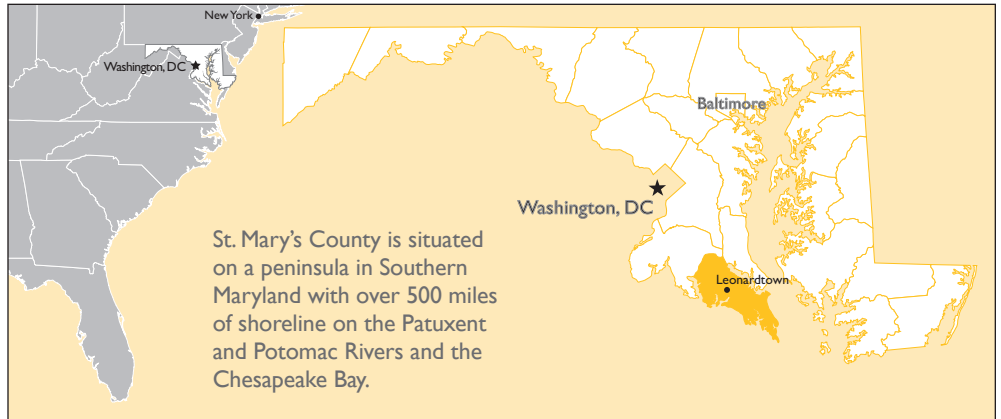


Brief Economic Facts

ST. MARY'S COUNTY, MARYLAND

St. Mary's County is a world-class center for research, development, testing and evaluation of aviation and unmanned and autonomous systems (UAS) and the advanced manufacturing and aircraft modification industries. The county has over 200 high-tech aerospace and defense companies, and more aerospace engineers per capita than any place in the country.

With over 500 miles of shoreline, St. Mary's offers high-tech jobs in a coastal setting. The Naval Air Station (NAS) Patuxent River, home to the U.S. Navy's Naval Air Systems Command (NAVAIR) and the Naval Air Warfare Center Aircraft Division (NAWCAD), employs approximately 25,000 military, civilian, and contract personnel. The emerging Airport Innovation District will become a center for UAS innovation and collaboration as the University System of Maryland expands its footprint and public-private partnerships facilitate development and growth. St. Mary's County's private sector industries generate \$3.6 billion in economic output.



The county's location allows for easy access to major metropolitan areas and the regulatory center of Washington, D.C. while offering residents an affordable and exceptional quality of life. St. Mary's County has one of the youngest populations in Maryland, one of the fastest growing economies, and many outdoor sports and recreational opportunities. St. Mary's County is where good ideas *take flight*.

LOCATION

Driving distance from Leonardtown:	Miles	Kilometers
Atlanta, Georgia	613	986
Baltimore, Maryland	81	131
Boston, Massachusetts	477	768
Chicago, Illinois	741	1,192
New York, New York	266	428
Philadelphia, Pennsylvania	177	284
Pittsburgh, Pennsylvania	277	446
Richmond, Virginia	95	152
Washington, DC	54	87

CLIMATE AND GEOGRAPHY¹

Yearly Precipitation (inches)	46.2
Yearly Snowfall (inches)	14.5
Summer Temperature (°F)	75.3
Winter Temperature (°F)	37.6
Days Below Freezing	81.4
Land Area (square miles)	372.5
Water Area (square miles)	37.7
Shoreline (miles)	536
Elevation (feet)	sea level to 192

POPULATION^{2,3}

	St. Mary's County Households	St. Mary's County Population	Maryland Population
2000	30,642	86,211	5,296,486
2010	37,604	105,151	5,773,552
2020*	43,634	120,150	6,141,900

*Projections

Selected places population (2010): California 11,857; Lexington Park 11,626; Golden Beach 3,796; Leonardtown 2,930; Mechanicsville 1,508; Charlotte Hall 1,420

POPULATION DISTRIBUTION^{2,3} (2018)

Age	Number	Percent
Under 5	7,162	6.4
5 - 19	23,154	20.6
20 - 44	37,192	33.0
45 - 64	30,426	27.0
65 and over	14,730	13.1
Total	112,664	100.0
Median age		36.8 years

