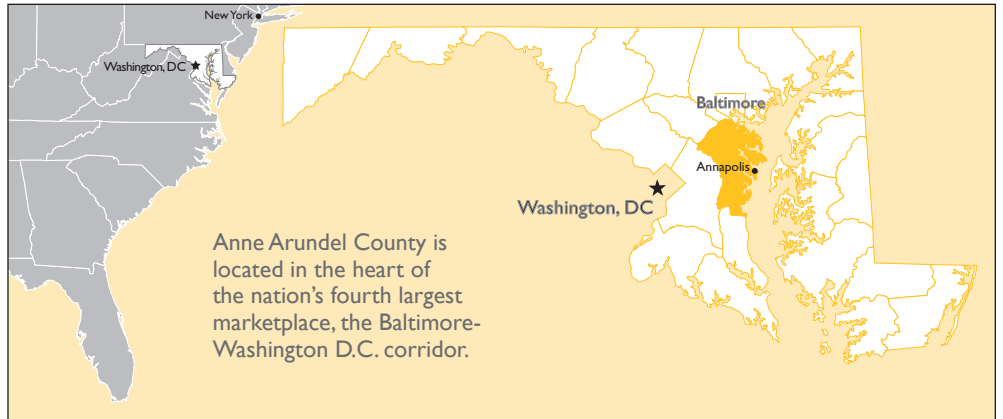


Brief Economic Facts

ANNE ARUNDEL COUNTY, MARYLAND

Anne Arundel County is located in the heart of the nation's fourth largest market, the Baltimore-Washington D.C. corridor. It is home to the state capital, Annapolis, and to the U.S. Naval Academy, both major destinations for visitors. With over 500 miles of shoreline along the Chesapeake Bay and its tributaries, the county successfully combines natural beauty and rural charm with metropolitan sophistication.

The county's economy is supported by a diverse set of economic drivers such as BWI Marshall Airport, the defense industry, world class private sector employers, and telecommunications, retail, and distribution operations. Its rapidly expanding defense industry is fueled by the presence of the NSA, DISA and U.S. Cyber Command, all located at Fort George G. Meade. Ft. Meade is now the center for cyber operations in the nation with the presence of U.S. Cyber Command, NSA and DISA. Currently



\$1.8 billion in construction is underway on the installation, with much of it related to the expansion of U.S. Cyber Command.

Anne Arundel County's 14,400 businesses employ an estimated 208,000 workers; over 330 of these businesses have 100 or more workers. Key private sector employers include Booz Allen Hamilton, CSC, Johns Hopkins HealthCare, Northrop Grumman, Rockwell Collins, Southwest Airlines and KeyW.

LOCATION

| Driving distance from Annapolis: | Miles | Kilometers |
|----------------------------------|-------|------------|
| Atlanta, Georgia | 648 | 1,042 |
| Baltimore, Maryland | 25 | 41 |
| Boston, Massachusetts | 418 | 673 |
| Chicago, Illinois | 708 | 1,139 |
| New York, New York | 208 | 334 |
| Philadelphia, Pennsylvania | 119 | 191 |
| Pittsburgh, Pennsylvania | 244 | 393 |
| Richmond, Virginia | 129 | 208 |
| Washington, DC | 32 | 52 |

CLIMATE AND GEOGRAPHY¹

| | |
|-------------------------------|------------------|
| Yearly Precipitation (inches) | 44.6 |
| Yearly Snowfall (inches) | 14.1 |
| Summer Temperature (°F) | 76.6 |
| Winter Temperature (°F) | 37.3 |
| Days Below Freezing | 71.4 |
| Land Area (square miles) | 418.4 |
| Water Area (square miles) | 71.4 |
| Shoreline (miles) | 508 |
| Elevation (feet) | sea level to 300 |

