

the **PACKING HOUSE**

*An active, mixed-use plan for office
and food-related innovation*



**Dynamic Office, Shared Commercial Kitchen,
and Retail Space Now Leasing in Cambridge**

411 A Dorchester Avenue | Cambridge, Maryland

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OVERVIEW

Cross Street Partners is redeveloping the \$24MM, 60,000 SF (~ 1.94 acres of land) historic Phillips Packing House Building F into The Packing House - an active, mixed-use LEED Gold development designed to support the emerging industries related to the Eastern Shore's famed farming and fisheries. The Packing House will house a synergistic mix of tech and creative entrepreneurs, food production and food related retail/eateries as well as a 2-story, light-filled open atrium space for continuous public programs and private events.

The target financial closing is Q3 2021 with occupancy scheduled for Q3 2021.

Originally built in 1920 as a furniture factory, the building later became part of the Phillips Packing Company empire, which employed thousands of people in Cambridge at its peak and supplied rations to troops during WWII. The building features an open floor plan, soaring ceilings, and the opportunity to retain many historic architectural features that will enhance the space with an authentic, Eastern Shore manufacturing aesthetic. Adjacent to the Phillips Building is the future site of Cannery Park, a new 'central park' for the City of Cambridge that will incorporate active and passive spaces for recreation. The Packing House and Cannery Park are easily accessible to the lively and charming downtown Cambridge and Route 50.

REDEVELOPMENT VISION

Cross Street Partners is re-purposing the historic Phillips Packing Company, Factory F (The Packing House) in Cambridge, MD. Building on the Eastern Shore's deep tradition of agricultural and fishing assets, the Packing House will become an active, mixed-use development designed to support and grow regional economic opportunities connected to agriculture, aquaculture, environmental technologies, and tourism.

The Packing House will serve as a connection between the growing downtown revitalization in Cambridge and the well-traveled Route 50—Ocean Gateway to Maryland, Delaware, and Virginia beaches. The commercialization, research, production, and active retail uses will support local employment and inform nutrition and public health programming on the Eastern Shore. The city and county are providing resources in partnership with the development team to restore the shared parking lot.

It is the last remaining factory from the Phillips Company's empire of vegetable and food packing businesses, which once employed thousands of people in Cambridge. The company closed in the 1960's and the building has been deteriorating for decades. By using its unique status as Enterprise and Opportunity Zones, this historically significant building will be developed into an entrepreneurial engine for the Cambridge community in a manner that celebrates Cambridge's unique heritage preserves the legacy of the Phillips Packing Company.



