

Presentation to the 2011 MEREDA Forecast Conference



SoundVest Properties

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The Mid-Coast Region is at the Heart of the Maine Business/R&D Triangle:

- Expanding IT/New Media Sector
- Expanding rail transportation for passengers/freight
- Access to Industry leading R&D & Academic/Technical support
- Linked to all major transportation systems: I 95 corridor, regional airports, freight & passenger rail, and deep water shipping access points
- Bandwidth availability to meet all of your business & R&D needs
- Great existing commercial space and room to expand

This robust economic region is made up of four business centers:

- **Thomaston**
- **Rockland**
- **Camden**
- **Rockport**

Four bustling/vibrant communities linked as one economic district in Mid-Coast Maine, one of the fastest growing business regions in the NE.

Over 25 national and international magazines and news papers - such as the New York Times, The Economist, & "Newsweek - have rated these communities as some of the best places to live in the U.S. Over the past three years communities of Knox County have enjoyed national television exposure on NBC, ABC, The Food Network, CNN and the Discovery Channel.

Thomaston: Major Cultural Amenities

- Montpellier- The General Henry Knox Museum
- Thomaston's traditional small town 4th of July parade & fireworks
- Museum in the Streets
- Maine Street Historical Timeline
- Thomaston Library – Children's Reading Corner
- Thomaston Historical Society
- Overlook, Village and Highland Trails

Thomaston: Emerging Industries

- Yacht Construction & Services
- Green Building
- Dining
- Ocean Studies
- Viniculture
- Antique Showcase & Auctions



Thomaston: Major Established Industries

- Manufacturing
- Processing
- Marine Trades
- Construction
- Fishing
- Hospitality & Tourism
- Retail
- Arts & Culture
- Financial Services



Thomaston Properties: Total Square Feet / Vacancy

- **Retail Space:** 220,000 Square Feet / 0.00%
- **Office Space:** 40,000 Square Feet / 7.00%
- **Industrial Space:** 100,000 Square Feet / 0.00%

Rental Rates:

- **Retail Space:** Strip Center: \$15/sf - \$18/sf NNN
Main Street: \$8/sf - \$12/sf Mod. Gross
- **Office Space:** Class A: \$14/sf - \$16/sf NNN
Class B: \$8/sf - \$12/sf Mod. Gross
- **Industrial:** Class A: \$3.50/sf - \$5.00/sf Mod. Gross
Class B: \$2/sf - \$4/sf Gross

Rockland: Major Cultural Amenities

- Maine Seafood Festival (aka "The Lobster Festival)
- North Atlantic Blues Festival
- Maine Boats, Homes & Harbors Festival
- Summer Solstice
- Festival of Lights celebrations
- Project Puffin Visitor Center
- Farnsworth Museum & Homestead and Wyeth Center
- ME Coastal Island National Wildlife Refuge - ME Discovery Ctr
- Maine Lighthouse Museum
- Strand Theatre
- Lincoln Street Center for the Arts
- Owls Head Transportation Museum

Rockland: Emerging Industries

- Renewable Energy
- New Medias
- Yacht Services
- Green Building and Energy Efficiency Retrofitting
- Lobster Processing
- Publishing
- Dining
- Marine Aquaculture
- Transportation Services
- IT Services

Rockland: Major Established Industries

- Manufacturing
- Processing
- Marine Trades
- Construction
- Fishing
- Hospitality & Tourism
- Bio-Science
- Retail
- Arts & Culture
- Financial Services
- Healthcare
- Graphic Design & Media Services



Rockland Properties: Total Square Feet / Vacancy

- **Retail Space:** 1,300,000 Square Feet / 0.50%
- **Office Space:** 550,000 Square Feet / 4.00%
- **Industrial Space:** 1,700,000 Square Feet / 0.70%

Rental Rates:

