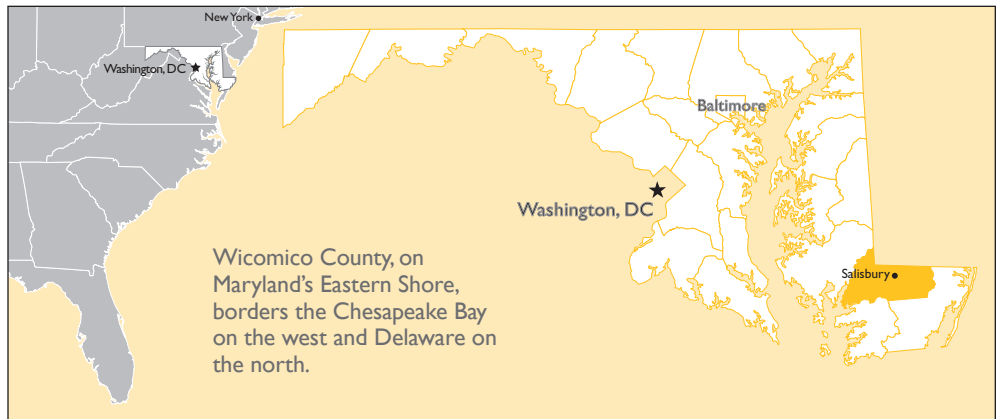


Brief Economic Facts

WICOMICO COUNTY, MARYLAND

With its strategic location along the East Coast and situated at the crossroads of Maryland's Lower Eastern Shore, Wicomico County serves as a hub for commerce, industry, health care, education and transportation. Situated halfway between the Atlantic Ocean and the Chesapeake Bay, cultural, recreational and civic amenities add to the lure of Wicomico, offering citizens a lifestyle second to none.

Wicomico is the number two agricultural producing county in Maryland, and ranks third in broiler chicken production. Popular crops include corn, soybeans, wheat and vegetables. In addition to agriculture and poultry, health care, educational sectors and a diverse industrial base offer stability and a firm foundation for Wicomico's economy. Jubilant Cadista Pharmaceuticals recently announced the addition of 200 new jobs associated with the expansion of its Salisbury headquarters and manufacturing facility.



LOCATION

Driving distance from Salisbury:	Miles	Kilometers
Atlanta, Georgia	692	1,114
Baltimore, Maryland	102	165
Boston, Massachusetts	430	692
Chicago, Illinois	793	1,276
New York, New York	219	353
Philadelphia, Pennsylvania	131	210
Pittsburgh, Pennsylvania	324	521
Richmond, Virginia	212	341
Washington, DC	114	183

CLIMATE AND GEOGRAPHY¹

Yearly Precipitation (inches)	45.2
Yearly Snowfall (inches)	6.0
Summer Temperature (°F)	76.1
Winter Temperature (°F)	38.7
Days Below Freezing	76.0
Land Area (square miles)	379.1
Water Area (square miles)	14.4
Shoreline (miles)	361
Elevation (feet)	sea level to 73

Wicomico's 2,500 businesses employ 36,900 workers; over 40 of these businesses have 100 or more workers. Major employers are Chesapeake Shipbuilding, Delmarva Power, Jubilant Cadista Pharmaceuticals, K&L Microwave, MaTech, Peninsula Regional Medical Center, Perdue Farms, Salisbury University and Tishcon.

Wicomico County has a 5,220-acre State Enterprise Zones in Salisbury and a 129-acre zone in Fruitland.

POPULATION^{2,3}

	Wicomico County		Lower Eastern Shore*	Maryland
	Households	Population		
2000	32,218	84,644	155,934	5,296,486
2010	37,220	98,733	176,657	5,773,552
2020**	41,725	109,200	193,050	6,224,550

*Somerset, Wicomico and Worcester counties

**Projections

Selected places population (2010): Salisbury 30,343; Fruitland 4,866; Delmar 3,003; Pittsville 1,417; Hebron 1,084

POPULATION DISTRIBUTION^{2,3} (2015)

Age	Number	Percent
Under 5	6,000	5.9
5 - 19	21,502	21.0
20 - 44	34,317	33.5
45 - 64	25,558	25.0
65 and over	14,993	14.6
Total	102,370	100.0
Median age		35.5 years

Brief Economic Facts // WICOMICO COUNTY, MARYLAND

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

Civilian Labor Force (2015 avg.)	County	Labor Mkt. Area*
Total civilian labor force	50,820	184,118
Employment	47,347	172,258
Unemployment	3,473	11,860
Unemployment rate	6.8%	6.4%

Residents commuting outside the county to work (2011-2015)	Number	Percent
	11,599	24.7%

