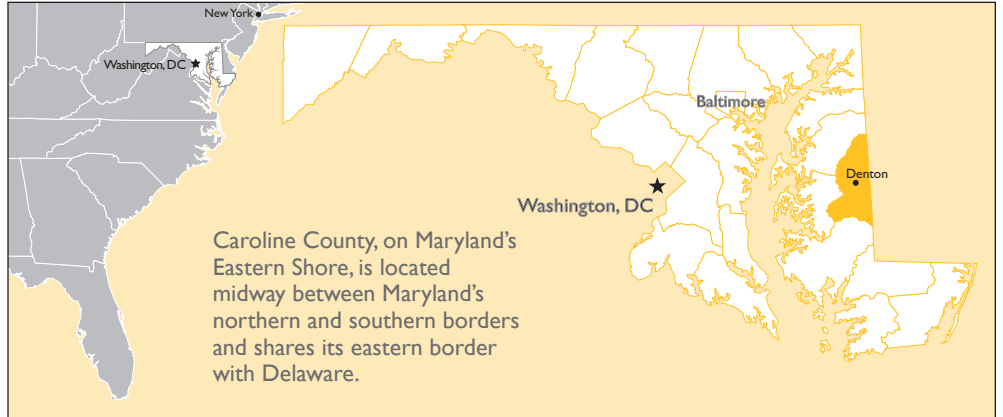


# Brief Economic Facts

## CAROLINE COUNTY, MARYLAND

Caroline County is a strong economic center on Maryland's Eastern Shore. Its leading industries include manufacturing, transportation and logistics, and traditional and value-added agriculture, with private sector industries generating \$846 million in economic output. The county offers a sizable technical workforce that is well suited to meet the needs of business in the leading industry sectors. Its location on major transportation arteries that serve the Mid-Atlantic region has helped Caroline County become a major logistics hub, especially for the agricultural industry.



Industrial development is located strategically throughout Caroline County: three parks in the town of Federalsburg, three industrial areas in the town of Denton, and a shovel-ready technology specialty park in Ridgely. The county offers a manufacturing tax credit, Enterprise Zone advantages, and federal Opportunity Zone designations.

Caroline County has robust partnerships for workforce development. The Caroline Career and Technology Center offers the Advanced Manufacturing Program, a hands-on course of study in which students work closely with dozens of local businesses to complete projects based on real-world problems. Program graduates will be prepared to take the Manufacturing Skills Standards Council Certified Production Technician certification.

### LOCATION

Driving distance from Denton:	Miles	Kilometers
Atlanta, Georgia	689	1,108
Baltimore, Maryland	61	98
Boston, Massachusetts	395	636
Chicago, Illinois	746	1,200
New York, New York	184	296
Philadelphia, Pennsylvania	96	154
Pittsburgh, Pennsylvania	282	454
Richmond, Virginia	170	274
Washington, DC	73	117

### POPULATION<sup>2,3</sup>

	Caroline County Households	Caroline County Population	Upper Eastern Shore*	Maryland
2000	11,097	29,772	199,406	5,296,486
2010	12,158	33,066	224,771	5,773,552
2020**	12,649	34,050	232,700	6,141,900

\*Caroline, Cecil, Dorchester, Kent and Talbot counties

\*\*Projections

Selected places population (2010): Denton 4,418; Federalsburg 2,739; Greensboro 1,931; Ridgely 1,639

### CLIMATE AND GEOGRAPHY<sup>1</sup>

Yearly Precipitation (inches)	46.0
Yearly Snowfall (inches)	14.2
Summer Temperature (°F)	75.4
Winter Temperature (°F)	36.9
Days Below Freezing	82.4
Land Area (square miles)	320.8
Water Area (square miles)	3.6
Shoreline (miles)	120
Elevation (feet)	sea level to 79

### POPULATION DISTRIBUTION<sup>2,3</sup> (2017)

Age	Number	Percent
Under 5	1,986	6.0
5 - 19	6,575	19.8
20 - 44	9,972	30.0
45 - 64	9,359	28.2
65 and over	5,301	16.0
Total	33,193	100.0
Median age		39.9 years

# Brief Economic Facts CAROLINE COUNTY, MARYLAND

## LABOR AVAILABILITY<sup>3,4,5</sup> (BY PLACE OF RESIDENCE)

Civilian Labor Force (2017 avg.)	County	Labor Mkt. Area*
Total civilian labor force	17,936	234,492
Employment	17,167	223,443
Unemployment	769	11,049
Unemployment rate	4.3%	4.7%

