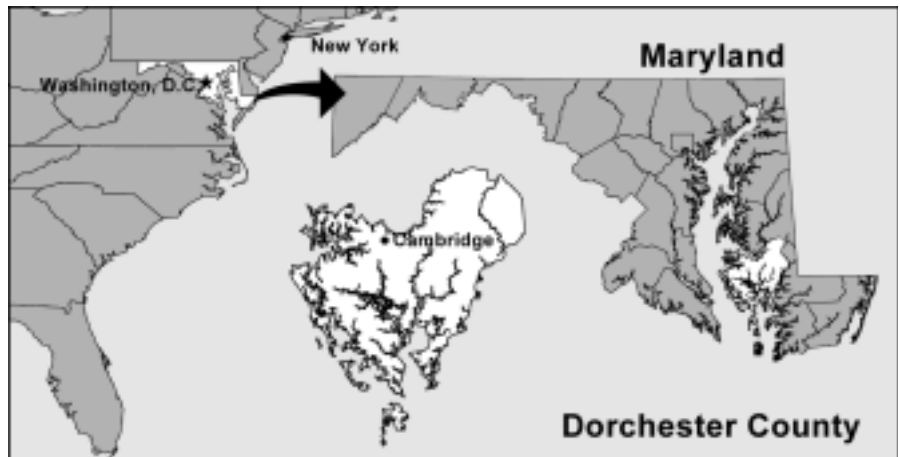


# DORCHESTER COUNTY, MARYLAND

## BRIEF ECONOMIC FACTS



Dorchester County, the largest land/water mass county in Maryland, consists of nearly 600 square miles of land and 70 square miles of water, with 1,539 miles of shoreline. The county has two State Enterprise Zones—the 247-acre Hurlock Industrial Park, and 1,329 acres in the City of Cambridge. A new 113-acre Business and Technology Park, which will be located in Cambridge, is being engineered and will be open for business in 2008. The county is also a federally designated HUB Zone.

Dorchester County's 770 businesses employ 9,500 workers; an estimated 12 of these businesses have 100 or more employees. Manufacturing accounts for 24 percent of total employment. The balance of the county's work force is employed primarily in services, tourism and the agriculture sectors. Key employers include: Allen Family Foods, Cambridge International, Bloch & Guggenheimer, Egide USA, Hyatt Regency Chesapeake Bay Golf Resort, Interstate Container and Sensata Technologies.

### LOCATION

Driving distance from Cambridge:

	(in miles)	(in kilometers)
Atlanta, GA	701	1,128
Baltimore, MD	75	121
Boston, MA	418	673
Chicago, IL	754	1,213
New York, NY	212	341
Philadelphia, PA	122	196
Pittsburgh, PA	298	479
Richmond, VA	186	299
Washington, DC	87	140

### CLIMATE

Yearly Precipitation (inches)	45.2
Yearly Snowfall (inches)	13.7
Summer Temperature (°F)	76.8
Winter Temperature (°F)	38.7
Duration of Freeze-Free Period	206 days
Note: Temperature and precipitation data based on 30-year averages.	
National Oceanic and Atmospheric Administration; Maryland State Office of Climatology.	

### POPULATION

	Dorchester County	Upper Eastern Shore*	Maryland
1990 Census	30,236	177,009	4,780,753
2000 Census	30,674	199,406	5,296,486
2005 Estimate	31,250	215,150	5,589,800
2010 Projection	33,000	233,000	5,897,600
2015 Projection	34,975	253,975	6,176,075

\*Represents Caroline, Cecil, Dorchester, Kent and Talbot Counties.

Selected areas population (2000 Census): Cambridge, 10,911; Hurlock, 1,874; Secretary, 503.

U.S. Bureau of the Census; Maryland Department of Planning.

