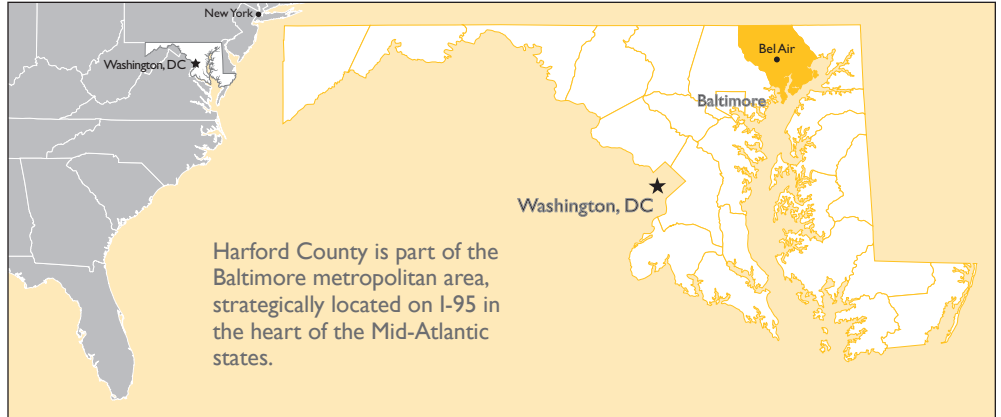


Brief Economic Facts

HARFORD COUNTY, MARYLAND

Harford County is part of the Baltimore metropolitan area located on I-95 in the heart of the Mid-Atlantic. This strategic location offers proximity to premier research institutions such as the U.S. Army Aberdeen Proving Ground's (APG) six Centers of Excellence and 3D/Prototyping with Federal labs in NE Maryland.

Harford's 5,720 businesses employ 71,000 with 100 businesses employing 100 or more workers. Growth at APG has added nearly 150 defense contractor firms, continuing Harford's tradition of excellence as a national technology and R&D center. New and expanding companies include Frito-Lay, D.Wheatley Enterprises, Kaiser Permanente, Dunlop Protective Footwear, Gordon Food Service, XPO Logistics, and United Foods International, resulting in more than \$120 million in capital investment in FY2016 and over 930 new jobs. In addition, the Emmy-award winning Netflix series *House of Cards* maintained film production headquarters in Harford County and consulted the Office of Economic Development to secure county scene logistics.



With a highly skilled regional workforce of more than 1.6 million, Harford is the ultimate setting for technology and entrepreneurship. The Harford Business Innovation Center incubator and the collaborative environment of the GroundFloor serve emerging technology businesses under Harford's Business Edge program. The county's location, logistics, diverse industry sectors, excellent quality of life and business-friendly environment make it one of the most desirable business locations on the East Coast and "Maryland's New Center of Opportunity!"

LOCATION

| Driving distance from Bel Air: | Miles | Kilometers |
|--------------------------------|-------|------------|
| Atlanta, Georgia | 726 | 1,168 |
| Baltimore, Maryland | 23 | 37 |
| Boston, Massachusetts | 377 | 607 |
| Chicago, Illinois | 697 | 1,121 |
| New York, New York | 166 | 267 |
| Philadelphia, Pennsylvania | 77 | 124 |
| Pittsburgh, Pennsylvania | 234 | 376 |
| Richmond, Virginia | 167 | 269 |
| Washington, DC | 64 | 104 |

CLIMATE AND GEOGRAPHY¹

| | |
|-------------------------------|------------------|
| Yearly Precipitation (inches) | 46.7 |
| Yearly Snowfall (inches) | 17.6 |
| Summer Temperature (°F) | 75.9 |
| Winter Temperature (°F) | 35.6 |
| Days Below Freezing | 91.3 |
| Land Area (square miles) | 447.6 |
| Water Area (square miles) | 16.5 |
| Shoreline (miles) | 249 |
| Elevation (feet) | sea level to 803 |

POPULATION^{2,3}

| | Harford County Households | Harford County Population | Baltimore Metro* | Maryland |
|--------|---------------------------|---------------------------|------------------|-----------|
| 2000 | 79,667 | 218,590 | 2,552,994 | 5,296,486 |
| 2010 | 90,218 | 244,826 | 2,710,489 | 5,773,552 |
| 2020** | 97,775 | 258,650 | 2,881,500 | 6,224,550 |

