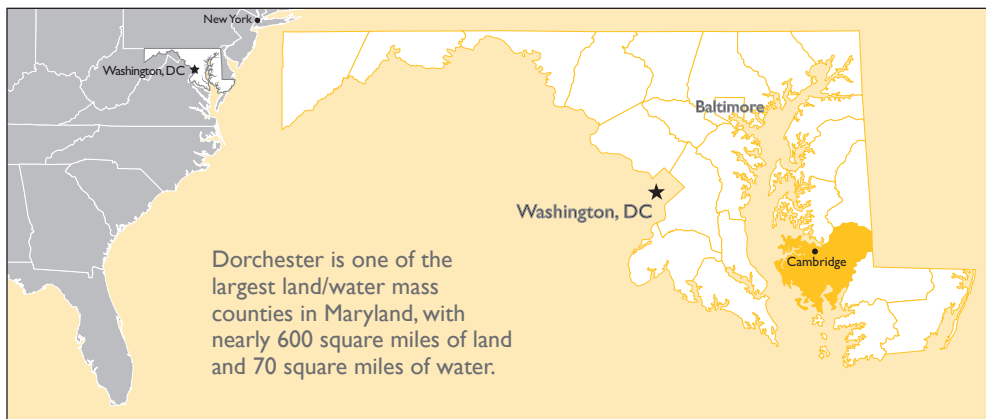


Brief Economic Facts

DORCHESTER COUNTY, MARYLAND

Dorchester County boasts more than 1,500 miles of beautiful shoreline and is one of Maryland's largest counties with nearly 600 square miles of land and 70 of water. Its close proximity to Baltimore and Washington attracts large and small businesses and entrepreneurs due to cost advantages, business assets, and unique quality of life. With 705 businesses employing approximately 8,800 workers, the county continues to diversify its industry mix. Dorchester County is ideally situated on the central Atlantic seaboard, allowing overnight truck access to one-third of the U.S. population. New York, Philadelphia and Richmond are within an approximate 200 mile radius.

The recently completed Dorchester Regional Technology Park, serving the county and the region, will be the home of the new Eastern Shore Innovation Center incubator, due to be completed in early 2016. The park is complete with water, sewer and fiber connected to the Maryland Broadband



Cooperative fiber optic backbone, and is located adjacent to the Cambridge-Dorchester Regional Airport. The park is in one of the county's two State Enterprise Zones, with the other zone in Hurlock. As a federally designated HUB Zone, a Dorchester County location provides federal contracting opportunities for qualified small businesses located in the zone. Amick Farm's recent expansion resulted in a capital investment of \$13.5 million and 50 additional jobs.

LOCATION

Driving distance from Cambridge:	Miles	Kilometers
Atlanta, Georgia	703	1,131
Baltimore, Maryland	75	121
Boston, Massachusetts	424	683
Chicago, Illinois	760	1,222
New York, New York	213	343
Philadelphia, Pennsylvania	125	201
Pittsburgh, Pennsylvania	296	477
Richmond, Virginia	184	296
Washington, DC	87	139

CLIMATE AND GEOGRAPHY¹

Yearly Precipitation (inches)	44.1
Yearly Snowfall (inches)	5.5
Summer Temperature (°F)	77.2
Winter Temperature (°F)	39.1
Days Below Freezing	70.7
Land Area (square miles)	593.2
Water Area (square miles)	67.8
Shoreline (miles)	1,539
Elevation (feet)	sea level to 57

POPULATION^{2,3}

	Dorchester County		Upper Eastern Shore*	Maryland
	Households	Population		
2000	12,706	30,674	199,406	5,296,486
2010	13,522	32,618	224,771	5,773,552
2020**	14,725	34,800	241,700	6,224,550

*Caroline, Cecil, Dorchester, Kent and Talbot counties

**Projections

Selected places population (2010): Cambridge 12,326; Hurlock 2,092; Algonquin 1,241

POPULATION DISTRIBUTION^{2,3} (2014)