Residents commuting outside the county to work (2013-2017)	Number	Percent
	9,192	59.7%

Employment in selected occupations (2013-2017)	Number	Percent
Management, business, science and arts	4,325	27.6%
Service	3,365	21.5%
Sales and office	3,444	22.0%
Production, transp. and material moving	1,912	12.2%

\* Caroline, Dorchester and Talbot counties, MD, and Sussex and Kent counties, DE

## MAJOR EMPLOYERS<sup>6,7</sup> (2018)

Employer	Product/Service	Employment
Dart Container	Paper and plastic cups	595
Benedictine School for Exceptional Children	Private school for special education	450
Preston Automotive Group	Car dealers	350
Choptank Transport	Freight management	325
H&M Bay	Refrigerated trucking	255
Tri-Gas & Oil	Appliances, gas, fuel oil	200
Choptank Community Health System	Medical services	185
Choptank Electric Cooperative	Electric utility cooperative	155
Caroline Center	Services for the disabled	150
M&M Refrigeration	Cooling equipment	115
Envoy of Denton	Medical services	105
Caroline Nursing Home	Medical services	100
Sisk Fulfillment	Marketing services	90
Burriss Retail Logistics	Refrigerated trucking	85
Shoreline Vinyl	Vinyl fencing	85
Crystal Steel Fabricators	Structural steel	75
Hanover Foods	Processed vegetables distribution	75
Medifast	Dietary health products	75
Unisite Design	Outdoor metal furniture	75
Maryland Plastics	Plastic tableware	70
Towers Concrete Products	Building materials	60

Excludes post offices, state and local governments, national retail and national foodservice

## EMPLOYMENT<sup>4</sup> (2017, BY PLACE OF WORK)

Industry	Estab-lishments	Annual Avg. Empl.	Emp. %	Avg. Wkly. Wage
Federal government	14	71	0.7	940
State government	6	193	2.0	757
Local government	27	1,513	16.0	848
Private sector	630	7,701	81.2	774
Natural resources and mining	30	402	4.2	697
Construction	122	754	8.0	854
Manufacturing	27	1,179	12.4	799
Trade, transportation and utilities	164	2,589	27.3	777
Information	4	226	2.4	1,540
Financial activities	35	187	2.0	930
Professional and business services	89	419	4.4	992
Education and health services	54	1,197	12.6	686
Leisure and hospitality	41	447	4.7	281
Other services	59	300	3.2	654
<b>Total</b>	<b>677</b>	<b>9,479</b>	<b>100.0</b>	<b>787</b>

Includes civilian employment only

## HOURLY WAGE RATES<sup>4</sup> (2017)

Selected Occupations	Median	Entry	Experienced
Accountants	\$31.92	\$18.04	\$39.77
Bookkeeping/accounting clerks	19.44	13.87	22.21
Computer systems analysts	37.61	26.43	45.40
Computer user support specialists	22.70	16.59	25.49
Customer service representatives	13.83	9.99	18.00
Electrical engineers	32.72	25.60	41.67
Freight, stock and material movers, hand	13.44	10.15	17.66
Industrial truck operators	16.74	12.02	19.50
Inspectors, testers, sorters	14.45	10.72	20.44
Machinists	21.46	13.49	27.99
Maintenance and repair workers, general	18.34	12.99	21.94
Network administrators	33.85	21.20	43.73
Packaging/filling machine operators	15.05	11.48	16.48
Packers and packagers, hand	11.47	9.91	13.01
Secretaries	16.98	11.48	19.91
Shipping/receiving clerks	16.26	11.53	18.04
Team assemblers	12.83	10.16	16.85

Wages are an estimate of what workers might expect to receive on the Upper Eastern Shore (Caroline, Dorchester, Kent, Queen Anne's and Talbot counties) and may vary by industry, employer and locality

# Brief Economic Facts CAROLINE COUNTY, MARYLAND

## SCHOOLS AND COLLEGES<sup>3,8</sup>

### Educational Attainment - age 25 & over (2013-2017)

High school graduate or higher	83.3%
Bachelor's degree or higher	16.6%

### Public Schools

Number: 5 elementary; 2 middle; 3 high
Enrollment: 5,829 (Sept. 2018)
Cost per pupil: \$12,930 (2016-2017)
Students per teacher: 13.8 (Oct. 2017)
High school career / tech enrollment: 905 (2017)
High school graduates: 329 (July 2017)

### Nonpublic Schools

Number: 5 (Sept. 2017)
------------------------

Higher Education	Enrollment ('18)	Degrees ('17)
------------------	------------------	---------------

### 2-year institution

Chesapeake College*	2,081	250
---------------------	-------	-----

Several major universities are located in the region, including Salisbury University, University of Maryland Eastern Shore and Washington College.

