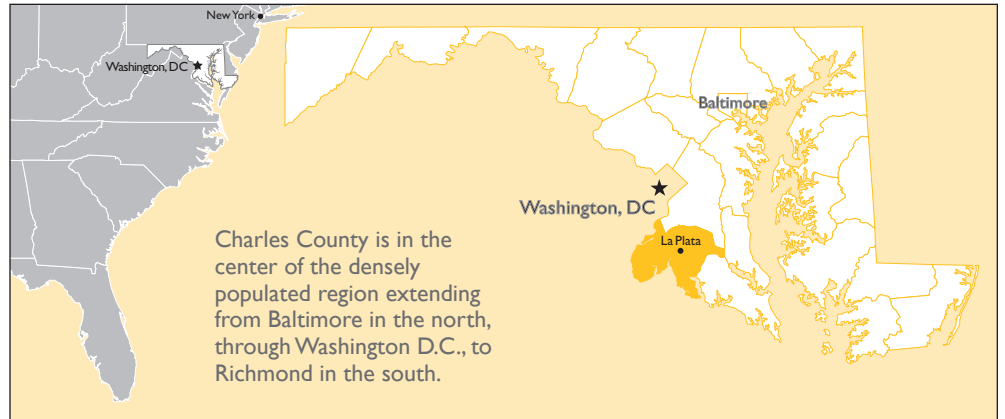


Brief Economic Facts

CHARLES COUNTY, MARYLAND

Charles County is a growing business hub that is well positioned for future development. Strategically located in the Washington D.C. metro area, the county is a prime location for businesses looking to locate or expand, offering access to a large and growing pool of talented workers, affordable and flexible real estate options, a multi-modal transportation network, and excellent educational institutions. 2,770 businesses employ 32,000 workers in the county, and draw from a labor pool of over 700,000.



Charles County is known for its rich history, panoramic waterfront views, great dining, excellent schools, and lower cost of living relative to the rest of the region. It has become an attractive place for young professionals and families looking for a vibrant community with a high quality-of-life and easy access to the surrounding major cities including Washington D.C.

Targets for business growth include federal contracting, high-value professional services, health services, R&D engineering

and computing. Charles County is home to the Naval Support Facility at Indian Head whose largest tenant, Naval Surface Warfare Center Indian Head Explosive Ordnance Disposal Technology Division (NSWCIEHODTD) has been designated as a Center of Industrial and Technical Excellence (CITE) at both the depot and arsenal levels. The command boasts the largest concentration of energetics engineers and scientists in the U.S. Navy.

LOCATION

Driving distance from Waldorf:	Miles	Kilometers
Atlanta, Georgia	609	980
Baltimore, Maryland	56	90
Boston, Massachusetts	452	727
Chicago, Illinois	710	1,143
New York, New York	241	388
Philadelphia, Pennsylvania	152	244
Pittsburgh, Pennsylvania	247	397
Richmond, Virginia	91	146
Washington, DC	25	40

CLIMATE AND GEOGRAPHY¹

Yearly Precipitation (inches)	43.6
Yearly Snowfall (inches)	16.1
Summer Temperature (°F)	75.1
Winter Temperature (°F)	38.7
Days Below Freezing	71.3
Land Area (square miles)	451.6
Water Area (square miles)	35.2
Shoreline (miles)	305
Elevation (feet)	sea level to 235

POPULATION^{2,3}

	Charles County Households	Charles County Population	Maryland part of Washington DC metro*	Maryland
2000	41,668	120,546	2,065,242	5,296,486
2010	51,214	146,551	2,303,870	5,773,552
2020**	59,786	167,050	2,490,650	6,141,900

*Calvert, Charles, Frederick, Montgomery and Prince George's counties

**Projections

Selected places population (2010): Waldorf 67,752; Bensville 11,923; La Plata 8,753; Bryans Road 7,244; Indian Head 3,844; Hughesville 2,197

POPULATION DISTRIBUTION^{2,3} (2017)

