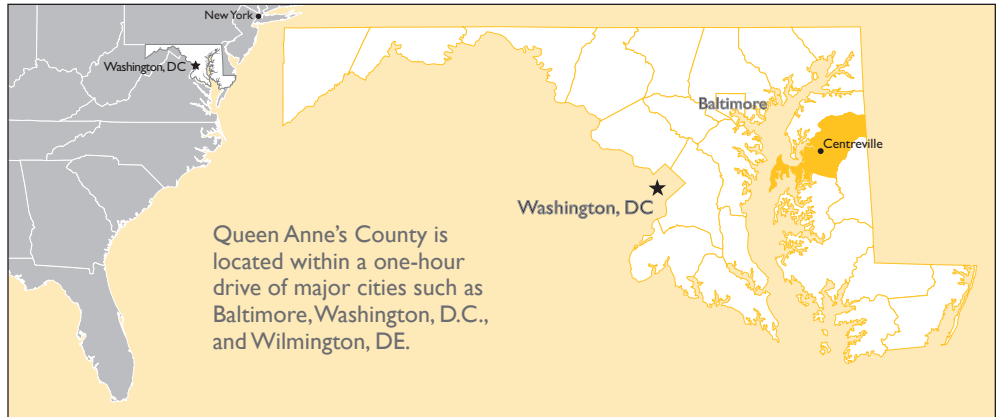


Brief Economic Facts

QUEEN ANNE'S COUNTY, MARYLAND

Queen Anne's County, the gateway to Maryland's Eastern Shore, is the right choice for companies seeking a prime, affordable location offering an excellent quality of life and a well-educated workforce. The county is within a one-hour drive of the major metropolitan areas of Baltimore, Washington, D.C., Philadelphia and Wilmington, DE via US Route 301/50. There is easy access to marine terminals, ports and an international airport, as well as government facilities, federal laboratories and technology centers.



Queen Anne's County offers a variety of lifestyle and business location choices. From Kent Island, the eastern terminus of the Bay Bridge and hub of commercial and residential activity, to small towns such as Centreville and Church Hill, residents and visitors enjoy the maritime history, art and culture of the Eastern Shore.

Queen Anne's county's private sector industries generate \$1.2

billion in economic output. Private sector expansions include The Inn at Chesapeake Bay Beach Club, AZZ Enclosures, Zodiac Milpro and Tidewater Direct. The county manages incentive programs such as the Queen Anne's County Enterprise Zone, an Opportunity Zone, a Foreign-Trade Zone, an Economic Development Incentive Fund, and a low interest loan portfolio. In addition, the county levies no business personal property tax.

LOCATION

| Driving distance from Centreville: | Miles | Kilometers |
|------------------------------------|-------|------------|
| Atlanta, Georgia | 676 | 1,088 |
| Baltimore, Maryland | 48 | 78 |
| Boston, Massachusetts | 389 | 626 |
| Chicago, Illinois | 731 | 1,176 |
| New York, New York | 178 | 287 |
| Philadelphia, Pennsylvania | 90 | 144 |
| Pittsburgh, Pennsylvania | 268 | 431 |
| Richmond, Virginia | 157 | 253 |
| Washington, DC | 60 | 97 |

CLIMATE AND GEOGRAPHY¹

| | |
|-------------------------------|-----------------|
| Yearly Precipitation (inches) | 44.1 |
| Yearly Snowfall (inches) | 16.4 |
| Summer Temperature (°F) | 75.5 |
| Winter Temperature (°F) | 36.0 |
| Days Below Freezing | 77.5 |
| Land Area (square miles) | 371.9 |
| Water Area (square miles) | 29.2 |
| Shoreline (miles) | 414 |
| Elevation (feet) | sea level to 87 |

POPULATION^{2,3}

| | Queen Anne's County Households | Queen Anne's County Population | Baltimore Metro* | Maryland |
|--------|--------------------------------|--------------------------------|------------------|-----------|
| 2000 | 15,315 | 40,563 | 2,552,994 | 5,296,486 |
| 2010 | 18,016 | 47,798 | 2,710,489 | 5,773,552 |
| 2020** | 19,598 | 50,750 | 2,851,100 | 6,141,900 |

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

**Projections

Selected places population (2010): Stevensville 6,803; Centreville 4,285; Chester 4,167; Grasonville 3,425; Kingstown 1,733