\* Located in adjacent Queen Anne's County; coursework is offered at North Caroline High School and other locations in the region

## TAX RATES<sup>9</sup>

	Caroline Co.	Maryland
<b>Corporate Income Tax (2019)</b>	none	8.25%

Base – federal taxable income

<b>Personal Income Tax (2019)</b>	3.20%	2.0%-5.75%*
-----------------------------------	-------	-------------

Base – federal adjusted gross income

\*Graduated rate peaking at 5.75% on taxable income over \$300,000

<b>Sales &amp; Use Tax (2019)</b>	none	6.0%
-----------------------------------	------	------

Exempt – sales for resale; manufacturer's purchase of raw materials; manufacturing machinery and equipment; purchases of materials and equipment used in R&D and testing of finished products; purchases of computer programs for reproduction or incorporation into another computer program for resale

<b>Real Property Tax (FY 19)</b>	\$0.98	\$0.112
----------------------------------	--------	---------

Effective rate per \$100 of assessed value

In an incorporated area, the county rate may vary and a municipal rate will also apply

Upon application to the county, a manufacturer engaged in new construction may be eligible for a five-year tax abatement on real property

### Business Personal Property

<b>Tax (FY 19)</b>	none	none
--------------------	------	------

The county offers a tax credit on all ordinary business personal property

\$2.45/\$100 applicable to utility operating property only

In an incorporated area, a municipal rate will apply; municipal exemptions may be available

### Major Tax Credits Available

One Maryland, Enterprise Zone, Job Creation, More Jobs for Marylanders (Tier I), R&D, Biotechnology and Cybersecurity Investment, A&E District

## INCOME<sup>3</sup> (2013-2017)

Distribution	Percent Households		
	Caroline Co.	Maryland	U.S.
Under \$25,000	22.6	14.2	21.3
\$25,000 - \$49,999	24.7	17.1	22.5
\$50,000 - \$74,999	19.1	16.5	17.7
\$75,000 - \$99,999	12.3	13.1	12.3
\$100,000 - \$149,999	14.6	18.7	14.1
\$150,000 - \$199,999	3.8	9.7	5.8
\$200,000 and over	2.8	10.7	6.3
Median household	\$52,469	\$78,916	\$57,652
Average household	\$66,763	\$103,845	\$81,283
Per capita	\$25,355	\$39,070	\$31,177
Total income (millions)	\$801	\$226,495	\$9,658,475

## HOUSING<sup>3,10</sup>

Occupied Units (2013-2017)	11,996 (71.2% owner occupied)
----------------------------	-------------------------------

### Housing Transactions (2018)\*

Units sold	351
Median selling price	\$181,574

\*All multiple listed properties; excludes auctions and FSBO

## BUSINESS AND INDUSTRIAL PROPERTY<sup>6</sup>

**Federsburg Industrial Park:** Encompassing 250 acres, the park features existing industrial structures; Maryland & Delaware Railroad line borders the park.

**Frank M. Adams Industrial Park:** Industrial sites on 22 acres, served by the Maryland & Delaware Railroad.

**Caroline Industrial Park:** Located one-half mile from downtown Federsburg, encompassing eight acres.

**Denton Industrial Park:** Encompasses 120 acres; several existing structures and prepared building sites are available.

**Mid-Shore Technology Park:** Provides the unique opportunity to build a new facility that is perfectly suited to your needs; 22 acres of fully-developed lots available.

All Caroline County Industrial Parks are equipped with electricity, water and sewer, broadband internet access, paved roads, and fire and police protection.

Buildings from 3,000 sf to 190,000 sf are available in the county.

