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**FAMILY-OWNED CAPITAL CITY MAMBO SAUCE ESTABLISHING
HEADQUARTERS AND DISTRIBUTION FACILITY
AT MELFORD TOWN CENTER IN PRINCE GEORGE'S COUNTY**

Specialty condiment manufacturers signs 8,280 square foot lease with St. John Properties, Inc.

BALTIMORE, MD (May 11, 2021) – **Capital City, LLC**, a minority, family-owned specialty food manufacturer of Mambo Sauce, has signed a lease with **St. John Properties, Inc.** for 8,280 square feet of space within Melford Town Center. Established in 2011 in the kitchen of husband-and-wife team Arsha and Charles Jones, the Maryland-based company intends to relocate its corporate headquarters and distribution facility to the 466-acre mixed-use community in Prince George's County this summer. **Bill Jautze** of St. John Properties represented the landlord in this transaction.

Mambo Sauce, a popular Washington D.C. staple, is a sweet, sticky and tangy condiment commonly-used on chicken wings. Capital City started in the kitchen of Arsha and Charles Jones when the couple found it increasingly inconvenient to travel to Washington, D.C. on a regular basis to purchase their beloved Mambo Sauce. They began experimenting with recipes that closely replicated their favorite brands to satisfy the needs of their immediate family and, upon finding success, started selling the product online. Demand quickly escalated, and soon the product made its way into area grocery stores, including Food Lion, Giant Food, Harris Teeter, Safeway and Wegmans Food Markets. Other retailers and restaurants, such as Target and Papa John's Pizza, became regular customers soon after.

“Like many successful enterprises, necessity was the mother of invention, as we were simply looking for a steady supply of our favorite sauce for our family,” Arsha Jones explained. “When sales started to take off, we decided to make a go of it because of the tremendous reception of the product, and we quickly outgrew our home kitchen. Warehouse and distribution space is somewhat limited in the greater Annapolis area, and we pass Melford Town Center regularly on our trips to Washington, D.C. The central location in the Baltimore-Washington, D.C. corridor will make it convenient and more efficient to service our growing customer list.”

Capital City currently offers Mild and Sweet Hot Mambo Sauce varieties with sizes ranging from 12 ounces up to one-gallon. Although typically used on chicken wings, the sauce can also spice up pizza, salmon, Hawaiian Chicken and short rib dishes, as well as fried chicken and waffle sandwiches.

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Capital City will occupy space within 5021 Howerton Way, a single-story building containing 39,120 square feet of flex/R&D space. The building earned LEED Gold certification from the U.S. Green Building Council (USGBC) for its use of building materials and operating systems that contribute to an eco-friendly environment and conserve energy resources.

Located at the intersection of US Route 50 and MD Route 3/301 in Bowie, St. John Properties has developed more than one million square feet of commercial office, flex/R&D and retail space at Melford Town Center. The mixed-use community contains a Courtyard by Marriott hotel, and more than 85,000 square feet of retail space and residential units are planned for the future. It is located approximately 18 miles from BWI Airport and 25 miles from downtown Baltimore and Washington, D.C. Nearly 120,000 vehicles pass the mixed-use community via US Route 50 each day.

“Capital City is an entrepreneurial success story that is thriving in the highly-competitive specialty foods sector,” explained Sean Doordan, Senior Vice President of Leasing and Acquisitions for St. John Properties. “Melford Town Center offers huge advantages for Capital City’s operation given it’s strategic location near Annapolis, Baltimore and Washington D.C. and building flexibility that can accommodate a variety of needs.”

Founded in 1971 and headquartered in Baltimore, Maryland, St. John Properties, Inc. is one of the Mid-Atlantic’s largest privately held commercial real estate firms. The company is distinguished by their commitment to customer service, achievements in green building, and top-rated workplace culture. Throughout St. John Properties’ 50-year history, the company has developed more than 21 million square feet of flex/R&D, Office, Retail and Warehouse space serving more than 2,500 clients in Maryland, Colorado, Louisiana, Nevada, Pennsylvania, Virginia, Utah, and Wisconsin. For more information about the company, visit www.sjpi.com.