POPULATION DISTRIBUTION^{2,3} (2017)

| Age | Number | Percent |
|-------------|--------|------------|
| Under 5 | 2,441 | 4.9 |
| 5 - 19 | 9,350 | 18.8 |
| 20 - 44 | 13,170 | 26.5 |
| 45 - 64 | 15,517 | 31.2 |
| 65 and over | 9,292 | 18.7 |
| Total | 49,770 | 100.0 |
| Median age | | 44.9 years |

Brief Economic Facts QUEEN ANNE'S COUNTY, MARYLAND

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

| Civilian Labor Force (2017 avg.) | Labor Mkt. | |
|----------------------------------|------------|---------|
| | County | Area* |
| Total civilian labor force | 27,125 | 374,027 |
| Employment | 26,126 | 360,451 |
| Unemployment | 999 | 13,576 |
| Unemployment rate | 3.7% | 3.6% |

| Residents commuting outside the county to work (2013-2017) | Number | Percent |
|--|--------|---------|
| | 14,663 | 58.7% |

| Employment in selected occupations (2013-2017) | | |
|--|--------|-------|
| Management, business, science and arts | 10,717 | 41.9% |
| Service | 3,726 | 14.6% |
| Sales and office | 6,686 | 26.2% |
| Production, transp. and material moving | 2,051 | 8.0% |

* Queen Anne's, Anne Arundel, Caroline and Talbot counties

MAJOR EMPLOYERS^{6,7} (2018)

| Employer | Product/Service | Employment |
|---|------------------------------|------------|
| Chesapeake College | Higher education | 445 |
| REEB Millwork | Doors and windows | 300 |
| Paul Reed Smith Guitars | HQ / custom guitars | 255 |
| Federal Resources Supply | HQ / first resp. hazard kits | 245 |
| S.E.W. Friel* | Canned food processing | 200 |
| Tidewater Direct | Commercial printing | 165 |
| AZZ Enclosures | Industrial control panels | 135 |
| Genesis HealthCare / Corsica Hills Center | Nursing care | 135 |
| Clinton Nurseries of Md. | Flowers and nursery stock | 130 |
| Fisherman's Inn* | Restaurant | 110 |
| Chesterwye Center | Services for the disabled | 100 |
| Harris Seafood Company* | Restaurant | 100 |
| Compass Regional Hospice | Medical services | 95 |
| Narrows Restaurant* | Restaurant | 85 |
| Annie's Paramount Steak & Seafood House* | Restaurant | 80 |
| Queenstown Bank of Md. | Banking services | 80 |
| Bayside Physical Therapy | Health care | 75 |
| Crossroads Community | Mental health services | 75 |
| Zodiac of North America | Emergency response boats | 65 |
| Miltec | UV lighting | 60 |
| NRL & Associates | Machine tools | 60 |
| GROCO | Marine pump fabricator | 55 |
| Hydrasearch | Marine hardware | 55 |
| Corsica Technologies | IT services | 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 | 15 | 97 | 0.7 | \$998 |
| State government | 8 | 224 | 1.5 | 863 |
| Local government | 32 | 2,291 | 15.6 | 906 |
| Private sector | 1,407 | 12,069 | 82.2 | 730 |
| Natural resources and mining | 28 | 268 | 1.8 | 753 |
| Construction | 236 | 988 | 6.7 | 986 |
| Manufacturing | 53 | 1,119 | 7.6 | 950 |
| Trade, transportation and utilities | 337 | 3,473 | 23.7 | 732 |
| Information | 6 | 13 | 0.1 | 2,268 |
| Financial activities | 101 | 358 | 2.4 | 1,090 |
| Professional and business services | 250 | 1,138 | 7.8 | 1,063 |
| Education and health services | 118 | 1,194 | 8.1 | 795 |
| Leisure and hospitality | 135 | 2,866 | 19.5 | 372 |
| Other services | 139 | 649 | 4.4 | 594 |
| Total | 1,462 | 14,682 | 100.0 | 761 |

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 QUEEN ANNE'S COUNTY, MARYLAND

SCHOOLS AND COLLEGES^{3,8}

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

| | |
|--------------------------------|-------|
| High school graduate or higher | 91.9% |
| Bachelor's degree or higher | 35.3% |

Public Schools

| |
|--|
| Number: 8 elementary; 4 middle/combined; 2 high |
| Enrollment: 7,749 (Sept. 2018) |
| Cost per pupil: \$12,821 (2016-2017) |
| Students per teacher: 14.8 (Oct. 2017) |
| High school career / tech enrollment: 1,700 (2017) |
| High school graduates: 550 (July 2017) |