Age	Number	Percent
Under 5	2,022	6.2
5 - 19	5,521	16.9
20 - 44	9,097	27.9
45 - 64	9,513	29.2
65 and over	6,425	19.7
Total	32,578	100.0
Median age		44.1 years

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

Civilian Labor Force (2014 avg.)	County	Labor Mkt. Area*
Total civilian labor force	15,820	196,007
Employment	14,476	183,295
Unemployment	1,344	12,712
Unemployment rate	8.5%	6.5%

Residents commuting outside the county to work (2011-2013)	Number	Percent
	5,245	36.0%

Employment in selected occupations (2011-2013)

Occupation	Number	Percent
Management, business, science and arts	4,341	29.0%
Service	3,182	21.3%
Sales and office	3,274	21.9%
Production, transp. and material moving	2,117	14.1%

* Dorchester, Caroline, Talbot and Wicomico counties, MD and Sussex County, DE

MAJOR EMPLOYERS^{6,7} (2014)

Employer	Product/Service	Employment
Amick Farms	Poultry processing	1,049
Hyatt Regency Chesapeake Bay Golf Resort	Resort, golf and conference center	316
Walmart	Consumer goods	286
Univ. of Maryland Shore Medical Ctr. at Dorchester	Medical services	273
Win Transport	Temp.-controlled transport	251
Cambridge International	Metal mesh belt, wire cloth	231
Delmarva Comm. Services	Vocational services	203
Protenergy Natural Foods	Food processing	184
Signature HealthCARE at Mallard Bay	Nursing care	171
Bloch & Guggenheimer	Food processing	156
Horn Point Laboratory	Fisheries research	156
Genesis HealthCare / Chesapeake Woods Center	Nursing care	144
Adventist Behavioral Health Syst. Eastern Shore	Medical services	130
Dorchester Family YMCA	Recreation and sports ctr.	119
Interstate Container	Corrugated boxes	115
McDonald's	Restaurant	112
Warwick Manor Behav. Hlth.	Medical services	104
LWRC International	Military firearms	103
Valley Proteins	Poultry processing	74
Egide USA	Electronic packaging prods.	73
The Mushroom Company	Mushroom processing	73
John W. Tieder	Electrical contractor	68

Excludes post offices, state and local governments

EMPLOYMENT⁴ (2014, BY PLACE OF WORK)

Industry	Estab-lishments	Annual Avg. Empl.	Emp. %	Avg. Wkly. Wage
Federal government	20	182	1.6	\$1,174
State government	9	806	7.3	935
Local government	25	1,291	11.6	823
Private sector	705	8,813	79.5	672
Natural resources and mining	25	378	3.4	975
Construction	75	412	3.7	761
Manufacturing	39	2,225	20.1	811
Trade, transportation and utilities	194	1,903	17.2	576
Information	5	33	0.3	756
Financial activities	59	307	2.8	796
Professional and business services	88	514	4.6	857
Education and health services	72	1,440	13.0	729
Leisure and hospitality	76	1,323	11.9	354
Other services	71	278	2.5	403
Total	759	11,092	100.0	717

Includes civilian employment only

HOURLY WAGE RATES⁴ (2015)

Selected Occupations	Median	Entry	Experienced
Accountants	\$29.50	\$19.75	\$38.50
Bookkeeping/accounting clerks	18.25	13.75	22.00
Computer systems analysts	41.50	26.25	52.75
Computer user support specialists	19.75	13.50	23.75
Customer service representatives	13.75	9.75	17.25
Electrical engineers	45.25	30.75	57.75
Freight, stock and material movers, hand	12.00	9.25	14.00
Industrial truck operators	17.00	12.50	20.00
Inspectors, testers, sorters	14.75	11.00	19.25
Machinists	20.25	15.00	29.75
Maintenance workers, machinery	17.25	13.75	19.25
Network administrators	35.25	25.50	49.75
Packaging and filling machine operators	11.00	10.00	12.00
Packers and packagers, hand	10.00	8.25	11.25
Secretaries	16.00	11.00	18.75
Shipping/receiving clerks	15.50	11.50	17.75
Team assemblers	12.50	9.50	15.50

