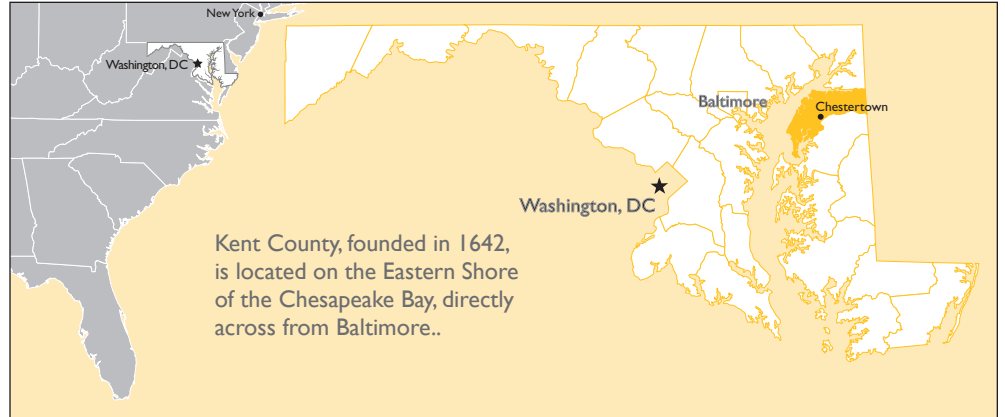


Brief Economic Facts

KENT COUNTY, MARYLAND

Kent County, founded in 1642, sits directly east of Baltimore and the Chesapeake Bay with Washington DC 50 miles to the southwest and Philadelphia 60 miles to the northeast. The county is located within 90 minutes of three international airports and three major seaports. Route 301 links Maryland to Delaware thus making the county a prime location for warehouse and distribution operations and commercial transportation. The county's private sector industries generate over \$873 million in gross regional product.

With its diverse business landscape, affordable land, and low cost of living, it is a great place for businesses and new residents. Kent County is one of only five counties in Maryland with no business personal property tax and offers sales & use exemption for qualified datacenters. It has put significant investment into its open-access fiber broadband availability becoming one of the most connected counties in the state



while encouraging the growth of diverse businesses such as datacenters, call centers, cyber security, telemedicine, training, and education centers.

Kent County is ideal for emerging technologies including environmental, aquaculture, and agriculture businesses, with over 134,000 acres of farmland, 265 miles of tidal shoreline, and proximity to federal labs and research centers. For more information visit www.kentcounty.com/business

LOCATION

Driving distance from Chestertown:	Miles	Kilometers
Atlanta, Georgia	692	1,113
Baltimore, Maryland	64	103
Boston, Massachusetts	381	613
Chicago, Illinois	747	1,202
New York, New York	170	274
Philadelphia, Pennsylvania	81	131
Pittsburg, Pennsylvania	283	456
Richmond, Virginia	173	279
Washington, DC	76	122

CLIMATE AND GEOGRAPHY¹

Yearly Precipitation (inches)	44.1
Yearly Snowfall (inches)	16.4
Summer Temperature (°F)	75.3
Winter Temperature (°F)	35.7
Days Below Freezing	89.5
Land Area (square miles)	278.3
Water area (square miles)	25.3
Shoreline (miles)	343
Elevation (ft)	sea level to 102

POPULATION^{2,3}

	Kent County Households	Kent County Population	Upper Eastern Shore*	Maryland
2010	8,175	20,197	235,623	5,773,552
2020	7,850	19,192	244,242	6,055,802
2030**	8,600	19,340	261,360	6,254,500

*Caroline, Cecil, Dorchester, Kent and Talbot counties

**Projections

Selected places population (2010): Chestertown 5,252; Rock Hall 1,310; Galena 612; Millington 605; Butlertown 505

POPULATION DISTRIBUTION^{2,3} (2019)

