

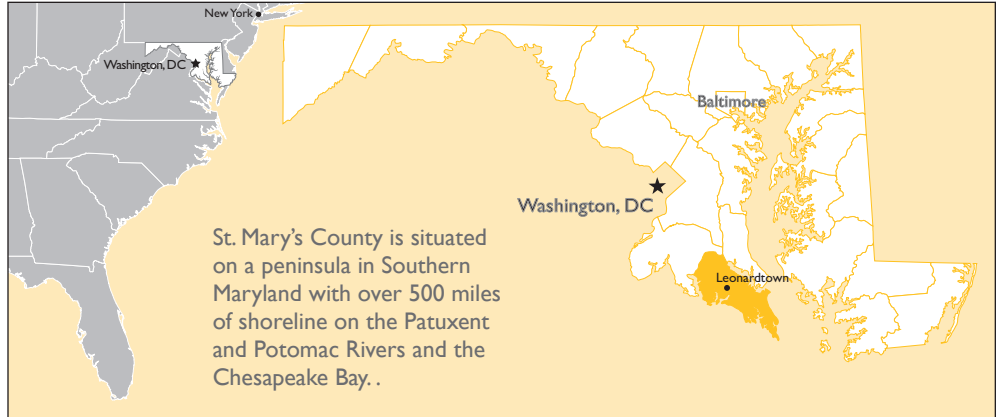
Brief Economic Facts

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 AeroPark Innovation District will become a center for innovation and collaboration as the University System of Maryland (USM) expands its footprint and public-private partnerships facilitate development and growth. The new Southern Maryland Autonomous Research and Technology



(SMART) Building at USM at Southern Maryland is an \$87-million, 84,000-square foot facility. Private sector industries generate \$4.4 billion in economic output.

The county's location allows for easy access to major metropolitan areas, while offering residents an exceptional quality of life. St. Mary's has one of the youngest populations in Maryland, one of the fastest growing economies, and many outdoor sports and recreational opportunities

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
Pittsburg, 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 (ft)	sea level to 192

POPULATION^{2,3}

	St. Mary's County Households	St. Mary's County Population	Southern Maryland*	Maryland
2010	37,600	105,151	335,458	5,773,552
2020	41,675	114,687	372,195	6,055,802
2030**	48,450	127,840	407,360	6,254,500

*Calvert, Charles, and St. Mary's counties

**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} (2020)

Age	Number	Percent
Under 5yrs	7188	6.4%
5 - 19 yrs	23527	20.8%
20 - 44 yrs	37541	33.1%
45 - 64 yrs	30395	26.8%
65 and over	14531	12.8%
Total	113182	100.0
Median Age		36.5 Years

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

Civilian Labor Force (2021 avg.)	County	Labor Mkt. Area*
Total civilian labor force	57,574	192,556
Employment	54,995	182,800
Unemployment	2,579	9,756
Unemployment rate	4.5%	5.1%

Residents commuting outside the county to work (2016-2020)	Number	Percent
	9,926	18.8%

Employment in selected occupations (2016-2020)

Occupation	Number	Percent
Management, business, science and arts	25,826	46.2%
Service	8,181	14.6%
Sales and office	9,953	17.8%
Production, transp. and material moving	5,738	10.3%

*St. Mary's, Calvert and Charles counties.

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

Employer	Product/Service	Employment
Naval Air Station Patuxent River*	Military installation	10,000
MedStar St. Mary's Hospital	Hospital system	1,260
The Vertex Company	Aircraft services, logistics	800
KBRwyle	Logistics, eng., 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
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
SAIC	Engr. And mgmt. services	300
CACI	Systems engr. and services	280
Sikorsky	Engineering, logistics	280
Precise System	Engineering, IT, management	250
Smartronix	Engineering, IT	250
MIL	Cybersecurity	245
Spalding Consulting	Financial and IT mgmt.	245
Sabre Systems	Engineering ,and 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 (2020)

Industry	Estab-lishments	Annual Avg. Empl.	Empl. %	Avg. Wkly. Wage
Federal Government	39	10,425	22.57	\$2,231
State Government	11	932	2.02	1,015
Local Government	57	3,719	8.05	1,107
Private Sector	2,089	31,120	67.36	1,229
Natural resources and mining	20	73	0.16	662
Construction	288	1,981	4.29	1,215
Manufacturing	46	598	1.29	1,494
Trade, Transportation, and utilities	433	6,624	14.34	860
Information	15	104	0.23	1,160
Financial activities	150	633	1.37	1,253
Professional and business services	476	12,213	26.44	1,729
Education and health services	246	4,553	9.86	1,168
Leisure and hospitality	238	3,544	7.67	376
Other Services	171	791	1.71	657
Total	2,197	46,197	100.00	1,441