Employment in selected occupations (2011-2015)

Occupation	Number	Percent
Management, business, science and arts	16,173	33.7%
Service	9,963	20.8%
Sales and office	11,522	24.0%
Production, transp. and material moving	5,873	12.2%

*Wicomico, Somerset and Worcester counties, MD and Sussex County, DE

MAJOR EMPLOYERS^{6,7} (2016)

Employer	Product/Service	Employment
Peninsula Regional Medical Center	Medical services	2,900
Salisbury University	Higher education	1,790
Perdue Farms	HQ / poultry processing	1,500
Wor-Wic Community College	Higher education	450
Jubilant Cadista Pharmaceutical	Generic pharmaceuticals	340
Genesis HealthCare / Salisbury Rehabilitation and Nursing Center	Nursing care	340
Delmarva Power	Energy products and services	300
K&L Microwave	Electronics assembly	265
Dove Pointe	Services for the disabled	250
SHORE UP!	Social services	250
Three Lower Counties	Social services	250
BBSI	Staffing services	250
Piedmont / American Airlines	HQ / airline	220
Pepsi-Cola Bottling	Beverages	200
Delaware Elevator	HQ / elevator installation	170
Verizon	Telecommunications	160
MaTech	Precision machining	150

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	28	282	0.6	\$1,197
State government	13	2,759	6.2	837
Local government	47	4,858	10.8	781
Private sector	2,495	36,895	82.4	781
Natural resources and mining	28	283	0.6	673
Construction	270	1,927	4.3	894
Manufacturing	99	3,468	7.7	829
Trade, transportation and utilities	619	9,615	21.5	698
Information	20	508	1.1	1,101
Financial activities	247	1,735	3.9	936
Professional and business services	423	4,225	9.4	1,106
Education and health services	318	8,897	19.9	930
Leisure and hospitality	233	4,619	10.3	292
Other services	237	1,618	3.6	511
Total	2,583	44,794	100.0	787

Includes civilian employment only

HOURLY WAGE RATES⁴ (2015)

Selected Occupations	Median	Entry	Experienced
Accountants	\$28.00	\$17.50	\$34.25
Bookkeeping/accounting clerks	16.00	11.25	18.75
Computer user support specialists	19.75	13.00	24.50
Customer service representatives	13.00	9.75	17.25
Electronics engineering technicians	28.25	17.00	34.50
Freight, stock and material movers, hand	12.00	9.50	16.75
Industrial truck operators	15.00	11.75	17.00
Inspectors, testers, sorters	14.00	9.25	19.25
Maintenance and repair workers, general	13.50	10.00	17.50
Network administrators	33.25	21.00	37.50
Packaging and filling machine operators	9.50	8.75	12.00
Packers and packagers, hand	9.75	8.75	11.00
Secretaries	15.00	11.00	17.50
Shipping/receiving clerks	12.50	10.00	14.00
Team assemblers	13.75	10.25	16.50
Telemarketers	13.50	10.00	18.75

Wages are an estimate of what workers might expect to receive on the Lower Eastern Shore (Somerset, Wicomico and Worcester counties) and may vary by industry, employer and locality

Brief Economic Facts // WICOMICO COUNTY, MARYLAND

SCHOOLS AND COLLEGES^{3,8}

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

High school graduate or higher	87.9%
Bachelor's degree or higher	28.5%

Public Schools

Number: 15 elementary; 5 middle/combined; 3 high
Enrollment: 14,889 (Sept. 2016)
Cost per pupil: \$13,094 (2014-2015)
Students per teacher: 13.1 (Oct. 2016)
High school career / tech enrollment: 1,103 (2016)
High school graduates: 898 (July 2015)

Nonpublic Schools

Number: 16 (Sept. 2016)

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

Wor-Wic Community College	3,098	368
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4-year institution

Salisbury University	8,748	2,205
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The University of Maryland Eastern Shore is located in neighboring Somerset County, and the recently accredited University of Maryland Center for Environmental Science is based in Dorchester County.

TAX RATES⁹

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

Personal Income Tax (2017)	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 (2017)	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 17)	\$0.9516	\$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 17)	\$2.1715	none
Rate per \$100 of depreciated value		
Exempt – manufacturing and R&D machinery, equipment, materials and supplies; manufacturing and R&D inventory		
Partially exempt – warehousing inventory (93% exempt; being phased out at 7% per year)		
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, Arts & Entertainment District

INCOME³ (2011-2015)

