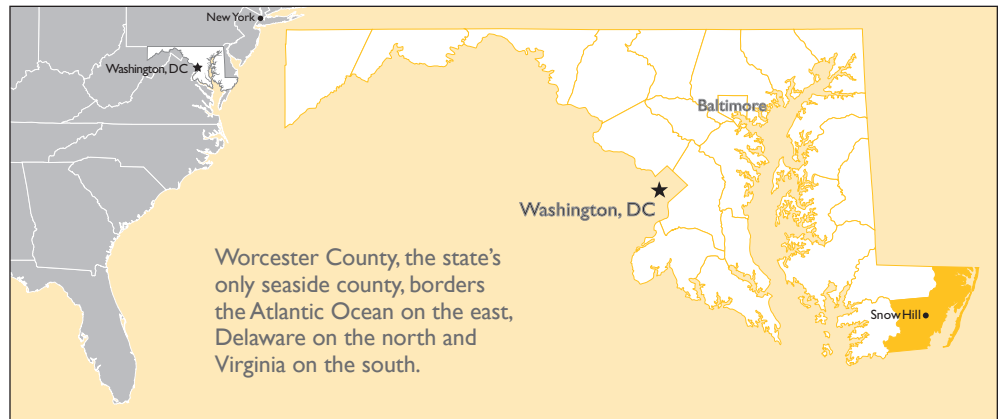


Brief Economic Facts

WORCESTER COUNTY, MARYLAND

Worcester is a dynamic, pro-business county with opportunities for business development, expansion and relocation. As Maryland's only seaside community, Worcester is strategically located in the heart of the Delmarva Peninsula, offering a superb, family-friendly lifestyle, and ready access to major metropolitan markets, including Washington D.C., Baltimore and Philadelphia. Low property tax rates, an abundant workforce, and a transportation network of highways, rail, and airports serve the needs of business. Incentives to create jobs include state income and real property tax credits for businesses locating or expanding in three Enterprise Zones (Berlin, Snow Hill, and Pocomoke City). In addition, all of Worcester County is a U.S. SBA designated HUBZone. Low interest financing for working capital and fixed assets is available through a local revolving loan fund.



Worcester County's 2,120 businesses employ 20,600 workers; over 20 of these businesses have 100 or more workers. Tourism and agriculture are the largest industries in the county, and major private sector employers include Atlantic General Hospital, Bel Art Products, Hardwire, the Harrison Group and Royal Plus.

LOCATION

Driving distance from Snow Hill:	Miles	Kilometers
Atlanta, Georgia	681	1,095
Baltimore, Maryland	120	193
Boston, Massachusetts	436	702
Chicago, Illinois	812	1,307
New York, New York	220	354
Philadelphia, Pennsylvania	149	240
Pittsburgh, Pennsylvania	343	551
Richmond, Virginia	200	322
Washington, DC	132	212

CLIMATE AND GEOGRAPHY¹

Yearly Precipitation (inches)	44.2
Yearly Snowfall (inches)	7.7
Summer Temperature (°F)	74.8
Winter Temperature (°F)	39.0
Days Below Freezing	73.6
Land Area (square miles)	474.9
Water Area (square miles)	110.0
Shoreline (miles)	774
Elevation (feet)	sea level to 65

POPULATION^{2,3}

	Worcester County Households	Worcester County Population	Lower Eastern Shore*	Maryland
2000	19,694	46,543	155,934	5,296,486
2010	22,229	51,454	176,657	5,773,552
2020**	24,650	56,100	193,050	6,224,550

*Somerset, Wicomico and Worcester counties

**Projections

Selected places population (2010): Ocean Pines 11,710; Ocean City 7,102; Berlin 4,485; West Ocean City 4,375; Pocomoke City 4,184; Snow Hill 2,103

POPULATION DISTRIBUTION^{2,3} (2015)

Age	Number	Percent
Under 5	2,262	4.4
5 - 19	7,705	14.9
20 - 44	12,953	25.1
45 - 64	15,238	29.6
65 and over	13,382	26.0
Total	51,540	100.0
Median age		49.4 years

Brief Economic Facts // WORCESTER COUNTY, MARYLAND

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

Civilian Labor Force (2015 avg.)	County	Labor Mkt. Area*
Total civilian labor force	26,029	174,680
Employment	23,277	163,599
Unemployment	2,752	11,081
Unemployment rate	10.6%	6.3%

Residents commuting outside the county to work (2011-2015)	Number	Percent
	6,499	28.8%

Employment in selected occupations (2011-2015)

Occupation	Number	Percent
Management, business, science and arts	8,277	36.0%
Service	5,023	21.9%
Sales and office	5,681	24.7%
Production, transp. and material moving	1,817	7.9%