- **Retail Space:** Shopping Center: \$12/sf - \$18/sf NNN
Main Street: \$8/sf - \$12/sf Mod. Gross
- **Office Space:** Class A: \$12/sf - \$16/sf NNN
Class B: \$8/sf - \$12/sf Mod. Gross
- **Industrial:** Class A: \$3.50/sf - \$4.00/sf Gross
Class B: \$2/sf - \$3/sf Gross

Camden/Rockport: Major Cultural Amenities

- United States Toboggan National Championships
- "Eve of Independence" concert & harbor fireworks, July
- The Camden Windjammer Festival
- Christmas by the Sea
- Camden International Film Festival
- Frederick Law Olmstead –designed Harbor Park & Amphitheatre
- Cellardoor Winery (Lincolnville)
- Center for Maine Contemporary Art (Rockport)
- Camden Opera House
- Rockport Opera House
- Bay Chamber Concerts
- Pop the Cork! Celebration (Rockport) (June)
- HarborArts Juried Art Shows (July & October by the harbor)

Camden/Rockport: Emerging Industries

- Viniculture
- Green Architecture
- Intellectual Property
- Green Building
- Artisanal Food Production



Camden/Rockport: Major Established Industries

- IT/New Media
- Medical Services
- Conferences & Meetings
- Marine Trades & Yacht Services
- Construction
- Hospitality & Tourism
- Retail
- Arts & Culture
- Education
- Healthcare
- Financial Services & Insurance
- Publishing
- Graphic Design & Media Services
- Precision Manufacturing



Camden Properties: Total Square Feet / Vacancy

- **Retail Space:** 450,000 Square Feet / 0.50%
 - **Office Space:** 220,000 Square Feet / 6.70%
 - **Industrial Space:** 230,000 Square Feet / 1.50%
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Rental Rates:

- **Retail Space:** Shopping Center: \$12/sf - \$16/sf NNN
Main Street: \$10/sf - \$14/sf Mod. Gross
- **Office Space:** Class A: \$12/sf - \$16/sf NNN
Class B: \$10/sf - \$12/sf Mod. Gross
- **Industrial:** \$4/sf - \$6/sf Gross

Rockport Properties: Total Square Feet / Vacancy

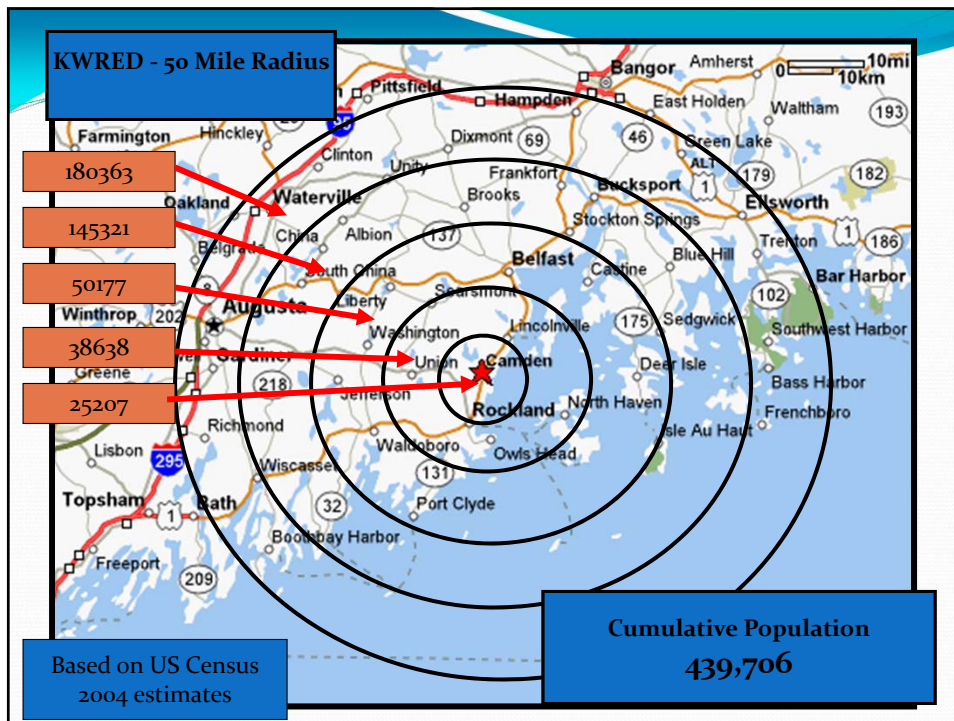
- **Retail Space:** 460,000 Square Feet / 0.50%
 - **Office Space:** 560,000 Square Feet / 3.20%
 - **Industrial Space:** 150,000 Square Feet / 1.10%
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Rental Rates:

