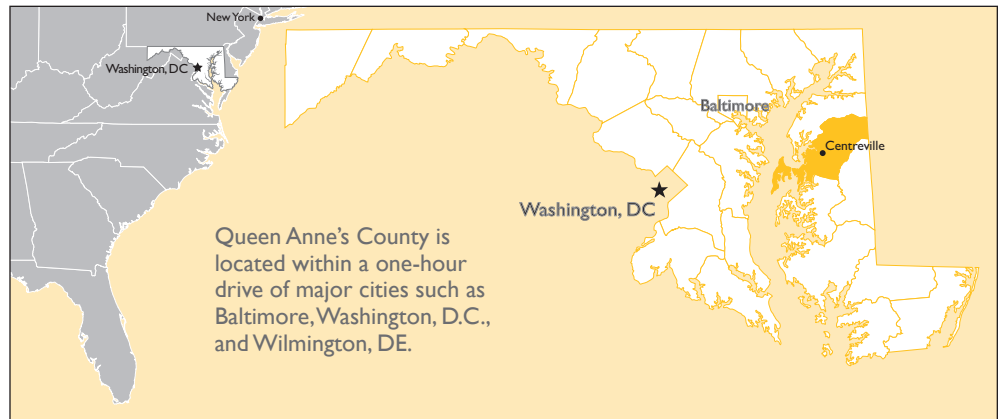


Brief Economic Facts

QUEEN ANNE'S COUNTY, MARYLAND

“Business rocks in Queen Anne’s County” as it offers close proximity to metropolitan areas balanced with the relaxing lifestyle of a waterfront and rural community. The county is located within a one-hour drive to such major metros as Baltimore, Washington, D.C., Wilmington, DE and Philadelphia, PA utilizing US Routes 50 and 301.

Queen Anne’s County appeals to companies seeking a prime, affordable location that offers an excellent quality of life and a well-educated workforce. 1,390 businesses in the county currently employ over 11,600 workers and enjoy easy access to government facilities, federal laboratories, prime contractors and tech centers. Residents and visitors enjoy the maritime history, art and culture of the Eastern Shore in one of the area’s many small towns and villages. Major private sector employers include Federal Resources,



LOCATION

Driving distance from Centreville:	Miles	Kilometers
Atlanta, Georgia	676	1,088
Baltimore, Maryland	48	78
Boston, Massachusetts	389	626
Chicago, Illinois	731	1,176
New York, New York	178	287
Philadelphia, Pennsylvania	90	144
Pittsburgh, Pennsylvania	268	431
Richmond, Virginia	157	253
Washington, DC	60	97

CLIMATE AND GEOGRAPHY¹

Yearly Precipitation (inches)	44.1
Yearly Snowfall (inches)	16.4
Summer Temperature (°F)	75.5
Winter Temperature (°F)	36.0
Days Below Freezing	77.5
Land Area (square miles)	371.9
Water Area (square miles)	29.2
Shoreline (miles)	414
Elevation (feet)	sea level to 87

POPULATION^{2,3}

	Queen Anne's County Households	Queen Anne's County Population	Baltimore Metro*	Maryland
2000	15,315	40,563	2,552,994	5,296,486
2010	18,016	47,798	2,710,489	5,773,552
2020**	20,825	53,600	2,881,500	6,224,550

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

**Projections

Selected places population (2010): Stevensville 6,803; Centreville 4,285; Chester 4,167; Grasonville 3,425; Kingstown 1,733

POPULATION DISTRIBUTION^{2,3} (2014)

Age	Number	Percent
Under 5	2,600	5.3
5 - 19	9,337	19.1
20 - 44	13,088	26.8
45 - 64	15,341	31.4
65 and over	8,438	17.3
Total	48,804	100.0
Median age		44.2 years

Brief Economic Facts // QUEEN ANNE'S 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	26,685	363,039
Employment	25,445	346,042
Unemployment	1,240	16,997
Unemployment rate	4.6%	4.7%

Residents commuting outside the county to work (2010-2014)	Number	Percent
	14,614	59.6%

Employment in selected occupations (2010-2014)

Occupation	Number	Percent
Management, business, science and arts	10,045	40.1%
Service	3,905	15.6%
Sales and office	6,663	26.6%
Production, transp. and material moving	2,205	8.8%

* Queen Anne's, Anne Arundel, Caroline and Talbot counties

MAJOR EMPLOYERS^{6,7} (2015)