### POPULATION DISTRIBUTION

(2010 Projection)

Age	Number	Percent
Under 5	1,960	5.9
5 - 19	5,660	17.2
20 - 44	8,960	27.2
45 - 64	10,210	30.9
65 and over	6,200	18.8
<b>Total</b>	<b>33,000</b>	<b>100.0</b>

Note: Columns may not add due to rounding.

Maryland Department of Planning.

# DORCHESTER COUNTY, MARYLAND

## LABOR AVAILABILITY

(by place of residence) **Dorchester County**

### Civilian Labor Force (2006 annual averages):

Total civilian labor force	17,242
Employment	16,266
Unemployment	976
Unemployment rate	5.7%

**Residents commuting outside the county to work (2000):** 4,593 32.8%

### Employment in selected occupations (2000):

Management, professional and related	3,313	23.3%
Service	2,279	16.0%
Sales and office	3,385	23.8%
Production, transp. and material moving	3,055	21.5%

Maryland Department of Labor, Licensing and Regulation, Office of Workforce Information and Performance; U.S. Bureau of the Census.

## MAJOR EMPLOYERS

Employer	Product/Service	Employment
Allen Family Foods	Poultry processing	1,048
Hyatt Regency Chesapeake Bay Golf Resort*	Resort, golf and conference center	585
Dorchester General Hosp.	Medical services	385
Cambridge International	Conveyor belts	278
Delmarva Community Serv.	Vocational services	235
Wal-Mart	Consumer goods	227
Sensata Technologies	Electronic circuit breakers	200
Mallard Bay Care Center	Nursing care	175
Potomac Ridge Behavioral Health System Eastern Shore	Medical services	150
John W. Tieder	Electrical contractor	135
Bloch & Guggenheimer	Pickle processing	130
Egide USA	Electronic packaging prod.	120
Horn Point Laboratory	Fisheries research	98
Suicide Bridge Restaurant	Restaurant	92
Super Fresh	Groceries	90
Interstate Container	Corrugated boxes	88
Perdue Farms	Grain and oil seeds, hatchery	85
The Mushroom Company	Mushroom processing	75
Kool Ice & Seafood	Seafood processing	70
CAMTEC	Medical equipment	57
Calgaz	Specialty gases	56
ISG International	Insurance	55
National Bank of Cambridge	Banking services	51
Food Lion	Groceries	50
McDonald's	Restaurant	50
Bank of the Eastern Shore	Banking services	48
Koski Enterprises	Warehousing and storage	48

Note: Excludes post offices, state and local governments; includes public higher education institutions.

\* Increases to 700 in the summer.

Dorchester County Economic Development Office; Maryland Department of Business and Economic Development.

## EMPLOYMENT

(2006, by place of work)	Annual Average Employment	%	Average Weekly Wage
<b>Federal government</b>	133	1.1	\$875
<b>State government</b>	790	6.7	825
<b>Local government</b>	1,331	11.3	715
<b>Private sector</b>	9,529	80.9	568
<b>Nat'l. resources and mining</b>	333	2.8	608
<b>Construction</b>	621	5.3	632
<b>Manufacturing</b>	2,849	24.2	643
<b>Trade, transp. and utilities</b>	1,856	15.8	523
<b>Information</b>	99	0.8	624
<b>Financial activities</b>	402	3.4	745
<b>Prof. and business services</b>	416	3.5	522
<b>Educ. and health services</b>	1,284	10.9	689
<b>Leisure and hospitality</b>	1,333	11.3	319
<b>Other services</b>	336	2.9	396
<b>Total</b>	11,783	100.0	606

Note: Percentages may not add due to rounding.

Maryland Department of Labor, Licensing and Regulation, Office of Workforce Information and Performance.

