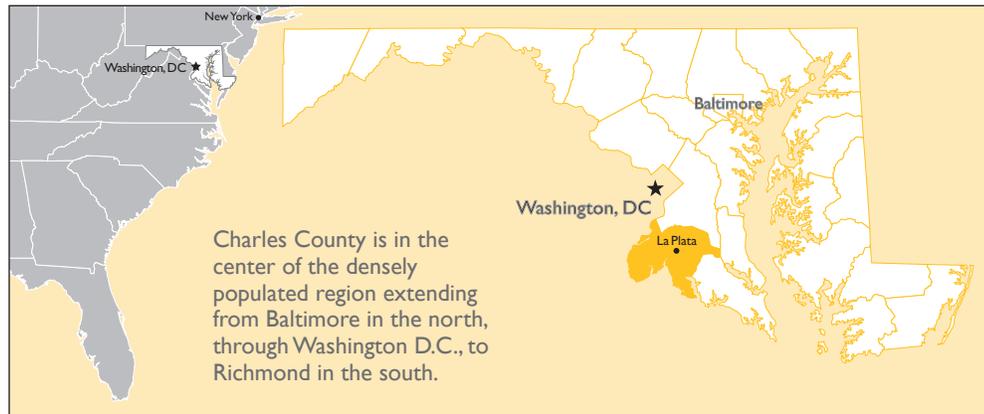


Brief Economic Facts

CHARLES COUNTY, MARYLAND

Charles County is a growing business hub that is well positioned for future development. Strategically located in the Washington DC 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. 2,750 businesses employ nearly 32,000 workers in the county, and draw from a labor pool of over 670,000.



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 DC.

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

and computing. The county is also committed to fostering innovation and growth within its energy sector, and construction is underway for Competitive Power Ventures (CPV)'s St. Charles Energy Center which will be one of the cleanest natural gas facilities ever built in Maryland or the Washington, DC area.

Also evidence of the county's attractive location for businesses to grow and thrive, CHUTES International, a leading chute manufacturer, recently expanded its Charles County operations.

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**	62,350	174,350	2,517,100	6,224,550

*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} (2015)

Age	Number	Percent
Under 5	9,303	6.0
5 - 19	32,918	21.1
20 - 44	51,065	32.7
45 - 64	44,928	28.8
65 and over	17,904	11.5
Total	156,118	100.0
Median age		37.8 years

Brief Economic Facts CHARLES COUNTY, MARYLAND

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

	County	Labor Mkt. Area*
Civilian Labor Force (2015 avg.)		
Total civilian labor force	80,945	673,821
Employment	76,849	638,761
Unemployment	4,096	35,060
Unemployment rate	5.1%	5.2%

Residents commuting outside the county to work (2010-2014)	Number	Percent
	47,700	63.3%

Employment in selected occupations (2010-2014)

Occupation	Number	Percent
Management, business, science and arts	31,712	42.0%
Service	12,416	16.4%
Sales and office	19,101	25.3%
Production, transp. and material moving	5,853	7.7%

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

MAJOR EMPLOYERS^{6,7} (2015*)

Employer	Product/Service	Employment
Naval Support Facility (NSF) Indian Head**	Military installation	2,945
Univ. of Maryland Charles Regional Medical Center	Medical services	696
College of Southern Md.	Higher education	550
Facchina Construction	HQ / construction services	519
Southern Maryland Electric Cooperative (SMECO)	Energy products and services	458
BJ's Wholesale Club	Consumer goods	452
Target	Consumer goods	400
McDonald's	Restaurants	396
Safeway	Groceries	391
Walmart / Sam's Club	Consumer goods	338
Genesis HealthCare^	Nursing care	278
Sage Point Senior Living Svc.	Nursing care	275
Waldorf Ford	Car dealers	250
Macy's	Consumer goods	250
Lowe's	Home improvement prods.	244
The Wills Group	Fuel oil distribution	242
Applebee's International	Restaurants	225
Chick-fil-A	Restaurants	225
Giant Food	Groceries	200
ADJ Sheet Metal	Structural metal	194
NRG Energy	Power generation	186
Food Lion	Groceries	185
JCPenney	Consumer goods	185

