

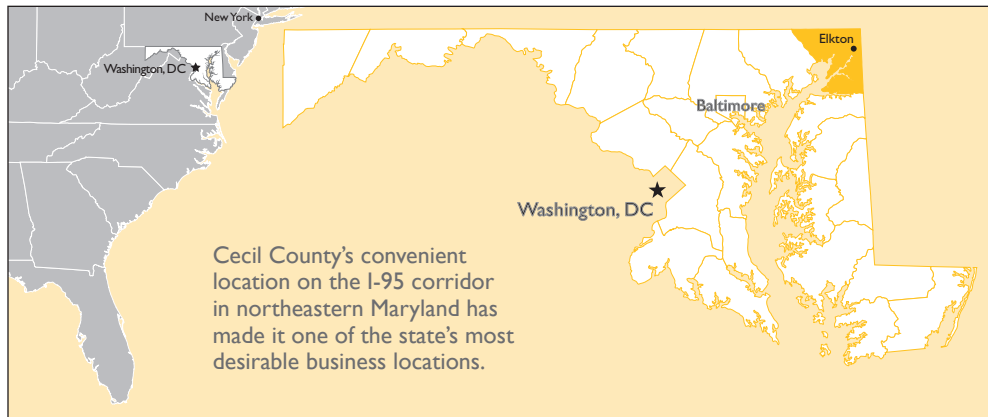
Brief Economic Facts

CECIL COUNTY, MARYLAND

Cecil County's desirable Mid-Atlantic location on the I-95 corridor in north-eastern Maryland has made it one of the region's most sought after business locations.

Situated midway between the metropolitan areas of Baltimore and Philadelphia, Cecil County's strategic location offers businesses overnight access to markets of over 90 million people and approximately one third of the nation's effective buying income. Close proximity to two international airports, main lines for CSX and Norfolk Southern railroads and Amtrak commuter lines provide additional transportation linkages.

Key employers include a host of world-class companies such as General Electric, IKEA, Orbital ATK, Restoration Hardware and W.L. Gore & Associates. Cecil County continues to draw



interest from prospects representing a diverse industry base due to the county's skilled, capable and available workforce. Cecil County's private sector job base is expected to grow by more than seven percent, with Amazon, Fortress Steel, Lidl, PetSmart, and TruAire creating over 1,800 jobs by December 2018.

LOCATION

Driving distance from Elkton:	Miles	Kilometers
Atlanta, Georgia	709	1,141
Baltimore, Maryland	50	80
Boston, Massachusetts	346	557
Chicago, Illinois	726	1,168
New York, New York	137	220
Philadelphia, Pennsylvania	47	76
Pittsburgh, Pennsylvania	263	422
Richmond, Virginia	192	310
Washington, DC	89	144

CLIMATE AND GEOGRAPHY¹

Yearly Precipitation (inches)	47.5
Yearly Snowfall (inches)	17.6
Summer Temperature (°F)	76.2
Winter Temperature (°F)	34.4
Days Below Freezing	105.3
Land Area (square miles)	359.6
Water Area (square miles)	21.2
Shoreline (miles)	217
Elevation (feet)	sea level to 535

POPULATION^{2,3}

	Cecil County		Upper Eastern Shore*	Maryland
	Households	Population		
2000	31,223	85,951	199,406	5,296,486
2010	36,867	101,108	224,771	5,773,552
2020**	40,825	108,600	241,700	6,224,550

*Caroline, Cecil, Dorchester, Kent and Talbot counties

**Projections

Selected places population (2010): Elkton 15,443; Perryville 4,361; North East 3,572; Rising Sun 2,781; Charlestown 1,183

POPULATION DISTRIBUTION^{2,3} (2016)

Age	Number	Percent
Under 5	5,781	5.6
5 - 19	20,198	19.7
20 - 44	31,160	30.4
45 - 64	30,413	29.6
65 and over	15,051	14.7
Total	102,603	100.0
Median age		40.3 years

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LABOR AVAILABILITY^{3,4,5} (BY PLACE OF RESIDENCE)

Civilian Labor Force (2016 avg.)	County	Labor Mkt. Area*
Total civilian labor force	52,581	484,762
Employment	49,918	463,864
Unemployment	2,663	20,898
Unemployment rate	5.1%	4.3%