Brief Economic Facts ST. MARY'S COUNTY, MARYLAND

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

Civilian Labor Force (2018 avg.)	County	Labor Mkt. Area*
Total civilian labor force	55,295	189,520
Employment	53,193	182,380
Unemployment	2,102	7,140
Unemployment rate	3.8%	3.8%

Residents commuting outside the county to work (2013-2017)	Number	Percent
	14,201	25.8%

Employment in selected occupations (2013-2017)	Number	Percent
Management, business, science and arts	24,223	44.8%
Service	8,821	16.3%
Sales and office	10,767	19.9%
Production, transp. and material moving	4,157	7.7%

* St. Mary's, Calvert and Charles counties

MAJOR EMPLOYERS^{6,7} (2018-2019)

Employer	Product/Service	Employment
Naval Air Station Patuxent River*	Military installation	11,915
MedStar St. Mary's Hospital	Hospital system	1,260
DynCorp International	Aircraft services, logistics	1,020
KBRwyle	Logistics, engr., oper. mgmt.	700
BAE Systems	Tech. products and services	645
General Dynamics	Defense engineering, IT	600
St. Mary's College of Maryland	Higher education	555
SAIC	Engr. and mgmt. services	515
Engility	Systems engr. and services.	500
PAE Applied Technologies	Training, logistics services	500
J.F.Taylor	Systems engr. and services.	475
Lockheed Martin	Advanced tech. systems	470
Boeing	Aerospace, engr. services	450
Northrop Grumman	Aerospace, engr. services	415
Booz Allen Hamilton	Consulting, analytics	400
CACI	Systems engr. and mgmt.	280
Sikorsky	Engineering, logistics	280
Precise Systems	Engineering, IT, management	250
Smartronix	Engineering, IT	250
MIL	Cybersecurity	245
Spalding Consulting	Financial and IT mgmt.	245
Sabre Systems	Engineering, IT services	235
McKay's	Grocery and pharmacy	225
AMEWAS	Systems engr. and mgmt.	220

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

* Employee counts for federal and military facilities exclude contractors to the extent possible; embedded contractors may be included

EMPLOYMENT⁴ (2018, BY PLACE OF WORK)

Industry	Estab-lishments	Annual Avg. Empl.	Emp. %	Avg. Wkly. Wage
Federal government	40	9,928	22.2	\$2,191
State government	11	956	2.1	906
Local government	59	3,788	8.5	994
Private sector	2,050	30,036	67.2	1,071
Natural resources and mining	21	74	0.2	517
Construction	284	1,762	3.9	1,063
Manufacturing	39	436	1.0	1,163
Trade, transportation and utilities	450	7,137	16.0	770
Information	16	149	0.3	990
Financial activities	146	805	1.8	1,000
Professional and business services	462	10,158	22.7	1,646
Education and health services	247	4,651	10.4	1,013
Leisure and hospitality	220	4,011	9.0	335
Other services	161	851	1.9	618
Total	2,160	44,707	100.0	1,310

Includes civilian employment only

HOURLY WAGE RATES⁴ (2018)

Selected Occupations	Median	Entry	Experienced
Accountants	\$38.52	\$23.89	\$47.83
Aerospace engineers	56.29	41.23	63.44
Bookkeeping/accounting clerks	20.11	14.83	24.80
Computer systems analysts	46.46	30.62	55.90
Computer user support specialists	24.57	18.05	30.36
Customer service representatives	14.82	10.98	19.67
Electrical engineers	51.56	36.86	63.09
Electronics engineering technicians	39.98	27.32	46.88
Freight, stock and material movers, hand	12.16	10.76	16.45
Industrial truck operators	18.66	14.03	23.65
Information security analyst	49.01	31.48	58.30
Maintenance and repair workers, general	21.25	14.28	25.92
Network administrators	48.28	32.94	57.90
Packers and packagers, hand	9.73	9.57	13.41
Secretaries	18.01	12.49	21.52
Shipping/receiving clerks	13.76	11.05	17.11