Distribution	Percent Households		
	Wicomico Co.	Maryland	U.S.
Under \$25,000	23.7	15.3	23.0
\$25,000 - \$49,999	23.8	17.9	23.5
\$50,000 - \$74,999	18.8	17.1	17.8
\$75,000 - \$99,999	13.3	13.4	12.1
\$100,000 - \$149,999	13.1	18.2	13.1
\$150,000 - \$199,999	4.1	9.0	5.1
\$200,000 and over	3.2	9.2	5.3
Median household	\$52,278	\$74,551	\$53,889
Average household	\$69,010	\$97,801	\$75,558
Per capita	\$26,241	\$36,897	\$28,930
Total income (millions)	\$2,553	\$211,875	\$8,834,710

HOUSING^{2,3,10}

Occupied Units (2011-2015) 36,989 (62.3% owner occupied)

Housing Transactions	Units	Median Selling Price
All arms-length transactions (2015)	820	\$160,000
All multiple-listed properties (2016)*	1,020	\$140,596

*Excludes auctions and FSBO

BUSINESS AND INDUSTRIAL PROPERTY⁶

Industrial sites in the county range from one to 300 acres.

Northwood Industrial Park in the Salisbury area has a total of 350 acres with 50 acres available.

Air Business Center (ABC) has sites with direct runway access for air-related business uses. Long-term land leases are available.

Fruitland Industrial Park has a total of 110 acres with municipal services and rail access.

Westwood Commerce Park, at the intersection of U.S. Route 50 and the Salisbury Bypass, offers 260 acres served by Salisbury city water and sewer, as well as natural gas and high-speed voice and data lines.

Salisbury Airport Incubator provides below market lease rates with flexible terms to technology-oriented firms.

Business Incubator

Salisbury Airport Incubator, Salisbury

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

Industrial	\$17,000	\$125,000	\$40,000
Office	\$22,000	\$250,000	\$60,000

Rental Rates – per square foot

Warehouse / Industrial	\$2.00	\$7.00	\$4.50
Flex / R&D / Technology	\$5.00	\$14.00	\$9.50
Class A Office	\$6.50	\$15.00	\$11.00

Brief Economic Facts // WICOMICO COUNTY, MARYLAND

TRANSPORTATION

Highways: U.S. 13 and U.S. 50

Rail: Norfolk Southern Railway

Truck: 61 local and long-distance trucking establishments are located on the Lower Eastern Shore

Water: Wicomico River, 14 ft. channel at Salisbury; Port of Salisbury is the second largest in Maryland; also 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: The Salisbury-Ocean City Wicomico Regional Airport, 4.5 miles east of Salisbury, offers runway lengths of 5000' and 6400', a full instrument landing service (ILS), aviation fuel, charter service, and an industrial park with runway access; commercial passenger service provided by USAirways Express to Philadelphia and Charlotte; airport is home to numerous corporate clients, a small business incubator and a FedEx distribution center; UPS has a regional distribution center in Salisbury

RECREATION AND CULTURE

Parks and Recreation: Five state parks provide camping and natural beauty; other activities include swimming, fishing—including deep sea fishing—boating, golfing, skeet, trap and silhouette shooting, hiking, biking, canoeing, bird watching, and country and yacht club activities

Sports: Collegiate athletic events, tennis and professional golf tournaments; horse racing (trotting) at Ocean Downs; a Hunt Club/Pony Club; Wicomico County is home to the Delmarva Shorebirds, a Class A minor league affiliate of the Baltimore Orioles

Cultural: Summer band, big band, and rock music concerts; national country western shows; the Salisbury Symphony; dinner theater plays; a Council of Arts serves the area, as does the largest civic center on the Delmarva Peninsula

Arts & Entertainment District: Salisbury

Attractions: Ward Museum of Wildfowl Art, antique auto clubs and shows, and a first-class zoo

Events: Salisbury Festival, Pork in the Park, Autumn Wine Festival, Good Beer Festival celebrating craft beers, World Wildfowl Carving Show, and tours of historic homes

UTILITIES

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

Gas: Natural gas supplied by Chesapeake Utilities Corporation; customers may choose their gas supplier

Water: Municipal systems in Delmar, Fruitland, Hebron, Pittsville, Salisbury, Sharptown and Willards

Sewer: Municipal systems in Delmar, Fruitland, Hebron, Pittsville, Salisbury, Sharptown, Willards and Air Business Center

Telecommunications: Predominant local carrier - Verizon Maryland; long distance carriers - AT&T, Verizon, Sprint Nextel and others; AT&T, Verizon and Sprint Nextel PoPs are located in Salisbury

GOVERNMENT¹¹

County Seat: Salisbury

Government: County executive; seven council members (two elected at large and five from districts) 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

Robert L. Culver, Jr., County Executive 410.548.4801

John T. Cannon, President, County Council 410.548.4696

Website: www.wicomicocounty.org

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

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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 Salisbury-Wicomico Economic Development, Inc.
- 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