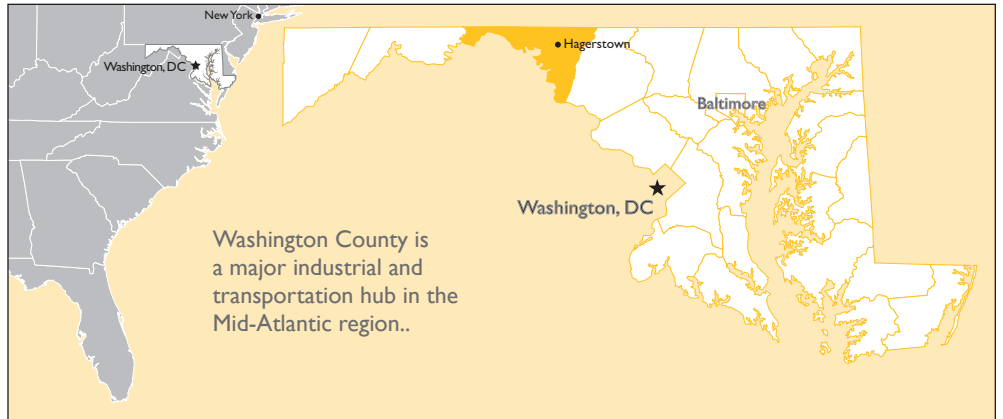


Brief Economic Facts

WASHINGTON COUNTY, MARYLAND

Washington County is a major industrial and transportation hub in the MidAtlantic 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. 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 private sector industries generate nearly \$7.8 billion in economic output. Key employers include Amazon, The Bowman Group, FedEx Ground, Meritus Health System, Sierra Nevada Corporation, Specialty Granules, Tractor Supply Co., 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. Significant recent announcements include Johnson Development's \$150 million investment of a 1.8 million square foot logistics center, Hitachi Rail's \$80 million investment of a 300,000 square foot metro rail car manufacturing facility, and Trammel Crow's \$100 million capital investment of a 2 million square foot distribution center, all located in Hagerstown/



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
Pittsburg, 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
Water Area (square miles)	12.1
Elevation (ft)	250 to 2,140 (primarily 500 to 800)

POPULATION^{2,3}

	Washington County Households	Washington County Population	Western Maryland*	Maryland
2010	55,675	147,430	235,750	5,773,552
2020	57,325	151,146	250,055	6,055,802
2030**	62,275	155,680	267,300	6,254,500

*Allegany, Garrett, and Washington counties

**Projections

Selected places population (2020): Hagerstown 43,487; Halfway 11,896; Robinwood 7,397; Fountainhead-Orchard Hills 6,189; Boonsboro 3,789; Maugansville 2,148

POPULATION DISTRIBUTION^{2,3} (2022)

Age	Number	Percent
Under 5yrs	8,572	4.2%
5 - 19 yrs	28,398	15.4%
20 - 44 yrs	48,683	23.6%
45 -64 yrs	41,601	27.1%
65 and over	27,391	29.6%
Total	153,956	100.0%
Median Age		40.9 Year

Brief Economic Facts WASHINGTON COUNTY, MARYLAND

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

Civilian Labor Force (2022 avg.)	County	Labor Mkt. Area*
Total civilian labor force	72,276	118,361
Employment	69,875	114,190
Unemployment	2,401	4,171
Unemployment rate	3.3%	3.5%

Residents commuting outside the county to work (2018-2022)	Percent
	34.6%

Employment in selected occupations (2018-2022)		
Management, business, science and arts	26,356	37.1%
Service	11,929	16.8%
Sales and office	15,010	21.2%
Production, transp. and material moving	10,091	14.2%

*Allegany, Garrett, and Washington counties

MAJOR EMPLOYERS^{6,7} (2022-2023)

