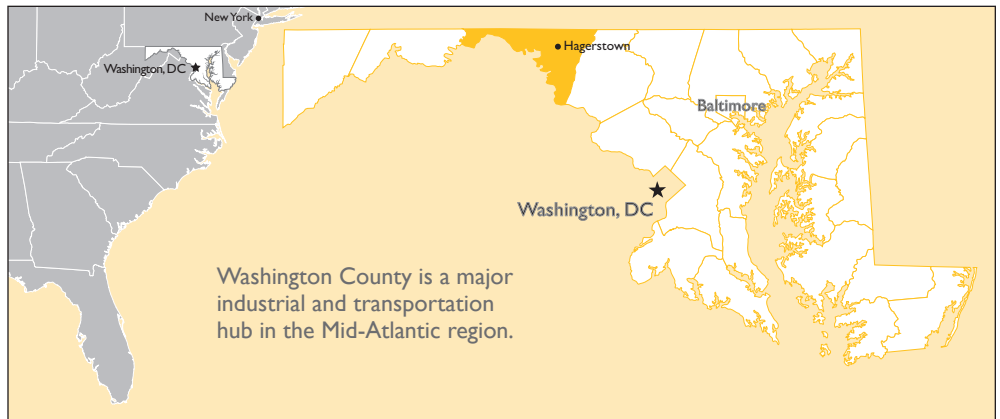


Brief Economic Facts

WASHINGTON COUNTY, MARYLAND

Washington County is a major industrial and transportation hub in the Mid-Atlantic 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. In fact, assets such as the airport helped the county earn recognition as one of the country's "Top Five Defense Destinations" by Expansion Solutions magazine. 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 3,450 businesses employ 57,700 workers; nearly 80 of these businesses have 100 or more workers. Key employers include The Bowman Group, Citi, FedEx Ground, First Data, Fives Cinetic, Meritus Health System, Sierra Nevada, Staples Distribution, and Volvo Group. Washington County is home to more than twenty industrial, technology and business



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
Pittsburgh, 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)	455.0
Water Area (square miles)	12.1
Elevation (feet)	250 to 2,140 (primarily 500 to 800)

POPULATION^{2,3}

	Washington County Households	Washington County Population	Western Maryland*	Maryland
2000	49,726	131,923	236,699	5,296,486
2010	55,687	147,430	252,614	5,773,552
2020**	60,975	160,300	266,050	6,224,550

*Allegany, Garrett, and Washington counties

**Projections

Selected places population (2010): Hagerstown 39,662; Halfway 10,701; Robinwood 6,918; Fountainhead-Orchard Hills 5,666; Boonsboro 3,336; Maugansville 3,071

POPULATION DISTRIBUTION^{2,3} (2014)

Age	Number	Percent
Under 5	8,693	5.8
5 - 19	27,782	18.6
20 - 44	47,975	32.1
45 - 64	41,552	27.8
65 and over	23,571	15.8
Total	149,573	100.0
Median age		40.4 years

Brief Economic Facts WASHINGTON 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	76,022	333,252
Employment	71,579	316,615
Unemployment	4,444	16,637
Unemployment rate	5.8%	5.0%

Residents commuting outside the county to work (2010-2014)	Number	Percent
	22,209	33.4%

Employment in selected occupations (2010-2014)	Number	Percent
Management, business, science and arts	22,212	32.7%
Service	12,006	17.7%
Sales and office	17,347	25.5%
Production, transp. and material moving	9,604	14.1%

*Washington and Frederick counties, MD, Franklin Co., PA and Berkeley Co., WV

MAJOR EMPLOYERS^{6,7} (2015)

Employer	Product/Service	Employment
Meritus Health	Medical services	2,740
First Data	Credit card processing	2,322
Citi	Credit card processing	2,100
Volvo Group	Diesel engines, transmissions	1,310
Hagerstown Comm. College	Higher education	890
The Bowman Group	Hotels mgmt. and logistics	746
FedEx Ground	Mail and package delivery	648
Staples	Office supplies retail, distrib.	597
Merkle Response Mgmt. Grp.	Data entry and fulfillment	545
Arc of Washington County	Medical and social services	500
Direct Mail Processors	Data entry and fulfillment	500
Brook Lane Health Services	Medical services	485
Walmart / Sam's Club	Consumer goods	485
Sierra Nevada	Aircraft maintenance	450
Dot Foods	Food distribution	441
Giant Food Stores / MARTIN'S® Food Markets	Groceries	420
Weis Markets	Groceries	400
Lehigh Phoenix	Printed book covers	360
A.C. & T.	Conv. stores, gas stations	350
JLG Industries	Aerial work platforms	300
Home Depot	Home improvement prods. retail, distribution	296
Lowe's	Home improvement prods. retail, distribution	276
ThompsonGas	Propane gas prod. and svcs.	275
UPS	Mail and package delivery	274

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

EMPLOYMENT⁴ (2014, BY PLACE OF WORK)

Industry	Estab-lishments	Annual Avg. Empl.	Emp. %	Avg. Wkly. Wage
Federal government	32	590	0.9	\$995
State government	14	2,485	3.7	884
Local government	66	5,917	8.9	803
Private sector	3,445	57,692	86.5	738
Natural resources and mining	28	196	0.3	766
Construction	368	2,726	4.1	854
Manufacturing	136	6,207	9.3	1,110
Trade, transportation and utilities	982	17,148	25.7	623
Information	50	803	1.2	923
Financial activities	316	6,702	10.1	917
Professional and business services	494	5,642	8.5	795
Education and health services	414	10,397	15.6	817
Leisure and hospitality	358	6,297	9.4	285
Other services	299	1,574	2.4	538
Total	3,557	66,684	100.0	751