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

* Revised

**Employee count does not include 482 contractor employees from companies not appearing on this list

^ Includes multiple facilities

EMPLOYMENT⁴ (2015, BY PLACE OF WORK)

Industry	Estab-lishments	Annual Avg. Empl.	Emp. %	Avg. Wkly. Wage
Federal government	27	2,205	5.2	\$1,821
State government	9	577	1.4	764
Local government	67	6,796	16.2	976
Private sector	2,791	32,486	77.2	731
Natural resources and mining	9	44	0.1	866
Construction	367	3,612	8.6	1,098
Manufacturing	64	649	1.5	973
Trade, transportation and utilities	654	10,945	26.0	629
Information	23	297	0.7	1,224
Financial activities	245	1,157	2.8	1,035
Professional and business services	479	3,118	7.4	1,154
Education and health services	390	5,277	12.5	822
Leisure and hospitality	298	5,874	14.0	303
Other services	261	1,513	3.6	622
Total	2,894	42,064	100.0	828

Includes civilian employment only

HOURLY WAGE RATES⁴ (2015)

Selected Occupations	Median	Entry	Experienced
Accountants	\$35.00	\$21.75	\$43.25
Aerospace engineers	51.00	35.75	58.25
Bookkeeping/accounting clerks	19.50	13.00	23.25
Computer systems analysts	39.00	24.50	49.50
Computer user support specialists	25.25	15.25	30.25
Customer service representatives	14.50	9.50	18.50
Electrical engineers	44.00	32.25	52.50
Electronics engineering technicians	49.50	27.25	44.50
Freight, stock and material movers, hand	11.50	9.50	14.75
Industrial truck operators	18.50	14.50	22.50
Information security analyst	39.50	25.50	47.00
Maintenance and repair workers	19.50	13.00	24.00
Network administrators	47.50	32.25	56.50
Packers and packagers, hand	9.00	8.75	9.75
Secretaries	18.75	12.00	22.25
Shipping/receiving clerks	15.25	11.25	19.00

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 (2010-2014)

High school graduate or higher	91.6%
Bachelor's degree or higher	26.8%

Public Schools

Number: 21 elementary; 8 middle; 7 high
Enrollment: 26,307 (Sept. 2015)
Cost per pupil: \$13,111 (2013-2014)
Students per teacher: 14.5 (Oct. 2015)
High school career / tech enrollment: 3,156 (2015)
High school graduates: 2,196 (July 2015)

Nonpublic Schools

Number: 21 (Sept. 2015)

Higher Education (2015)	Enrollment	Degrees
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2-year institution

College of Southern Maryland (CSM)*	8,085	1,193
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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 (2016)	none	8.25%
Base – federal taxable income		
Personal Income Tax (2016)	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 (2016)	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 17)	\$1.205	\$0.112
Effective rate per \$100 of assessed value		
In addition to this rate, there are some miscellaneous taxes and/or special taxing areas in the county; in an incorporated area, the county rate may vary and a municipal rate will also apply		
Business Personal Property Tax (FY 17)	\$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, R&D, Biotechnology and Cybersecurity Investment		

INCOME³ (2010-2014)

Distribution	Percent Households		
	Charles Co.	Maryland	U.S.
Under \$25,000	11.5	15.4	23.2
\$25,000 - \$49,999	12.9	17.9	23.7
\$50,000 - \$74,999	15.2	17.2	17.8
\$75,000 - \$99,999	15.5	13.4	12.2
\$100,000 - \$149,999	23.5	18.1	13.0
\$150,000 - \$199,999	12.0	8.9	5.1
\$200,000 and over	9.5	9.1	5.0
Median household	\$91,910	\$74,149	\$53,482
Average household	\$104,847	\$97,135	\$74,596
Per capita	\$37,223	\$36,670	\$28,555
Total income (millions)	\$5,480	\$209,422	\$8,668,940

HOUSING^{2,3,10}

Occupied Units (2010-2014)	52,269 (77.9% owner occupied)	
Housing Transactions (2015)	Units	Median Selling Price
All arms-length transactions	2,031	\$300,856
All multiple-listed properties*	2,184	\$253,797

*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 (2015)	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: 52 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 sq ft 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, and Powwow

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

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); Aa I (Moody's); AAA (Fitch)

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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 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