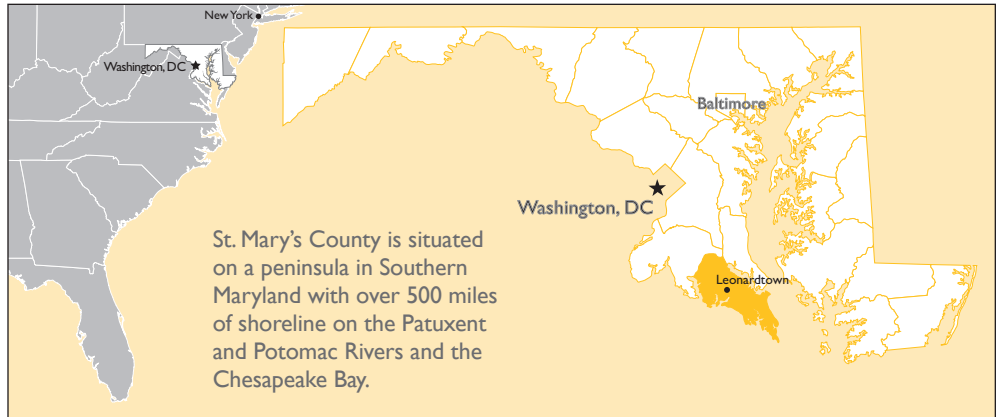


Brief Economic Facts

ST. MARY'S COUNTY, MARYLAND

St. Mary's County is situated on a peninsula in Southern Maryland with over 500 miles of shoreline on the Patuxent River, Potomac River and Chesapeake Bay. The Naval Air Station, Patuxent River, employing 25,000 military, civilians and defense contractors, is home to the U.S. Naval Air Systems Command (NAVAIR), including the Naval Air Warfare Center Aircraft Division (NAWCAD). With over 200 high-tech aerospace and defense contractors, the county has emerged as a world-class center for maritime aviation research, development, testing, evaluation, and acquisition.

The area combines access to technology with a rich heritage and a myriad of outdoor sports and recreational opportunities. The county's location allows for easy access to major metropolitan areas while offering residents a high quality of life and affordable lifestyles.



LOCATION

Driving distance from Leonardtown:	Miles	Kilometers
Atlanta, Georgia	613	986
Baltimore, Maryland	81	131
Boston, Massachusetts	477	768
Chicago, Illinois	741	1,192
New York, New York	266	428
Philadelphia, Pennsylvania	177	284
Pittsburgh, Pennsylvania	277	446
Richmond, Virginia	95	152
Washington, DC	54	87

CLIMATE AND GEOGRAPHY¹

Yearly Precipitation (inches)	46.2
Yearly Snowfall (inches)	14.5
Summer Temperature (°F)	75.3
Winter Temperature (°F)	37.6
Days Below Freezing	81.4
Land Area (square miles)	372.5
Water Area (square miles)	37.7
Shoreline (miles)	536
Elevation (feet)	sea level to 192

St. Mary's County's 2,040 businesses employ 29,500 workers; More than 40 of these businesses have 100 or more workers. Businesses include DynCorp International, Wyle, BAE Systems, SAIC, Engility, Lockheed Martin, Northrop Grumman, and many others. Non-defense employers include MedStar St. Mary's Hospital, St. Mary's College of Maryland, Burch Oil, and the Paul Hall Center for Maritime Training and Education.