Employer	Product/Service	Employment
Meritus Health	Medical services	2,740
FedEx Ground	Mail and package delivery	2,654
FiServ	Banking	2,185
Volvo Group	Diesel engines, transmissions	1,836
Amazon	Distribution/ Retail	1,500
The Bowman Group	Hotels management. and logistics	830
Walmart	Retail trade	565
Hagerstown Comm. College	Higher education	545
Merkle Response Management Group	Data entry and fulfillment	545
Brook Lane Health Services	Medical services	485
Giant Food Stores / MARTIN'S® Food Markets	Grocery	465
Direct Mail Processors	Data capture	450
Dot Foods	Food distribution	440
Hitachi Rail	Railcar manufacturing	400
Staples	Office supplies retail, distrib.	390
AC&T Co.	Convenience stores, gas stations	375
Homewood Retirement Centers	Nursing Home	350
Lehigh Phoenix	Printed book covers	335
Sierra Nevada Corporation	Aircraft maintenance	335

Excludes post offices, state and local governments, national retail and national foodservice

EMPLOYMENT⁴ (2022)

Industry	Estab-lishments	Annual Avg. Empl.	Empl. %	Avg. Wkly. Wage
Federal Government	39	474	0.8%	\$1,576
State Government	12	1,766	2.8%	1,564
Local Government	67	5,958	9.5%	1,051
Private Sector	3,390	54,280	86.9%	985
Natural resources and mining	30	205	0.3%	1,047
Construction	331	2,796	4.5%	1,092
Manufacturing	137	6,500	10.4%	1,321
Trade, Transportation, and utilities	889	17,336	27.7%	857
Information	48	536	0.9%	1,286
Financial activities	317	3,418	5.5%	1,394
Professional and business services	531	5,924	9.5%	1,007
Education and health services	433	10,006	16.0%	1,149
Leisure and hospitality	380	5,813	9.3%	445
Other Services	296	1,746	2.8%	735
Total	3,508	62,478	100.0%	1,013

Includes civilian employment only

HOURLY WAGE RATES⁴ (2022)

Selected Occupations	Median	Entry	Skilled
Accountants and Auditors	\$30.33	\$21.22	\$39.24
Assemblers and Fabricators	\$18.38	\$13.82	\$23.87
Biological Technicians	\$21.28	\$16.21	\$24.65
Bookkeeping Clerks	\$19.95	\$15.66	\$23.83
Network Support Specialists	\$31.58	\$22.05	\$40.62
Computer Systems Analysts	\$40.21	\$28.21	\$49.70
Computer User Support Specialists	\$21.97	\$16.89	\$26.91
Customer Service Representatives	\$17.53	\$13.94	\$21.05
Electrical Engineers	\$46.71	\$34.70	\$56.38
Industrial Truck Operators	\$17.81	\$15.82	\$21.11
Information Security Analysts	\$49.99	\$28.49	\$58.37
Inspectors, Testers, Sorters	\$19.81	\$14.23	\$27.05
Laborers and Freight Movers	\$15.47	\$13.30	\$18.11
Machinists	\$26.44	\$17.96	\$30.12
Maintenance Workers, Machinery	\$26.73	\$19.25	\$31.32
Packaging Operators	\$17.26	\$14.51	\$19.98
Packers and Packers, Hand	\$14.17	\$12.56	\$15.61
Secretaries and Admin Assistants	\$18.63	\$14.86	\$22.66
Shipping, Receiving Clerks	\$17.42	\$13.39	\$21.07
Stockers and Order Fillers	\$16.75	\$13.71	\$19.33
Telemarketers	\$13.50	\$12.88	\$15.42

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 (2018-2022)

High school graduate or higher	88.4%
Bachelor's degree or higher	23.0%

Public Schools

Number: 25 elementary; 8 middle/comb.; 7 high; 1 career/tech
 Enrollment: 22,297
 Cost per pupil: \$16,206
 Students per teacher: 13.5
 High school career / tech enrollment: 3,719
 High school graduates: 1,580

Nonpublic Schools Number: 27

Higher Education (2022)	Enrollment	Degrees
2-year institution		
Hagerstown Community College	3,433	775

Other Opportunities: The University System of Maryland at Hagerstown (USMH) partners with University System of Maryland (USM) institutions to provide affordable, regional programmatic offerings at the undergraduate and graduate levels that create socioeconomic mobility for students, meet workforce needs, and contribute to the economic vitality of the region.

