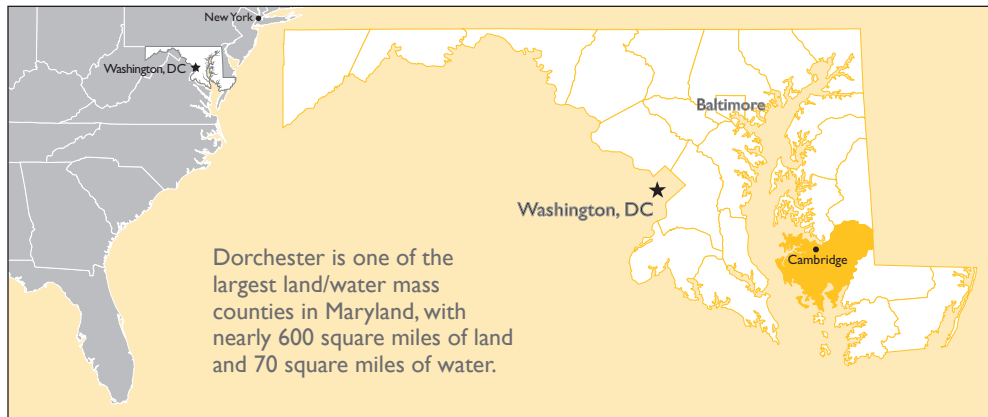


Brief Economic Facts

DORCHESTER COUNTY, MARYLAND

Dorchester County boasts more than 1,500 miles of beautiful shoreline and is one of Maryland's largest counties with nearly 600 square miles of land and 70 of water. Its close proximity to Baltimore and Washington attracts large and small businesses and entrepreneurs due to cost advantages, business assets, and unique quality of life. With 700 businesses employing 8,800 workers, the county continues to diversify its industry mix. Dorchester County is ideally situated on the central Atlantic seaboard, allowing overnight truck access to one-third of the U.S. population. New York, Philadelphia and Richmond are within an approximate 200 mile radius.

The new Dorchester Regional Technology Park, serving the county and the region, is the home of the new Eastern Shore Innovation Center incubator. The park is complete with water, sewer and fiber connected to the Maryland Broadband Cooperative fiber optic backbone, and is located adjacent



to the Cambridge-Dorchester Regional Airport. The park is in one of the county's two State Enterprise Zones, with the other zone in Hurlock. As a federally designated HUBZone, a Dorchester County location provides federal contracting opportunities for qualified small businesses located in the zone. Amick Farm's recent expansion resulted in a capital investment of \$13.5 million and 50 additional jobs.

LOCATION

Driving distance from Cambridge:	Miles	Kilometers
Atlanta, Georgia	703	1,131
Baltimore, Maryland	75	121
Boston, Massachusetts	424	683
Chicago, Illinois	760	1,222
New York, New York	213	343
Philadelphia, Pennsylvania	125	201
Pittsburgh, Pennsylvania	296	477
Richmond, Virginia	184	296
Washington, DC	87	139

CLIMATE AND GEOGRAPHY¹

Yearly Precipitation (inches)	44.1
Yearly Snowfall (inches)	5.5
Summer Temperature (°F)	77.2
Winter Temperature (°F)	39.1
Days Below Freezing	70.7
Land Area (square miles)	593.2
Water Area (square miles)	67.8
Shoreline (miles)	1,539
Elevation (feet)	sea level to 57

POPULATION^{2,3}

	Dorchester County Households	Dorchester County Population	Upper Eastern Shore*	Maryland
2000	12,706	30,674	199,406	5,296,486
2010	13,522	32,618	224,771	5,773,552
2020**	14,725	34,800	241,700	6,224,550

*Caroline, Cecil, Dorchester, Kent and Talbot counties

**Projections

Selected places population (2010): Cambridge 12,326; Hurlock 2,092; Algonquin 1,241

POPULATION DISTRIBUTION^{2,3} (2015)