POPULATION^{2,3}

	St. Mary's County Households	St. Mary's County Population	Maryland Population
2000	30,642	86,211	5,296,486
2010	37,604	105,151	5,773,552
2020*	43,634	120,150	6,141,900

*Projections
Selected places population (2010): California 11,857; Lexington Park 11,626; Golden Beach 3,796; Leonardtown 2,930; Mechanicsville 1,508; Charlotte Hall 1,420

POPULATION DISTRIBUTION^{2,3} (2017)

Age	Number	Percent
Under 5	7,281	6.5
5 - 19	23,361	20.7
20 - 44	37,296	33.1
45 - 64	30,574	27.1
65 and over	14,155	12.6
Total	112,667	100.0
Median age		36.5 years

Brief Economic Facts ST. MARY'S COUNTY, MARYLAND

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

	County	Labor Mkt. Area*
Civilian Labor Force (2017 avg.)		
Total civilian labor force	55,310	191,027
Employment	53,104	183,600
Unemployment	2,206	7,427
Unemployment rate	4.0%	3.9%

Residents commuting outside the county to work (2012-2016)	Number	Percent
	14,335	26.0%

Employment in selected occupations (2012-2016)		
Management, business, science and arts	24,208	44.6%
Service	8,601	15.8%
Sales and office	11,291	20.8%
Production, transp. and material moving	4,126	7.6%

* St. Mary's, Calvert and Charles counties

MAJOR EMPLOYERS^{6,7} (2017)

Employer	Product/Service	Employment
Naval Air Station Patuxent River*	Military installation	11,725
MedStar St. Mary's Hospital	Medical services	1,200
DynCorp International	Prof. and technical services	985
Wyle	Tech. research services	910
BAE Systems	Tech. products and services	580
St. Mary's College of Maryland	Higher education	460
HMR of Maryland / Charlotte Hall	Nursing care	440
Booz Allen Hamilton	Systems engineering and management	400
PAE Applied Technologies	Prof. and technical services	395
Northrop Grumman	Systems and software devt.	380
General Dynamics	Aeronautics, systems engr.	350
J.F.Taylor	Technology simulations	335
Lockheed Martin	Aeronautics, systems engineering	315
Boeing	Engineering services	280
McKay's Food & Drug	Groceries	275
Eagle Systems	Systems engr. and mgmt.	260
Sabre Systems	Engineering services	250
Burch Oil	Fuel oil	230
Smartronix	Information technology	215
Engility	Systems engr. and mgmt.	200
SAIC	Engr. and mgmt. services	200
CACI	Systems engr. and mgmt.	165

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 (2017, BY PLACE OF WORK)

Industry	Estab-lishments	Annual Avg. Empl.	Emp. %	Avg. Wkly. Wage
Federal government	39	9,590	21.9	\$2,104
State government	11	910	2.1	951
Local government	59	3,782	8.6	970
Private sector	2,040	29,454	67.3	1,052
Natural resources and mining	18	66	0.2	578
Construction	282	1,720	3.9	1,044
Manufacturing	33	413	0.9	1,284
Trade, transportation and utilities	453	6,810	15.6	783
Information	17	147	0.3	1,175
Financial activities	142	816	1.9	956
Professional and business services	463	9,896	22.6	1,627
Education and health services	246	4,547	10.4	969
Leisure and hospitality	221	4,173	9.5	320
Other services	160	864	2.0	581
Total	2,150	43,736	100.0	1,274

Includes civilian employment only

HOURLY WAGE RATES⁴ (2017)

Selected Occupations	Median	Entry	Experienced
Accountants	\$36.39	\$23.25	\$44.87
Aerospace engineers	53.03	37.45	60.80
Bookkeeping/accounting clerks	19.66	14.68	23.93
Computer systems analysts	45.89	29.45	55.70
Computer user support specialists	25.31	15.30	31.85
Customer service representatives	14.35	10.24	18.82
Electrical engineers	48.88	34.92	58.44
Electronics engineering technicians	43.33	30.78	48.74
Freight, stock and material movers, hand	12.41	10.44	16.78
Industrial truck operators	26.60	18.83	30.49
Information security analyst	47.07	28.09	55.49
Maintenance and repair workers, general	20.65	13.96	24.86
Network administrators	49.29	34.21	58.22
Packers and packagers, hand	9.33	9.26	11.16
Secretaries	18.09	12.31	21.78
Shipping/receiving clerks	12.99	10.58	16.47

