



# Route 236 Business Park Preliminary Feasibility Study



**Route 236 Business Park Preliminary Feasibility Study – South Berwick, Maine  
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**Prepared by:**

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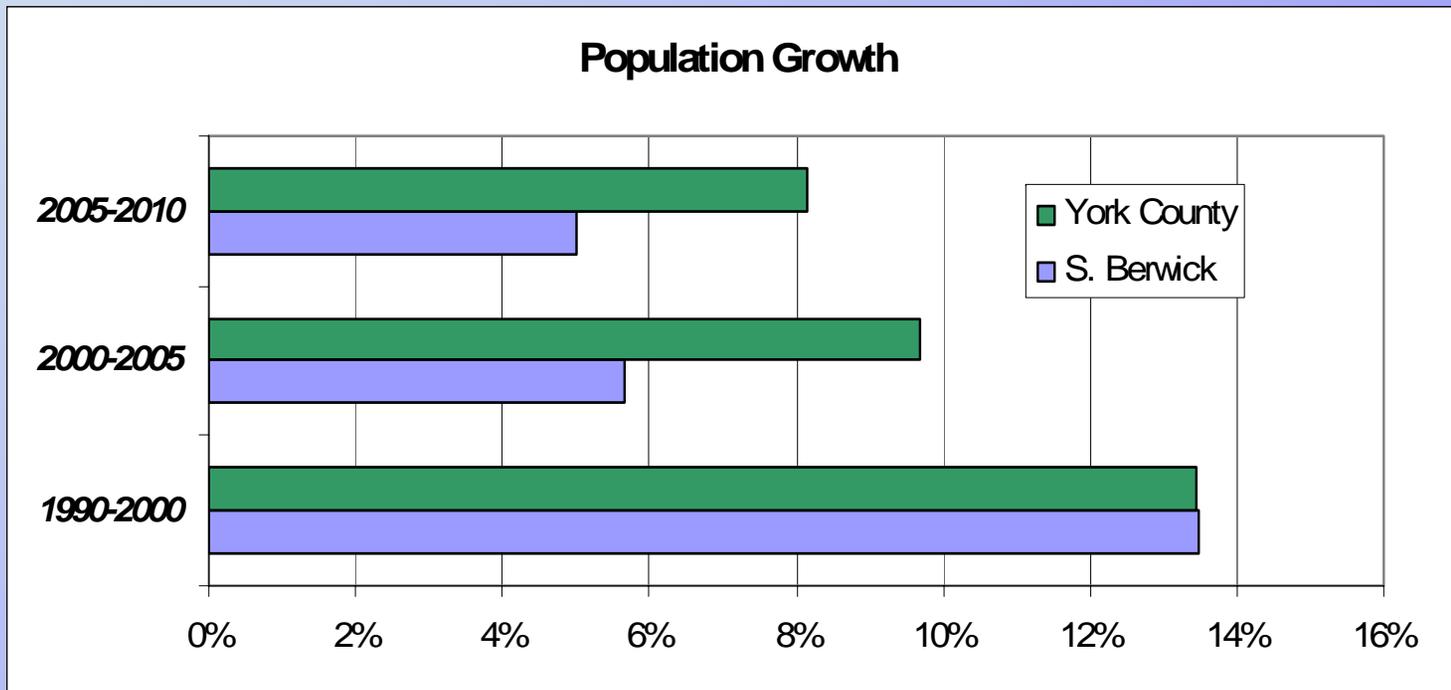