Age	Number	Percent
Under 5yrs	773	4.0%
5 - 19 yrs	3321	17.1%
20 - 44 yrs	5068	26.0%
45 -64 yrs	5169	26.6%
65 and over	5125	26.3%
Total	19456	100.0
Median Age		48 Years

Brief Economic Facts KENT COUNTY, MARYLAND

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

Civilian Labor Force (2021 avg.)	County	Labor Mkt. Area*
Total civilian labor force	9,609	224,744
Employment	9,085	211,809
Unemployment	524	12,935
Unemployment rate	5.5%	5.8%

Residents commuting outside the county to work (2016-2020)	Number	Percent
	1,768	21.8%

Employment in selected occupations (2016-2020)

Occupation	Number	Percent
Management, business, science and arts	3,590	38.1%
Service	1,586	16.8%
Sales and office	2,049	21.7%
Production, transp. and material moving	1,247	13.2%

*Caroline, Cecil, Dorchester, Kent, Queen Anne's, Somerset, Talbot, Wicomico, and Worcester Counties

MAJOR EMPLOYERS^{6,7} (2020-2021)

Employer	Product/Service	Employment
Washington College	Higher education	383
Psychtherapeutic Services, Inc.	Medical services	375
Dixon Valve & Coupling	Valves & couplings	356
University of Maryland Shore Regional Health	Medical services	225
Heron Point of Chestertown	Nursing care	200
David A. Bramble	Asphalt paving & road construction	191
Kent Center	Medical & support services for persons with disabilities	172
Angelica Nurseries*	Plants & flowers	150
LaMotte	Chemical testing equipment	140
Gillespie & Son	Concrete-transit mix & blocks	140
YMCA Camp Tockwogh*	Recreation facility	130
USA Fulfillment	Promotion fulfillment	90
Acme Markets	Groceries	85
Waterman's Crab House*	Restaurant	85
Peoples Bank	Banking services	80
Chester River Yacht & Country Club*	Yacht & country club	71
Redner's	Groceries	70
Resorts at Chester River Manor	Hospitality and Accomodations	64

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

*Includes seasonal workers

EMPLOYMENT⁴ (2020)

Industry	Estab-lishments	Annual Avg. Empl.	Empl. %	Avg. Wkly. Wage
Federal Government	11	68	0.95	\$972
State Government	7	243	3.38	937
Local Government	16	702	9.77	978
Private Sector	670	6,170	85.89	851
Natural resources and mining	33	295	4.11	948
Construction	72	441	6.14	1,016
Manufacturing	24	872	12.14	1,068
Trade, Transportation, and utilities	126	1,240	17.26	703
Information	*	*	*	*
Financial activities	47	226	3.15	1,183
Professional and business services	99	505	7.03	1,275
Education and health services	97	1,667	23.20	773
Leisure and hospitality	90	675	9.40	494
Other Services	74	219	3.05	678
Total	704	7,184	100.00	868

Includes civilian employment only

*Confidential

HOURLY WAGE RATES⁴ (2021)

Selected Occupations	Median	Entry	Skilled
Accountants	\$33.72	\$22.59	\$42.08
Assemblers and Fabricators	\$17.98	\$13.43	\$20.26
Biological technicians	\$24.42	\$18.95	\$28.21
Bookkeeping/accounting clerks	\$21.05	\$14.90	\$24.13
Computer systems analysts	\$38.01	\$26.86	\$51.56
Computer user support specialists	\$22.32	\$16.39	\$25.45
Customer service representatives	\$17.48	\$13.38	\$20.58
Electrical engineers	\$43.50	\$32.08	\$63.64
Electronics engineering technicians			
Freight, stock and material movers	\$14.39	\$12.86	\$17.94
Industrial truck operators	\$18.10	\$13.99	\$20.02
Inspectors, testers, sorters	\$18.23	\$14.29	\$22.14
Machinists	\$23.05	\$19.45	\$27.90
Maintenance workers, machinery	\$27.79	\$15.34	\$30.22
Mechanical Engineers	\$36.85	\$25.89	\$39.32
Network support specialists	\$42.00	\$29.35	\$53.50
Packaging/filling machine operators	\$14.48	\$12.18	\$16.06
Packers and packagers hand	\$13.63	\$12.67	\$14.98
Secretaries	\$18.19	\$14.56	\$22.61
Shipping/receiving clerks	\$17.48	\$13.22	\$20.10
Stock clerks and order fillers	\$13.64	\$11.77	\$16.01