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 ST. MARY'S COUNTY, MARYLAND

SCHOOLS AND COLLEGES^{3,8}

Educational Attainment - age 25 & over (2012-2016)

High school graduate or higher	89.9%
Bachelor's degree or higher	29.9%

Public Schools

Number: 18 elem.; 4 mid.; 3 high; 1 career/tech; 1 charter
Enrollment: 18,053 (Sept. 2017)
Cost per pupil: \$13,027 (2016-2017)
Students per teacher: 16.8 (Oct. 2017)
High school career / tech enrollment: 1,807 (2017)
High school graduates: 1,199 (July 2017)

Nonpublic Schools

Number: 38 (Sept. 2017)

Higher Education (2017)	Enrollment	Degrees
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2-year institutions

Seafarers Harry Lundeborg School of Seamanship	NA	NA
College of Southern Maryland*	7,061	1,272

4-year institution

St. Mary's College of Maryland	1,600	531
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Johns Hopkins University, the University of Maryland College Park, and 7 other institutions offer programs at the Southern Maryland Higher Education Center. In addition, the University of Maryland University College and other national universities offer programs at the Frank Knox Center at NAS Patuxent River.

* Includes four campuses in Calvert, Charles and St. Mary's counties

TAX RATES⁹

	St. Mary's Co.	Maryland
Corporate Income Tax (2018)	none	8.25%
Base – federal taxable income		
Personal Income Tax (2018)	3.00%	2.0%-5.75%*
Base – federal adjusted gross income		
*Graduated rate peaking at 5.75% on taxable income over \$300,000		
Sales & Use Tax (2018)	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)	\$0.8478	\$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)	\$2.1195	none
Rate per \$100 of depreciated value		
Exempt – manufacturing and R&D machinery, equipment, materials and supplies; manufacturing, R&D and warehousing inventory		
Major Tax Credits Available		
Job Creation, More Jobs for Marylanders, R&D, Biotechnology and Cybersecurity Investment, New and Expanding Business, Arts & Entertainment District		

INCOME³ (2012-2016)

Distribution	Percent Households		
	St. Mary's Co.	Maryland	U.S.
Under \$25,000	11.8	14.9	22.3
\$25,000 - \$49,999	15.2	17.6	23.1
\$50,000 - \$74,999	15.9	16.9	17.8
\$75,000 - \$99,999	15.2	13.3	12.2
\$100,000 - \$149,999	23.5	18.4	13.5
\$150,000 - \$199,999	10.0	9.2	5.4
\$200,000 and over	8.4	9.7	5.7
Median household	\$86,810	\$76,067	\$55,322
Average household	\$100,183	\$100,071	\$77,866
Per capita	\$36,814	\$37,756	\$29,829
Total income (millions)	\$3,905	\$217,904	\$9,166,046

HOUSING^{2,3,10}

Occupied Units (2012-2016) 38,978 (71.9% owner occupied)

Housing Transactions	Units	Median Selling Price
All arms-length transactions (2016)	1,225	\$295,000
All multiple-listed properties (2017)*	1,621	\$269,967

*Excludes auctions and FSBO

BUSINESS AND INDUSTRIAL PROPERTY⁶

A variety of business sites are available in St. Mary's County. Industrial and office parks offer raw acreage, furnished office space and everything in between. Utilities including fiber-optic lines, public water, sewer, broadband service and natural gas are available at most locations.

High tech firms are clustered in and around Lexington Park. Major business parks include Wildewood, Lexington Park Corporate Center, Exploration, Expedition, Willows Run and Pine Hill. Manufacturing is concentrated in St. Mary's Industrial Park in Hollywood, adjoining the regional airport.

St. Mary's County has one business incubator located at the regional airport focusing on unmanned and autonomous systems and Navy technology transfer. The St. Mary's County Dept. of Economic Development publishes a directory of tech companies and resources and can assist businesses in finding office, warehouse, and industrial space to suit their needs.