Residents commuting outside the county to work (2011-2015)	Number	Percent
	25,187	52.5%

Employment in selected occupations (2011-2015)	Number	Percent
Management, business, science and arts	17,483	35.8%
Service	8,827	18.1%
Sales and office	10,622	21.7%
Production, transp. and material moving	6,635	13.6%

* Cecil and Harford counties, MD, and New Castle County, DE

MAJOR EMPLOYERS^{6,7} (2016)

Employer	Product/Service	Employment
W.L. Gore & Associates	GORE-TEX® medical products / R&D	2,405
Perry Point VA Medical Center*	Medical services	1,500
Union Hospital / Affinity Health System	Medical services	1,235
IKEA	Home furnishings distrib.	580
Cecil College	Higher education	515
Orbital ATK	Propellants, rocket motors	465
Terumo Medical Products	Medical products / R&D	340
Penn National Gaming / Hollywood Casino	Casino gaming	335
Terumo Cardiovascular Systems	Medical products / R&D	270
Burriss Logistics	Refrigerated trucking	250
Warwick Mushroom Farms	Mushroom production	250
Sandy Cove Ministries	Conf. and retreat center	230
C&S Wholesale Grocers	Food products distribution	225
Kenneth O. Lester / PFG	Food products distribution	205
Calvert Manor Healthcare Center	Nursing care	200
Moon Nurseries	Nursery products	200
Restoration Hardware	Home furnishings distrib.	200
YMCA of Cecil County	Recreation and sports ctr.	200
Bayside Comm. Network	Services for the disabled	190
Upper Bay Counseling	Medical services	185

Excludes post offices, state and local governments, national retail and national foodservice; includes higher education

* Employee counts for federal and military facilities exclude contractors to the extent possible; embedded contractors may be included

EMPLOYMENT⁴ (2016, BY PLACE OF WORK)

Industry	Estab-lishments	Annual Avg. Empl.	Emp. %	Avg. Wkly. Wage
Federal government	31	1,863	5.9	\$1,484
State government	10	554	1.8	932
Local government	46	4,038	12.8	871
Private sector	1,881	25,031	79.5	839
Natural resources and mining	44	994	3.2	703
Construction	221	1,619	5.1	1,115
Manufacturing	74	4,233	13.4	1,555
Trade, transportation and utilities	445	6,485	20.6	711
Information	10	120	0.4	1,094
Financial activities	157	541	1.7	830
Professional and business services	282	1,438	4.6	832
Education and health services	205	4,143	13.2	804
Leisure and hospitality	246	4,533	14.4	366
Other services	197	925	2.9	578
Total	1,968	31,486	100.0	883

Includes civilian employment only

HOURLY WAGE RATES⁴ (2016)

Selected Occupations	Median	Entry	Experienced
Accountants	\$30.32	\$24.23	\$39.04
Bookkeeping/accounting clerks	20.07	13.71	23.72
Computer network support specialists	30.95	22.69	36.90
Computer systems analysts	42.80	27.81	50.99
Customer service representatives	16.34	10.54	19.45
Electrical engineers	46.12	33.50	55.09
Freight, stock and material movers, hand	14.19	11.57	17.12
Industrial truck operators	17.97	13.04	21.97
Machinists	24.18	13.12	29.06
Maintenance workers, machinery	21.17	15.64	25.39
Network administrators	46.90	34.42	55.86
Packaging and filling machine operators	16.10	11.40	20.98
Packers and packagers, hand	11.10	9.79	13.35
Secretaries	17.80	12.29	21.19
Shipping/receiving clerks	18.08	13.11	21.18
Team assemblers	15.14	10.06	17.71

Wages are an estimate of what workers might expect to receive in Cecil and Harford counties and may vary by industry, employer and locality

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SCHOOLS AND COLLEGES^{3,8}

Educational Attainment - age 25 & over (2011-2015)

High school graduate or higher	87.9%
Bachelor's degree or higher	22.0%

Public Schools

Number: 17 elementary; 6 middle; 6 high
Enrollment: 15,633 (Sept. 2016)
Cost per pupil: \$12,741 (2014-2015)
Students per teacher: 13.1 (Oct. 2016)
High school career / tech enrollment: 1,932 (2016)
High school graduates: 1,143 (July 2016)