POPULATION^{2,3}

| | Anne Arundel County Households | Anne Arundel County Population | Baltimore Metro* | Maryland |
|--------|--------------------------------|--------------------------------|------------------|-----------|
| 2000 | 178,670 | 489,656 | 2,552,994 | 5,296,486 |
| 2010 | 199,378 | 537,656 | 2,710,489 | 5,773,552 |
| 2020** | 220,500 | 580,000 | 2,881,500 | 6,224,550 |

*Baltimore City, Anne Arundel, Baltimore, Carroll, Harford, Howard and Queen Anne's counties

**Projections

Selected places population (2010): Glen Burnie 67,639; Severn 44,231; Annapolis 38,394; Severna Park 37,634; Odenton 37,132; Crofton 27,348

POPULATION DISTRIBUTION^{1,2,3} (2014)

| Age | Number | Percent |
|--------------|----------------|--------------|
| Under 5 | 35,451 | 6.3 |
| 5 - 19 | 104,415 | 18.6 |
| 20 - 44 | 190,060 | 33.9 |
| 45 - 64 | 154,957 | 27.7 |
| 65 and over | 75,250 | 13.4 |
| Total | 560,133 | 100.0 |
| Median age | | 38.2 years |

Brief Economic Facts ANNE ARUNDEL COUNTY, MARYLAND

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

| Civilian Labor Force (2015 avg. - prelim.) | County | Labor Mkt. Area* |
|--|---------|------------------|
| Total civilian labor force | 299,571 | 1,703,304 |
| Employment | 285,821 | 1,609,529 |
| Unemployment | 13,750 | 93,775 |
| Unemployment rate | 4.6% | 5.5% |

| Residents commuting outside the county to work (2010-2014) | Number | Percent |
|--|---------|---------|
| | 120,110 | 42.2% |

Employment in selected occupations (2010-2014)

| Occupation | Number | Percent |
|---|---------|---------|
| Management, business, science and arts | 127,937 | 45.6% |
| Service | 40,887 | 14.6% |
| Sales and office | 69,814 | 24.9% |
| Production, transp. and material moving | 19,354 | 6.9% |

* Anne Arundel, Baltimore, Howard and Prince George's counties and Baltimore City

MAJOR EMPLOYERS^{6,7} (2015)

| Employer | Product/Service | Employment |
|--|--|------------|
| Ft. George G. Meade* | Military installation | 53,733 |
| Northrop Grumman | Electronic surveillance prods. | 7,725 |
| Anne Arundel Health Sys. | Medical services | 4,000 |
| Southwest Airlines | Airline | 3,200 |
| Maryland Live! Casino | Casino | 3,000 |
| Univ. of Maryland Balt. Wash. Medical Center | Medical services | 2,901 |
| U.S. Naval Academy / Naval Support Activity* | Higher education | 2,340 |
| Walmart / Sam's Club | Consumer goods | 2,106 |
| Booz Allen Hamilton | Strategy mgmt., tech. services | 2,100 |
| Anne Arundel Comm. Coll. | Higher education | 1,849 |
| Allegis Group | HQ / technology and administrative placement | 1,500 |
| CSC | IT services | 1,229 |
| Giant Food | Groceries | 1,220 |
| Target | Consumer goods | 1,050 |
| Lockheed Martin | Systems engr. software | 925 |
| Verizon | Telecommunications | 844 |
| L-3 Communications | Systems engr. software | 818 |
| Safeway | Groceries | 800 |
| Food Lion | Groceries | 790 |
| Rockwell Collins | Avionics telecomm systems | 773 |
| AT&T Services | Telecommunications | 700 |
| KeyW | IT services | 683 |

