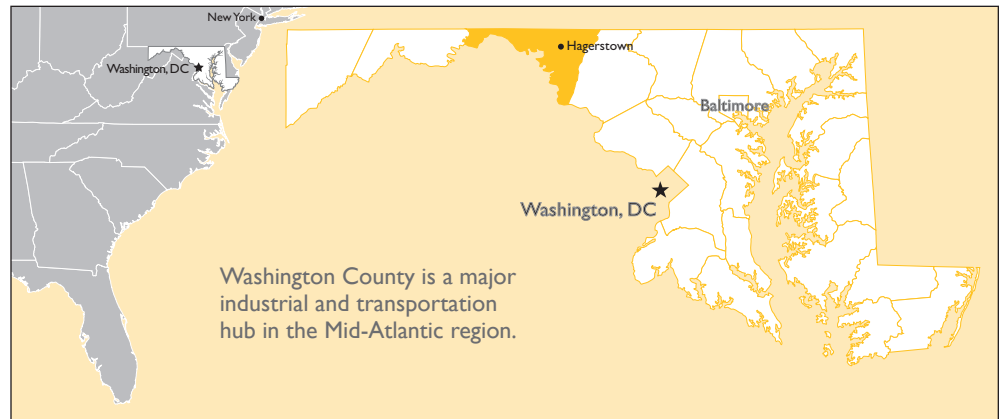


Brief Economic Facts

WASHINGTON COUNTY, MARYLAND

Washington County is a major industrial and transportation hub in the Mid-Atlantic region. Interstates 81, 70 and 68, coupled with excellent rail service, provide easy market access. The Hagerstown Regional Airport is a fully instrumented airfield with the second-longest commercial runway in the state. In fact, assets such as the airport helped the county earn recognition as one of the country's "Top Five Defense Destinations" by Expansion Solutions magazine. Hagerstown, the county seat and business center, is Maryland's sixth largest city and is easily accessible to both Baltimore and Washington, D.C.



Washington County's 3,490 businesses employ 58,300 workers; nearly 90 of these businesses have 100 or more workers. Key employers include The Bowman Group, Citi, FedEx Ground, First Data, Fives Cinetic, Meritus Health System, Sierra Nevada, Staples Distribution, and Volvo Group. Washington County is home to more than twenty industrial, technology and business parks, Foreign Trade Zone #255, and two State Enterprise

Zones. A significant project announced in 2016 is the purchase of the former Fort Ritchie base in Cascade, MD by Washington County. Known as "Cascade Town Center," the development is expected to attract foreign-direct investment. Other projects announced include a joint venture between the county and the city of Hagerstown for an Urban Improvement Plan.

Major tourist attractions in the county include the Antietam National Battlefield, Chesapeake & Ohio Canal National Historical Park, and Fort Frederick State Park.

LOCATION

Driving distance from Hagerstown:	Miles	Kilometers
Atlanta, Georgia	642	1,134
Baltimore, Maryland	71	114
Boston, Massachusetts	451	725
Chicago, Illinois	614	987
New York, New York	239	384
Philadelphia, Pennsylvania	152	245
Pittsburgh, Pennsylvania	156	250
Richmond, Virginia	164	264
Washington, DC	68	109

CLIMATE AND GEOGRAPHY¹

Yearly Precipitation (inches)	41.1
Yearly Snowfall (inches)	20.6
Summer Temperature (°F)	72.8
Winter Temperature (°F)	32.5
Days Below Freezing	117
Land Area (square miles)	455.0
Water Area (square miles)	12.1
Elevation (feet)	250 to 2,140 (primarily 500 to 800)

POPULATION^{2,3}

	Washington County Households	Washington County Population	Western Maryland*	Maryland
2000	49,726	131,923	236,699	5,296,486
2010	55,687	147,430	252,614	5,773,552
2020**	60,975	160,300	266,050	6,224,550

*Allegany, Garrett, and Washington counties

**Projections

Selected places population (2010): Hagerstown 39,662; Halfway 10,701; Robinwood 6,918; Fountainhead-Orchard Hills 5,666; Boonsboro 3,336; Maugansville 3,071

POPULATION DISTRIBUTION^{2,3} (2015)