New Cecil County School of Technology opened in Sept. 2015

Nonpublic Schools Number: 19 (Sept. 2016)

Higher Education (2016)	Enrollment	Degrees
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2-year institution

Cecil College	2,610	341
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Several major universities are within an easy commute of the county, including Washington College and the University of Delaware. Cecil College has articulation agreements with the Univ. of Delaware for their civil engineering and govt. logistics/operations mgmt. programs, Frostburg University for their material science program, and with 45 other public and private institutions in Maryland and bordering states which allow students to study during their first two years at home while providing significant costs savings in degree pursuit..

TAX RATES⁹

	Cecil Co.	Maryland
Corporate Income Tax (2017) Base – federal taxable income	none	8.25%
Personal Income Tax (2017) Base – federal adjusted gross income *Graduated rate peaking at 5.75% on taxable income over \$300,000	2.80%	2.0%-5.75%*
Sales & Use Tax (2017) 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	none	6.0%
Real Property Tax (FY 18) Effective rate per \$100 of assessed value In an incorporated area, a municipal rate will also apply	\$1.0414	\$0.112
Business Personal Property Tax (FY 18) Rate per \$100 of depreciated value Exempt – manufacturing and R&D machinery, equipment, materials and supplies; manufacturing, R&D and warehousing inventory In an incorporated area, a municipal rate may also apply; municipal exemptions may be available	\$2.6035	none

Major Tax Credits Available

Enterprise Zone, Job Creation, More Jobs for Marylanders, R&D, Biotechnology and Cybersecurity Investment, Arts & Entertainment District

INCOME³ (2011-2015)

Distribution	Cecil Co.	Percent Households Maryland	U.S.
Under \$25,000	16.7	15.3	23.0
\$25,000 - \$49,999	20.1	17.9	23.5
\$50,000 - \$74,999	19.5	17.1	17.8
\$75,000 - \$99,999	14.3	13.4	12.1
\$100,000 - \$149,999	18.8	18.2	13.1
\$150,000 - \$199,999	6.3	9.0	5.1
\$200,000 and over	4.3	9.2	5.3
Median household	\$66,396	\$74,551	\$53,889
Average household	\$79,189	\$97,801	\$75,558
Per capita	\$29,538	\$36,897	\$28,930
Total income (millions)	\$2,908	\$211,875	\$8,834,710

HOUSING^{2,3,10}

Occupied Units (2011-2015) 36,728 (73.6% owner occupied)

Housing Transactions	Units	Median Selling Price
All arms-length transactions (2015)	754	\$230,950
All multiple-listed properties (2016)*	1,324	\$194,765

*Excludes auctions and FSBO

BUSINESS AND INDUSTRIAL PROPERTY⁶

At the heart of the Mid-Atlantic region and nestled between two major R&D hubs, Aberdeen Proving Ground and the University of Delaware, Cecil's nine industrial and technology parks offer prime locations, affordable land and available buildings ranging from 5,000 to 160,000 sf, ready for immediate occupancy. All parks are located within a state-designated Enterprise Zone which offers real property and state income tax credits for qualifying job creation and investment.

Principio Industrial Park received fast-track designation for a proposed 1.2 million sf warehouse to be located between Restoration Hardware and General Electric. Both Principio and Bainbridge, a former Naval Training Center and future site for development, continue to receive considerable interest from prospects.

Cecil County is developing an incubator program to support entrepreneurial and small business development. The county's Technology Subcommittee is currently assessing options for a location and working to establish industry partnerships.