Includes civilian employment only

HOURLY WAGE RATES⁴ (2021)

Selected Occupations	Median	Entry	Skilled
Accountants	\$37.96	\$23.75	\$47.66
Aerospace engineers	\$59.42	\$39.00	\$68.24
Assemblers and Fabricators	\$23.13	\$16.08	\$29.65
Bookkeeping/accounting clerks	\$22.52	\$15.82	\$26.40
Computer hardware engineers	\$57.04	\$38.21	\$63.88
Computer systems analysts	\$38.75	\$28.93	\$52.69
Computer user support specialists	\$23.42	\$17.68	\$31.92
Customer service representatives	\$14.56	\$13.00	\$19.84
Electrical engineers	\$50.30	\$37.81	\$61.79
Electronics engineering technicians	\$64.80	\$48.11	\$72.53
Freight, stock and material movers	\$16.71	\$13.13	\$19.29
Industrial truck operators	\$21.81	\$17.24	\$25.17
Information security analyst	\$48.56	\$33.28	\$62.14
Inspectors, testers, sorters	\$26.65	\$19.02	\$33.24
Machinists	\$30.74	\$22.48	\$34.90
Mechanical Engineers	\$50.00	\$35.23	\$59.46
Network support specialists	\$48.18	\$34.15	\$57.46
Packers and packagers hand	\$16.44	\$13.60	\$18.37
Secretaries	\$22.38	\$15.61	\$26.19
Shipping/receiving clerks	\$17.68	\$13.73	\$21.66
Stock clerks and order fillers	\$14.10	\$12.61	\$16.71

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

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SCHOOLS AND COLLEGES^{3,8}

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

High school graduate or higher	90.4%
Bachelor's degree or higher	32.0%

Public Schools

Number: 18 elementary; 4 middle/comb.; 3 high; 1 career/tech; 1 charter

Enrollment: 17,480

Cost per pupil: \$14,337

Students per teacher: 15.6

High school career / tech enrollment: 2,424

High school graduates: 1,194

Nonpublic Schools Number: 36

Higher Education (2020)

	Enrollment	Degrees
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2-year institution

College of Southern Maryland*	6,081	2,055
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4-year institutions

St. Mary's College of Maryland	1,511	421
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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 County	Maryland
Corporate Income Tax (2022)	none	8.25%

Base – federal taxable income

Personal Income Tax (2022)	3.10%	2.0-5.75%
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Base – federal adjusted gross income

*Graduated rate peaking at 5.75% on taxable income over \$300,000

Sales & Use Tax (2022)	none	6.0%
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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)	\$0.8478	\$0.1120
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Effective rate per \$100 of assessed value

In an incorporated area, a municipal rate will also apply

Business Personal Prop. Tax (FY 22)	\$2.1195	none
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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 will 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. Local tax Incentives – New and Expanding Business Tax Credit and the Property Tax Challenge

INCOME³ (2016-2020)

Distribution	Percent Households		
	St. Mary's Co.	Maryland	U.S.
Under \$25,000	10.9%	12.8%	18.4%
\$25,000 - \$49,999	13.4%	15.4%	20.6%
\$50,000 - \$74,999	14.4%	15.2%	17.2%
\$75,000 - \$99,999	13.3%	13.0%	12.8%
\$100,000 - \$149,999	22.2%	19.3%	15.6%
\$150,000 - \$199,999	14.0%	10.8%	7.1%
\$200,000 and over	11.9%	13.4%	8.3%
Median household	\$95,864	\$87,063	\$64,994
Average household	\$111,381	\$114,236	\$91,547
Per Capita	\$41,430	\$43,352	\$35,384
Total income (millions)	\$4,598	\$254,806	\$11,201,162

HOUSING^{3,10}

Occupied Units 2016-2020 41,280 (70.30% owner occupied)

Housing Transactions

Units Sold	2,214
Median Selling Price	\$345,000

*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 AeroPark 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 AeroPark Innovation District. Major business parks include: AeroPark Innovation District, Wildewood Technology Park, Lexington Park Corporate Center, Exploration and Expedition Parks, Willows Run, and St. Mary's Industrial Park.

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

Market Profile Data (2019)	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	\$7.52	\$10.15	\$8.37
Flex / R&D / Technology	\$11.05	\$13.28	\$11.82
Class A Office	\$19.45	\$21.22	\$20.18

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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, and Wine Festival For more information, 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

GOVERNMENT

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 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 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