Age	Number	Percent
Under 5	8,753	5.9
5 - 19	27,620	18.5
20 - 44	47,354	31.7
45 - 64	41,605	27.8
65 and over	24,253	16.2
Total	149,585	100.0
Median age		40.5 years

Brief Economic Facts WASHINGTON COUNTY, MARYLAND

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

Civilian Labor Force (2015 avg.)	County	Labor Mkt.
		Area*
Total civilian labor force	76,345	335,929
Employment	71,928	319,291
Unemployment	4,417	16,638
Unemployment rate	5.8%	5.0%

Residents commuting outside the county to work (2011-2015)	Number	Percent
	21,780	33.0%

Employment in selected occupations (2011-2015)

Occupation	Number	Percent
Management, business, science and arts	21,927	32.5%
Service	12,186	18.0%
Sales and office	16,688	24.7%
Production, transp. and material moving	9,953	14.7%

*Washington and Frederick counties, MD, Franklin Co., PA and Berkeley Co., WV

MAJOR EMPLOYERS^{6,7} (2016)

Employer	Product/Service	Employment
Meritus Health	Medical services	2,740
Citi	Credit card processing	2,300
First Data	Credit card processing	2,185
Volvo Group	Diesel engines, transmissions	1,300
FedEx Ground	Mail and package delivery	900
Hagerstown Comm. College	Higher education	890
The Bowman Group	Hotels management. and logistics	745
Merkle Response Management Group.	Data entry and fulfillment	545
Arc of Washington County	Medical and social services	500
Direct Mail Processors	Data entry and fulfillment	500
Brook Lane Health Services	Medical services	485
Dot Foods	Food distribution	441
Staples	Office supplies retail, distrib.	390
A.C. & T.	Convenience stores, gas stations	350
Lehigh Phoenix	Printed book covers	335
Sierra Nevada	Aircraft maintenance	335
JLG Industries	Aerial work platforms	300
ThompsonGas	Propane gas prod. and svcs.	275
UPS	Mail and package delivery	274
CertainTeed	Roofing products	255
Tempur Sealy International	Mattresses	223
Home Depot	Home improvement products distribution	195

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

EMPLOYMENT⁴ (2015, BY PLACE OF WORK)

Industry	Estab-lishments	Annual Avg. Empl.	Emp. %	Avg. Wkly. Wage
Federal government	32	579	0.9	\$1,053
State government	13	2,366	3.5	943
Local government	66	5,902	8.8	837
Private sector	3,492	58,317	86.8	764
Natural resources and mining	29	156	0.2	812
Construction	367	2,810	4.2	878
Manufacturing	148	6,329	9.4	1,133
Trade, transportation and utilities	964	17,356	25.8	661
Information	47	826	1.2	1,157
Financial activities	336	6,342	9.4	972
Professional and business services	517	5,942	8.8	782
Education and health services	436	10,506	15.6	835
Leisure and hospitality	355	6,440	9.6	295
Other services	292	1,610	2.4	551
Total	3,603	67,164	100.0	779

Includes civilian employment only

HOURLY WAGE RATES⁴ (2015)

Selected Occupations	Median	Entry	Experienced
Accountants	\$28.00	\$18.75	\$33.50
Bookkeeping/accounting clerks	17.00	10.75	19.75
Computer systems analysts	36.25	24.25	45.50
Customer service representatives	13.50	10.00	15.75
Electrical engineers	43.00	28.50	53.00
Electronics engineering technicians	34.50	22.75	38.50
Extruding and forming machine operators	13.00	8.75	16.25
Freight, stock and material movers hand	12.75	10.00	15.75
Industrial truck operators	16.75	11.25	19.00
Inspectors, testers, sorters	15.75	11.75	20.25
Machinists	20.25	14.50	23.25
Maintenance workers, machinery	21.50	16.00	24.25
Network support specialists	27.75	17.50	34.75
Secretaries	16.50	11.50	18.75
Shipping/receiving clerks	16.25	11.25	18.25
Team assemblers	14.00	12.00	15.00

Wages are an estimate of what workers might expect to receive in Western Maryland (Allegany, Garrett and Washington counties) and may vary by industry, employer and locality

