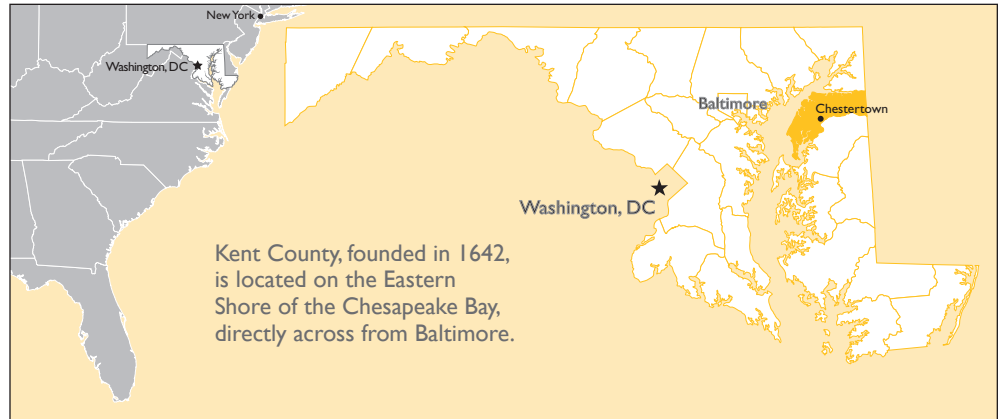


Brief Economic Facts

KENT COUNTY, MARYLAND

Kent County, founded in 1642, is located on the Eastern Shore of Maryland directly east of Baltimore and is bounded by the Sassafras and Chester Rivers, the State of Delaware, and the Chesapeake Bay. The county is located within 90 minutes of three international airports and three major seaports. Route 301 provides a major north-south artery for commercial transportation, linking Maryland to Delaware and making the area a perfect location for warehouse and distribution operations. The county's private sector industries generate \$642 million in economic output.



A border-to-border, open-access, high-capacity fiber-optic network encourages the growth of diverse businesses such as data centers, call centers, cyber security, telemedicine, training and education centers. In addition, Kent County is the perfect locale for emerging technologies including environmental, aquaculture, and agriculture businesses, with over 133,000 acres of farm land, 265 miles of tidal shoreline, and proximity to

federal labs and research centers.

Chestertown, the county seat, is home to a Maryland Arts & Entertainment District and a state Enterprise Zone offering tax credits for job creation and investment. It is also a designated HUBZone and Opportunity Zone, while Commerce Zone and Job Creation Tax Credits are available throughout the county. Kent's rural setting provides an excellent quality of life with easy access to urban areas.

LOCATION

Driving distance from Chestertown:	Miles	Kilometers
Atlanta, Georgia	692	1,113
Baltimore, Maryland	64	103
Boston, Massachusetts	381	613
Chicago, Illinois	747	1,202
New York, New York	170	274
Philadelphia, Pennsylvania	81	131
Pittsburgh, Pennsylvania	283	456
Richmond, Virginia	173	279
Washington, DC	76	122

CLIMATE AND GEOGRAPHY¹

Yearly Precipitation (inches)	44.1
Yearly Snowfall (inches)	16.4
Summer Temperature (°F)	75.3
Winter Temperature (°F)	35.7
Days Below Freezing	89.5
Land Area (square miles)	278.3
Water Area (square miles)	25.3
Shoreline (miles)	343
Elevation (feet)	sea level to 102

POPULATION^{2,3}

	Kent County		Upper Eastern Shore*	Maryland
	Households	Population		
2000	7,666	19,197	199,406	5,296,486
2010	8,165	20,197	224,771	5,773,552
2020**	8,432	20,900	232,700	6,141,900

*Caroline, Cecil, Dorchester, Kent and Talbot counties

**Projections

Selected places population (2010): Chestertown 5,252; Rock Hall 1,310; Galena 612; Millington 605; Butlertown 505

POPULATION DISTRIBUTION^{2,3} (2017)

Age	Number	Percent
Under 5	806	4.2
5 - 19	3,090	15.9
20 - 44	5,175	26.7
45 - 64	5,209	26.9
65 and over	5,104	26.3
Total	19,384	100.0
Median age		48.3 years

Brief Economic Facts KENT COUNTY, MARYLAND

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

Civilian Labor Force (2017 avg.)	County	Labor Mkt. Area*
Total civilian labor force	10,308	115,565
Employment	9,846	110,218
Unemployment	462	5,347
Unemployment rate	4.5%	4.6%

Residents commuting outside the county to work (2013-2017)	Number	Percent
	2,892	32.4%

Employment in selected occupations (2013-2017)		
Management, business, science and arts	3,329	36.5%
Service	1,808	19.8%
Sales and office	2,128	23.3%
Production, transp. and material moving	859	9.4%

* Kent, Caroline and Queen Anne's counties, MD, and Kent County, DE

MAJOR EMPLOYERS^{6,7} (2018)