## HOURLY WAGE RATES

(2007)	Median	Entry	Experienced
<b>Selected Occupations:</b>			
<b>Accountants</b>	\$22.50	\$14.75	\$28.00
<b>Bookkeeping/accounting clerks</b>	14.75	10.50	17.50
<b>Computer support specialists</b>	19.25	14.25	24.50
<b>Customer service representatives</b>	13.00	9.75	16.00
<b>Electronic engineering technicians</b>	20.75	15.25	24.00
<b>Freight, stock and material movers, hand</b>	9.25	7.00	12.00
<b>Industrial truck operators</b>	12.50	10.00	14.25
<b>Inspectors, testers, sorters</b>	12.75	9.50	15.75
<b>Machinists</b>	19.50	13.50	21.25
<b>Maintenance workers, machinery</b>	15.25	11.75	17.00
<b>Mixing and blending machine operators</b>	13.00	10.75	14.50
<b>Network administrators</b>	28.75	23.50	34.25
<b>Packers and packagers, hand</b>	10.00	7.75	11.25
<b>Secretaries</b>	13.00	9.50	15.25
<b>Shipping/receiving clerks</b>	13.00	8.25	15.50
<b>Team assemblers</b>	11.25	8.50	12.75

Note: These 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). Wages may vary by industry, employer, and locality.

Maryland Department of Labor, Licensing and Regulation, Office of Workforce Information and Performance.

# DORCHESTER COUNTY, MARYLAND

## PERSONAL INCOME

### Per Capita Personal Income - 2005

Dorchester County	\$29,221
Maryland	\$41,972
U.S.	\$34,471

### Total Personal Income (millions) - 2005

Dorchester County	\$916
Maryland	\$234,609
U.S.	\$10,220,942

U.S. Department of Commerce, Bureau of Economic Analysis.

## TAX RATES

	Dorchester County	Maryland
<b>Corporate Income Tax (2008)</b> Base - Federal taxable income.	none	8.25%
<b>Personal Income Tax (2008)</b> Base - Federal adjusted gross income. *Graduated tax peaking at 5.5% on taxable income over \$500,000.	2.62%	2.0%-5.5%*
<b>Sales and Use Tax (2008)</b> 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.	none	6.0%
<b>Real Property Tax (FY 2008)</b> Effective rate per \$100 of assessed value. In an incorporated area, the county rate may vary and a municipal rate will also apply.	\$0.896	\$0.112
<b>Business Personal Property Tax (FY 2008)</b> Rate per \$100 of depreciated value. Exempt - manufacturing and R&D machinery, equipment, materials and supplies; manufacturing, R&D, and warehousing inventory. Partially exempt - all other business personal property is 20% exempt. In an incorporated area, a municipal rate will also apply.	\$2.24	none
<b>Major Tax Credits Available</b> Enterprise Zone; Job Creation; Research and Development. Maryland State Department of Assessments and Taxation; Comptroller of the Treasury.		

## EDUCATION

### Educational Attainment - age 25 and over (2000):

High School Graduate or Higher	74.2%
Bachelor's Degree or Higher	12.0%

### Public Schools

**Number:** 6 Elementary; 3 Middle/Combined; 3 High

**Enrollment:** 4,667 (Sept. 2006)

**Cost per Pupil:** \$11,004 (2005-2006)

**Students per Teacher:** 13.5 (Oct. 2006)

**High School Career/Tech Enrollment:** 508 (2007)

**High School Graduates:** 307 (June 2006)

### Private Schools

**Number:** 7; **Enrollment:** 253 (Sept. 2006)

### Higher Education

(2006)	Enrollment	Degrees
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#### 2-Year Institution

Chesapeake College*	2,579	194
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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.

Maryland State Department of Education and Higher Education Commission; U.S. Bureau of the Census.

## BUSINESS/INDUSTRIAL PROPERTY

Dorchester County offers a variety of industrial and office property for businesses. Two industrial parks are located in Cambridge and Hurlock, with easy access to U.S. Rts. 50 and 13. Water and sewer serve sites in both parks. The Maryland & Delaware Railroad line serves the Chesapeake Industrial Park in Cambridge. Both parks are in the State Enterprise Zone.