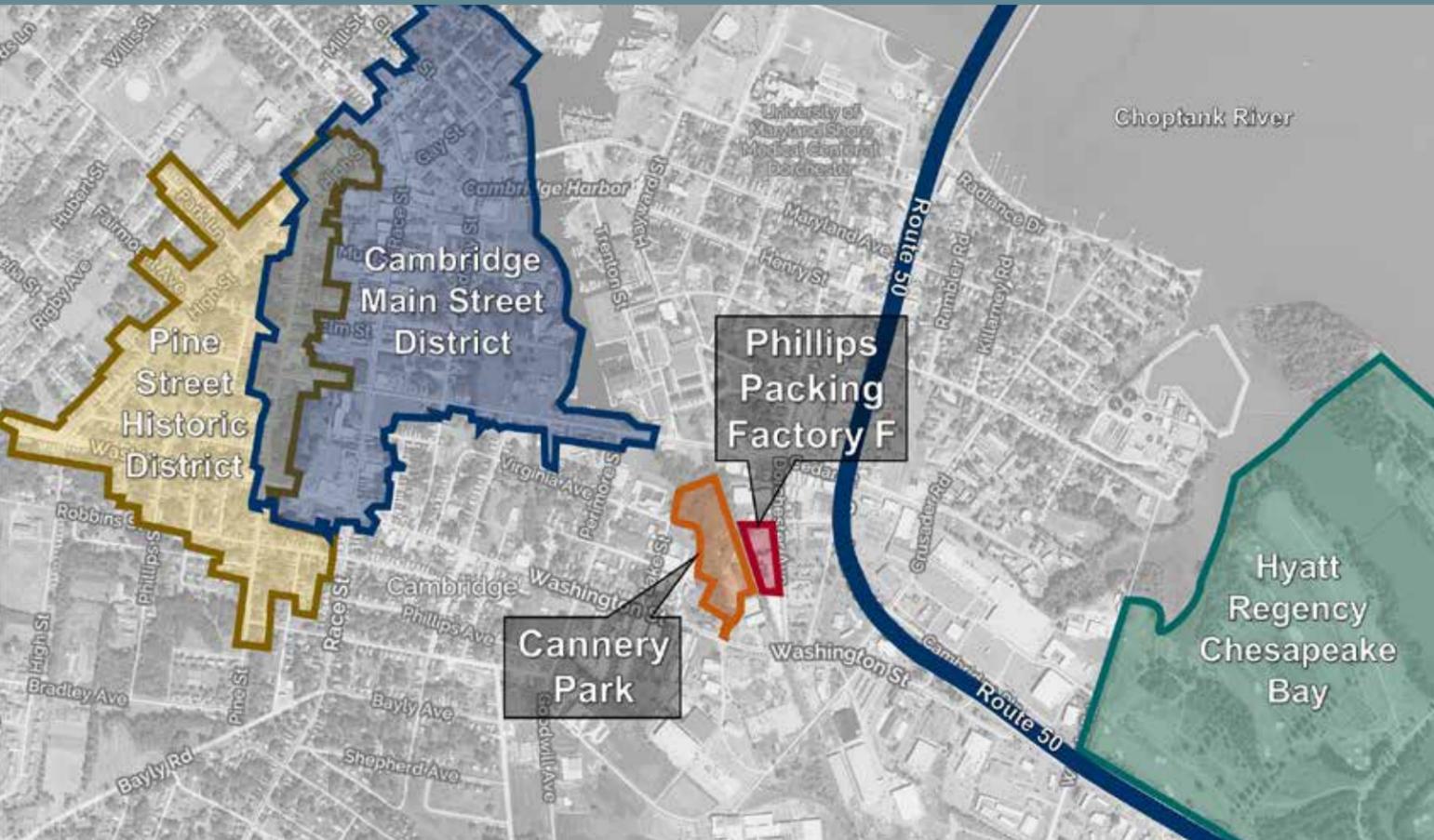


Cambridge is one of
Maryland's oldest cities,
incorporated in 1793.

Located
60 minutes
from Annapolis
and approximately
90 -105 minutes
from Baltimore and D.C.



One block off
providing access to
Baltimore-Washington Corridor
and millions traveling to and from
Maryland and Delaware beaches.



Within walking/biking
distance of a **revitalized downtown**
corridor featuring **popular eateries**
and a **craft brewery.**



EXPERIENCE ALL THAT CAMBRIDGE HAS TO OFFER

Ideally positioned in the heart of Chesapeake country, tenants at the Packing House will enjoy unprecedented access to all the best Cambridge has to offer.



Food and Drink ... Enjoy classic Eastern Shore hospitality while eating seafood fresh from the Bay and surrounding rivers. Cambridge has many waterfront restaurants accessible by land or by boat.



Explore this authentic Chesapeake town by land or water. Walk along historic streets and discover beautiful buildings, vibrant art scene, and one-of-a-kind shops and services. Cruise, sail, or fish in one of the three rivers surrounding Cambridge.



Cannery Park ... adjacent to The Packing House is a 6.6-acre park that will serve as a community gathering place that celebrates the region's unique character and heritage.



History... explore a varied and fascinating history from Native American times to the oystering boom to the civil rights movement.

Suite 103 - Atrium

This central, open two-story location will serve as a highly programmed gathering place and spill over for the food retail with music and performances, educational and community events plus limited use for private events. The atrium will have two adjacent meeting rooms available for public use.

Suite 104 Four Eleven Kitchen

The energetic team behind the Four Eleven Shared Commercial Kitchen plans a food hub designed to empower, elevate, and establish a thriving food entrepreneur community, support our local food economy by providing an easy to work in space, welcoming diverse food concepts and entrepreneurs and creating direct access to fresh food produced locally.