Employer	Product/Service	Employment
Washington College	Higher education	525
Dixon Valve & Coupling	Valves and couplings	385
UM Shore Medical Center at Chestertown	Medical services	275
LaMotte	Chemical testing equipment	225
David A. Bramble	Paving and road constr.	215
Heron Point of Chestertown	Nursing care	210
Angelica Nurseries*	Plants and flowers	175
YMCA Camp Tockwogh*	Recreation facility	140
Gillespie & Son and Gillespie Precast	Concrete products	130
Kent Center	Services for the disabled	120
USA Fulfillment	Promotion fulfillment	100
Waterman's Crab House*	Restaurant	85
Autumn Lake Healthcare at Chestertown	Nursing care	80
Resorts at Chester River Manor	Nursing care	80
Fish Whistle	Restaurant	75
Peoples Bank	Banking services	70
Chester River Yacht & Country Club*	Yacht and country club	70
Benchworks	Marketing services	60
Eastman Specialties	Plasticizers, synthetic oils	50
Radcliffe Creek School	Alternative school	50
The Molly's Group	Retail and restaurant	50

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

* Includes seasonal workers

EMPLOYMENT⁴ (2017, BY PLACE OF WORK)

Industry	Estab-lishments	Annual Avg. Empl.	Emp. %	Avg. Wkly. Wage
Federal government	12	60	0.8	\$960
State government	7	241	3.1	824
Local government	18	738	9.4	838
Private sector	691	6,845	86.8	751
Natural resources and mining	33	264	3.3	820
Construction	70	484	6.1	924
Manufacturing	22	806	10.2	980
Trade, transportation and utilities	138	1,256	15.9	624
Information	7	34	0.4	972
Financial activities	47	288	3.7	928
Professional and business services	96	541	6.9	1,168
Education and health services	94	1,888	23.9	747
Leisure and hospitality	103	1,026	13.0	402
Other services	77	256	3.2	571
Total	728	7,885	100.0	763

Includes civilian employment only

HOURLY WAGE RATES⁴ (2017)

Selected Occupations	Median	Entry	Experienced
Accountants	\$31.92	\$18.04	\$39.77
Bookkeeping/accounting clerks	19.44	13.87	22.21
Computer systems analysts	37.61	26.43	45.40
Computer user support specialists	22.70	16.59	25.49
Customer service representatives	13.83	9.99	18.00
Electrical engineers	32.72	25.60	41.67
Freight, stock and material movers, hand	13.44	10.15	17.66
Industrial truck operators	16.74	12.02	19.50
Inspectors, testers, sorters	14.45	10.72	20.44
Machinists	21.46	13.49	27.99
Maintenance and repair workers, general	18.34	12.99	21.94
Network administrators	33.85	21.20	43.73
Packaging/filling machine operators	15.05	11.48	16.48
Packers and packagers, hand	11.47	9.91	13.01
Secretaries	16.98	11.48	19.91
Shipping/receiving clerks	16.26	11.53	18.04
Team assemblers	12.83	10.16	16.85

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 KENT COUNTY, MARYLAND

SCHOOLS AND COLLEGES^{3,8}

Educational Attainment - age 25 & over (2013-2017)

High school graduate or higher	87.3%
Bachelor's degree or higher	33.2%

Public Schools

Number: 3 elementary; 1 middle; 1 high
Enrollment: 1,912 (Sept. 2018)
Cost per pupil: \$14,236 (2016-2017)
Students per teacher: 13.4 (Oct. 2017)
High school career / tech enrollment: 364 (2017)
High school graduates: 135 (July 2017)

Nonpublic Schools

Number: 8 (Sept. 2017)

Higher Education	Enrollment ('18)	Degrees ('17)
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2-year institution		
Chesapeake College*	2,081	250
4-year institution		
Washington College	1,334	336

* A regional community college serving residents of Kent County; main campus is located in adjacent Queen Anne's County

TAX RATES⁹

	Kent Co.	Maryland
Corporate Income Tax (2019)	none	8.25%
Base – federal taxable income		
Personal Income Tax (2019)	2.85%	2.0%-5.75%*
Base – federal adjusted gross income		
*Graduated rate peaking at 5.75% on taxable income over \$300,000		
Sales & Use Tax (2019)	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)	\$1.022	\$0.112
Effective rate per \$100 of assessed value		
In an incorporated area, a municipal rate will also apply		
Business Personal Property Tax (FY 19)	none	none
No county personal property tax on ordinary business property		
\$2.555/\$100 applicable to utility-scale electricity generating equipment only		
In an incorporated area, a municipal rate may apply		
Major Tax Credits Available		
One Maryland, Enterprise Zone, Job Creation, More Jobs for Marylanders (Tier I), R&D, Biotechnology and Cybersecurity Investment, Commerce Zone, Arts & Entertainment District		

INCOME³ (2013-2017)

