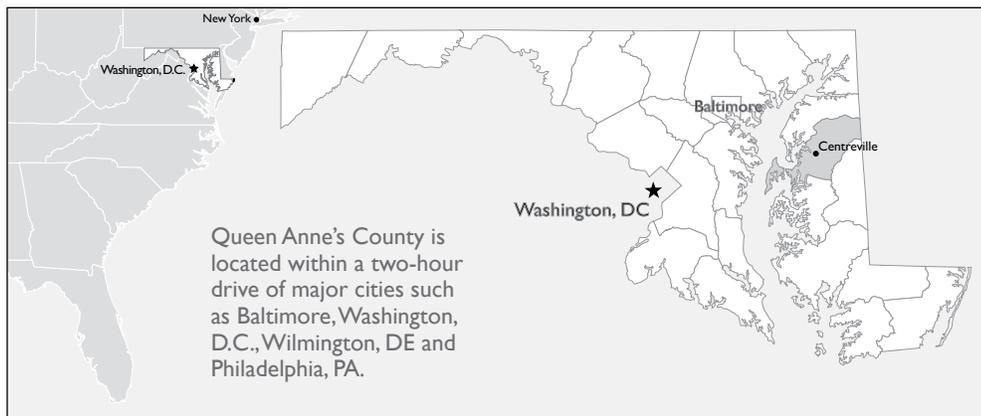


BRIEF ECONOMIC FACTS

QUEEN ANNE'S COUNTY, MARYLAND

Queen Anne's County is strategically located for business and pleasure as it offers close proximity to metropolitan areas balanced with the relaxing lifestyle of a waterfront community. Part of the Washington-Baltimore-Northern Virginia Combined Statistical Area, the county is located within a two-hour drive to major cities such as Baltimore, Washington, D.C., Wilmington and Philadelphia. Queen Anne's County appeals to companies that seek a prime, affordable location that offers excellent quality of life and a well educated workforce. The county's 1,510 businesses employ 11,500 workers, with an estimated 14 of these businesses employing over 100.

As the "Gateway to the Eastern Shore," Queen Anne's County's location allows access to major metropolitan markets, government facilities, federal labs, prime contractors, and tech



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)	43.4
Yearly Snowfall (inches)	18.3
Summer Temperature (°F)	74.5
Winter Temperature (°F)	36.7
Duration of Freeze-Free Period (days)	188
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	Baltimore Metro*	Maryland
2000	40,563	2,552,994	5,296,486
2005	44,950	2,647,300	5,577,450
2010	48,650	2,721,850	5,779,400
2015	52,450	2,832,750	6,086,850
2020	55,650	2,907,700	6,339,300

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

Selected municipality population (2008): Centreville 3,458

POPULATION DISTRIBUTION² (2010 PROJECTION)

Age	Number	Percent
Under 5	2,970	6.1
5 - 19	9,630	19.8
20 - 44	13,570	27.9
45 - 64	15,590	32.0
65 and over	6,900	14.2
Total	48,650	100.0

QUEEN ANNE'S COUNTY, MARYLAND

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

Civilian Labor Force (2009 avg.):

Total civilian labor force	25,796
Employment	24,028
Unemployment	1,768
Unemployment rate	6.9%

Residents commuting outside the county to work (2006-2008) 13,477 56.3%

Employment in selected occupations (2006-2008)

Management, professional and related	8,571	34.9%
Service	3,217	13.1%
Sales and office	7,071	28.8%
Production, transp. and material moving	2,204	9.0%

MAJOR EMPLOYERS^{5,6} (2009)

Employer	Product/Service	Employment
S.E.W. Friel*	Canned food processing	275
Paul Reed Smith Guitars	Custom guitars	244
Chesapeake College	Higher education	225
Safeway	Groceries	180
River Plantation*	Resort, conference center	175
Genesis HealthCare, Corsica Hills Center	Nursing care	150
Harris Seafood Company*	Restaurant	150
Acme Markets	Groceries	149
Reeb Millwork	Doors and windows	137
Annie's Paramount Steak & Seafood House*	Restaurant	125
Fisherman's Inn*	Restaurant	120
Kmart	Consumer goods	110
McDonald's	Restaurants	104
Centreville National Bank	Banking services	101
Dynasplint Systems	Stainless steel and aluminum splints	99
Kent Manor Inn & Restaurant	Lodging and restaurant	99
Crab Deck*	Restaurant	90
Queenstown Bank of Md.	Banking services	82
Narrows Restaurant	Restaurant	80
Schuman's Cleaning Serv.	Cleaning services	75
Conard-Pyle	Commercial nursery	70
Sisk Mailing Service	Mailing services	65
Tidewater Direct	Commercial printing	63