Brief Economic Facts // WASHINGTON COUNTY, MARYLAND

SCHOOLS AND COLLEGES^{3,8}

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

High school graduate or higher	86.7%
Bachelor's degree or higher	19.9%

Public Schools

Number: 28 elementary; 8 middle/combined; 8 high
Enrollment: 22,545 (Sept. 2016)
Cost per pupil: \$12,720 (2014-2015)
Students per teacher: 15.6 (Oct. 2016)
High school career / tech enrollment: 2,514 (2016)
High school graduates: 1,638 (July 2015)

Nonpublic Schools

Number: 37 (Sept. 2016)

Higher Education	Enrollment ('16)	Degrees ('15)
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2-year institution

Hagerstown Community College	4,063	634
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The University System of Maryland at Hagerstown offers more than 20 undergraduate and graduate degree programs through the following Maryland institutions: Coppin State, Frostburg State, Salisbury, and Towson universities; University of Maryland College Park; and University of Maryland University College.

Kaplan University offers certificate, associate and bachelor degree programs at its Hagerstown campus.

TAX RATES⁹

	Washington Co.	Maryland
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Corporate Income Tax (2017)	none	8.25%
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Base – federal taxable income

Personal Income Tax (2017)	2.80%	2.0% - 5.75%*
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Base – federal adjusted gross income

*Graduated rate peaking at 5.75% on taxable income over \$300,000

Sales & Use Tax (2017)	none	6.0%
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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)	\$0.948	\$0.112
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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, the county rate will vary and a municipal rate will also apply

Business Personal Property Tax (FY 17)	\$2.37	none
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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, a municipal rate will also apply; municipal exemptions may be available

Major Tax Credits Available

Enterprise Zone, Job Creation, R&D, Biotechnology and Cybersecurity Investment, New Jobs, Arts & Entertainment District

INCOME³ (2011-2015)

Distribution	Percent Households		
	Washington Co.	Maryland	U.S.
Under \$25,000	21.6	15.3	23.0
\$25,000 - \$49,999	23.2	17.9	23.5
\$50,000 - \$74,999	20.3	17.1	17.8
\$75,000 - \$99,999	13.2	13.4	12.1
\$100,000 - \$149,999	13.7	18.2	13.1
\$150,000 - \$199,999	4.7	9.0	5.1
\$200,000 and over	3.2	9.2	5.3
Median household	\$56,228	\$74,551	\$53,889
Average household	\$70,993	\$97,801	\$75,558
Per capita	\$27,066	\$36,897	\$28,930
Total income (millions)	\$3,980	\$211,875	\$8,834,710

HOUSING^{2,3,10}

Occupied Units (2011-2015)	56,067 (64.2% owner occupied)
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Housing Transactions	Units	Median Selling Price
All arms-length transactions (2015)	1,151	\$189,000
All multiple-listed properties (2016)*	1,888	\$165,697

*Excludes auctions and FSBO

BUSINESS AND INDUSTRIAL PROPERTY⁶

Approximately 20 business and industrial parks in Washington County, including a technology park, are concentrated in the Hagerstown and Williamsport areas with easy access to I-70 and I-81. More than 2,178 acres are ready for development, while six million square feet of office, commercial, warehouse and manufacturing space are available.

Two State Enterprise Zones (5,900+ acres) allow tax incentives for capital investment and job creation. The New Jobs Tax Credit, geared toward companies with well-paying jobs, offers real and personal property tax credits on new or expanded facilities. Foreign Trade Zone #255 includes seven sites in the county (1,866 acres) where customs duties can be deferred, reduced or eliminated to improve a company's international competitiveness.

To view a full list of sites and buildings available in Washington County, log on to.

