited us to submit our written comments on the proposed acquisition of a site on Acton Lane in Waldorf for the “Southern Maryland Children’s Center.” The Center, as described by Secretary Abed, will be a 48-bed facility for temporary detention of male minors ages 12 to 17 from the Southern Maryland counties of Anne Arundel, Calvert, Charles, and St. Mary’s.

We are pleased that the Southern Maryland region is finally being provided with its own facility, which will divert local youth from placement at the Cheltenham Youth Facility in Prince George’s County.

We recognize the difficulty inherent in finding an appropriate location for such a facility. While we were not involved or consulted in the site location process, the site proposed in Waldorf appears to be a good compromise, with its primary proximity to an Industrial Park and minimal exposure to adjacent residential communities. One consideration, however, is the confusion that may arise by calling the facility the Southern Maryland Children’s Center, as there are agencies that use similar names already located in the area (i.e., The Center for Children). We would recommend consideration of a name such as the Southern Maryland Youth Center (or Facility), which would be consistent with the other facilities throughout Maryland.

Thank you for the opportunity to comment on the proposed facility and its location.

Sincerely,

BOARD OF COUNTY COMMISSIONERS
CALVERT COUNTY, MARYLAND

Susan Shaw, President

Pat Nutter, Vice President

Gerald W. Clark

Evan K. Slaughenhaupt Jr.

Steven R. Weems

cc: The Honorable Sam J. Abed, Secretary, Department of Juvenile Services
Mr. Douglas Mohler, Director of the Southern Region
Sheila McDonald, Esquire, Executive Secretary, Department of Public Works

Maryland Relay for Impaired Hearing or Speech: 1-800-735-2258
December 13, 2011

Secretary Sam Abed, Esquire
MD Department of Juvenile Services
120 West Fayette Street
Baltimore, MD 21201

Dear Secretary Abed:

The Charles County Board of Commissioners recognizes the importance of constructing a detention facility for Southern Maryland’s male youths in Region V, pursuant to Maryland law. We wish to express our support for your efforts to satisfy the requirements of the law however, we encourage you to explore other sites.

You are faced with a difficult task and we thank you for actively participating in the three local public meetings on the proposed placement of the facility in the Acton Lane Industrial Park. As a result of those public meetings you have taken seriously the community's comments and concerns over the project location and once again, we thank you for your willingness to consider our citizens' comments.

The Charles County Board of Commissioners sends our thanks for your willingness to continue the process.

With best regards,

COUNTY COMMISSIONERS OF
CHARLES COUNTY, MARYLAND

Candice Quinn Kelly, President

Reuben B. Collins, II, Esq., Vice President

Debra M. Davis, Esq.

Ken Robinson

Bobby Rucci

cc: Delegate Peter Murphy
Senator Thomas "Mac" Middleton