A new 113-acre Business and Technology Park, which will be located in Cambridge, is being engineered and will be open for business in 2008. The location will offer outstanding opportunities for high technology and R&D, as well as manufacturing operations.

### Market Profile Data

Land - cost per acre	Low	High	Average
Industrial	\$30,000	\$60,000	\$35,000
Office	\$20,000	\$60,000	\$40,000
<b>Rental Rates - per square foot</b>			
Warehouse / Industrial	\$1.50	\$6.00	\$3.75
Dorchester County Assessment Office.			

# DORCHESTER COUNTY, MARYLAND

## TRANSPORTATION

**Highways:** U.S. 50.

**Rail:** Maryland-Delaware Railroad Company with access to Norfolk Southern.

**Truck:** 24 motor freight common carriers serve the county.

**Water:** Port of Baltimore, 50' channel, 74 miles northwest of Cambridge; a leading U.S. automobile and break-bulk port; 6 public terminals including the state-of-the-art Intermodal Container Transfer Facility.

**Air:** Charter service at Cambridge-Dorchester Airport and Easton Airport, 15 miles north of Cambridge. Commuter service available at Salisbury-Ocean City-Wicomico Regional Airport, 35 miles east of Cambridge.

## UTILITIES

**Electricity:** Delmarva Power and Choptank Electric Cooperative, Inc. 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).

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

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

**Telecommunications:** Local Carriers - Verizon Maryland and other local provider(s) that offer service on proprietary or leased infrastructure. Long Distance Carriers - AT&T, Sprint, Verizon and numerous additional carriers and resellers of WATS and MTS.

## HOUSING

### Median Selling Price:

All owner-occupied properties (FY 2007)	\$214,000
All multiple-listed properties (2006)*	\$205,000

\*Includes rental properties; excludes auctions and FSBO.

Sources: Maryland Department of Assessments and Taxation; Maryland Association of Realtors.

## RECREATION and CULTURE

Fishing, boating, sailing, swimming, picnicking, hunting, cycling, canoeing and golfing are recreational pursuits in the county.

Taylor's Island, LeCompte, and Blackwater National Wildlife Refuge are wildlife refuge areas.

Points of interest include Meredith House, Neild Museum and Brannock Maritime Museum in Cambridge; Historic High Street in Cambridge; Old Trinity Church, Dorchester Heritage Museum and Spocott Windmill. East New Market is an Historic District on the National Register. Vienna, which contains many historic homes, was once a port of entry for the State of Maryland.

The National Outdoor Show, Flower Show & Fair, Spocott Windmill Day, Antique Aircraft Fly-in, Hoopers Island Fishing Tournament, Sailing Regattas, Classic Power Boat Regattas, Cambridge Summer Send Off Weekend, Cambridge Power Boat Challenge, Seafood Feast-I-Val, Dorchester Showcase, Grand National Waterfowl Hunt, Bay Country Festival, Secretary Community Day, Choptank River Antiques Show at Sailwinds, Nanticoke River Shad Festival, Annual Native American Festival, Hurlock Fall Festival, Cambridge Historic Ghost Walk, Christmas Garden of Trains, Cambridge-Dorchester County Christmas Parade and Candlelight Tours of Cambridge and Vienna are some of the county's special events.

## GENERAL INFORMATION

**County Seat** - Cambridge

**Government** - Five council members elected for four-year terms; charter form of government.

**Bond Rating** - A (S&P); A2 (Moody's)

**Elevation** - Sea level to 57 feet

**Land Area** - 593.2 square miles

**Water Area** - 67.8 square miles

**Shoreline** - 1,539 miles

Maryland State Archives; Maryland Association of Counties; Maryland Geological Survey.



*Martin O'Malley, Governor*  
*Anthony G. Brown, Lt. Governor*  
*David W. Edgerley, Secretary*  
*Clarence T. Bishop, Deputy Secretary*

## ECONOMIC DEVELOPMENT CONTACTS:

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