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

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

EMPLOYMENT⁴ (2014, BY PLACE OF WORK)

| Industry | Estab-lishments | Annual Avg. Empl. | Emp. % | Avg. Wkly. Wage |
|-------------------------------------|-----------------|-------------------|--------------|-----------------|
| Federal government | 103 | 13,047 | 5.1 | \$1,666 |
| State government | 77 | 12,434 | 4.9 | 976 |
| Local government | 162 | 21,359 | 8.4 | 931 |
| Private sector | 14,353 | 207,934 | 81.6 | 1,019 |
| Natural resources and mining | 24 | 191 | 0.1 | 764 |
| Construction | 1,682 | 15,556 | 6.1 | 1,124 |
| Manufacturing | 326 | 11,498 | 4.5 | 2,010 |
| Trade, transportation and utilities | 3,107 | 52,938 | 20.8 | 851 |
| Information | 170 | 2,721 | 1.1 | 1,360 |
| Financial activities | 1,354 | 10,164 | 4.0 | 1,131 |
| Professional and business services | 3,260 | 41,370 | 16.2 | 1,501 |
| Education and health services | 1,472 | 30,182 | 11.8 | 932 |
| Leisure and hospitality | 1,423 | 33,831 | 13.3 | 397 |
| Other services | 1,533 | 9,483 | 3.7 | 758 |
| Total | 14,695 | 254,774 | 100.0 | 1,043 |

Includes civilian employment only

HOURLY WAGE RATES⁴ (2015)

| Selected Occupations | Median | Entry | Experienced |
|--|---------|---------|-------------|
| Accountants | \$33.75 | \$20.75 | \$46.75 |
| Biomedical engineers | 46.25 | 29.00 | 50.50 |
| Bookkeeping/accounting clerks | 20.75 | 14.75 | 24.75 |
| Computer-controlled machine | 18.75 | 14.50 | 21.50 |
| Computer systems analysts | 44.25 | 29.75 | 56.25 |
| Customer service representatives | 18.00 | 11.00 | 24.25 |
| Electronics engineers | 50.00 | 35.50 | 58.50 |
| Electronics engineering technicians | 33.25 | 24.50 | 38.25 |
| Freight, stock and material movers, hand | 12.75 | 9.75 | 16.00 |
| Industrial truck operators | 16.75 | 12.50 | 20.00 |
| Machinists | 25.25 | 16.50 | 27.75 |
| Network administrators | 46.50 | 29.00 | 57.25 |
| Packers and packagers, hand | 10.75 | 8.50 | 13.25 |
| Secretaries | 18.25 | 13.00 | 21.75 |
| Shipping/receiving clerks | 16.25 | 11.00 | 20.25 |
| Team assemblers | 13.25 | 9.50 | 16.00 |

Wages are an estimate of what workers might expect to receive in Anne Arundel County and may vary by industry, employer and locality

Brief Economic Facts // ANNE ARUNDEL COUNTY, MARYLAND

SCHOOLS AND COLLEGES^{3,8}

Educational Attainment - age 25 & over (2010-2014)

| | |
|--------------------------------|-------|
| High school graduate or higher | 91.1% |
| Bachelor's degree or higher | 37.6% |

Public Schools

| |
|--|
| Number: 80 elementary; 19 middle; 14 high |
| Enrollment: 80,387 (Sept. 2015) |
| Cost per pupil: \$12,687 (2012-2013) |
| Students per teacher: 14.6 (Oct. 2014) |
| High school career / tech enrollment: 7,170 (2015) |
| High school graduates: 5,167 (July 2015) |

Nonpublic Schools

| |
|--------------------------|
| Number: 131 (Sept. 2015) |
|--------------------------|

Higher Education

| | Enrollment ('15) | Degrees ('14) |
|--|------------------|---------------|
|--|------------------|---------------|

2-year institution

| | | |
|--------------------------------|--------|-------|
| Anne Arundel Community College | 14,689 | 1,800 |
|--------------------------------|--------|-------|

4-year institutions

| | | |
|-----------------------------|-----|-----|
| St. John's College | 457 | 132 |
| United States Naval Academy | NA | NA |

Other universities offering programs in the county include: Central Michigan and Strayer Universities. In addition, Anne Arundel Community College@Arundel Mills is a regional higher education center offering coursework from Frostburg State University, Notre Dame of Maryland University, McDaniel College, Stevenson University, and the University of Maryland University College.