Age	Number	Percent
Under 5	1,979	6.1
5 - 19	5,501	17.0
20 - 44	9,027	27.9
45 - 64	9,331	28.8
65 and over	6,546	20.2
Total	32,384	100.0
Median age		44.2 years

Brief Economic Facts // DORCHESTER COUNTY, MARYLAND

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

Civilian Labor Force (2015 avg.)	Labor Mkt.	
	County	Area*
Total civilian labor force	15,849	201,205
Employment	14,683	189,757
Unemployment	1,166	11,448
Unemployment rate	7.4%	5.7%

Residents commuting outside the county to work (2011-2015)	Number	Percent
	5,589	37.2%

Employment in selected occupations (2011-2015)

Occupation	Number	Percent
Management, business, science and arts	4,816	31.4%
Service	3,176	20.7%
Sales and office	3,401	22.2%
Production, transp. and material moving	2,229	14.5%

* Dorchester, Caroline, Talbot and Wicomico counties, MD and Sussex County, DE

MAJOR EMPLOYERS^{6,7} (2016)

Employer	Product/Service	Employment
Amick Farms	Poultry processing	1,050
Hyatt Regency Chesapeake Bay Golf Resort	Resort, golf and conference center	315
University of Maryland Shore Medical Center at Dorchester	Medical services	275
Cambridge International	Metal mesh belt, wire cloth	225
Delmarva Community Services	Vocational services	205
Protenergy Natural Foods	Food processing	185
Signature HealthCARE at Mallard Bay	Nursing care	170
Bloch & Guggenheimer	Food processing	155
Horn Point Laboratory	Fisheries research	155
Genesis HealthCare / Chesapeake Woods Center	Nursing care	145
Dorchester Family YMCA	Recreation and sports ctr.	120
Interstate Container	Corrugated boxes	120
LWRC International	Military firearms	105
Warwick Manor Behavioral Health	Medical services	105
Valley Proteins	Poultry processing	100
Koski Enterprises	Warehousing and transport.	95
Win Transport	Temp.-controlled transport	85
Egide USA	Electronic packaging prods.	75
The Mushroom Company	Mushroom processing	75
John W. Tieder	Electrical contractor	70

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

EMPLOYMENT⁴ (2015, BY PLACE OF WORK)

Industry	Estab-lishments	Annual Avg. Empl.	Emp. %	Avg. Wkly. Wage
Federal government	19	176	1.6	\$1,270
State government	8	812	7.3	978
Local government	23	1,294	11.7	845
Private sector	699	8,805	79.4	687
Natural resources and mining	24	280	2.5	816
Construction	79	474	4.3	768
Manufacturing	38	2,357	21.3	797
Trade, transportation and utilities	187	1,871	16.9	622
Information	8	34	0.3	717
Financial activities	64	339	3.1	794
Professional and business services	82	500	4.5	883
Education and health services	67	1,365	12.3	771
Leisure and hospitality	78	1,319	11.9	389
Other services	72	266	2.4	436
Total	749	11,087	100.0	736

Includes civilian employment only

HOURLY WAGE RATES⁴ (2015)

Selected Occupations	Median	Entry	Experienced
Accountants	\$29.00	\$19.00	\$36.75
Bookkeeping/accounting clerks	18.75	13.75	22.50
Computer systems analysts	42.25	29.25	54.75
Computer user support specialists	20.50	12.75	24.25
Customer service representatives	12.25	9.00	15.75
Electrical engineers	38.00	29.00	45.00
Freight, stock and material movers, hand	12.25	9.75	14.75
Industrial truck operators	17.50	12.00	20.25
Inspectors, testers, sorters	14.50	10.50	18.75
Machinists	17.25	13.25	19.75
Maintenance and repair workers, general	16.50	11.00	20.00
Network administrators	32.00	20.50	47.50
Packaging/filling machine operators	12.25	10.25	13.50
Packers and packagers, hand	10.00	8.75	11.25
Secretaries	16.25	11.25	18.75
Shipping/receiving clerks	16.00	12.25	18.00
Team assemblers	12.25	9.50	14.75

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 // DORCHESTER COUNTY, MARYLAND