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

SCHOOLS AND COLLEGES^{3,8}

Educational Attainment - age 25 & over (2011-2013)

High school graduate or higher	84.0%
Bachelor's degree or higher	18.6%

Public Schools

Number: 6 elementary; 3 middle/combined; 3 high
Enrollment: 4,796 (Sept. 2014)
Cost per pupil: \$13,105 (2012-2013)
Students per teacher: 12.7 (Oct. 2014)
High school career / tech enrollment: 401 (2014)
High school graduates: 291 (July 2014)

Nonpublic Schools

Number: 8 (Sept. 2014)

Higher Education (2014)	Enrollment	Degrees
2-year institution		
Chesapeake College*	2,428	282

Several major universities are located in the region, including Salisbury University, University of Maryland Eastern Shore and Washington College.

* Located in nearby Queen Anne's County; coursework is offered in Dorchester County at the Chesapeake College Cambridge Center as well as other locations in the region

TAX RATES⁹

	Dorchester Co.	Maryland
Corporate Income Tax (2015)	none	8.25%
Base – federal taxable income		
Personal Income Tax (2015)	2.62%	2.0%-5.75%*
Base – federal adjusted gross income		
*Graduated rate peaking at 5.75% on taxable income over \$300,000		
Sales & Use Tax (2015)	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 16)	\$0.976	\$0.112
Effective rate per \$100 of assessed value		
In an incorporated area, the county rate may vary and a municipal rate will also apply		
Business Personal Property Tax (FY 16)	none	none
No county personal property tax on ordinary business property		
\$2.44/\$100 applicable to utility operating property only		
In an incorporated area, a municipal rate will also apply; municipal exemptions may be available		
Major Tax Credits Available		
One Maryland, Enterprise Zone, Job Creation, R&D, Biotechnology and Cybersecurity Investment, A&E District		

INCOME³ (2011-2013)

Distribution	Percent Households		
	Dorchester Co.	Maryland	U.S.
Under \$25,000	26.7	16.1	23.9
\$25,000 - \$49,999	26.9	18.1	24.0
\$50,000 - \$74,999	18.5	17.4	17.9
\$75,000 - \$99,999	11.9	13.3	11.9
\$100,000 - \$149,999	11.0	18.0	12.7
\$150,000 - \$199,999	2.6	8.5	4.8
\$200,000 and over	2.5	8.6	4.8
Median household	\$45,508	\$72,345	\$52,176
Average household	\$62,172	\$94,841	\$72,897
Per capita	\$26,136	\$35,837	\$27,884
Total income (millions)	\$829	\$203,854	\$8,436,477

HOUSING^{2,3,10}

Occupied Units (2011-2013)	13,333 (65.1% owner occupied)	
Housing Transactions (2014)	Units	Median Selling Price
All arms-length transactions	137	\$172,000
All multiple-listed properties*	327	\$125,000

*Excludes auctions and FSBO

BUSINESS AND INDUSTRIAL PROPERTY⁶

Dorchester County offers a variety of industrial and office properties for businesses. Two industrial parks with easy access to U.S. Routes 50 and 13 are within State Enterprise Zones and located in Cambridge and Hurlock. Water and sewer services are available to sites in both parks.

The Maryland & Delaware Railroad line serves the **Chesapeake Industrial Park** in Cambridge.

The new **Dorchester Regional Technology Park**, a 113-acre business and technology park, is completed and building lots are available for sale. The park is served with water, sewer and fiber infrastructure, and offers excellent startup, relocation and expansion opportunities to technology, R&D, and innovative manufacturing companies.

Tech entrepreneurs will soon find a new home at the Eastern Shore Innovation Center, the Eastern Shore's first full-service business incubator, which is the planned anchor tenant of the newly-constructed Dorchester Regional Technology Park. The incubator is due to be completed in early 2016.

