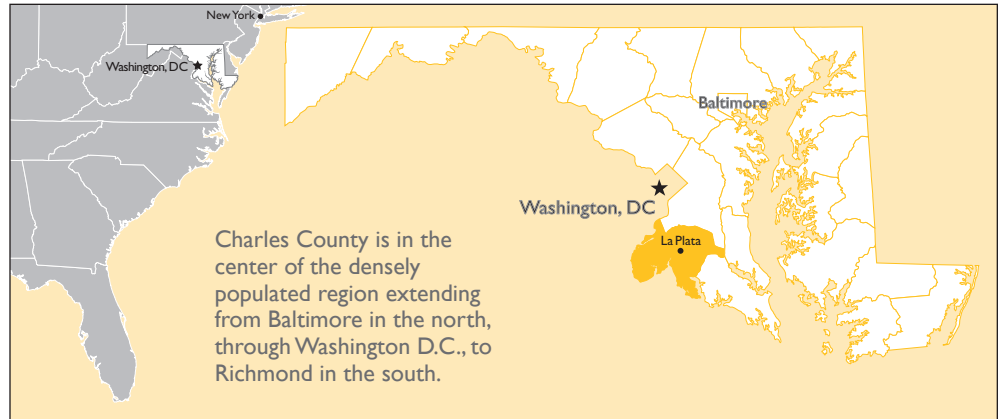


# Brief Economic Facts

## 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. 2,840 businesses employ over 33,000 workers in the county, and draw from a labor pool of nearly 680,000.



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 GEOGRAPHY<sup>1</sup>

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<sup>2,3</sup>

	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<sup>2,3</sup> (2016)

Age	Number	Percent
Under 5	9,612	6.1
5 - 19	32,574	20.7
20 - 44	50,943	32.3
45 - 64	45,786	29.0
65 and over	18,790	11.9
Total	157,705	100.0
Median age		38.1 years

# Brief Economic Facts CHARLES COUNTY, MARYLAND

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

Civilian Labor Force (2016 avg.)	County	Labor Mkt. Area*
Total civilian labor force	81,960	678,969
Employment	78,513	649,816
Unemployment	3,447	29,153
Unemployment rate	4.2%	4.3%

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<sup>6,7</sup> (2017)

Employer	Product/Service	Employment
Naval Support Facility (NSF) Indian Head*	Military installation	2,945
Univ. of Maryland Charles Regional Medical Center	Medical services	695
College of Southern Maryland	Higher education	550
Lane Construction	Construction contracting	520
Southern Maryland Electric Cooperative (SMECO)	Energy products and services	460
Genesis HealthCare**	Nursing care	280
Sage Point Senior Living Services	Nursing care	275
Waldorf Ford	Car dealers	250
The Wills Group	Fuel oil distribution	240
ADJ Sheet Metal	Structural metal	195
NRG Energy	Power generation	185
SAIC	Engineering services	155
Keller Transportation	Bus transportation	150
Solar City	Solar power systems	150
Waldorf Chevy Cadillac	Car dealers	150
Spring Dell Center	Social services	140
Nammo Energetics Indian Head	Solid rocket motors and tactical warheads	130
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

\*Employee count does not include 480 contractor employees from companies not appearing on this list

\*\* Includes multiple facilities

## EMPLOYMENT<sup>4</sup> (2016, BY PLACE OF WORK)

Industry	Estab-lishments	Annual Avg. Empl.	Emp. %	Avg. Wkly. Wage
Federal government	28	2,276	5.3	\$1,819
State government	9	557	1.3	779
Local government	67	6,822	15.9	990
Private sector	2,839	33,247	77.5	779
Natural resources and mining	8	35	0.1	815
Construction	377	4,419	10.3	1,257
Manufacturing	65	635	1.5	979
Trade, transportation and utilities	666	10,810	25.2	650
Information	23	264	0.6	1,165
Financial activities	244	1,133	2.6	1,046
Professional and business services	490	3,221	7.5	1,210
Education and health services	402	5,259	12.3	835
Leisure and hospitality	298	5,958	13.9	318
Other services	266	1,513	3.5	653
<b>Total</b>	<b>2,943</b>	<b>42,902</b>	<b>100.0</b>	<b>868</b>

Includes civilian employment only

## HOURLY WAGE RATES<sup>4</sup> (2016)

Selected Occupations	Median	Entry	Experienced
Accountants	\$35.97	\$23.49	\$44.98
Aerospace engineers	52.37	36.51	60.10
Bookkeeping/accounting clerks	19.19	14.53	23.01
Computer systems analysts	40.31	26.97	50.33
Computer user support specialists	24.97	14.96	30.79
Customer service representatives	15.83	10.29	19.82
Electrical engineers	46.94	32.79	56.58
Electronics engineering technicians	42.22	29.24	47.06
Freight, stock and material movers, hand	12.19	9.98	16.61
Industrial truck operators	18.42	15.40	21.85
Information security analyst	43.10	24.86	50.60
Maintenance and repair workers	18.33	12.53	23.79
Network administrators	47.75	33.06	56.24
Packers and packagers, hand	8.90	8.74	10.09
Secretaries	18.73	11.96	22.72
Shipping/receiving clerks	13.70	10.29	17.82

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<sup>3,8</sup>

### 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: \$13,427 (2014-2015)
Students per teacher: 14.7 (Oct. 2016)
High school career / tech enrollment: 3,097 (2017)
High school graduates: 2,093 (July 2016)

### Nonpublic Schools

Number: 20 (Sept. 2016)
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Higher Education	Enrollment ('17)	Degrees ('16)
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### 2-year institution

College of Southern Maryland (CSM)*	7,061	1,123
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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 RATES<sup>9</sup>

	Charles Co.	Maryland
<b>Corporate Income Tax (2018)</b>	none	8.25%
Base – federal taxable income		
<b>Personal Income Tax (2018)</b>	3.03%	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 (2018)</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 18)</b>	\$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		
<b>Business Personal Property Tax (FY 18)</b>	\$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

## INCOME<sup>3</sup> (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<sup>2,3,10</sup>

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 PROPERTY<sup>6</sup>

**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
<b>Land – cost per acre*</b>			
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:** 57 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, 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

## GOVERNMENT<sup>11</sup>

**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](http://www.charlescountymd.gov)

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

**Charles County Department 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 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