Employer	Product/Service	Employment
Chesapeake College	Higher education	756
S.E.W. Friel*	Canned food processing	275
Paul Reed Smith Guitars	HQ / custom guitars	236
REEB Millwork	Doors and windows	180
Cracker Barrel Old Country Store®	Restaurant	170
Power Electronics	Industrial control panels	162
Federal Resources Supply	HQ / first resp. hazard kits	146
Tidewater Direct	Commercial printing	144
Genesis HealthCare / Corsica Hills Center	Nursing care	134
Clinton Nurseries of Md.	Flowers and nursery stock	130
Fisherman's Inn*	Restaurant	110
Food Lion	Groceries	110
Crab Deck*	Restaurant	110
Chesterwye Center	Services for the disabled	100
Under Armour	Athletic apparel retail	100
BCBG Max Azria	Apparel retail	99
Harris Seafood Company*	Restaurant	99
Kmart	Consumer goods	99
McDonald's	Restaurants	99
Safeway	Groceries	99
Acme Markets	Groceries	89
Narrows Restaurant*	Restaurant	85
Queenstown Bank of Md.	Banking services	82
Annie's Paramount Steak & Seafood House*	Restaurant	80

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

*Includes seasonal workers

EMPLOYMENT⁴ (2014, BY PLACE OF WORK)

Industry	Estab-lishments	Annual Avg. Empl.	Emp. %	Avg. Wkly. Wage
Federal government	15	83	0.6	\$1,040
State government	8	217	1.5	848
Local government	32	2,217	15.7	859
Private sector	1,385	11,621	82.2	650
Natural resources and mining	28	319	2.3	663
Construction	257	1,078	7.6	827
Manufacturing	50	1,034	7.3	879
Trade, transportation and utilities	345	3,619	25.6	592
Information	8	26	0.2	1,400
Financial activities	104	378	2.7	933
Professional and business services	240	1,065	7.5	1,014
Education and health services	102	963	6.8	750
Leisure and hospitality	123	2,538	18.0	349
Other services	128	601	4.3	534
Total	1,440	14,138	100.0	688

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

Brief Economic Facts // QUEEN ANNE'S COUNTY, MARYLAND

SCHOOLS AND COLLEGES^{3,8}

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

High school graduate or higher	91.8%
Bachelor's degree or higher	34.1%

Public Schools

Number: 8 elementary; 4 middle/combined; 2 high
Enrollment: 7,717 (Sept. 2015)
Cost per pupil: \$11,593 (2012-2013)
Students per teacher: 14.7 (Oct. 2014)
High school career / tech enrollment: 1,396 (2015)
High school graduates: 606 (July 2014)

Nonpublic Schools

Number: 8 (Sept. 2015)

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

Chesapeake College	2,267	282
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Chesapeake College's Eastern Shore Higher Education Center offers baccalaureate and graduate degrees from four-year institutions including the University of Maryland Eastern Shore, University of Maryland University College, Salisbury University, Stevenson University, Notre Dame of Maryland University, and Gratz College of Pennsylvania.

TAX RATES⁹

	Queen Anne's Co.	Maryland
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Corporate Income Tax (2016)	none	8.25%
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Base – federal taxable income

Personal Income Tax (2016)	3.20%	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 (2016)	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 16)	\$0.8471	\$0.112
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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, a municipal rate will also apply

Business Personal Property Tax (FY 16)	none	none
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No county personal property tax on ordinary business property \$2.118/\$100 applicable to utility operating property only

In an incorporated area, a municipal rate may apply; municipal exemptions may be available

Major Tax Credits Available

Job Creation, R&D, Biotechnology and Cybersecurity Investment, Commercial Property, Arts & Entertainment District

INCOME³ (2010-2014)

Distribution	Percent Households		
	Queen Anne's Co.	Maryland	U.S.
Under \$25,000	10.9	15.4	23.2
\$25,000 - \$49,999	15.2	17.9	23.7
\$50,000 - \$74,999	17.7	17.2	17.8
\$75,000 - \$99,999	13.2	13.4	12.2
\$100,000 - \$149,999	23.7	18.1	13.0
\$150,000 - \$199,999	9.9	8.9	5.1
\$200,000 and over	9.4	9.1	5.0
Median household	\$86,406	\$74,149	\$53,482
Average household	\$103,775	\$97,135	\$74,596
Per capita	\$38,392	\$36,670	\$28,555
Total income (millions)	\$1,801	\$209,422	\$8,668,940

HOUSING^{2,3,10}

Occupied Units (2010-2014)	17,354 (84.6% owner occupied)
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Housing Transactions (2014)	Units	Median Selling Price
All arms-length transactions	619	\$320,000
All multiple-listed properties*	683	\$298,124

*Excludes auctions and FSBO

BUSINESS AND INDUSTRIAL PROPERTY⁶

Strategically located and well planned business parks such as the Chesapeake Bay Business Park and Thompson Creek Professional Park offer a mix of manufacturing, flex, warehouse and office space within expanded Job Creation Tax Credit Priority Funding Areas (PFAs). The Centreville Business Park offers land for build-to-suit projects, as well as ready-to-occupy space for lease or sale. Phase I of the Matapeake Professional Park near Stevensville is under development with limited land available for sale.