TAX RATES⁹

| | Anne Arundel Co. | Maryland |
|--|------------------|-------------|
| Corporate Income Tax (2016) | none | 8.25% |
| Base – federal taxable income | | |
| Personal Income Tax (2016) | 2.50% | 2.0%-5.75%* |
| Base – federal adjusted gross income | | |
| *Graduated rate peaking at 5.75% on taxable income over \$300,000 | | |
| Sales & Use Tax (2016) | 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) | \$0.923 | \$0.112 |
| Effective rate per \$100 of assessed value | | |
| In addition to this rate, there are some miscellaneous taxes and/or special taxing areas in the county; in an incorporated area, the county rate may vary and a municipal rate will also apply | | |
| Business Personal Property Tax (FY 16) | \$2.307 | 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, the county rate may vary and a municipal rate will also apply; municipal exemptions may be available | | |
| Major Tax Credits Available | | |
| Job Creation, R&D, Biotechnology and Cybersecurity Investment, Arts & Entertainment District | | |

INCOME³ (2010-2014)

| Distribution | Percent Households | | |
|-------------------------|--------------------|-----------|-------------|
| | Anne Arundel Co. | Maryland | U.S. |
| Under \$25,000 | 10.5 | 15.4 | 23.2 |
| \$25,000 - \$49,999 | 14.7 | 17.9 | 23.7 |
| \$50,000 - \$74,999 | 16.4 | 17.2 | 17.8 |
| \$75,000 - \$99,999 | 14.6 | 13.4 | 12.2 |
| \$100,000 - \$149,999 | 21.6 | 18.1 | 13.0 |
| \$150,000 - \$199,999 | 11.0 | 8.9 | 5.1 |
| \$200,000 and over | 11.2 | 9.1 | 5.0 |
| Median household | \$89,031 | \$74,149 | \$53,482 |
| Average household | \$110,059 | \$97,135 | \$74,596 |
| Per capita | \$41,315 | \$36,670 | \$28,555 |
| Total income (millions) | \$22,169 | \$209,422 | \$8,668,940 |

HOUSING^{2,3,10}

Occupied Units (2010-2014) 201,429 (74.2% owner occupied)

| Housing Transactions (2014) | Units | Median Selling Price |
|---------------------------------|-------|----------------------|
| All arms-length transactions | 7,276 | \$325,990 |
| All multiple-listed properties* | 6,933 | \$313,000 |

*Excludes auctions and FSBO

BUSINESS AND INDUSTRIAL PROPERTY^{6,11}

The commercial real estate market consists of approximately 65 business parks situated throughout the county with concentration in the BWI Business District and western Anne Arundel County. An increase in demand for office space in these areas is anticipated from NSA and U.S. Cyber Command growth.

Annapolis Corporate Park - 28-acre project in Annapolis directly off Harry S Truman Pkwy. near intersection with Riva Rd.; 5 buildings with approximately 227,190 sf of Class A office space.

Hanover Crossing at New Ridge - 244,000 sf of Class A industrial space on New Ridge Rd. in Hanover. 2 buildings - 117,500 and 126,000 sf. First new Class A industrial project to be developed in the Baltimore Wash. Corridor in several years.

Corporate Center at Arundel Preserve - 2 million sf office project at Route 295 and Arundel Mills Blvd. in Hanover; 11 buildings with the first 2 buildings complete and leasing. Major tenant is KeyW Corp.