Business Incubator

TechPort @ the Airport Technology Incubator, California MD

Market Profile Data (2018)	Low	High	Average
Land – cost per acre			
Industrial	\$12,000	\$471,000	\$156,600
Office/Commercial	\$9,100	\$2,525,600	\$284,500
Rental Rates – per square foot			
Warehouse / Industrial	\$4.00	\$13.00	\$8.67
Flex / R&D / Technology	\$7.00	\$15.00	\$14.00
Class A Office	\$21.00	\$28.50	\$23.84

Brief Economic Facts // ST. MARY'S COUNTY, MARYLAND

TRANSPORTATION

Highways: Maryland arteries in the county connect with U.S. 301, I-95 and I-495 (Washington D.C. Beltway)

Rail: The closest rail depot, CSX Transportation, is in adjacent Charles County at Waldorf

Truck: Nearly 60 local and long-distance trucking establishments are located in Southern Maryland

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; 81 miles from Leonardtown

Air: Served by Baltimore/Washington International Thurgood Marshall Airport (BWI), Washington Dulles International Airport and Ronald Reagan Washington National Airport; St. Mary's County Regional Airport (www.co.saint-marys.md.us/dpw/Airportinfo.asp) is available for private planes; 4150' runway

RECREATION AND CULTURE

Parks: Five state parks and 22 county parks, two year-round pools, boat ramps, beaches, fishing piers, tennis courts, picnic facilities, playgrounds, a skate park, and a disc golf course

Recreation and Leisure: Boating, sailing, fishing, camping, hiking, cycling, paddling trails, golf courses, and three motor sports venues; waterside restaurants and marinas dot the county's miles of shoreline; historic Leonardtown, the county seat, features a variety of shops, galleries, restaurants, a waterfront park and a winery

Sports and Athletics: Team sports include soccer, basketball, roller hockey, lacrosse, football, and baseball; sports venues include a gymnastics center, four county recreation centers, and a variety of public parks with sports fields

Attractions: St. Clement's Island, site of Maryland's founding; Historic St. Mary's City, Maryland's first capital and one of the nation's premier archaeological and outdoor living history museums; Point Lookout Lighthouse, Blackstone Lighthouse, Point No Point Lighthouse and Piney Point Lighthouse, the oldest lighthouse on the Potomac River; 18th-century Sotterley Plantation; and Patuxent River Naval Air Museum

Arts & Entertainment District: Leonardtown

Events: Over 50 festivals and fairs include the River Concert Series, Crab Festival, County Fair, Blessing of the Fleet, Oyster Festival/National Oyster Shucking Championships, Wine Festival and Monster Rockfish Festival

For more information, call 1.800.327.9023, or visit www.stmarysmd.com

UTILITIES

Electricity: Southern Maryland Electric Cooperative; customers of investor-owned utilities and major cooperatives may choose their electric supplier

Gas: Natural gas is available from Washington Gas; customers may choose their gas supplier; propane is available from Burch Propane and Taylor Gas Co.

Water and Sewer: St. Mary's County Metropolitan Commission serves greater Lexington Park-Hollywood area and Piney Point; municipal system serves Leonardtown

Telecommunications: Local carrier is Verizon Maryland; cable internet or broadband service is available from MetroCast or Comcast; Long distance carriers include AT&T, Sprint, Verizon and others

GOVERNMENT¹¹

County Seat: Leonardtown

Government: Five commissioners elected for four-year terms; commissioner form of government limits county legislative power to areas authorized by the General Assembly
James R. Guy, President, Commissioners of St. Mary's County
301.475.4200, ext. 1350

Rebecca Bolton Bridgett, County Administrator
301.475.4200, ext. 1321

Website: www.stmarysmd.com

County Bond Rating: AA+ (S&P); Aa2 (Moody's); AA+ (Fitch)

St. Mary's 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 St. Mary's 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