*Baltimore City, Anne Arundel, Baltimore, Carroll, Harford, Howard and Queen Anne's counties

**Projections

Selected places population (2010): Bel Air South 47,709; Bel Air North 30,568; Edgewood 25,562; Aberdeen 14,959; Havre de Grace 12,952; Joppatowne 12,616

POPULATION DISTRIBUTION^{2,3} (2016)

| Age | Number | Percent |
|-------------|---------|------------|
| Under 5 | 14,053 | 5.6 |
| 5 - 19 | 48,283 | 19.2 |
| 20 - 44 | 76,478 | 30.5 |
| 45 - 64 | 73,416 | 29.2 |
| 65 and over | 38,802 | 15.5 |
| Total | 251,032 | 100.0 |
| Median age | | 40.6 years |

Brief Economic Facts // HARFORD COUNTY, MARYLAND

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

| Civilian Labor Force (2016 avg.) | County | Labor Mkt. Area* |
|----------------------------------|---------|------------------|
| Total civilian labor force | 137,089 | 638,604 |
| Employment | 131,499 | 610,212 |
| Unemployment | 5,590 | 28,392 |
| Unemployment rate | 4.1% | 4.4% |

| Residents commuting outside the county to work (2011-2015) | Number | Percent |
|--|--------|---------|
| | 56,400 | 44.6% |

| Employment in selected occupations (2011-2015) | Number | Percent |
|--|--------|---------|
| Management, business, science and arts | 53,960 | 42.4% |
| Service | 18,769 | 14.7% |
| Sales and office | 31,784 | 25.0% |
| Production, transp. and material moving | 11,803 | 9.3% |

* Harford, Baltimore and Cecil counties

MAJOR EMPLOYERS^{6,7} (2016)

| Employer | Product/Service | Employment |
|---|--|------------|
| Aberdeen Proving Ground* | Military installation / R&D | 21,000 |
| Upper Chesapeake Health | Medical services | 3,300 |
| Kohl's E-Fulfillment Center | Consumer goods distribution and retailing | 1,140 |
| Rite Aid Mid-Atlantic Customer Support Center | Pharmaceuticals, consumer goods distribution | 1,100 |
| Harford Community College | Higher education | 1,010 |
| Jacobs Technology | Laboratory analyses | 875 |
| Jones Junction Auto Group | Car dealers | 615 |
| Booz Allen Hamilton | Government support | 600 |
| CACI | IT and network solutions | 500 |
| BSC America | Motor vehicle auction | 475 |
| American Infrastructure | Highways, streets, bridges | 445 |
| Frito-Lay | Snack products | 390 |
| XPO Logistics | Transportation and warehousing | 350 |
| Cytec Solvay Group | Aerospace adhesives | 330 |
| Dixie Construction | Construction and site development | 310 |
| APG Federal Credit Union | Banking services | 305 |
| TheY in Central Maryland | Recreation | 300 |
| Smiths Detection | Electronic surveillance products | 290 |

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 | 50 | 11,008 | 12.0 | \$1,900 |
| State government | 10 | 560 | 0.6 | 866 |
| Local government | 64 | 8,855 | 9.7 | 890 |
| Private sector | 5,724 | 70,953 | 77.6 | 839 |
| Natural resources and mining | 38 | 256 | 0.3 | 981 |
| Construction | 802 | 5,684 | 6.2 | 1,044 |
| Manufacturing | 150 | 4,873 | 5.3 | 1,225 |
| Trade, transportation and utilities | 1,209 | 20,348 | 22.3 | 652 |
| Information | 44 | 633 | 0.7 | 1,411 |
| Financial activities | 543 | 3,191 | 3.5 | 1,124 |
| Professional and business services | 1,209 | 10,867 | 11.9 | 1,327 |
| Education and health services | 663 | 11,799 | 12.9 | 869 |
| Leisure and hospitality | 528 | 10,425 | 11.4 | 307 |
| Other services | 537 | 2,877 | 3.1 | 614 |
| Total | 5,848 | 91,376 | 100.0 | 972 |

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

Brief Economic Facts HARFORD COUNTY, MARYLAND

SCHOOLS AND COLLEGES^{3,8}

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

| | |
|--------------------------------|-------|
| High school graduate or higher | 92.9% |
| Bachelor's degree or higher | 33.8% |