SCHOOLS AND COLLEGES^{3,8}

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

High school graduate or higher	85.0%
Bachelor's degree or higher	20.2%

Public Schools

Number: 6 elementary; 3 middle/combined; 3 high
Enrollment: 4,816 (Sept. 2016)
Cost per pupil: \$13,962 (2014-2015)
Students per teacher: 12.4 (Oct. 2016)
High school career / tech enrollment: 447 (2016)
High school graduates: 317 (July 2015)

Nonpublic Schools Number: 6 (Sept. 2016)

Higher Education Enrollment ('16) Degrees ('15)

2-year institution

Chesapeake College*	2,118	272
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4-year institution

University of Maryland Center for Environmental Science (UMCES)**	NA	NA
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Several major universities are located in the region, including Salisbury University, University of Maryland Eastern Shore and Washington College.

* Located in nearby Queen Anne's County; coursework is offered in Dorchester County at the Chesapeake College Cambridge Center as well as other locations in the region

** Accredited in March 2016; offers joint graduate programs with other USM institutions including the System-wide programs in Marine-Estuarine-Environmental Sciences, in which UMCES has a leading role.

TAX RATES⁹

	Dorchester Co.	Maryland
Corporate Income Tax (2017)	none	8.25%
Base – federal taxable income		
Personal Income Tax (2017)	2.62%	2.0%-5.75%*
Base – federal adjusted gross income		
*Graduated rate peaking at 5.75% on taxable income over \$300,000		
Sales & Use Tax (2017)	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)	\$0.976	\$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 17)	none	none
No county personal property tax on ordinary business property \$2.44/\$100 applicable to utility operating property only		
In an incorporated area, a municipal rate will also apply; municipal exemptions may be available		
Major Tax Credits Available		
One Maryland, Enterprise Zone, Job Creation, R&D, Biotechnology and Cybersecurity Investment, A&E District		

INCOME³ (2011-2015)

Distribution	Dorchester Co.	Maryland	U.S.
Under \$25,000	25.5	15.3	23.0
\$25,000 - \$49,999	26.4	17.9	23.5
\$50,000 - \$74,999	17.4	17.1	17.8
\$75,000 - \$99,999	13.2	13.4	12.1
\$100,000 - \$149,999	12.1	18.2	13.1
\$150,000 - \$199,999	2.9	9.0	5.1
\$200,000 and over	2.5	9.2	5.3
Median household	\$47,093	\$74,551	\$53,889
Average household	\$65,761	\$97,801	\$75,558
Per capita	\$27,870	\$36,897	\$28,930
Total income (millions)	\$872	\$211,875	\$8,834,710

HOUSING^{2,3,10}

Occupied Units (2011-2015) 13,265 (65.6% owner occupied)

Housing Transactions	Units	Median Selling Price
All arms-length transactions (2015)	162	\$175,000
All multiple-listed properties (2016)*	459	\$139,516

*Excludes auctions and FSBO

BUSINESS AND INDUSTRIAL PROPERTY⁶

Dorchester County offers a variety of industrial and office properties for businesses. Two industrial parks with easy access to U.S. Routes 50 and 13 are within State Enterprise Zones and located in Cambridge and Hurlock. Water and sewer services are available to sites in both parks.

The new 113-acre **Dorchester Regional Technology Park** is completed and building lots are available for sale. The park is served with water, sewer and fiber infrastructure, and offers excellent startup, relocation and expansion opportunities to technology, R&D, and innovative manufacturing companies.

Business Incubator

Eastern Shore Innovation Center, Cambridge
Tech entrepreneurs have found a new home at the Eastern Shore's first purpose-built incubator, and the first building in the Dorchester Regional Technology Park.