Distribution	Kent Co.	Percent Households Maryland	U.S.
Under \$25,000	20.0	14.2	21.3
\$25,000 - \$49,999	23.5	17.1	22.5
\$50,000 - \$74,999	19.3	16.5	17.7
\$75,000 - \$99,999	11.1	13.1	12.3
\$100,000 - \$149,999	15.1	18.7	14.1
\$150,000 - \$199,999	5.4	9.7	5.8
\$200,000 and over	5.6	10.7	6.3
Median household	\$56,638	\$78,916	\$57,652
Average household	\$78,160	\$103,845	\$81,283
Per capita	\$32,217	\$39,070	\$31,177
Total income (millions)	\$594	\$226,495	\$9,658,475

HOUSING^{3,10}

Occupied Units (2013-2017) 7,605 (70.1% owner occupied)

Housing Transactions (2018)*

Units sold	324
Median selling price	\$223,917

*All multiple listed properties; excludes auctions and FSBO

BUSINESS AND INDUSTRIAL PROPERTY⁶

Industrial sites in the county range in size and price, depending on location and infrastructure. Wireless broadband is available.
Kent County Business Park at Worton - Located on Route 297 with rail, water and sewer access; in a Priority Funding Area.

Radcliffe Creek Business & Professional Park - Located on Route 291 in Chestertown with campus-style professional and industrial buildings.

Chestertown Business Park - Located on High Street in the heart of Chestertown with campus-style professional, industrial and manufacturing buildings.

Interstate 301 Industrial Area - Easy access to MD Route 301 near the town of Millington and less than 20 miles south of Middletown, DE.

Kent County is home to many diverse businesses such as, oyster farms, wineries, hydroponic farms, professional services, biotechnology, manufacturing, restaurants, and healthcare. The county welcomes clean industrial development and agriculture, biomedical, and technology partners.

Market Profile Data (2018)	Low	High	Average
Land – cost per acre			
Industrial	\$50,000	\$160,000	\$122,500
Office	\$115,000	\$173,000	\$144,000
Rental Rates – per square foot			
Warehouse / Industrial	\$6.00	\$8.00	\$7.00
Flex / R&D / Technology	\$6.00	\$8.00	\$7.00
Class A Office	\$12.00	\$17.00	\$14.00

Brief Economic Facts // KENT COUNTY, MARYLAND

TRANSPORTATION

Highways: U.S. 301 and MD 213

Rail: Maryland & Delaware Railroad Company with access to Norfolk Southern Railway; Amtrak passenger service provided in Wilmington, Delaware approximately 60 miles from Chestertown

Truck: More than 100 local and long-distance trucking establishments are located on the Upper Eastern Shore

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

Air: Served by Baltimore/Washington International Thurgood Marshall Airport (BWI), approximately 64 miles from Chestertown, and Philadelphia International Airport (PHL), approximately 72 miles from Chestertown; Massey Aerodrome (3000' turf runway) is approximately 19 miles from Chestertown

RECREATION AND CULTURE

Parks: Nine county parks; in addition, Eastern Neck National Wildlife Refuge, Chesapeake Farms, Turner's Creek and the Sassafras River Natural Resource Management Area appeal to nature lovers

Recreation: Public beaches, marinas, county-owned landings, private yacht clubs, fishing charters and other boat charters provide opportunities for water-related activities; hunting of geese, ducks, deer and upland game, fishing and paddling are other recreational pastimes

Attractions: 18th and 19th century buildings, several museums, and open landscapes that complement Kent County's Chesapeake Country National Scenic Byway, Star-Spangled Banner Trail, and Maryland certified Stories of the Chesapeake Heritage Area

Arts & Entertainment District: Chestertown

Events: Tea Party, Taste of the Town, National Music Festival, River Arts Studio Tour and Show, Music in the Park, Chestertown Antiques Show and Sale, Historic Chestertown House Tour, Sultana Downrigging, Dickens of a Christmas, and HP Festival in Chestertown; Rock Hall's Pirates & Wenches Weekend, Rock Fish Tournament, FallFest and Rock Hall Crawl New Year's Eve Celebration; Betterton Day; Galena Dogwood Festival; Massey Air Show; and the Kent County Fair

UTILITIES

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

Water: Municipal systems in Betterton, Chestertown, Galena, Millington and Rock Hall; county systems serve Edesville, Fairlee, Kennedyville, Millington and Worton

Sewer: Municipal systems in Betterton, Chestertown, Galena, Millington and Rock Hall; county systems serve Edesville, Fairlee, Galena, Kennedyville, Millington, Quaker Neck, Rock Hall, Tolchester and Worton

Telecommunications: Verizon Maryland, BridgeMAXX, Delmarva Wifi, AT&T, Sprint, Thinkbig Networks, Tidewater Wifi and others; cable provided by Atlantic Broadband; satellite TV provided by Direct TV

GOVERNMENT¹¹

County Seat: Chestertown

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

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410.778.4600

Shelley Heller, County Administrator 410.778.4600

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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 Kent County 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