Nonpublic Schools

| |
|------------------------|
| Number: 9 (Sept. 2017) |
|------------------------|

| Higher Education | Enrollment ('18) | Degrees ('17) |
|------------------|------------------|---------------|
|------------------|------------------|---------------|

2-year institution

| | | |
|--------------------|-------|-----|
| Chesapeake College | 2,081 | 250 |
|--------------------|-------|-----|

The **Eastern Shore Higher Education Center** based at Chesapeake College offers baccalaureate and graduate degrees from four-year institutions including the University of Maryland Eastern Shore, Salisbury University, Stevenson University, Notre Dame of Maryland University, and LaSalle University.

Washington College, a liberal arts college offering BA and MA programs, is located in Chestertown in neighboring Kent County, MD.

TAX RATES⁹

| | Queen Anne's Co. | Maryland |
|--|------------------|----------|
|--|------------------|----------|

| | | |
|------------------------------------|------|-------|
| Corporate Income Tax (2019) | none | 8.25% |
|------------------------------------|------|-------|

Base – federal taxable income

| | | |
|-----------------------------------|-------|-------------|
| Personal Income Tax (2019) | 3.20% | 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) | \$0.8471 | \$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, a municipal rate will also apply

| | | |
|---|------|------|
| Business Personal Property Tax (FY 19) | none | none |
|---|------|------|

No county personal property tax on ordinary business property \$2.1178/\$100 applicable to utility operating property only
In an incorporated area, a municipal rate may apply; municipal exemptions may be available

Major Tax Credits Available

Enterprise Zone, Job Creation, More Jobs for Marylanders, R&D, Biotechnology and Cybersecurity Investment, Commercial Property, Arts & Entertainment District

INCOME³ (2013-2017)

| Distribution | Percent Households | | |
|-------------------------|--------------------|-----------|-------------|
| | Queen Anne's Co. | Maryland | U.S. |
| Under \$25,000 | 10.0 | 14.2 | 21.3 |
| \$25,000 - \$49,999 | 15.9 | 17.1 | 22.5 |
| \$50,000 - \$74,999 | 16.7 | 16.5 | 17.7 |
| \$75,000 - \$99,999 | 12.3 | 13.1 | 12.3 |
| \$100,000 - \$149,999 | 25.2 | 18.7 | 14.1 |
| \$150,000 - \$199,999 | 9.6 | 9.7 | 5.8 |
| \$200,000 and over | 10.2 | 10.7 | 6.3 |
| Median household | \$89,241 | \$78,916 | \$57,652 |
| Average household | \$107,343 | \$103,845 | \$81,283 |
| Per capita | \$40,553 | \$39,070 | \$31,177 |
| Total income (millions) | \$1,932 | \$226,495 | \$9,658,475 |

HOUSING^{3,10}

| | |
|----------------------------|-------------------------------|
| Occupied Units (2013-2017) | 17,995 (81.1% owner occupied) |
|----------------------------|-------------------------------|

Housing Transactions (2018)*

| | |
|----------------------|-----------|
| Units sold | 847 |
| Median selling price | \$333,504 |

*All multiple listed properties; excludes auctions and FSBO

BUSINESS AND INDUSTRIAL PROPERTY⁶

Strategically located for access to the Mid-Atlantic market, the county offers well planned business parks with build-to-suit lots and flex space. The **Chesapeake Bay Business Park**, **Matapeake Business Park** and **Thompson Creek Professional Park** are located in the Enterprise Zone and attract a mix of manufacturing, flex, warehouse and office space. The **Centreville Business Park** provides for 80 acres of development for build-to-suit projects, as well as ready-to-occupy space for lease or sale. Retail/commercial land is available along the heavily travelled U.S. Rt. 50/301 corridor and north. This area features high-traffic-count retail space and prime office space. Several major mixed-use projects are planned for the Narrows.