Business Incubator

Technical Innovation Center, Hagerstown

Market Profile Data (2016)	Low	High	Average
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Land – cost per acre

Industrial	\$30,000	\$240,000	\$100,000
Office	\$150,000	\$750,000	\$340,000

Rental Rates – per square foot

Warehouse / Industrial	\$2.75	\$7.00	\$4.00
Flex / R&D / Technology	\$4.00	\$16.00	\$10.00
Class A Office	\$10.69	\$25.11	\$17.04

Brief Economic Facts // WASHINGTON COUNTY, MARYLAND

TRANSPORTATION

Highways: I-81, I-70, I-68, U.S. 40 and U.S. 11

Rail: CSX Transportation, and Norfolk Southern Railway

Truck: 132 local and long-distance trucking establishments are located in Western 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

Air: Hagerstown Regional Airport offers scheduled passenger, freight, and express service; 3160' and 7000' runways

RECREATION AND CULTURE

Recreation: Black Rock Golf Course; Hagerstown Ice & Sports Complex; Class A professional baseball; hiking on the Appalachian Trail; biking and hiking on the Chesapeake & Ohio (C&O) Canal towpath; swimming in a mountain lake at Greenbrier State Park; seasonal recreation available at nearby Whitetail Ski Resort

Historical: Antietam National Battlefield, site of the bloodiest single day battle in American history; the Miller House, collections of dolls and clocks, period furniture and a turn-of-the-century general store; Chesapeake & Ohio Canal National Historical Park; Fort Frederick State Park; and Jonathan Hager House and Museum

Cultural: The Washington County Museum of Fine Arts features art exhibits, chamber music concerts and special events; the city of Hagerstown is host to the Hispanic Festival and AugustoberFest

Arts & Entertainment District: The Arts & Entertainment (A&E) District is located in downtown Hagerstown and is home to the Maryland Theatre which offers year-round performances and events, including Maryland Symphony Orchestra concerts; artist space and lofts are available in the A&E District; a diverse selection of restaurants and shops are accessible

Attractions: Artisan, farmers and other specialty markets; Crystal Grottoes Caverns; Discovery Station at Hagerstown; Hagerstown Roundhouse Museum; Hagerstown Speedway; Hagerstown Premium Outlets; Washington County wineries (Big Cork, Knob Hall and Red Heifer, etc.)

Events: Alsatia Mummies Parade; Miss Maryland Pageant; New Year Celebration and Donut Drop; Salute to Independence Celebration at Antietam Battlefield; Washington County Ag Expo & Fair; Western Maryland Blues Fest; Wings and Wheels Event

UTILITIES

Electricity: Potomac Edison, a First Energy company, serves the county; City of Hagerstown's Electric Division distributes electricity to many parts of the city; customers of investor-owned utilities may choose their electric supplier

Gas: Natural gas supplied by Columbia Gas of Maryland, Inc.; customers may choose their gas supplier

Water: Municipal or county systems serve Boonsboro, Clear Spring, Funkstown, Hagerstown, Hancock, Keedysville, Sharpsburg, Smithsburg and Williamsport

Sewer: Municipal or county systems in Boonsboro, Clear Spring, Funkstown, Hagerstown, Hancock, Highfield, Keedysville, Sharpsburg, Smithsburg and Williamsport; publicly-owned industrial pretreatment facility provides treatment and disposal of non-regulated liquid waste for businesses

Telecommunications: Predominant local carrier - Verizon Maryland; state-of-the-art infrastructure, including digital, fiber optic, wireless data, and cellular technologies; services provided via public and private local and regional vendors; AT&T, Sprint Nextel, and Verizon PoPs in the county

GOVERNMENT¹¹

County Seat: Hagerstown

Government: Five commissioners elected at large for four-year terms; commissioner form of government

Terry L. Baker, President, Board of County Commissioners
240.313.2200

Gregory B. Murray, County Administrator 240.313.2216

Website: www.washco-md.net

County Bond Rating: AA+ (S&P); Aa1 (Moody's); AA+ (Fitch)

Washington County Department of Business Development

Kathleen (Kassie) Lewis, Director
100 West Washington Street, Suite 1401

Hagerstown, Maryland 21740

Telephone: 240.313.2283

Email: kassie.lewis@washco-md.net

www.hagerstownedc.org

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 Washington County Department of Business Development

7 Maryland Department of Commerce

8 Maryland State Department of Education; Maryland Higher Education Commission

9 Maryland State Dept. of Assessments and Taxation; Comptroller of the Treasury

10 Maryland Association of Realtors

11 Maryland State Archives; Maryland Association of Counties