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

MAJOR EMPLOYERS^{6,7} (2016)

Employer	Product/Service	Employment
Harrison Group*	Hotels and restaurants	1,170
Atlantic General Hospital	Medical services	860
Bayshore Development	Entertainment, recreation	520
O.C. Seacrets*	Hotel and restaurant	470
Dough Roller*	Restaurants	360
Carousel Resort Hotel & Condominiums*	Hotel and condominiums	340
Clarion Resort Fontainebleau*	Hotel and restaurant	340
Fager's Island*	Hotel and restaurant	300
91st Street Joint Venture / Princess Royale*	Hotel and conference center	290
Phillips Seafood Restaurants*	Restaurants	290
Ocean Pines Association	Nonprofit civic organization	270
Trimper's Rides*	Entertainment, recreation	245
Ocean Enterprise 589 / Casino at Ocean Downs	Casino gaming	235
Berlin Nursing and Rehabilitation Center	Nursing care	195
Castle in the Sand*	Hotel and restaurant	185
Candy Kitchen	Candy products retail	150
Bel-Art Products	Plastics, lab equipment, chemicals	145

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

*Reflects summer employment levels.

EMPLOYMENT⁴ (2015, BY PLACE OF WORK)

Industry	Estab-lishments	Annual Avg. Empl.	Emp. %	Avg. Wkly. Wage
Federal government	15	182	0.8	\$1,065
State government	6	157	0.7	794
Local government	45	3,092	12.9	906
Private sector	2,123	20,601	85.7	566
Natural resources and mining	24	93	0.4	774
Construction	241	1,095	4.6	748
Manufacturing	47	660	2.7	789
Trade, transportation and utilities	467	4,062	16.9	488
Information	22	157	0.7	983
Financial activities	274	1,154	4.8	730
Professional and business services	247	1,425	5.9	775
Education and health services	148	2,161	9.0	872
Leisure and hospitality	510	9,113	37.9	428
Other services	143	681	2.8	560
Total	2,189	24,032	100.0	615

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 // WORCESTER COUNTY, MARYLAND

SCHOOLS AND COLLEGES^{3,8}

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

High school graduate or higher	89.2%
Bachelor's degree or higher	30.2%

Public Schools

Number: 6 elementary; 3 middle/combined; 4 high
Enrollment: 6,667 (Sept. 2016)
Cost per pupil: \$16,960 (2014-2015)
Students per teacher: 11.1 (Oct. 2016)
High school career / tech enrollment: 653 (2016)
High school graduates: 496 (July 2015)

Nonpublic Schools

Number: 8 (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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Two University System of Maryland institutions are located nearby, including the University of Maryland Eastern Shore in neighboring Somerset County (enrollment 3,904) and Salisbury University in neighboring Wicomico County (enrollment 8,748).

* Main campus in Wicomico County

TAX RATES⁹

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

Personal Income Tax (2017)	1.75%	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)	\$0.835	\$0.112
Effective rate per \$100 of assessed value		
In an incorporated area, a municipal rate will also apply		

Business Personal Property Tax (FY 17)	\$2.0875	none
Rate per \$100 of depreciated value		
Exempt – manufacturing, R&D and warehousing inventory (Upon application to the county, a new or expanding firm may be eligible for a tax credit on manufacturing and R&D machinery, equipment, materials and supplies)		
In an incorporated area, a municipal rate may also apply; municipal exemptions may be available		

Major Tax Credits Available

One Maryland, Enterprise Zone, Job Creation, R&D, Biotechnology and Cybersecurity Investment, Arts & Entertainment District

INCOME³ (2011-2015)

Distribution	Worcester Co.	Percent Households Maryland	U.S.
Under \$25,000	19.9	15.3	23.0
\$25,000 - \$49,999	24.4	17.9	23.5
\$50,000 - \$74,999	18.9	17.1	17.8
\$75,000 - \$99,999	12.2	13.4	12.1
\$100,000 - \$149,999	14.4	18.2	13.1
\$150,000 - \$199,999	5.4	9.0	5.1
\$200,000 and over	4.9	9.2	5.3
Median household	\$56,773	\$74,551	\$53,889
Average household	\$76,244	\$97,801	\$75,558
Per capita	\$32,419	\$36,897	\$28,930
Total income (millions)	\$1,584	\$211,875	\$8,834,710

HOUSING^{2,3,10}

Occupied Units (2011-2015)	20,773 (75.3% owner occupied)
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Housing Transactions	Units	Median Selling Price
All arms-length transactions (2015)	1,596	\$234,900
All multiple-listed properties (2015)*	1,935	\$234,059