The county can incentivize qualified projects of substantial investment and/or job creation within Priority Funding Areas by partnering with the state to leverage local resources: Job Creation and R&D Tax Credits, Enterprise Zone, Foreign-Trade Zone, conditional loan program and a revolving loan portfolio. Centreville's Main Street and Stevensville's A&E District attract entrepreneurial investment.

| Market Profile Data (2018) | Low | High | Average |
|----------------------------|-----|------|---------|
|----------------------------|-----|------|---------|

Land – cost per acre

| | | | |
|---------------|-----------|-----------|-----------|
| Industrial | \$75,000 | \$300,000 | \$225,000 |
| Office/Retail | \$125,000 | \$465,000 | \$325,000 |

Rental Rates – per square foot

| | | | |
|-------------------------|---------|---------|---------|
| Warehouse / Industrial | \$5.00 | \$9.00 | \$7.00 |
| Flex / R&D / Technology | \$6.00 | \$19.00 | \$9.00 |
| Class A Office | \$14.00 | \$22.00 | \$19.00 |

Brief Economic Facts // QUEEN ANNE'S COUNTY, MARYLAND

TRANSPORTATION

Highways: MD Bay Bridge Corridor U.S. 50/301, Blue Star Memorial Highway U.S. 301, MD 404, MD 8, MD 18

Rail: Maryland & Delaware Railroad Company operates track on which Norfolk Southern provides freight service from Centreville to points north

Truck: Private trucking companies serve the county; overnight and/or parcel delivery service is provided by four carriers

Water: Convenient access to Port of Baltimore, 50' channel, with seven public terminals including the Intermodal Container Transfer Facility, and to the Ports of Philadelphia, Norfolk, and Wilmington; Kent Narrows is a navigable channel with drawbridge; public and private marinas are located on the Chesapeake Bay, Chester, Corsica and Wye Rivers to provide for recreational boating, sailing and sport fishing

Air: Served by Baltimore/Washington International Thurgood Marshall (BWI), Ronald Reagan Washington National, Washington Dulles International, and Philadelphia International Airports; Bay Bridge Airport, Stevensville, offers charter service and has a lighted runway (2900'), instrument approaches, 24-hour fueling, and Jet A on call; rental vehicles available on site

RECREATION AND CULTURE

Parks and Recreation: Dominated by water, the county maintains 20 public landings and 32 public parks totaling 2,942 acres with award-winning nature parks and walking trails located throughout the county; Wye Island Wildlife Refuge Center, Chesapeake Bay Environmental Center, Ferry Point Park and Tuckahoe State Park are wildlife areas set aside with trails, hiking, fishing and water-related activities; Matapeake Public Beach and Clubhouse situated on the Chesapeake Bay is maintained and operated by the county; sports facilities are located at Centreville, Church Hill Park, Grasonville Park, Sudlersville Park and White Marsh; 4H Park is maintained privately; Pintail Point offers skeet and trap shooting

Golf: Private golf courses include Queenstown and Wye; Blue Heron Golf Course is owned and maintained by the county

Cultural: The arts are supported by the Kent Island Federation of Arts, Queen Anne's County Arts Council, Church Hill Theatre, and Chesapeake College which sponsor annual art shows, artisan festivals, and concerts; the Chesapeake Heritage and Visitor Center, located on Piney Narrows Road in Chester, offers revolving exhibits and access to Ferry Point Park

Arts & Entertainment District: Historic Stevensville promotes events and highlights tours of period architecture now occupied with shops and restaurants

Shopping: Premium Outlet Mall, antique and specialty stores, and fine dining opportunities

Events: Kent Island Days, 1st Saturdays in Historic Stevensville, Paddlepalooza, Queen Anne's County Fair, DrinkMaryland: Centreville-A Maryland Makers Festival, and holiday house tours

UTILITIES

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

Water: Public water is supplied by the county in Chester, Grasonville and Stevensville, and by the municipalities of Centreville, Church Hill, Millington, Queenstown and Sudlersville

Sewer: Public sewer is county provided in Chester, Grasonville and Stevensville, and by the municipalities of Centreville, Church Hill, Millington, Queenstown, and Sudlersville; infrastructure is planned for Barclay

Telecommunications: Comcast provides local cable television service; high-speed internet service providers include Atlantic Broadband, Bay Broadband, Maryland Broadband and Verizon; main fiber optic line extends from the Bay Bridge along Route 50 then north along MD 213; 4G service is available depending upon provider

GOVERNMENT¹¹

County Seat: Centreville

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

James J. Moran, President, Board of County Commissioners
410.758.4098

Gregg Todd, County Administrator 410.758.4098

Website: www.qac.org

County Bond Rating: Aa1 (Moody's); AAA (Fitch)

Queen Anne's County Department of Economic and Tourism 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 Queen Anne's County Department of Economic Development and Tourism
- 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