Wages are an estimate of what workers might expect to receive on the Upper Eastern Shore (Caroline, Dorchester, Kent, Queen Anne's and Talbot counties) and may vary by industry, employer and locality

Brief Economic Facts KENT COUNTY, MARYLAND

SCHOOLS AND COLLEGES^{3,8}

Educational Attainment - age 25 & over (2016-2020)

High school graduate or higher	89.3%
Bachelor's degree or higher	36.3%

Public Schools

Number: 3 elementary; 1 middle/comb.; 1 high
Enrollment: 1,786
Cost per pupil: \$16,158
Students per teacher: 10.1
High school career / tech enrollment: 396
High school graduates: 142

Nonpublic Schools Number: 8

Higher Education (2020)	Enrollment	Degrees
2-year institution		
Chesapeake College*	1,904	298
4-year institutions		
Washington College	1,089	297

* A regional community college serving residents of Kent County; main campus is located in adjacent Queen Anne's County

TAX RATES⁹

	Kent County	Maryland
Corporate Income Tax (2022)	none	8.25%
Base – federal taxable income		
Personal Income Tax (2022)	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 (2022)	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 22)	\$1.012	\$0.1120
Effective rate per \$100 of assessed value		
In an incorporated area, a municipal rate will also apply		
Business Personal Prop. Tax (FY 22)	none	none
Rate per \$100 of depreciated value		
No county personal property tax on ordinary business property		
\$2.555/\$100 applicable to utility-scale electricity generating equipment only		
In an incorporated area, a municipal rate may apply		

Major Tax Credits Available

Enterprise Zone, Job Creation, More Jobs for Marylanders, R&D, New Jobs, Biotechnology and Cybersecurity Investment, A&E District

INCOME³ (2016-2020)

Distribution	Percent Households		
	Kent Co.	Maryland	U.S.
Under \$25,000	17.8%	12.8%	18.4%
\$25,000 - \$49,999	23.7%	15.4%	20.6%
\$50,000 - \$74,999	16.6%	15.2%	17.2%
\$75,000 - \$99,999	11.2%	13.0%	12.8%
\$100,000 - \$149,999	15.8%	19.3%	15.6%
\$150,000 - \$199,999	7.1%	10.8%	7.1%
\$200,000 and over	7.8%	13.4%	8.3%
Median household	\$60,208	\$87,063	\$64,994
Average household	\$86,027	\$114,236	\$91,547
Per Capita	\$37,699	\$43,352	\$35,384
Total income (millions)	\$712	\$254,806	\$11,201,162

HOUSING^{3,10}

Occupied Units (2016-2020) 8,274 (69.20% owner occupied)

Housing Transactions

Units Sold	498
Median Selling Price	\$269,000

*All multiple listed properties excludes auctions and FSBO

BUSINESS AND INDUSTRIAL PROPERTY⁶

Industrial sites in the county range in size and price, depending on location and infrastructure. Wireless broadband is available. **Radcliffe Creek Business & Professional Park** - Located on Route 291 in Chestertown with campus-style professional and industrial buildings.

Chestertown Business Park - Located on High Street in the heart of Chestertown with campus-style professional, industrial and manufacturing buildings.

Interstate 301 Industrial Area - Easy access to MD Route 301 near the town of Millington and less than 20 miles south of Middletown, DE.

Kent County is home to many diverse businesses such as, oyster farms, wineries, hydroponic farms, professional services, biotechnology, manufacturing, restaurants, and healthcare. The county welcomes clean industrial development and agriculture, biomedical, and technology partners.