**RKG**  
Associates, Inc.

# Key Indicators

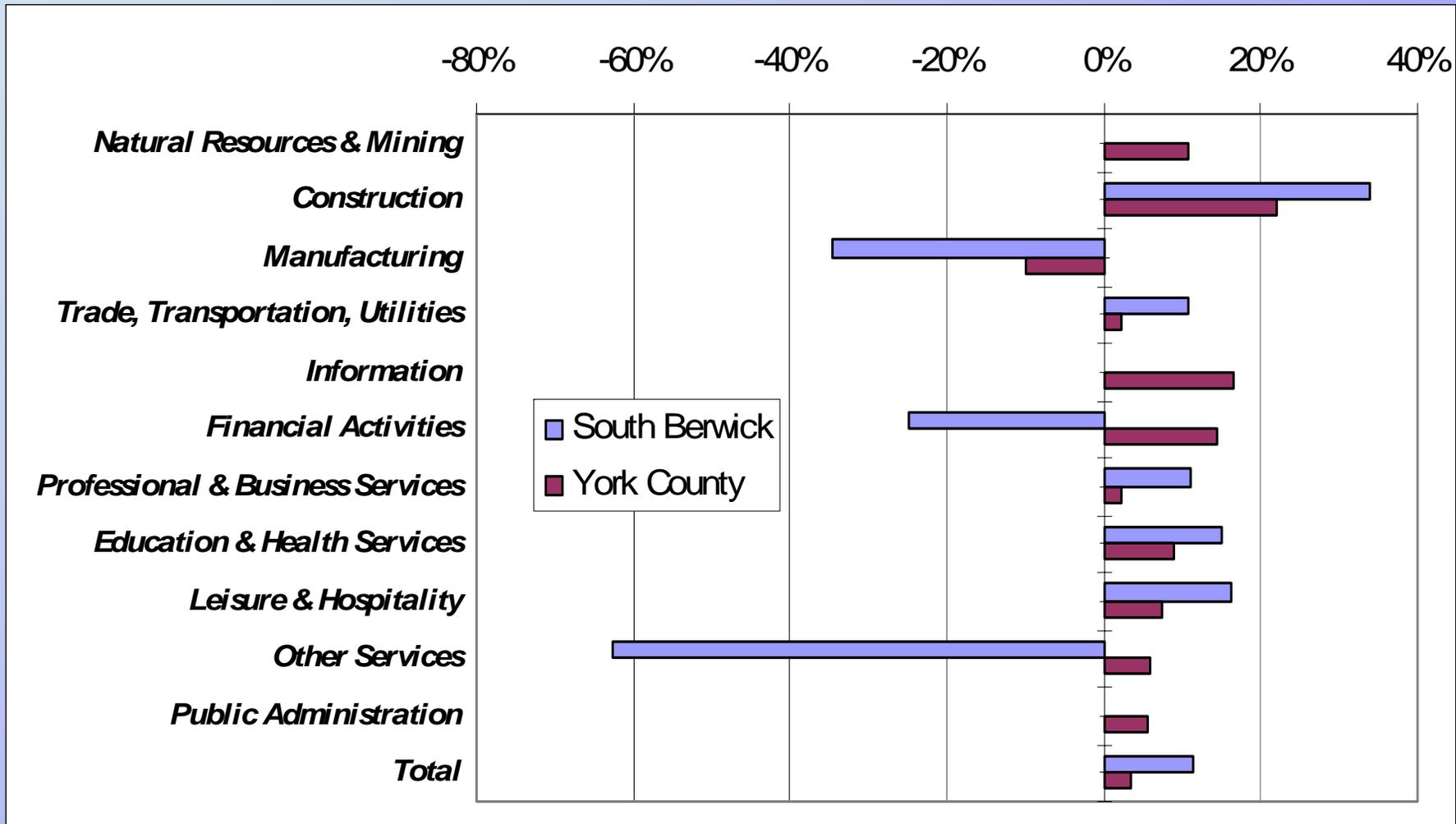
## ■ Demographics

- Population growth in Town has lagged that of York County



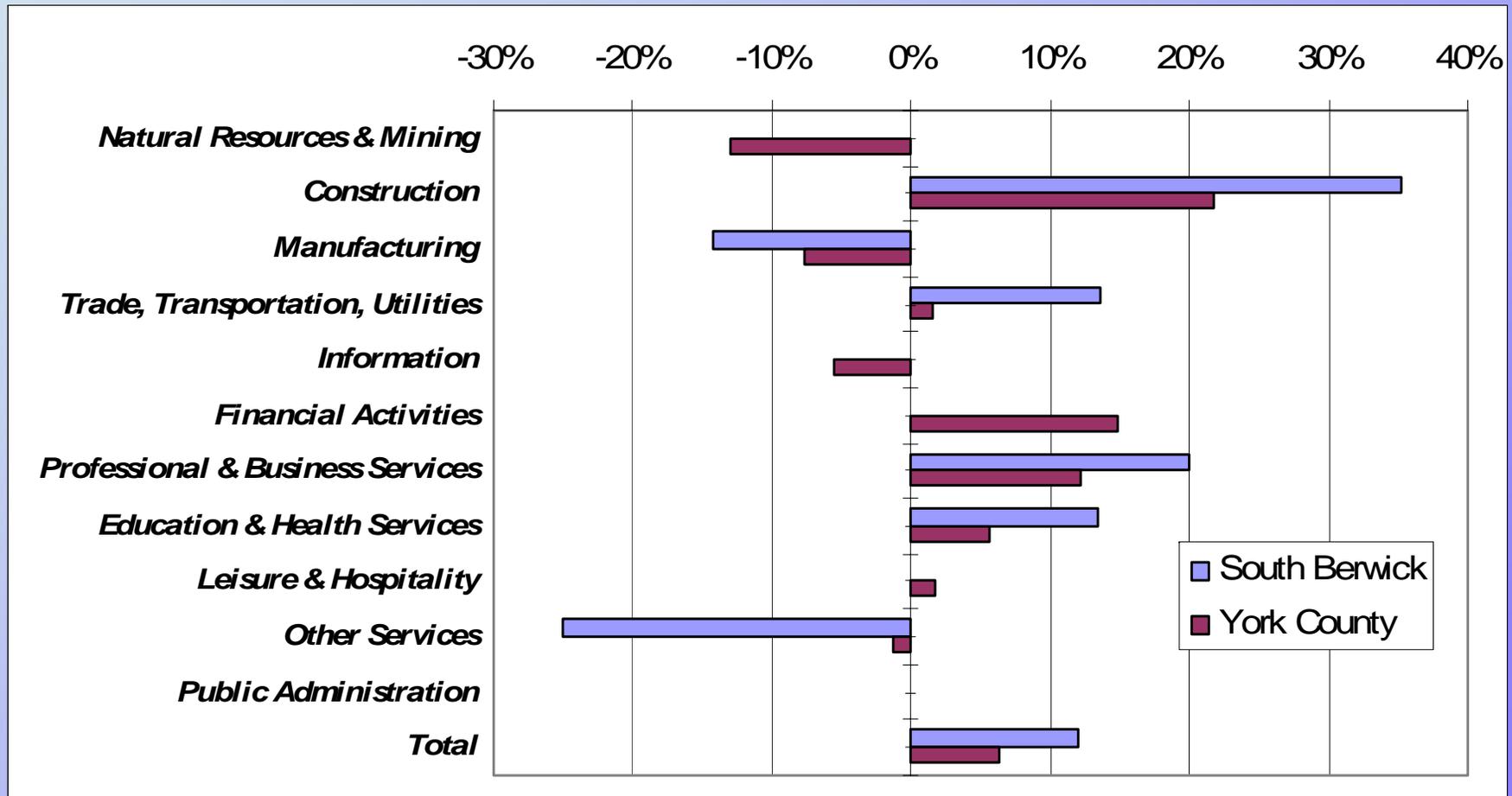
# Employment

- At-place employment growth in South Berwick exceeds that of County



# Establishments

- **Growth rate of businesses (12%) has also out-paced the County (6.4%)**





## Primary & Secondary Market Areas

□ 5, 10 & 20 mile radius of site

# Market Trends

- **Large supply of light industrial, “flex” and warehouse space in the greater Seacoast region**
  - 2.3 million SF available out of 16.6 million SF supply (13.8% in 2005)
  - Lease rates:
    - \$3 - \$4.50 psf for older warehouse & distribution space
    - \$5 - \$7 psf for newer, more efficient flex space
- **Ample supply of office space**
  - Much of it in large, newer facilities

# Industrial Land

- **Approximately 1,400 acres of industrial land available, much of it with utilities**
  - **Wide range of values**
    - **\$30,000 to \$200,000+ per acre**
    - **Price depends on location, services, alternative use potential**
      - Higher closer to the coast and near main highways
    - **Average \$40,000 to \$50,000 per acre**

# AVAILABLE INDUSTRIAL LAND



# Demand

- **Various studies and data sources indicate potential demand for certain kinds of uses:**
  - Construction and related trades
    - **Shop space, warehouse/distribution, showroom & office**
  - Small scale “niche” manufacturing & services
  - Wholesale & retail distribution
- **Primarily owner-occupied or start-up small businesses**
- **1,500 – 10,000 SF users**
- **Build-to-suit, condominium, limited spec (for-lease) space**



# Market Potential

- **Demand for light industrial, flex and distribution space is growing**
- **Site is well located within region**
- **Site has very good access to markets**
- **At competitive pricing levels, in today's market the project could capture ....**
  - 10,000 to 25,000 square feet per year of development space
  - 1 to 3 acres per year
- **Pre-permitting, "shovel-ready" sites will be critical to achieving this level of activity**



# Next Steps

- **Financial feasibility analysis**
  - **Potential revenues**
    - **Lot sales**
    - **Sale of on-site material**
  - **Estimated development costs**
    - **Permitting**
    - **Roads & utilities**
    - **Utility ROW crossing**
  - **Marketing strategy**