*Excludes auctions and FSBO

BUSINESS AND INDUSTRIAL PROPERTY⁶

Worcester County has commercial and industrial zoned buildings and sites located in all areas of the county ranging from two to 80 acres. The county has three Maryland designated Enterprise Zones, Berlin, Snow Hill, and Pocomoke, which can offer property and job tax credits for new and expanding businesses. Worcester County is also a federally designated SBA HUBZone, which allows small and medium sized businesses an advantage in contracting with the U.S. government. Pocomoke City is the largest manufacturing hub in the county, and is home to the 175-acre Pocomoke Industrial Park which includes the Worcester County Small Business and Technology Incubator.

Worcester County's Department of Economic Development can offer new businesses attractive financing through a variety of sources including packaging state and federal programs for job creation.

Business Incubator

Worcester County Small Business and Technology Incubator, Pocomoke City

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

Industrial	\$37,000	\$100,000	\$58,000
Office	\$100,000	\$175,000	\$135,000

Rental Rates – per square foot

Warehouse / Industrial	\$3.00	\$6.00	\$4.50
Flex / R&D / Technology	\$5.00	\$10.00	\$7.50
Class A Office	\$14.00	\$18.00	\$16.00

Brief Economic Facts // WORCESTER COUNTY, MARYLAND

TRANSPORTATION

Highways: U.S. 13, U.S. 50, U.S. 113, and MD 12

Rail: Maryland & Delaware Railroad, Norfolk Southern Railway, and Bay Coast Railroad

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

Water: Served by the Port of Salisbury (14' channel); the Port of Baltimore (50' channel) is located 124 miles from Snow Hill; Pocomoke River is navigable (7' channel)

Air: Scheduled air service is available at the Salisbury-Ocean City Wicomico Regional Airport, 15 miles from Snow Hill (5000' and 6400' runways); the airport has daily flights to/ from Philadelphia and Charlotte via USAirways Express; Ocean City Municipal Airport, three miles from the resort town, can accommodate general aviation (3200' and 4070' runways)

RECREATION AND CULTURE

Worcester is home to 15 championship golf courses, beautiful state parks and forests, and Assateague Island National Seashore.

Ocean City: Over 8 million visitors flock to the resort city each year to enjoy a variety of beach, boardwalk and other oceanfront activities; special events include:

- Sunfest & Springfest
- Winterfest of Lights
- New Performing Arts Center
- White Marlin Open
- Air Show

Berlin: Historic community known for graceful Victorian architecture and many arts and entertainment venues including the Calvin B. Taylor House Museum and the Casino at Ocean Downs; special events include:

- Berlin Fiddlers Convention
- Jazz and Blues Bash
- Octoberfest Celebration

Snow Hill: Beautifully historic destination that is home to the Julia A. Purnell Museum and the nearby Furnace Town Living Heritage Museum; bustling streets filled with art and antique vendors, restaurants and small shops; Pocomoke River cruises provide a leisurely view of scenic beauty; special events include:

- Return to Goat Island Stand Up Paddle Board Race
- Ride to Sturgis
- Oktoberfest
- Blues Jam

Ocean Pines: Located just west of Ocean City and offering many community amenities, including golfing, nature trails, boating, fishing, and shopping; special events are:

- Annual Flounder Tournament
- Summer Concerts
- Golfing Tournaments

Pocomoke City: Home to the Delmarva Discovery Center and the Mar-Va Theater, as well as many scenic attractions in the downtown area; special events include:

- Cypress Festival
- Annual Christmas Parade

Arts & Entertainment Districts: Berlin, Snow Hill

UTILITIES

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

Gas: Pipeline vapor propane provided by Eastern Shore Gas and Sharp Energy to Ocean City, Ocean Pines, Pocomoke City and Snow Hill; Chesapeake Utilities/Sandpiper Energy provides natural gas to Berlin

Water and Sewer: Municipal water and sewer systems in Berlin, Newark, Ocean City, Ocean Pines, Pocomoke City and Snow Hill; municipal sewer West Ocean City to Herring Creek; several developments have their own water and sewer systems

Telecommunications: Predominant local carrier is Verizon through Maryland Broadband Cooperative, a rural broadband initiative; fiber broadband availability from Eastern Shore Communications and Comcast through Maryland Broadband Cooperative

GOVERNMENT¹¹

County Seat: Snow Hill

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

Madison Jim Bunting, Jr., President, Board of County Commissioners 410.632.1194

Harold L. Higgins, Chief Administrative Officer 410.632.1194

Website: www.co.worcester.md.us

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

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www.chooseworcester.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 Worcester 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