Suite 105 Packing and Distribution Center

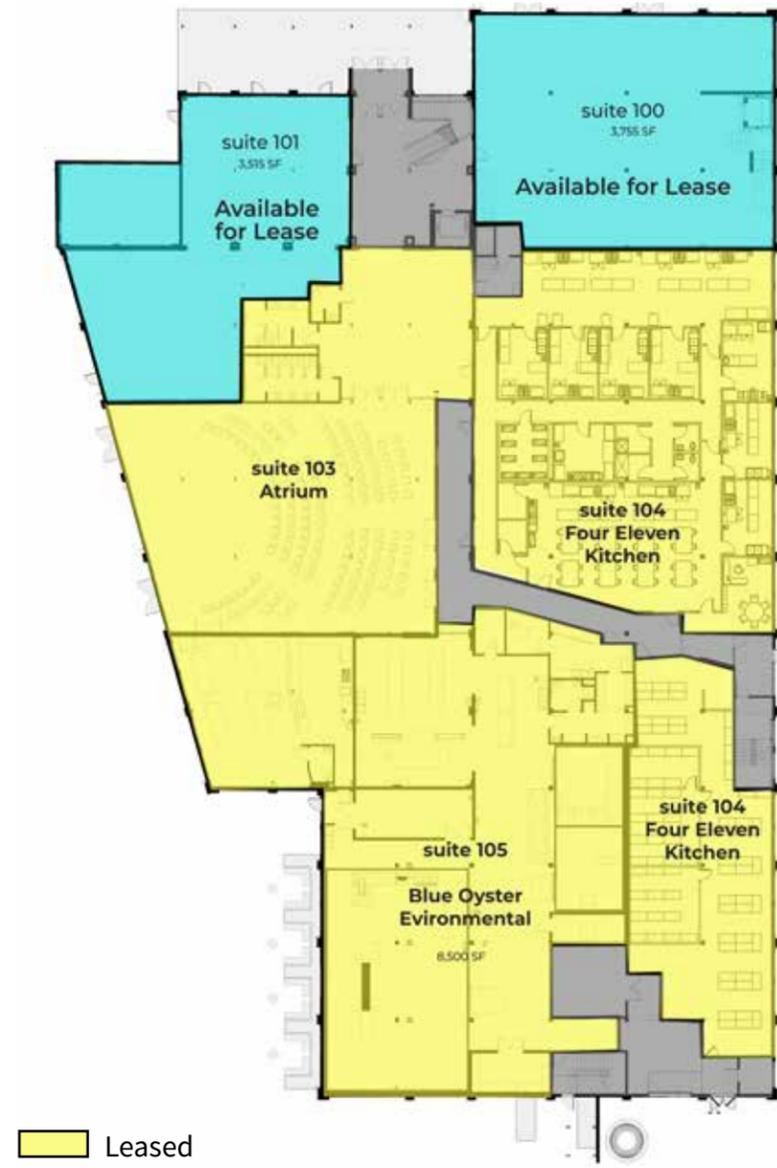
Blue Oyster Environmental, a prominent oyster company, is creating a new regional processing and packaging center to improve the capacity for at least 10 oyster farmers and others in the oyster industry. The new co-op will provide efficiencies for these small companies to clean, package, and market their oysters, and it will create a new distribution network for their goods to be sold to restaurants, grocery stores, farmers markets, and the like. Through a recently enacted nutrient trading initiative, the anchor tenant will also assist companies and municipalities in obtaining the necessary credits that offset nitrogen and phosphorous pollution in the Chesapeake Bay.

Oyster Shop and Bar

As a compliment to the Packing and Distribution Center, the oyster bar and shop will offer fresh oysters for take-out or to enjoy on site as well as grilled oyster fare and local beverages.