Age	Number	Percent
Under 5	9,712	6.1
5 - 19	32,873	20.6
20 - 44	51,235	32.1
45 - 64	46,494	29.1
65 and over	19,386	12.1
Total	159,700	100.0
Median age		38.2 years

Brief Economic Facts CHARLES COUNTY, MARYLAND

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

Civilian Labor Force (2017 avg.)	Labor Mkt.	
	County	Area*
Total civilian labor force	85,792	702,793
Employment	82,373	674,051
Unemployment	3,419	28,742
Unemployment rate	4.0%	4.1%

Residents commuting outside the county to work (2012-2016)	Number	Percent
	47,863	61.4%

Employment in selected occupations (2012-2016)		
Management, business, science and arts	31,795	40.9%
Service	13,692	17.6%
Sales and office	19,654	25.3%
Production, transp. and material moving	5,994	7.7%

* Charles, Calvert, Prince George's and St. Mary's counties

MAJOR EMPLOYERS^{6,7} (2017*)

Employer	Product/Service	Employment
Naval Support Facility (NSF) Indian Head**	Military installation	3,020
Univ. of Maryland Charles Regional Medical Center	Medical services	695
Lane Construction	Construction contracting	640
College of Southern Maryland	Higher education	550
Southern Maryland Electric Cooperative (SMECO)	Energy products and services	460
Sage Point Senior Living Services	Nursing care	365
The Wills Group	Fuel oil distribution	340
Genesis HealthCare^	Nursing care	280
Waldorf Ford	Car dealers	250
ADJ Sheet Metal	Structural metal	240
NRG Energy	Power generation	185
SAIC	Engineering services	155
Keller Transportation	Bus transportation	150
Tesla	Solar power systems	150
Waldorf Chevy Cadillac	Car dealers	150
Spring Dell Center	Social services	140
Community Bank of the Chesapeake	Financial services	105
Adcock's Systems	Alarm contractor	90

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

* Revised

**Employee count does not include 425 contractor employees from companies not appearing on this list

^ Includes multiple facilities

EMPLOYMENT⁴ (2017, BY PLACE OF WORK)

Industry	Estab-lishments	Annual Avg. Empl.	Emp. %	Avg. Wkly. Wage
Federal government	29	2,292	5.5	\$1,886
State government	9	550	1.3	782
Local government	67	6,873	16.5	1,024
Private sector	2,767	31,935	76.7	780
Natural resources and mining	9	31	0.1	843
Construction	368	4,155	10.0	1,217
Manufacturing	62	597	1.4	1,017
Trade, transportation and utilities	645	10,325	24.8	669
Information	21	212	0.5	1,248
Financial activities	235	1,093	2.6	1,066
Professional and business services	472	2,973	7.1	1,150
Education and health services	389	5,291	12.7	861
Leisure and hospitality	296	5,728	13.8	329
Other services	264	1,527	3.7	671
Total	2,873	41,650	100.0	881

Includes civilian employment only

HOURLY WAGE RATES⁴ (2017)

Selected Occupations	Median	Entry	Experienced
Accountants	\$36.39	\$23.25	\$44.87
Aerospace engineers	53.03	37.45	60.80
Bookkeeping/accounting clerks	19.66	14.68	23.93
Computer systems analysts	45.89	29.45	55.70
Computer user support specialists	25.31	15.30	31.85
Customer service representatives	14.35	10.24	18.82
Electrical engineers	48.88	34.92	58.44
Electronics engineering technicians	43.33	30.78	48.74
Freight, stock and material movers, hand	12.41	10.44	16.78
Industrial truck operators	26.60	18.83	30.49
Information security analyst	47.07	28.09	55.49
Maintenance and repair workers, general	20.65	13.96	24.86
Network administrators	49.29	34.21	58.22
Packers and packagers, hand	9.33	9.26	11.16
Secretaries	18.09	12.31	21.78
Shipping/receiving clerks	12.99	10.58	16.47

Wages are an estimate of what workers might expect to receive in Southern Maryland (Calvert, Charles and St. Mary's counties) and may vary by industry, employer and locality