Retail/commercial land is available for development along the heavily travelled U.S. Rt. 50/301 corridor. This area features prime office and high traffic count retail space and developable pad sites on Kent Island.

In addition to Job Creation and R&D Tax Credits, other incentives are available for projects within PFAs, Centreville's Main Street and Stevensville's A&E District. Participation in the county's Revolving Loan Fund program is available for qualifying businesses.

Market Profile Data (2015)	Low	High	Average
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Land – cost per acre

Industrial	\$75,000	\$300,000	\$225,000
Office/Retail	\$125,000	\$465,000	\$325,000

Rental Rates – per square foot

Warehouse / Industrial	\$5.00	\$9.00	\$7.00
Flex / R&D / Technology	\$6.00	\$19.00	\$9.00
Class A Office	\$14.00	\$22.00	\$19.00

Brief Economic Facts // QUEEN ANNE'S COUNTY, MARYLAND

TRANSPORTATION

Highways: U.S. 50, U.S. 301, MD 404

Rail: Maryland & Delaware Railroad Company operates the track on which Norfolk Southern provides freight service from Centreville to points north

Truck: 40 “for hire” and private trucking companies serve the county; overnight and/or parcel delivery service is provided by four carriers

Water: Convenient access to Port of Baltimore, 50’ channel, with seven public terminals including Intermodal Container Transfer Facility, and to the Ports of Philadelphia, Norfolk, and Wilmington; several local public and private marinas provide access to the Bay

Air: Served by Baltimore/Washington International Thurgood Marshall (BWI), Ronald Reagan Washington National, Washington Dulles International, and Philadelphia International Airports; Bay Bridge Airport, Stevensville, offers charter service and has a lighted runway (2900’), instrument approaches, 24-hour fueling, and Jet A on call; rental vehicles available on site

RECREATION AND CULTURE

Parks and Recreation: Wye Island Wildlife Refuge, Chesapeake Bay Environmental Center, and Tuckahoe State Park offer wildlife and camping, hiking, fishing and water-related activities; boating and hunting opportunities abound; 20 public landings and 32 public parks totaling 2,942 acres are located throughout the county; award-winning nature parks, walking trails and Matapeake Public Beach and Clubhouse highlight the park system

Golf: Four golf courses, including one public course, Blue Heron

Cultural: The arts are supported by civic organizations such as the Kent Island Federation of Arts and the Queen Anne’s County Arts Council, Inc., which sponsor annual art shows, artisan festivals, and concerts; venues include Church Hill Theatre and Chesapeake College; the “Chesapeake Wine Trail” offers beautiful vineyards and sampling of locally produced wines

Arts & Entertainment District: Historic Stevensville

Historical: Hands-on history at the Chesapeake Heritage and Visitor Center, located on Piney Narrows Road, Chester, which offers revolving exhibits and access to Ferry Point Park

Shopping: Premium outlet mall, antique and specialty stores, and fine dining opportunities

Events: Kent Island Days, Queen Anne’s County Fair, Taste of the Narrows, Thunder on the Narrows, and holiday house tours

UTILITIES

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

Water: Public water in Chester, Grasonville, Stevensville and within the municipalities of Centreville, Queenstown and Sudlersville; infrastructure is planned for Barclay and Church Hill

Sewer: Public sewer in Chester, Stevensville, Grasonville and within the municipalities of Centreville, Church Hill, Millington, Queenstown, and Sudlersville

Telecommunications: Comcast provides local cable television service; high-speed internet service providers include Atlantic Broadband, Bay Broadband, Maryland Broadband and Verizon; main fiber optic line extends from Bay Bridge along Route 50 then north along MD 213; 4G service is available depending upon provider

GOVERNMENT¹¹

County Seat: Centreville

Government: Five commissioners elected for four-year terms; code home rule government allows for broad local legislative authority

James J. Moran, President, Board of County Commissioners
410.758.4098

Gregg Todd, County Administrator 410.758.4098

Website: www.qac.org

County Bond Rating: Aa2 (Moody’s); AA+ (Fitch)

Queen Anne’s County Department of Economic Development

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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 Queen Anne’s County Economic Development and Tourism
- 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