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

*Includes seasonal workers

EMPLOYMENT⁴ (2008, BY PLACE OF WORK)

Industry	Annual Avg. Employment	%	Average Weekly Wage
Federal government	98	0.7	\$854
State government	196	1.4	696
Local government	2,279	16.2	786
Private sector	11,536	81.8	592
Natural resources and mining	248	1.8	514
Construction	1,170	8.3	758
Manufacturing	817	5.8	803
Trade, transp. and utilities	3,628	25.7	579
Information	159	0.1	813
Financial activities	430	3.0	603
Prof. and business services	1,147	8.1	879
Educ. and health services	921	6.5	657
Leisure and hospitality	2,390	16.9	321
Other services	626	4.4	460
Total	14,109	100.0	626

Includes civilian employment only

HOURLY WAGE RATES⁴ (2009)

Selected Occupations	Median	Entry	Experienced
Accountants	\$25.50	\$15.75	\$31.00
Bookkeeping/accounting clerks	16.00	11.75	18.75
Computer support specialists	20.75	15.25	25.75
Computer systems analysts	37.25	23.25	45.50
Customer service representatives	12.75	10.25	16.25
Electronic engineering technicians	21.00	14.75	25.50
Freight, stock and material movers, hand	11.50	8.25	13.50
Industrial truck operators	13.75	10.75	14.50
Inspectors, testers, sorters	18.00	11.50	21.25
Machinists	16.50	12.00	18.50
Maintenance workers, machinery	17.25	13.50	19.25
Mixing and blending machine operators	14.00	10.75	18.00
Network administrators	33.25	24.50	39.50
Packers and packagers, hand	10.25	7.75	11.25
Secretaries	13.75	9.75	15.75
Shipping/receiving clerks	12.00	9.75	14.25
Team assemblers	12.00	11.00	13.75

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

QUEEN ANNE'S COUNTY, MARYLAND

SCHOOLS AND COLLEGES^{3,7}

Educational Attainment - age 25 & over (2006-2008)

High school graduate or higher	87.8%
Bachelor's degree or higher	27.8%

Public Schools

Number: 8 elementary; 4 middle; 2 high
Enrollment: 7,859 (Sept. 2008)
Cost per pupil: \$10,634 (2007-2008)
Students per teacher: 14.8 (Oct. 2008)
High school career / tech enrollment: 1,388 (2009)
High school graduates: 560 (June 2008)

Private Schools

Number: 9 (Sept. 2008)

Higher Education (2008)	Enrollment	Degrees
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2-year institution

Chesapeake College	2,622	196
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Chesapeake College's Eastern Shore Higher Education Center offers bachelor's and graduate degrees from four-year Maryland institutions including the University of Maryland Eastern Shore, Salisbury University, Stevenson University, University of Maryland University College and Washington College.

TAX RATES⁸

	Queen Anne's Co.	Maryland
Corporate Income Tax (2010)	none	8.25%
Base – federal taxable income		
Personal Income Tax (2010)	2.85%	2.0% - 6.25%*
Base – federal adjusted gross income		
*Graduated rate peaking at 6.25% on taxable income over \$1 million		
Sales & Use Tax (2010)	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 10)	\$0.77	\$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, a municipal rate will also apply		
Business Personal Property Tax (FY 10)	none	none
No county personal property tax on ordinary business \$1.93/\$100 applicable to utility operating property only		
In an incorporated area, a municipal rate may apply		

Major Tax Credits Available

Job Creation, R&D

INCOME³ (2006-2008)

Distribution	Percent Households		
	Queen Anne's Co.	Maryland	U.S.
Under \$25,000	11.8	15.1	23.2
\$25,000 - \$49,999	18.3	19.9	24.8
\$50,000 - \$74,999	17.2	18.5	18.8
\$75,000 - \$99,999	18.2	14.5	12.5
\$100,000 - \$149,999	19.3	17.5	12.2
\$150,000 - \$199,999	9.0	7.7	4.3
\$200,000 and over	6.3	6.9	4.2
Median household	\$77,942	\$70,005	\$52,175
Average household	\$94,872	\$90,234	\$71,128
Per capita	\$35,389	\$34,508	\$27,466
Total income (millions)	\$1,597	\$188,303	\$7,993,784