Brief Economic Facts CHARLES COUNTY, MARYLAND

SCHOOLS AND COLLEGES^{3,8}

Educational Attainment - age 25 & over (2012-2016)

High school graduate or higher	92.8%
Bachelor's degree or higher	27.4%

Public Schools

Number: 21 elementary; 8 middle; 7 high
Enrollment: 26,891 (Sept. 2017)
Cost per pupil: \$13,735 (2016-2017)
Students per teacher: 15.1 (Oct. 2017)
High school career / tech enrollment: 3,097 (2017)
High school graduates: 2,006 (July 2017)

Nonpublic Schools

Number: 20 (Sept. 2017)

Higher Education (2017)	Enrollment	Degrees
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2-year institution

College of Southern Maryland (CSM)*	7,061	1,272
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High-quality, customizable workforce training is provided through CSM's Center for Trades and Energy Training and the Corporate Center. University of Maryland Univ. College, Towson Univ. and College of Notre Dame offer degree programs at the Waldorf Center for Higher Education. The region's world-renowned universities are within easy driving distance, and satellite courses are offered locally.

* Includes two campuses in Charles County as well as facilities in Calvert and St. Mary's counties

TAX RATES⁹

	Charles Co.	Maryland
Corporate Income Tax (2018)	none	8.25%
Base – federal taxable income		
Personal Income Tax (2018)	3.03%	2.0%-5.75%*
Base – federal adjusted gross income		
*Graduated rate peaking at 5.75% on taxable income over \$300,000		
Sales & Use Tax (2018)	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		
Real Property Tax (FY 19)	\$1.205	\$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		
Business Personal Property Tax (FY 19)	\$3.0125	none
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 will also apply; municipal exemptions may be available		

Major Tax Credits Available

Job Creation, More Jobs for Marylanders, R&D, Biotechnology and Cybersecurity Investment

INCOME³ (2012-2016)

Distribution	Percent Households		
	Charles Co.	Maryland	U.S.
Under \$25,000	11.7	14.9	22.3
\$25,000 - \$49,999	13.1	17.6	23.1
\$50,000 - \$74,999	14.9	16.9	17.8
\$75,000 - \$99,999	15.6	13.3	12.2
\$100,000 - \$149,999	22.3	18.4	13.5
\$150,000 - \$199,999	12.4	9.2	5.4
\$200,000 and over	9.9	9.7	5.7
Median household	\$91,373	\$76,067	\$55,322
Average household	\$105,550	\$100,071	\$77,866
Per capita	\$37,680	\$37,756	\$29,829
Total income (millions)	\$5,711	\$217,904	\$9,166,046

HOUSING^{2,3,10}

Occupied Units (2012-2016)	54,105 (77.4% owner occupied)
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Housing Transactions	Units	Median Selling Price
All arms-length transactions (2016)	2,402	\$310,059
All multiple-listed properties (2017)*	2,662	\$279,304

*Excludes auctions and FSBO

BUSINESS AND INDUSTRIAL PROPERTY⁶

St. Charles - One of the best master-planned communities in the country and only 11 miles from the Capital Beltway. Thousands of acres of industrial and commercial property available in parcels from one to 100+ acres in three employment parks.

Waldorf Center - Master-planned, 400,000 sf Class A office, luxury residential and R&D complex on 64 acres; home to Marriott Residence Inn. Certified site eight-month delivery is available for a new, fully permitted, 20,000 sf Class A building.

White Plains Corporate Business Park - Strategically located along US 301 in the developing White Plains business district, offering Class A lease and condo office space, flex space, and pad sites. Construction on a new 60,000 sf high quality office building has begun.

Hughesville Station Business Center - 100+ acres, will feature office, retail, flex, medical, and industrial space. Future home to College of Southern Maryland's Center for Trades and Energy Training (CTET) and Nursing and Arts Facilities.