Wages are an estimate of what workers might expect to receive in Southern Maryland (Calvert, Charles and St. Mary's counties) and may vary by industry, employer and locality

Brief Economic Facts ST. MARY'S COUNTY, MARYLAND

SCHOOLS AND COLLEGES^{3,8}

Educational Attainment - age 25 & over (2013-2017)

High school graduate or higher	89.7%
Bachelor's degree or higher	30.4%

Public Schools

Number: 18 elem.; 4 mid.; 3 high; 1 career/tech; 1 charter
Enrollment: 17,999 (Sept. 2018)
Cost per pupil: \$12,907 (2017-2018)
Students per teacher: 16.3 (Oct. 2018)
High school career / tech enrollment: 1,895 (2017)
High school graduates: 1,175 (July 2018)

Nonpublic Schools

Number: 38 (Sept. 2018)

Higher Education (2018)	Enrollment	Degrees
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2-year institution

College of Southern Maryland*	6,882	1,262
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4-year institution

St. Mary's College of Maryland	1,603	372
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Johns Hopkins University, University of Maryland College Park, and 7 other institutions offer programs at the University System of Maryland at Southern Maryland. In addition, the Florida Institute of Technology offers coursework at the Frank Knox Center at NAS Patuxent River.

* Includes four campuses in Calvert, Charles and St. Mary's counties

TAX RATES⁹

	St. Mary's Co.	Maryland
Corporate Income Tax (2019)	none	8.25%
Base – federal taxable income		
Personal Income Tax (2019)	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 (2019)	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 20)	\$0.8478	\$0.112
Effective rate per \$100 of assessed value		
In an incorporated area a municipal rate will also apply		
Business Personal Property Tax (FY 20)	\$2.1195	none
Rate per \$100 of depreciated value		
Exempt – manufacturing and R&D machinery, equipment, materials and supplies; manufacturing, R&D and warehousing inventory		
Major Tax Credits Available		
Job Creation, More Jobs for Marylanders, R&D, Biotechnology and Cybersecurity Investment, New and Expanding Business, Arts & Entertainment District		

INCOME³ (2013-2017)

Distribution	Percent Households		
	St. Mary's Co.	Maryland	U.S.
Under \$25,000	12.2	14.2	21.3
\$25,000 - \$49,999	15.6	17.1	22.5
\$50,000 - \$74,999	15.2	16.5	17.7
\$75,000 - \$99,999	14.0	13.1	12.3
\$100,000 - \$149,999	23.2	18.7	14.1
\$150,000 - \$199,999	10.8	9.7	5.8
\$200,000 and over	9.1	10.7	6.3
Median household	\$86,508	\$78,916	\$57,652
Average household	\$101,264	\$103,845	\$81,283
Per capita	\$37,528	\$39,070	\$31,177
Total income (millions)	\$3,977	\$226,495	\$9,658,475

HOUSING^{3,10}

Occupied Units (2013-2017) 38,276 (71.9% owner occupied)

Housing Transactions (2018)*

Units sold	1,046
Median selling price	\$277,790

*All multiple listed properties; excludes auctions and FSBO

BUSINESS AND INDUSTRIAL PROPERTY⁶

Industrial parks and office parks offer development-ready land, furnished office space, manufacturing and workshop floors, and more. St. Mary's County is aggressively working to make county-owned land in the Airport Innovation District shovel-ready. Fiber-optic lines, public water, sewer, broadband service and natural gas are available in development areas. The Lexington Park Development District Master Plan calls for mixed-use developments to create a vibrant, walkable downtown environment. Advanced manufacturing, defense technology and defense service companies are clustered in the Lexington Park-California area as well as in the Airport Innovation District. Major business parks include: Wildewood Technology Park, Lexington Park Corporate Center, Exploration and Expedition Parks, Willows Run, and St. Mary's Industrial Park.