HOUSING^{2,9} (2008)

Median Selling Price

All arms-length transactions	(403 units)	\$345,000
All multiple-listed properties*	(356 units)	\$324,875

*Excludes auctions and FSBO

BUSINESS AND INDUSTRIAL PROPERTY⁵

Strategically located and well planned business parks, such as the **Chesapeake Bay Business Park**, the **Centreville Business Park** and **Thompson Creek**, offer a mix of flex, warehouse and office space within designated Priority Funding Areas.

The **Centreville Business Park**, located in the county seat, offers developable land for build-to-suit and commercial/industrial/office space for lease or sale. Flex, warehouse and office space for sale or lease is available immediately in the 159-acre campus style **Chesapeake Bay Business Park**, located on Kent Island and adjacent to the award-winning Terrapin Park and the Cross Island Trail.

Whether it is an office overlooking the Chesapeake Bay or within a historic structure, Queen Anne's County offers a variety of styles, sizes and settings, such as the **Stevensville Professional Center**, **Island Professional Park** and **Centreville's Penn Station**. There are numerous retail developments that provide optimal visibility and market access. Rail service is available to sites located in the northern portion of the county, extending from Centreville to points north.

Market Profile Data	Low	High	Average
Land – cost per acre			
Industrial	\$110,000	\$275,000	\$150,000
Office	\$100,000	\$175,000	\$150,000
Rental Rates – per square foot			
Warehouse / Industrial	\$6.00	\$14.00	\$10.00
Flex / R&D / Technology	\$12.00	\$16.00	\$14.00
Class A Office	\$15.00	\$20.00	\$17.00

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 Airport (BWI), Ronald Reagan Washington National Airport, Washington Dulles International Airport, and Philadelphia International Airport; the Bay Bridge Airport, Stevensville, offers charter service and has a lighted runway, instrument approaches, 24 hour fueling, and Jet A on call; rental vehicles are 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, fishing and hunting opportunities abound; 21 public landings and 32 public parks totaling 2,902 acres are located throughout the county, many with playgrounds and athletic facilities; award-winning nature parks, walking trails and Matapeake Public Beach and Clubhouse highlight the park system; over 70,000 acres of agricultural land, integral to the county's farming heritage, have been preserved

Golf: Four golf courses, including one public course

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.; local civic organizations sponsor events such as art shows, artisan festivals, and concerts; venues include Church Hill Theatre and Chesapeake College; follow the "Chesapeake Wine Trail" to enjoy beautiful vineyards and sample locally produced wines

Historical: Experience hands-on history at the Chesapeake Exploration Center, located on Piney Narrows Road, Chester, through the interactive exhibit "Our Chesapeake Legacy"

Shopping: 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 and Queenstown; infrastructure is planned for Sudlersville 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; internet service providers include Atlantic Broadband, Delmarva Online, and Verizon; existing fiber optic line on Route 50 to and across the Bay Bridge; PoP is located at Chesapeake College and MD 8 at U.S. 50; construction of fiber optic trunk line along MD 213 is underway through the Maryland Broadband Cooperative initiative

GOVERNMENT¹⁰

County Seat: Centreville

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

Gene M. Ransom III, President, Board of County Commissioners 410.758.4098

John P. Borders, Jr., County Administrator 410.758.4098

Website: www.qac.org

County Delegation to Maryland General Assembly:

E. J. Pipkin, Senate Chair 410.841.3639

Richard A. Sossi, House Chair 410.841.3543

U.S. Congressional Election District: 1st

County Bond Rating: A1 (Moody's); AA (Fitch)

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Sources:

- 1 National Oceanic and Atmospheric Administration and Maryland State Office of Climatology (30-year averages); 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 Queen Anne's County Dept. of Economic Development, Agriculture and Tourism
- 6 Maryland Department of Business and Economic Development
- 7 Maryland State Department of Education; Maryland Higher Education Commission
- 8 Maryland State Department of Assessments and Taxation; Comptroller of the Treasury
- 9 Maryland Association of Realtors
- 10 Maryland State Archives; Maryland Association of Counties