Public Schools

| |
|--|
| Number: 33 elementary; 9 middle; 10 high |
| Enrollment: 37,426 (Sept. 2016) |
| Cost per pupil: \$12,481 (2014-2015) |
| Students per teacher: 14.5 (Oct. 2016) |
| High school career / tech enrollment: 6,013 (2016) |
| High school graduates: 2,648 (July 2016) |

Nonpublic Schools

| |
|-------------------------|
| Number: 46 (Sept. 2016) |
|-------------------------|

| Higher Education (2016) | Enrollment | Degrees |
|-------------------------|------------|---------|
|-------------------------|------------|---------|

2-year institution

| | | |
|---------------------------|-------|-------|
| Harford Community College | 6,239 | 1,088 |
|---------------------------|-------|-------|

Towson University in Northeastern Maryland – This partnership among Towson University, Harford Community College and Cecil College provides a seamless transfer to Towson University and opportunities for students to obtain a four-year degree without having to leave Harford County. The University Center located in Aberdeen provides opportunities to advance undergraduate and graduate education through partnerships with regional universities.

TAX RATES⁹

| | Harford 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 | 3.06% | 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, the county rate will vary and a municipal rate will also apply | \$1.042 | \$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, the county rate will vary and a municipal rate will also apply; municipal exemptions may be available | \$2.6049 | 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 | Percent Households | | |
|-------------------------|--------------------|-----------|-------------|
| | Harford Co. | Maryland | U.S. |
| Under \$25,000 | 13.4 | 15.3 | 23.0 |
| \$25,000 - \$49,999 | 15.6 | 17.9 | 23.5 |
| \$50,000 - \$74,999 | 17.6 | 17.1 | 17.8 |
| \$75,000 - \$99,999 | 15.2 | 13.4 | 12.1 |
| \$100,000 - \$149,999 | 21.0 | 18.2 | 13.1 |
| \$150,000 - \$199,999 | 9.5 | 9.0 | 5.1 |
| \$200,000 and over | 7.6 | 9.2 | 5.3 |
| Median household | \$80,465 | \$74,551 | \$53,889 |
| Average household | \$95,283 | \$97,801 | \$75,558 |
| Per capita | \$35,746 | \$36,897 | \$28,930 |
| Total income (millions) | \$8,740 | \$211,875 | \$8,834,710 |

HOUSING^{2,3,10}

Occupied Units (2011-2015) 91,727 (78.6% owner occupied)

| Housing Transactions | Units | Median Selling Price |
|--|-------|----------------------|
| All arms-length transactions (2015) | 2,774 | \$272,450 |
| All multiple-listed properties (2016)* | 3,691 | \$239,110 |

*Excludes auctions and FSBO

BUSINESS AND INDUSTRIAL PROPERTY⁶

The county offers excellent I-95 access, and two State Enterprise Zones located on U.S. 40. Select office parks include:

- Aberdeen Corporate Park** - 265,900 sf corporate campus, two miles from APG North Gate; 95,250 sf existing.
- Box Hill Corporate Center** - 1,000,000 sf of existing/planned office, flex and retail space off I-95 at Exit 77-B.
- Fieldside Commons** - 500,000 sf office park off I-95 at Exit 85, next to Ripken Stadium; 120,000 sf existing.
- G.A.T.E.** (Government and Technology Enterprise) on APG - 2-3 million sf planned office, lab and R&D facilities; 645,000+ sf existing.
- North Gate Business Park** - Planned 860,000 sf with 285,000 sf existing office outside the MD 22 Gate of APG.
- Water's Edge Corporate Campus** - 200-acre mixed-use development, 6 buildings totaling 415,708 sf office.