A breathtaking space

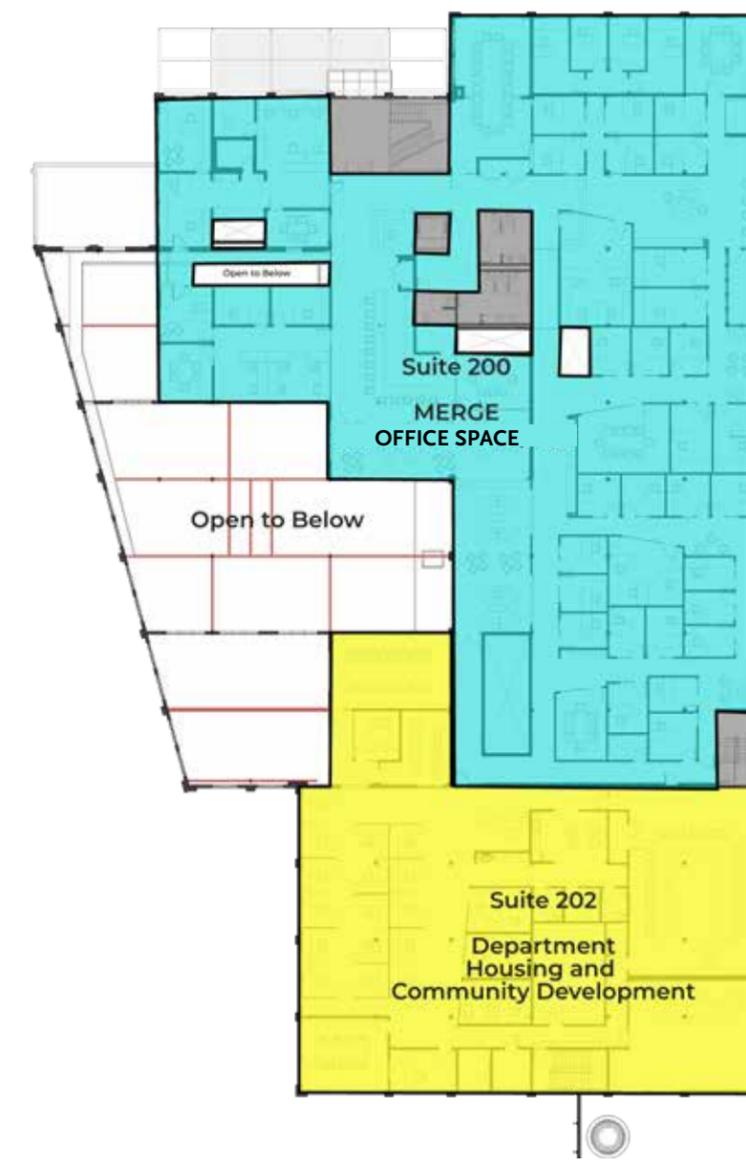
Easily accessible to downtown Cambridge, The Packing House is a prominent site that radiates with all the features today's mixed use communities offer while capturing the character of the area's past.



LEVEL ONE

Building features include:

- Historic adaptive reuse of the existing Phillips Company F
- Class A office space
- Large windows
- Exposed brick
- Soaring ceilings
- Historic architectural features
- Open floor plans
- Unique conference and atrium event facility
- LEED Gold certification
- Onsite free parking
- Adjacent to Cannery Park



LEVEL TWO

*All square footage is approximate.

Suite 200 The MERGE - Shared Office Space

MERGE is Cambridge's newest shared office space, featuring private offices and shared workspace for entrepreneurs, creators, and innovators, located at The Packing House. MERGE is an inspiring work environment, designed specifically with creators in mind and tailored to provide entrepreneurs what they need.

Choose from short- or long-term leases. All private office leases come with access to meeting rooms, high-speed internet, shared business center, and experienced on-site support. Take advantage of amenities including: shared kitchen and break room, networking and community events and more.

Suite 202 Department of Housing and Community Development (MDHCD)

MDHCD's mission will be a focus on community engagement, facilitate lending to individuals and business, expand rural broadband access, resolve vacancies, and expand home ownership along Maryland's Eastern Shore.

HISTORY

Redeveloping this historic significant building as an entrepreneurial engine for the Cambridge community in a manner that celebrated Cambridge's unique heritage preserves the legacy of the Phillips Packing Company.

The Packing House is a 60,000 square foot vacant warehousebuilding in a neglected industrial section of Cambridge. It is the last remaining factory from the Phillips Company's empire of befealbe and food packing businesses, which oncemployed thousands of people in Cambridge. The companyclosed in the 1960s, and the building has been deterioratingfor decades.



THE PACKING HOUSE

PROJECT TEAM

**cross
street**
PARTNERS

Headquartered in Baltimore, **Cross Street Partners** is a vertically integrated real estate company focused exclusively on rebuilding communities by creating vibrant, mixed-use neighborhoods on a foundation of innovation and entrepreneurial activity. The company specializes in adaptive reuse of historic properties, brownfield remediation, sustainable design and building practices, and transit-oriented development. Started in 2010, the principals of Cross Street Partners bring decades of experience in transforming urban neighborhoods. A special focus is the company's adaptive reuse of magnificent but neglected old buildings.

**QUINN
EVANS**

Quinn Evans Architects is a preeminent authority in preservation and sustainable stewardship, and plays an increasingly influential role in defining the future of the field. QEA has grown from a two-man studio founded in 1984 to a thriving multi-faceted firm with a national presence. The firm has four full-service offices in Washington, DC, Baltimore, MD, Ann Arbor, and Detroit, MI, as well as a studio in Madison, WI. Today they focus on providing award-winning architecture and design with a perspective informed by history and place.

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