Market Profile Data (2019)	Low	High	Average
Land – cost per acre			
Industrial	\$50,000	\$160,000	\$122,500
Office	\$115,000	\$173,000	\$144,000
Rental Rates – per square foot			
Warehouse / Industrial	\$6.00	\$8.00	\$7.00
Flex / R&D / Technology	\$6.00	\$8.00	\$7.00
Class A Office	\$12.00	\$17.00	\$14.00

Brief Economic Facts // KENT COUNTY, MARYLAND

TRANSPORTATION

Highways: U.S. 301 and MD 213

Rail: Maryland & Delaware Railroad Company with access to Norfolk Southern Railway; Amtrak passenger service provided in Wilmington, Delaware approximately 60 miles from Chestertown

Truck: More than 100 local and long-distance trucking establishments are located on the Upper Eastern Shore

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: Served by Baltimore/Washington International Thurgood Marshall Airport (BWI), approximately 64 miles from Chestertown, and Philadelphia International Airport (PHL), approximately 72 miles from Chestertown; Massey Aerodrome (3000' turf runway) is approximately 19 miles from Chestertown

RECREATION AND CULTURE

Parks: Nine county parks; in addition, Eastern Neck National Wildlife Refuge, Chesapeake Farms, Turner's Creek and the Sassafra River Natural Resource Management Area appeal to nature lovers.

Recreation: Public beaches, marinas, county-owned landings, private yacht clubs, fishing charters and other boat charters provide opportunities for water-related activities; hunting of geese, ducks, deer and upland game, fishing and paddling are other recreational pastimes .

Attractions: 18th and 19th century buildings, several museums, and open landscapes that complement Kent County's Chesapeake Country National Scenic Byway, Star-Spangled Banner Trail, and Maryland certified Stories of the Chesapeake Heritage Area.

Arts & Entertainment District: Chestertown.

Events: Tea Party, Taste of the Town, National Music Festival, River Arts Studio Tour and Show, Music in the Park, Chestertown Antiques Show and Sale, Historic Chestertown House Tour, Sultana Downrigging, Dickens of a Christmas, and HP Festival in Chestertown; Rock Hall's Pirates & Wenches Weekend, Rock Fish Tournament, FallFest and Rock Hall Crawl New Year's Eve Celebration; Betterton Day; Galena Dogwood Festival; Massey Air Show; and the Kent County Fair.

UTILITIES

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

Water: Municipal systems in Betterton, Chestertown, Galena, Millington and Rock Hall; county systems serve Edesville, Fairlee, Kennedyville, Millington and Worton

Sewer: Municipal systems in Betterton, Chestertown, Galena, Millington and Rock Hall; county systems serve Edesville, Fairlee, Galena, Kennedyville, Millington, Quaker Neck, Rock Hall, Tolchester and Worton

Telecommunications: Verizon Maryland, BridgeMAXX, Delmarva Wifi, AT&T, Sprint, Thinkbig Networks, Tidewater Wifi, Talkie, and others; cable provided by Atlantic Broadband; satellite TV provided by Direct

TV

GOVERNMENT

County Seat: Chestertown

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

P. Thomas Mason, President, Board of County Commissioners
410.778.4600

Shelley Heller, County Administrator 410.778.4600

Website: www.kentcounty.com

Kent County Economic & Tourism Development:

Jamie L. Williams, Director

400 High Street, 3rd Floor

Chestertown, Maryland 21620

Telephone: 410.778.0416

Email: econdev@kentgov.org

www.kentcounty.com/business

Sources:

1 National Oceanic and Atmospheric Administration (1981-2010 normals); Maryland Geological Survey

2 American Community Survey

3 U.S. Bureau of the Census

4 Maryland Department of Labor, Office of Workforce Information and Performance

5 U.S. Bureau of Labor Statistics

6 Kent County Economic & Tourism 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