Business Incubators

Harford Business Innovation Center and GroundFloor at Harford, Havre de Grace

| Market Profile Data (2016) | Low | High | Average |
|---------------------------------------|-----------|-----------|-----------|
| Land – cost per acre | | | |
| Industrial | \$70,000 | \$250,000 | \$200,000 |
| Office | \$200,000 | \$435,000 | \$300,000 |
| Rental Rates – per square foot | | | |
| Warehouse / Industrial | \$3.25 | \$8.85 | \$4.86 |
| Flex / R&D / Technology | \$8.00 | \$15.00 | \$12.00 |
| Class A Office | \$20.00 | \$26.00 | \$22.75 |

Brief Economic Facts // HARFORD COUNTY, MARYLAND

TRANSPORTATION

Highways: I-95, U.S. 1, U.S. 40, MD 24 and MD 7

APG Commuter Center: Coordinating van pools, rideshare services, subscription bus, TDM initiatives and administration of federal transit benefits

Mass Transit: MTA Commuter bus #410, #411 and #420 provide service from Harford County to Baltimore City; the new #425 bus route provides morning service from Baltimore City to Harford County with return service in the afternoon; Harford Transit LINK public bus service with seven routes in the county, and connections to MTA Flyer and MARC commuter train; for FY16, Harford Transit LINK had 359K passenger trips on their fleet of 43 buses

Rail: Freight - CSX Transportation and Norfolk Southern Railway; Passenger - MARC (commuter rail)

Truck: Approximately 70 local and long-distance trucking establishments are located in the county

Water: Served by the Port of Baltimore, 50' channel; a leading U.S. automobile and break-bulk port; six public cargo terminals including the state-of-the-art Intermodal Container Transfer Facility; one of only four ports on the East Coast able to accommodate super post-Panamax ships; also served by the ports of Wilmington and Philadelphia

Air: Served by Baltimore/Washington International Thurgood Marshall Airport (BWI); charter service at Harford County (2100' longest runway), Fallston (2200' runway) and Forest Hill Industrial Airpark

RECREATION AND CULTURE

Parks: 7,053 acres of state parkland including Rocks State and Susquehanna State Parks, 4,496 acres of County parkland with 288 acres of parkland in the municipalities of Aberdeen, Bel Air, and Havre de Grace; leisure programs and facilities including the Cedar Lane Park Regional Sports Complex, a high quality regional venue for lacrosse, field hockey, football and soccer

Golf: Harford is home to six public golf courses including Bulle Rock, a renowned Pete Dye designed course, APG Exton & Ruggles Courses, Geneva Farms, Mountain Branch, and Wetlands and the privately owned Maryland Golf & Country Clubs

Attractions: Ripken Stadium, Anita C. Leight Estuary Center, Steppingstone Museum, Havre de Grace Decoy Museum, Susquehanna Museum at the Lock House, Havre de Grace Maritime Museum, Harford Community College Cultural Arts Programs, Swan Harbor Farm, Ma and Pa Heritage Trail, Ladew Topiary Gardens and Liriodendron Mansion

Arts & Entertainment Districts: Bel Air, Havre de Grace

Events: Bel Air Arts and Chocolate Festivals, Maryland State Championship BBQ Bash, Havre de Grace's Fish, Fowl and Folk Festival, Decoy and Wildlife Art and other arts festivals, Jazz Festival and the Darlington Apple Festival; for information log onto VisitHarford.com, Harford County's DMO

Regional Attractions: Baltimore Symphony Orchestra, Baltimore Orioles, Baltimore Ravens, CENTERSTAGE, Hippodrome, Lyric Opera House, Smithsonian, Peabody Conservatory of Music, Merriweather Post Pavilion, Kennedy Center, and National Zoo

UTILITIES

Electricity: Major providers are Baltimore Gas and Electric and Delmarva Power; customers of investor-owned utilities and major cooperatives may choose their electric supplier

Gas: Natural gas supplied by Baltimore Gas and Electric; customers may choose their gas supplier

Water: County and municipal systems serve the county; municipal systems serve Havre de Grace and Aberdeen; a privately-run public system serves Bel Air

Sewer: County and municipal systems serve the county

Telecommunications: Predominant local carrier is Verizon Maryland; other providers offer service on proprietary or leased infrastructure; internet/CATV providers include Verizon FiOS, Comcast and Armstrong

GOVERNMENT¹¹

County Seat: Bel Air

Government: County executive and seven county 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

Barry Glassman, County Executive 410.638.3350

Richard C. Slutzky, President, County Council 410.638.3210

Website: www.harfordcountymd.gov

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

Harford County Office of Economic Development

Karen L. Holt, Director

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Havre de Grace, Maryland 21078

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Metropolitan Baltimore: 410.879.2000 ext. 3059

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Email: OED@harfordcountymd.gov

www.harfordcountymd.gov/oed

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 Harford County Office 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