- **Retail Space:** Shopping Center: \$12/sf - \$16/sf NNN
Main Street: \$8/sf - \$12/sf Mod. Gross
- **Office Space:** Class A: \$12/sf - \$16/sf NNN
Class B: \$8/sf - \$12/sf Mod. Gross
- **Industrial:** Class A: \$3.50/sf - \$4/sf Gross
Class B: \$2/sf - \$3/sf Gross

Why Mid-Coast Maine?

- Cumulative population: 90,000+/-
- Annual tourist traffic: 2,200,000+/-
- Trade area population: 114,000+/-
- Unemployment rate: 5.9% (below state average)
- Average commute for work - 22.5 minutes
- The heart of Maine's tourism industry
- The hub of Maine's Marine Trade, Boat Building & Composites Industry
- A stunning natural setting from where one can work anywhere in the world
- Cultural assets that rival urban centers
- Small, safe, beautiful communities - all within a vibrant and thriving region



Regional Incentives & Support Available

- Pine Tree Zone designation
- In Camden- 'Free Land for Jobs' program
- Maine Technology Institute *Technology & Innovation* grants
- USDA Rural Development grants and loans
- ME Dept. of Economic & Community Development Community Development Block Grants
- Access to support from Maine Small Business Development Centers
- Dedicated Economic & Community Development Directors in each town with a commitment to inter-community collaboration
- Supportive & interconnected local Chambers of Commerce
- Regional support services from Knox Waldo Regional Economic Development and the supra-regional Midcoast Economic Development District

Future Planned Projects

- Super Wal-Mart – 150,000 sq.ft.
- Tractor Supply Co. – 22,000 sq.ft.
- Convenience Store/Fast Food Rest. – 8,000 sq.ft.
- Thomaston Green – 42 residential units/12 commercial spaces.
- Riverwood subdivision – 13 residential units.
- Knox Mill Condominiums – 25 residential units.

In the immediate area (on Route 1 in Thomaston) there is 60+/- acres of land zoned commercial available ranging in price between \$30,000/acre an \$500,000/acre. Pad site rentals range between \$40,000/acre and \$60,000/acre NNN.

Education/Higher Learning

Many Flags/One Campus (MF/OC) is a unique concept for Maine. It will promote educational and administrative efficiency by combining and integrating in one physical location the programs, degrees, students, faculty, staff, classrooms, labs, technology, infrastructure and administrative functions from the following institutions:

- Oceanside High School (the combine Regional High School for RSU 13)
- Mid Coast School of Technology (the Region 8 Career and Technical facility)
- Higher Education Center -University of Maine and Maine Community College System
- Industry Centers of Excellence - beginning with the Marine Systems Training Center

• Source: Many Flags/One Campus' Website.

I would like to acknowledge the following for the information provided in this presentation:

- Camden-Rockport-Lincolnville Chamber of Commerce
- Penobscot Bay Regional Chamber of Commerce
- Knox-Waldo Regional Economic Development
- City of Rockland
- Town of Rockport
- Town of Thomaston
- Town of Camden Office of Economic & Community Development
- Maine Department of Labor
- Maine State Planning Office