Business Incubator
TechFire

Market Profile Data (2017)	Low	High	Average
Land – cost per acre*			
Industrial	\$20,000	\$250,000	\$110,000
Office	\$60,000	\$1,200,000	\$310,000

*Higher pricing typically reflects subdivided, shovel-ready pad sites

Rental Rates – per square foot

Warehouse / Industrial	\$4.00	\$17.00	\$7.00
Flex / R&D / Technology	\$5.00	\$13.00	\$10.00
Class A Office	\$10.00	\$30.00	\$21.00

Brief Economic Facts // CHARLES COUNTY, MARYLAND

TRANSPORTATION

Highways: U.S. 301, MD 5 and MD 210; Routes 5 and 210 connect to the National Capital Beltway (I-495) providing access to D.C. and Northern Virginia; Route 301 connects the region with Baltimore and Richmond, and serves as an alternate to I-95 through the D.C. area

Rail: CSX Transportation

Truck: Nearly 60 local and long-distance trucking establishments are located in Southern Maryland

Water: Served by the Port of Baltimore and the Potomac River

Air: County business district lies 45 minutes from Washington's Reagan National Airport and about an hour from both Dulles International and BWI Marshall Airports; Maryland Airport near La Plata has plans to upgrade to a 4200' runway and is the closest airport to D.C. for corporate jet traffic without the requirement of additional security agents

RECREATION AND CULTURE

Parks and Recreation: 300 miles of shoreline on the Potomac and Patuxent Rivers create opportunities for boating, fishing, kayaking, picnics, jet skiing, water skiing, sailing, bird watching, and treasure hunting; the county is home to miles of hiking and biking trails and 30 county parks totaling 3,626 acres with a variety of activities including a 13-mile hiker/biker trail, 60-acre lake, fishing piers, swimming, skate park, tennis courts, picnic facilities and lighted athletic fields; three state parks and four natural wildlife areas cover nearly 10,000 acres; Capital Clubhouse offers a 90,000 sf ice rink, multi-purpose field, 30-foot climbing wall, eatery, summer camps, and an on-site sporting equipment shop

Golf: White Plains Golf Course, Hawthorne Country Club and Swan Point Yacht and Country Club

Entertainment: Regency Furniture Stadium is home to the Southern Maryland Blue Crabs professional baseball club with over 70 home games, as well as concerts, expos, and other entertainment events throughout the year

Cultural and Historical: The College of Southern Maryland features theater, musical performances, art, and cultural events; award-winning Port Tobacco Players are known for excellent stage productions; Black Box Theatre offers professional theatre, music, and music festivals; the county's rich history is preserved in a number of historical sites and scenic trails

Events: Friday Night Concerts, Bass Tournaments, ASA Softball Tournament, Annual Festival, Charles County Fair, Powwow, and Rocktober Fest

UTILITIES

Electricity: Southern Maryland Electric Cooperative; customers may choose their electric supplier; county is home to NRG's Morgantown power generation plant with a capacity of 1,467 megawatts; CPV St. Charles Energy Center with a capacity of 725 megawatts

Gas: Washington Gas; customers may choose their gas supplier

Water: The county provides water for Waldorf, White Plains and Bryans Road; Indian Head and La Plata have municipal water systems

Sewer: Waldorf, White Plains, Bryans Road, Cobb Island, Clifton, and Bel Alton are served by the county; the towns of La Plata and Indian Head have municipal sewer systems

Telecommunications: Broadband services include Verizon FiOS and Comcast Business Class

GOVERNMENT¹¹

County Seat: La Plata

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

Peter F. Murphy, President, Board of County Commissioners
301.645.0550

Michael D. Mallinoff, County Administrator 301.645.0550

Website: www.charlescountymd.gov

County Bond Rating: AAA (S&P); Aaa (Moody's); AAA (Fitch)

Charles County Department of Economic Development

Darrell A. Brown, Esq., Director
10665 Stanhaven Place, Suite 206

White Plains, MD 20695

Telephone: 301.885.1340

Email: info@MeetCharlesCounty.com

www.MeetCharlesCounty.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 Charles County Department of 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