Market Profile Data (2018)	Low	High	Average
----------------------------	-----	------	---------

### Land – cost per acre

Industrial	\$16,000	\$33,000	\$24,500
Office	\$16,000	\$75,000	\$45,500

### Rental Rates – per square foot

Warehouse / Industrial	\$5.00	\$8.00	\$6.50
Flex / R&D / Technology	\$8.00	\$10.00	\$9.00
Class A Office	\$12.00	\$16.00	\$14.00

# Brief Economic Facts CAROLINE COUNTY, MARYLAND

## TRANSPORTATION

**Highways:** Maryland arteries connect with U.S. 50, U.S. 301, and U.S. 13

**Rail:** Caroline-based Maryland and Delaware Railroad serves the surrounding region with local service and transfer to the national rail network

**Truck:** Over 100 miles of north-south and east-west truck routes; dozens of for-hire trucking companies base operations in Caroline

**Water:** Region served by the Port of Baltimore, 50' channel; a leading U.S. automobile and break-bulk port; seven public terminals including the state-of-the-art Intermodal Container Transfer Facility (60 miles from Denton)

**Air:** Baltimore/Washington International Thurgood Marshall Airport (BWI) is 60 miles from Denton, an approximate one-hour drive from the county; charter services are available at Easton (15 miles from Denton; 2 runways; longest at 5500') and Ridgely Airpark (5 miles from Denton; 3200' runway); Ronald Reagan Washington National Airport is 78 miles (90 minutes) and Dulles International near Washington, D.C. is 103 miles (2 hours)

## RECREATION AND CULTURE

**Parks:** Caroline has over 8,000 acres of public parks, nature preserves, and wildlife sanctuaries, including Tuckahoe State Park (3,800 acres) and Adkins Arboretum (500 acres); several private parks also offer camping, swimming, fishing and boat rentals; municipal parks in seven towns offer field sports

**Recreation:** Outdoor activities include canoeing, golfing, shooting, biking, hiking, bird watching, hang gliding, horseback riding, ballooning, camping, boating, fishing and hunting

**Trails:** Harriet Tubman Underground Railroad Scenic Byway, Chesapeake Country Scenic Byway, Civil War Trail, Tuckahoe & Choptank Rivers Water Trail, Tuckahoe Farmland Bike Trail, and Marshyhope River Hiker-Biker Trail

**Historical:** Caroline is host to many heritage attractions including Steamboat Wharf, Museum of Rural Life, Linchester Mill, and the County Courthouse

**Arts & Entertainment District:** Denton

**Attractions:** The Foundry Community Arts Gallery, Fiber Arts Center of the Eastern Shore, Museum of Rural Life, Adkins Arboretum, Linchester Mill, and two local microbreweries

**Accommodations:** Six bed and breakfasts, five campgrounds, and a 60-room Best Western Hotel

## UTILITIES

**Electricity:** Delmarva Power and the Choptank Electric Cooperative, Inc.; customers of investor-owned utilities and major cooperatives may choose their electric supplier

**Gas:** Natural gas is available in Federalsburg; low-cost propane and biomass fuel are available throughout the county

**Water and Sewer:** Municipal systems in Denton, Federalsburg, Greensboro, Preston, and Ridgely

**Telecommunications:** High-speed internet offered by Comcast and a consortium of suppliers through Maryland Broadband; many local and long distance phone carriers available

## GOVERNMENT<sup>11</sup>

**County Seat:** Denton

**Government:** Three commissioners elected at large for four-year terms; code home rule government allows for broad local legislative authority

Larry C. Porter, President, Board of County Commissioners  
410.479.0660

Jeremy Goldman, County Administrator 410.479.0660

**Website:** [www.carolinemd.org](http://www.carolinemd.org)

**County Bond Rating:** AA- (S&P); A3 (Moody's)

**Caroline County Economic Development**

Debbie Bowden, Director

9194 Legion Rd., Suite 1

Denton, Maryland 21629

Telephone: 410.479.4188

Email: [info@carolinebusiness.com](mailto:info@carolinebusiness.com)

[www.carolinebusiness.com](http://www.carolinebusiness.com)

### Sources:

- 1 National Oceanic and Atmospheric Administration (1981-2010 normals); Maryland Geological Survey
- 2 Maryland Department of Planning
- 3 U.S. Bureau of the Census
- 4 Maryland Department of Labor, Licensing and Regulation, Office of Workforce Information and Performance
- 5 U.S. Bureau of Labor Statistics
- 6 Caroline County Economic Development
- 7 Maryland Department of Commerce
- 8 Maryland State Department of Education; Maryland Higher Education Commission
- 9 Maryland State Department of Assessments and Taxation; Comptroller of the Treasury
- 10 Maryland Association of Realtors
- 11 Maryland State Archives; Maryland Association of Counties