Business Incubator

TechPort @ the Airport Technology Incubator, California MD
Focus on UAS and startups commercializing Navy patents

Market Profile Data (2018)	Low	High	Average
Land – cost per acre			
Industrial	\$12,000	\$471,000	\$156,600
Office/Commercial	\$9,100	\$2,525,600	\$284,500
Rental Rates – per square foot			
Warehouse / Industrial	\$4.00	\$13.00	\$8.67
Flex / R&D / Technology	\$7.00	\$15.00	\$14.00
Class A Office	\$21.00	\$28.50	\$23.84

Brief Economic Facts // ST. MARY'S COUNTY, MARYLAND

TRANSPORTATION

Highways: Maryland arteries in the county connect with U.S. 301, I-95 and I-495 (Washington D.C. Beltway)

Rail: The closest rail depot, CSX Transportation, is in adjacent Charles County at Waldorf

Truck: Nearly 60 local and long-distance trucking establishments are located in Southern 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; 81 miles from Leonardtown

Air: Served by Baltimore/Washington International Thurgood Marshall Airport (BWI), Washington Dulles International Airport and Ronald Reagan Washington National Airport; St. Mary's County Regional Airport (www.co.saint-marys.md.us/dpw/Airportinfo.asp) is available for private planes; 4150' runway

RECREATION AND CULTURE

Parks: Five state parks and 22 county parks, two year-round pools, boat ramps, beaches, fishing piers, tennis courts, picnic facilities, playgrounds, a skate park, and a disc golf course

Recreation and Leisure: Boating, sailing, fishing, camping, hiking, cycling, paddling trails, golf courses, and three motor sports venues; waterside restaurants and marinas dot the county's miles of shoreline; historic Leonardtown, the county seat, features a variety of shops, galleries, restaurants, a waterfront park and a winery

Sports and Athletics: Team sports include soccer, basketball, roller hockey, lacrosse, football, and baseball; sports venues include a gymnastics center, four county recreation centers, and a variety of public parks with sports fields

Attractions: St. Clement's Island, site of Maryland's founding; Historic St. Mary's City, Maryland's first capital and one of the nation's premier archaeological and outdoor living history museums; Point Lookout Lighthouse, Blackstone Lighthouse, Point No Point Lighthouse and Piney Point Lighthouse, the oldest lighthouse on the Potomac River; 18th-century Sotterley Plantation; and Patuxent River Naval Air Museum

Arts & Entertainment District: Leonardtown

Events: Over 50 festivals and fairs include the River Concert Series, Crab Festival, County Fair, Blessing of the Fleet, Oyster Festival/National Oyster Shucking Championships, Wine Festival and Monster Rockfish Festival

For more information, call 1.800.327.9023, or visit www.VisitStMarysMd.com

UTILITIES

Electricity: Southern Maryland Electric Cooperative; customers of investor-owned utilities and major cooperatives may choose their electric supplier

Gas: Natural gas is available from Washington Gas; customers may choose their gas supplier; propane is available from Burch Propane and Taylor Gas Co.

Water and Sewer: St. Mary's County Metropolitan Commission serves greater Lexington Park-Hollywood area and Piney Point; municipal system serves Leonardtown

Telecommunications: Local carrier is Verizon Maryland; cable internet or broadband service is available from Atlantic Broadband or Comcast; Long distance carriers include AT&T, Sprint, Verizon and others

GOVERNMENT¹¹

County Seat: Leonardtown

Government: Five commissioners elected for four-year terms; commissioner form of government limits county legislative power to areas authorized by the General Assembly
James R. Guy, President, Commissioners of St. Mary's County
301.475.4200, ext. 1350

Rebecca Bolton Bridgett, County Administrator
301.475.4200, ext. 1321

Website: www.stmarysmd.com

County Bond Rating: AA+ (S&P); Aa1 (Moody's); AA+ (Fitch)

St. Mary's County Department of Economic Development

Chris Kaselemis, Director
23115 Leonard Hall Drive
P. O. Box 653, Potomac Building
Leonardtown, Maryland 20650
Telephone: 301.475.4200 x1405
Email: ded@stmarysmd.com
www.yesstmarysmd.com

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, Office of Workforce Information and Performance
- 5 U.S. Bureau of Labor Statistics
- 6 St. Mary's 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