Includes civilian employment only

HOURLY WAGE RATES⁴ (2015)

Selected Occupations	Median	Entry	Experienced
Accountants	\$27.75	\$19.00	\$35.25
Bookkeeping/accounting clerks	17.25	11.75	20.75
Computer systems analysts	31.50	23.50	42.00
Customer service representatives	13.25	10.00	15.75
Electronics engineering technicians	35.50	31.25	38.25
Extruding and forming machine operators	15.50	8.50	17.25
Freight, stock and material movers hand	14.00	9.75	17.00
Industrial engineers	38.50	31.25	45.00
Industrial truck operators	16.75	11.25	19.50
Inspectors, testers, sorters	24.00	13.50	26.00
Machinists	24.00	14.25	25.75
Maintenance workers, machinery	21.75	14.00	26.75
Network support specialists	28.50	18.75	35.00
Secretaries	15.75	11.25	18.50
Shipping/receiving clerks	16.25	11.50	18.75
Team assemblers	20.75	13.00	24.25

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 (2010-2014)

High school graduate or higher	86.1%
Bachelor's degree or higher	19.9%

Public Schools

Number: 27 elementary; 8 middle/combined; 8 high
Enrollment: 22,303 (Sept. 2015)
Cost per pupil: \$12,157 (2012-2013)
Students per teacher: 14.4 (Oct. 2014)
High school career / tech enrollment: 2,422 (2015)
High school graduates: 1,601 (July 2014)

Nonpublic Schools

Number: 39 (Sept. 2015)

Higher Education	Enrollment ('15)	Degrees ('14)
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2-year institution

Hagerstown Community College	4,277	601
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The University System of Maryland at Hagerstown offers more than 20 undergraduate and graduate degree programs through the following Maryland institutions: Coppin State, Frostburg State, Salisbury, and Towson universities; University of Maryland College Park; and University of Maryland University College.

Kaplan University offers certificate, associate and bachelor degree programs at its Hagerstown campus.

TAX RATES⁹

	Washington Co.	Maryland
Corporate Income Tax (2016)	none	8.25%
Base – federal taxable income		
Personal Income Tax (2016)	2.80%	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)	\$0.948	\$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 will vary and a municipal rate will also apply		
Business Personal Property Tax (FY 16)	\$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 will also apply; municipal exemptions may be available		
Major Tax Credits Available		
Enterprise Zone, Job Creation, R&D, Biotechnology and Cybersecurity Investment, New Jobs, Arts & Entertainment District		

INCOME³ (2010-2014)

Distribution	Percent Households		
	Washington Co.	Maryland	U.S.
Under \$25,000	21.7	15.4	23.2
\$25,000 - \$49,999	23.1	17.9	23.7
\$50,000 - \$74,999	19.9	17.2	17.8
\$75,000 - \$99,999	14.0	13.4	12.2
\$100,000 - \$149,999	13.3	18.1	13.0
\$150,000 - \$199,999	4.4	8.9	5.1
\$200,000 and over	3.5	9.1	5.0
Median household	\$56,477	\$74,149	\$53,482
Average household	\$70,948	\$97,135	\$74,596
Per capita	\$27,173	\$36,670	\$28,555
Total income (millions)	\$3,957	\$209,422	\$8,668,940

HOUSING^{2,3,10}

Occupied Units (2010-2014)	55,769 (64.4% owner occupied)	
Housing Transactions (2014)	Units	Median Selling Price
All arms-length transactions	1,118	\$184,250
All multiple-listed properties*	1,537	\$159,000

*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 six million square feet of office, commercial, warehouse and manufacturing space are available.

Two State Enterprise Zones (5,900+ 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 includes seven sites in the county (1,866 acres) where customs duties can be deferred, reduced or eliminated to improve a company's international competitiveness.

To view a full list of sites and buildings available in Washington County, log on to <http://dir.hagerstowndec.org/propSearch.aspx>.

Business Incubator

Technical Innovation Center, Hagerstown

Market Profile Data (2015)	Low	High	Average
Land – cost per acre			
Industrial	\$30,000	\$240,000	\$100,000
Office	\$150,000	\$750,000	\$340,000
Rental Rates – per square foot			
Warehouse / Industrial	\$2.75	\$7.00	\$4.00
Flex / R&D / Technology	\$4.00	\$16.00	\$10.00
Class A Office	\$10.69	\$25.11	\$17.04

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: 134 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; 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 and chamber music concerts; the Maryland Theatre, home of the Maryland Symphony Orchestra, hosts many shows and special events

Arts & Entertainment District: The Arts & Entertainment 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

Attractions: Crystal Grottoes Caverns, Discovery Station at Hagerstown, Hagerstown Speedway, Hagerstown Premium Outlets

Events: Alsatia Mummies Parade, Miss Maryland Pageant, Western Maryland Blues Fest, Salute to Independence Celebration at Antietam Battlefield

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; state-of-the-art infrastructure, including digital, fiber optic, wireless data, and cellular technologies; services provided via public and private local and regional vendors; AT&T, Sprint Nextel, and Verizon PoPs in the county

GOVERNMENT¹¹

County Seat: Hagerstown

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

Terry L. Baker, President, Board of County Commissioners
240.313.2200

Gregory B. Murray, 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 Development

Kathleen (Kassie) Lewis, Director
100 West Washington Street, Room 103
Hagerstown, Maryland 21740

Telephone: 240.313.2283

Email: kassie.lewis@washco-md.net

www.hagerstownedc.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 Washington County Department of Business Development

7 Maryland Department of Commerce

8 Maryland State Department of Education; Maryland Higher Education Commission

9 Maryland State Dept. of Assessments and Taxation; Comptroller of the Treasury

10 Maryland Association of Realtors

11 Maryland State Archives; Maryland Association of Counties