TAX RATES⁹

	Washington County	Maryland
Corporate Income Tax (2023)	none	8.25%
Base – federal taxable income		
Personal Income Tax (2023)	3.00%	2.0-5.75%
Base – federal adjusted gross income		
*Graduated rate peaking at 5.75% on taxable income over \$300,000		
Sales & Use Tax (2023)	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 (2023)	\$0.9280	\$0.1120
Effective rate per \$100 of assessed value		
In an incorporated area, a municipal rate will also apply		
Business Personal Prop. Tax (2023)	\$2.37	none
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 may also apply; municipal exemptions may be available		

Major Tax Credits Available

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

INCOME³ (2018-2022)

Distribution	Percent Households		
	Washington County	Maryland	U.S.
Under \$25,000	13.2%	11.6%	15.7%
\$25,000 - \$49,999	20.6%	13.3%	18.1%
\$50,000 - \$74,999	15.3%	13.6%	16.1%
\$75,000 - \$99,999	13%	12.3%	12.8%
\$100,000 - \$149,999	18.5%	19.3%	17.1%
\$150,000 - \$199,999	7.7%	12.1%	8.8%
\$200,000 and over	11.8%	17.9%	11.4%
Median household	\$76,689	\$98,461	\$75,149
Average household	\$109,044	\$129,642	\$105,833
Per Capita	\$48,769	\$49,865	\$41,261
Total income (millions)	\$5,527	\$300,526	\$13,307,055

HOUSING^{3,10}

Occupied Units (2018-2022) 59,051 (65.4% owner occupied)

Housing Transactions

Units Sold	2,036
Median Selling Price	\$280,000

*All multiple listed properties 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 15 million square feet of office, commercial, warehouse and manufacturing space are available.

Two State Enterprise Zones (6,446+ 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 has been reorganized as an Alternative Site Framework, which allows for magnet or user-driven sites (2,000 acres). Customs duties can be deferred, reduced or eliminated to improve a company's international competitiveness.

Business Incubator

David W. Flether Incubator + Labs @ Hagerstown Community College

Market Profile Data (2023)	Low	High	Average
Land – cost per acre			
Industrial	\$30,000	\$180,000	\$105,000
Office			
Rental Rates – per square foot			
Warehouse / Industrial	\$5.00	\$18.00	\$9.00
Flex / R&D / Technology	\$5.00	\$18.00	\$12.00
Class A Office	\$9.00	\$25.00	\$14.00

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: 130 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 AugustoFest.

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 Speedway; Valley Mall Shopping Center; 21 historic arch bridges; and nearly 20 Washington County craft beverage providers.

Events: Alsatia Mummers Parade; Miss Maryland Pageant; New Year Celebration and Donut Drop; Salute to Independence Celebration at Hagerstown Community College, 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, provides state-of-the-art infrastructure, including digital, fiber optic, wireless data and cellular technologies. In addition to other traditional wireless and wired technology providers, Antietam Broadband, Future Broadband, and Point Broadband are rolling out reliable, direct fiber connections; no data caps, high bandwidth, symmetrical download and upload, and up to 1 Gbps

GOVERNMENT

County Seat: Hagerstown

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

John Barr, President, Board of County Commissioners
240.313.2200

Michelle Gordon, 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 and Economic Development

Jonathan Horowitz, Director
100 West Washington Street, Suite 1401
Hagerstown, MD 21740

O: 240-313-2280

Email: DBEDInfo@WashCo-MD.net

www.washco-md.net/business-development

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 Washington County Department of Business 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