Market Profile Data (2016)	Low	High	Average
Land – cost per acre			
Industrial	\$40,000	\$250,000	\$100,000
Office	\$100,000	\$200,000	\$135,000
Rental Rates – per square foot			
Warehouse / Industrial	\$2.00	\$15.00	\$5.50
Flex / R&D / Technology	\$4.00	\$15.00	\$10.00
Class A Office	\$10.00	\$18.00	\$12.00

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TRANSPORTATION

Highways: I-95 (3 interchanges), U.S. 1, U.S. 40, U.S. 222, and U.S. 301

Rail: CSX Transportation, Norfolk Southern Railway, Amtrak, MARC (commuter rail)

Truck: 42 local and long-distance trucking establishments are located in the county

Water: Port of Baltimore, a leading U.S. automobile port (50' channel), the Port of Wilmington, and the Port of Philadelphia all are located within an hour's drive; the C&D Canal (35' channel) bisects Cecil County and links the Chesapeake and Delaware Bays

Air: Scheduled service is available at Baltimore/Washington International Thurgood Marshall (BWI) and Philadelphia International (PHL) Airports: PHL – 45 minutes via I-95 north; BWI – one hour via I-95 south; air service is also available at New Castle Airport in New Castle, Delaware, and Summit Aviation in Summit, Delaware; the county's newly expanded Claremont Airport has renovated facilities and a 3000' runway

RECREATION AND CULTURE

Parks: Year-round visitors to Cecil's Elk Neck State Park, Elk Neck State Forest and Fair Hill Natural Resource Area are attracted by 200 miles of shoreline, over 11,000 acres of preserved forest, fields, trails, hiking and biking paths, as well as waterfront vistas; Phase I of Calvert Regional Park was recently completed, including walking trails, synthetic turf field, and linear fields, with Phase II construction expected to begin in 2017

Recreation and Leisure: 100 miles of trails afford ample opportunity for hiking, biking, and horseback riding; five rivers, the C&D Canal and the Upper Chesapeake Bay provide abundant boating, fishing, and swimming; Cecil County offers youth sports, family friendly events, golf courses, and wonderful scenery for nature photography enthusiasts; historic towns are home to specialty shops, award winning restaurants, museums, and fascinating heritage

Attractions: Cecil County's destinations include state parks, Maryland's first casino, a creamery with homemade ice cream, wineries, boat rides, covered bridges, "pick-your-own" farms and orchards, Plumpton Park Zoo, historic villages, lighthouse, tobacco plantation, basket factory, scenic vistas, and more

Arts & Entertainment District: Elkton

Events: Family friendly events throughout the year include Highland Gathering Scottish Games, Fair Hill Races, Cecil County Fair, and Fair Hill International; town events include street festivals, art shows, car shows, triathlons, house tours, parades, wine and food festivals, fireworks, heritage celebrations, drag strip races, and walking tours; Cecil County hosted its first Bassmaster Elite Tournament in August 2015 which drew over 18,000 visitors to the area

UTILITIES

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

Gas: Elkton Gas, subsidiary of AGL Resources, supplies natural gas in Elkton area; BGE provides gas in Perryville and southwestern county; Chesapeake Utilities constructing pipeline to provide gas service to much of the growth corridor; customers may choose their gas supplier

Water: Municipal systems in Cecilton, Charlestown, Chesapeake City, Elkton, North East, Perryville and Rising Sun; Artesian Water Maryland services Port Deposit and other rural areas of the county

Sewer: County or municipal systems in Cecilton, Charlestown, Chesapeake City, Elkton, North East, Perryville, Port Deposit and Rising Sun

Telecommunications: Verizon Maryland offers Verizon Business Ethernet and other services; Comcast offers cable internet, telephone and Ethernet; Atlantic Broadband and Armstrong offer phone, cable and internet; the Maryland Broadband Coop. is implementing the Maryland Rural Broadband Initiative to develop "middle mile" fiber optic networks

GOVERNMENT¹¹

County Seat: Elkton

Government: County executive and five member county council elected for four-year terms; charter form of government allows for the separation of the executive from the legislative branch; lawmaking powers are vested in an elected legislative body Alan McCarthy, County Executive. 410.996.5203

Joyce A. Bowsbey, President, County Council 410.996.5201

Website: www.ccgov.org

County Bond Rating: AA+ (S&P); Aa2 (Moody's)

Cecil County Office of Economic Development

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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 Cecil County Office of Economic Development

7 Maryland Department of Commerce

8 Maryland State Department of Education; Maryland Higher Education Commission

9 Maryland State Dept. of Assessments and Taxation; Comptroller of the Treasury

10 Maryland Association of Realtors

11 Maryland State Archives; Maryland Association of Counties