Market Profile Data (2014)	Low	High	Average
Land – cost per acre			
Industrial	\$16,500	\$70,000	\$35,000
Office	\$20,000	\$150,000	\$40,000
Rental Rates – per square foot			
Warehouse / Industrial	\$1.50	\$6.00	\$3.75
Flex / R&D / Technology	\$4.50	\$7.50	\$6.00
Class A Office	\$10.00	\$28.50	\$14.00

TRANSPORTATION

Highways: U.S. 50

Mass Transit: Delmarva Community Transit (DCT), a fixed route service, is a collaborative effort between several regional transit organizations; special services are available for persons unable to use the regional fixed routes

Rail: Maryland & Delaware Railroad Company with access to Norfolk Southern

Truck: 109 local and long-distance trucking establishments are located on the Upper Eastern Shore

Water: Port of Baltimore, 50' channel, 74 miles northwest of Cambridge; a leading U.S. automobile and break-bulk port; seven public terminals including the state-of-the-art Intermodal Container Transfer Facility

Air: The Cambridge-Dorchester Regional Airport runway is currently 4,476 feet with plans to expand to 5,400 feet; airport is outside of the restricted zones, resulting in shorter waits for landings and take-offs; charter service is offered at Easton Airport, 15 miles north of Cambridge; commuter service is available at Salisbury-Ocean City Wicomico Regional Airport, 35 miles east of Cambridge

RECREATION AND CULTURE

Parks and Recreation: Wildlife refuge areas include Taylor's Island, LeCompte, and Blackwater National Wildlife Refuges; 16 community parks provide recreational opportunities; facilities include Hurlock Athletic Complex, Glasgow Street Athletic Complex/Tennis Courts, and the Dorchester County Pool, largest outdoor public pool on Maryland's Eastern Shore; fishing, boating, sailing, swimming, picnicking, hunting, cycling, canoeing and golfing are recreational pursuits in the county

Attractions: Blackwater National Wildlife Refuge; Harriet Tubman Underground Railroad Byway; Harriet Tubman Organization; Heritage Museums & Gardens of Dorchester; Dorchester Center for the Arts; Richardson Maritime Museum and the Ruark Boatworks in Cambridge; Historic High Street in Cambridge; Old Trinity Church; Spocott Windmill; East New Market National Register Historic District; Handsell (historic home) and Native American Longhouse; Historic Vienna (on the banks of the Nanticoke River)

Arts & Entertainment District: Cambridge

Events: National Outdoor Show, Everything Oyster, Cambridge Beer Festival, Choptank River Swim Fest, St. Paul's Flower Show & Fair, Grape Blossom Festival, Antique Aircraft Fly-in, Hoopers Island Fishing Tournament, Cambridge Classic Powerboat Regattas, Cambridge Summer Send-Off Weekend, Cambridge Power Boat Challenge, Seafood Feast-I-Val, Dorchester Showcase, Grand National Waterfowl Hunt, Annual Native American Festival, Taste of Cambridge, Great Tomato Festival, Hurlock Fall Festival, Hot Sauce and Oyster Festival, Belgian Beer Festival, Cambridge Schooner Tall Ship Rendezvous, Concours d'Elegance, Nanticoke River Jamboree

UTILITIES

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

Gas: Natural gas is supplied to Cambridge by Chesapeake Utilities Corporation (Cambridge Gas Co. Division); customers may choose their gas supplier

Water and Sewer: Municipal systems in Cambridge, East New Market, Hurlock, Secretary, and Vienna

Telecommunications: Local carriers – Verizon Maryland and other local providers that offer service on proprietary or leased infrastructure; Fiber optic broadband capabilities – Bay Country Communications (cable television, internet), Comcast (phone, internet, cable television), Verizon (phone, internet, television); Long distance carriers – AT&T, Sprint, Verizon and others

GOVERNMENT¹¹

County Seat: Cambridge

Government: Five council members elected for four-year terms; charter form of government allows for the separation of the executive from the legislative branch; lawmaking powers are vested in an elected legislative body

Richard C. (Ricky) Travers, President, County Council
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Website: www.choosedorchester.org

County Bond Rating: AA- (S&P); A2 (Moody's)

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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 Dorchester County Economic Development Office
- 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

