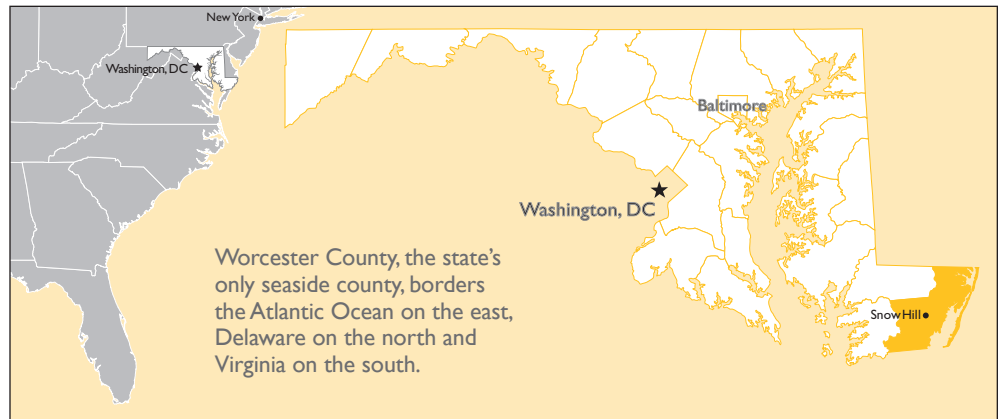


Brief Economic Facts

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 2,135 businesses employ 20,800 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} (2016)

Age	Number	Percent
Under 5	2,320	4.5
5 - 19	7,622	14.8
20 - 44	12,643	24.6
45 - 64	15,195	29.5
65 and over	13,664	26.6
Total	51,444	100.0
Median age		50.0 years

Brief Economic Facts // WORCESTER COUNTY, MARYLAND

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

Civilian Labor Force (2016 avg.)	County	Labor Mkt. Area*
Total civilian labor force	25,401	176,098
Employment	23,127	166,414
Unemployment	2,274	9,684
Unemployment rate	9.0%	5.5%

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 (2016, BY PLACE OF WORK)

Industry	Estab-lishments	Annual Avg. Empl.	Emp. %	Avg. Wkly. Wage
Federal government	14	186	0.8	\$1,046
State government	6	160	0.7	789
Local government	45	3,092	12.8	910
Private sector	2,135	20,766	85.8	582
Natural resources and mining	26	113	0.5	755
Construction	237	1,154	4.8	766
Manufacturing	45	664	2.7	781
Trade, transportation and utilities	466	4,099	16.9	499
Information	21	184	0.8	971
Financial activities	269	1,169	4.8	743
Professional and business services	269	1,426	5.9	813
Education and health services	148	2,301	9.5	862
Leisure and hospitality	509	8,954	37.0	442
Other services	145	702	2.9	577
Total	2,200	24,204	100.0	629

Includes civilian employment only

HOURLY WAGE RATES⁴ (2016)

Selected Occupations	Median	Entry	Experienced
Accountants	\$28.95	\$20.83	\$35.95
Bookkeeping/accounting clerks	16.08	11.17	19.34
Computer user support specialists	20.27	13.18	24.62
Customer service representatives	13.62	9.98	17.80
Electronics engineering technicians	23.60	17.53	31.06
Freight, stock and material movers, hand	13.26	9.86	17.50
Industrial truck operators	15.19	13.07	18.47
Inspectors, testers, sorters	13.65	9.48	18.14
Maintenance and repair workers, general	14.58	10.36	19.07
Network administrators	34.63	26.79	39.85
Packaging and filling machine operators	13.33	11.79	14.70
Packers and packagers, hand	9.77	8.80	10.66
Secretaries	15.56	11.19	18.28
Shipping/receiving clerks	12.87	10.36	14.63
Team assemblers	14.06	10.81	17.39
Telemarketers	14.59	12.10	21.59

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: 472 (July 2016)

Nonpublic Schools

Number: 8 (Sept. 2016)

Higher Education (2016)	Enrollment	Degrees
2-year institution		
Wor-Wic Community College*	3,098	404

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
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 18)	\$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 18)	\$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, More Jobs for Marylanders (Tier I), R&D, Biotechnology and Cybersecurity Investment, Arts & Entertainment District		

INCOME³ (2011-2015)

Distribution	Percent Households		U.S.
	Worcester Co.	Maryland	
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)

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.

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.

Market Profile Data (2016)	Low	High	Average
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: 66 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, Choptank Electric Cooperative, and Berlin Electric; 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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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