Market Profile Data (2016)	Low	High	Average
Land – cost per acre			
Industrial	\$16,500	\$70,000	\$35,000
Office	\$20,000	\$150,000	\$40,000
Rental Rates – per square foot			
Warehouse / Industrial	\$1.50	\$6.00	\$3.75
Flex / R&D / Technology	\$4.50	\$7.50	\$6.00
Class A Office	\$10.00	\$28.50	\$14.00

Brief Economic Facts // DORCHESTER COUNTY, MARYLAND

TRANSPORTATION

Highways: U.S. 50

Mass Transit: Delmarva Community Transit (DCT), a fixed route service, is a collaborative effort between several regional transit organizations; special services are available for persons unable to use the regional fixed routes

Rail: Maryland & Delaware Railroad Company with access to Norfolk Southern

Truck: 104 local and long-distance trucking establishments are located on the Upper Eastern Shore

Water: Port of Baltimore, 50' channel, 74 miles northwest of Cambridge; a leading U.S. automobile and break-bulk port; seven public terminals including the state-of-the-art Intermodal Container Transfer Facility

Air: The Cambridge-Dorchester Regional Airport runway is currently 4476' with plans to expand to 5400'; airport is outside of the restricted zones, resulting in shorter waits for landings and take-offs; charter service is offered at Easton Airport, 15 miles north of Cambridge; commuter service is available at Salisbury-Ocean City Wicomico Regional Airport, 35 miles east of Cambridge

RECREATION AND CULTURE

Parks and Recreation: Wildlife refuge areas include Taylor's Island, LeCompte, and Blackwater National Wildlife Refuges; 16 community parks provide recreational opportunities; facilities include Hurlock Athletic Complex, Glasgow Street Athletic Complex/Tennis Courts, and the Dorchester County Pool, largest outdoor public pool on Maryland's Eastern Shore; fishing, boating, sailing, swimming, picnicking, hunting, cycling, canoeing and golfing are recreational pursuits in the county

Attractions: Blackwater National Wildlife Refuge; Harriet Tubman Underground Railroad Byway; Harriet Tubman Visitor Center; Heritage Museums & Gardens of Dorchester; Dorchester Center for the Arts; Richardson Maritime Museum and the Ruark Boatworks in Cambridge; Historic High Street in Cambridge; Old Trinity Church; Spocott Windmill; East New Market National Register Historic District; Handsell (historic home) and Native American Longhouse; Historic Vienna (on the banks of the Nanticoke River)

Arts & Entertainment District: Cambridge

Events: National Outdoor Show, Everything Oyster, Cambridge Beer Festival, Choptank River Swim Fest, St. Paul's Flower Show & Fair, Grape Blossom Festival, Antique Aircraft Fly-in, Hoopers Island Fishing Tournament, Cambridge Classic Powerboat Regattas, Cambridge Summer Send-Off Weekend, Cambridge Power Boat Challenge, Seafood Feast-I-Val, Dorchester Showcase, Grand National Waterfowl Hunt, Annual Native American Festival, Taste of Cambridge, Great Tomato Festival, Hurlock Fall Festival, Hot Sauce and Oyster Festival, Belgian Beer Festival, Cambridge Schooner Tall Ship Rendezvous, Concours d'Elegance, Nanticoke River Jamboree, IRONMAN Maryland

UTILITIES

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

Gas: Natural gas is supplied to Cambridge by Chesapeake Utilities Corporation (Cambridge Gas Co. Division); customers may choose their gas supplier

Water and Sewer: Municipal systems in Cambridge, East New Market, Hurlock, Secretary, and Vienna

Telecommunications: Local carriers – Verizon Maryland and other local providers that offer service on proprietary or leased infrastructure; Fiber optic broadband capabilities – Bay Country Communications (cable television, internet), Comcast (phone, internet, cable television), Verizon (phone, internet, television); Long distance carriers – AT&T, Sprint, Verizon and others

GOVERNMENT¹¹

County Seat: Cambridge

Government: Five council members 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
Richard C. (Ricky) Travers, President, County Council
410.228.1700

County Manager 410.228.1700

Website: www.choosedorchester.org

County Bond Rating: A+ (S&P); Aa3 (Moody's)

Dorchester County Economic Development Office

Susan Banks, Business Development Manager

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Cambridge, Maryland 21613

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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 Dorchester County Economic Development Office
- 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