Business Incubator
Chesapeake Innovation Center, Odenton

| Market Profile Data (2015) | Low | High | Average |
|---------------------------------------|-----------|-----------|-----------|
| Land – cost per acre | | | |
| Industrial | \$200,000 | \$500,000 | \$325,000 |
| Office | \$200,000 | \$600,000 | \$350,000 |
| Rental Rates – per square foot | | | |
| Warehouse / Industrial | \$4.25 | \$8.75 | \$5.75 |
| Flex / R&D / Technology | \$7.00 | \$13.00 | \$9.50 |
| Class A Office | \$22.00 | \$37.00 | \$26.00 |

Brief Economic Facts // ANNE ARUNDEL COUNTY, MARYLAND

TRANSPORTATION

Highways: East/West – U.S. 50/301, Rt. 32, Rt. 100, I-195, I-695; North/South – I-97, Baltimore-Washington Pkwy. (Rt. 295), Rt. 2; easy access to I-95 and major consumer markets

Mass Transit: Light rail connects BWI Marshall Airport with Baltimore City and northern Anne Arundel County; a light rail station serves the international pier at BWI; municipal bus service links Baltimore City and Annapolis; private bus operators in northern and western Anne Arundel County

Rail: CSX Transportation and Norfolk Southern provide freight carriage; Amtrak passenger service and MARC Commuter Rail link BWI Airport with Baltimore and Washington, D.C.

Truck: 138 local and long-distance trucking establishments

Water: Port of Baltimore, a leading U.S. automobile and break-bulk port; 1,734-acre Foreign-Trade Zone; served by two major railroads; immediate access to major interstate highways; seven public terminals including the state-of-the-art Intermodal Container Transfer Facility; 95 cruise ship departures annually

Air: Baltimore/Washington International Thurgood Marshall Airport has over 680 U.S. and international flights daily; 395,000 sq. ft. Air Cargo Center; 214-acre Foreign-Trade Zone; longest runway is 10500'; easy access to major highways; passenger rail service by MTA's light rail and Amtrak; hourly SuperShuttle service to Annapolis, Baltimore, Prince George's and Montgomery Counties, and Northern Virginia; 24-hour airport shuttle service

RECREATION AND CULTURE

Maryland Live! Casino at Arundel Mills: 330,000 sf slot, electronic game and table game facility featuring Bobby's Burger Palace, Cheesecake Factory, Phillips Seafood and The Prime Rib; live entertainment venue provided by Rams Head Center Stage

Parks and Recreation: Two state parks, over 70 county parks, and several nature preserves provide many recreational pursuits; the county also manages 42 miles of bicycle and nature trails; boating and water activities include fishing, crabbing, skiing, sailing, and swimming

Golf: Numerous public and private golf courses are located throughout the county

Cultural and Historical: An active art community supports local symphonies, opera companies, theatre groups, and museums; historic buildings and landmarks abound

Arts & Entertainment District: Annapolis

Sports: U.S. Naval Academy athletic events, particularly football, basketball, and lacrosse, provide sports-watching opportunities

Events: Renaissance Festival, U.S. Sailboat and Powerboat Shows, 4th of July Fireworks at Annapolis City Dock, Maryland Seafood Festival, and New Year's Annapolis

UTILITIES

Electricity and Gas: Baltimore Gas and Electric is the principal supplier; customers of investor-owned utilities and major cooperatives may choose their electric and supplier

Water and Sewer: Most heavily populated areas are serviced by public water and sewer

Telecommunications: Verizon Maryland offers Fiber to the Premises (FTTP), Fiber Optic Service (FiOS) and Business Ethernet; Comcast offers Ethernet network services, dedicated internet and private line services; Level 3 Communications offers VPN, Metro Ethernet, voice and video; XO Communications offers voice, data and IP services

GOVERNMENT¹²

County Seat: Annapolis

Government: County executive and seven member county council 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

Steven R. Schuh, County Executive 410.222.1821

Derek J. Fink, Chair, County Council 410.222.1401

Website: www.aacounty.org

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

Anne Arundel Economic Development Corporation

Robert Hannon, President and CEO

2660 Riva Road, Suite 200

Annapolis, Maryland 21401

Telephone: 410.222.7410

Email: info@aaedc.org

www.aaedc.org

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 Anne Arundel Economic Development Corporation
- 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 Chesapeake Real Estate Group
- 12 Maryland State Archives; Maryland Association of Counties