

# WICOMICO COUNTY, MARYLAND

## BRIEF ECONOMIC FACTS



Wicomico County, on Maryland's Eastern Shore, borders the Chesapeake Bay on the west and Delaware on the north. Wicomico County is the commercial/industrial center of the Lower Eastern Shore, drawing shoppers and business from Delaware, Virginia and nearby Maryland counties. Salisbury is the region's transportation and industrial center. Educational needs are served by Salisbury University, Wor-Wic Community College and the University of Maryland Eastern Shore.

Wicomico's 2,720 businesses employ 40,200 workers: an estimated 60 of these businesses have 100 or more workers. Major employers are Delmarva Power, Harvard Custom Manufacturing, Cadista Pharmaceuticals, K&L Microwave, MaTech, Peninsula Regional Medical Center, Perdue Farms, Powerwave Technologies, Standard Register and Tishcon.

Wicomico County has two State Enterprise Zones, one in Salisbury and one in Fruitland.

### LOCATION

Driving distance from Salisbury:

	(in miles)	(in kilometers)
Atlanta, GA	681	1,096
Baltimore, MD	105	169
Boston, MA	424	682
Chicago, IL	784	1,261
New York, NY	217	349
Philadelphia, PA	128	206
Pittsburgh, PA	326	525
Richmond, VA	210	338
Washington, DC	116	187

### CLIMATE

Yearly Precipitation (inches)	47.0
Yearly Snowfall (inches)	11.6
Summer Temperature (°F)	75.0
Winter Temperature (°F)	37.9
Duration of Freeze-Free Period	196 days
Note: Temperature and precipitation data based on 30-year averages.	
National Oceanic and Atmospheric Administration; Maryland State Office of Climatology.	

### POPULATION

	Wicomico County	Lower Eastern Shore*	Maryland
1990 Census	74,339	132,807	4,780,753
2000 Census	84,644	155,934	5,296,486
2005 Estimate	89,800	164,150	5,589,800
2010 Projection	95,150	174,100	5,897,600
2015 Projection	100,650	183,750	6,176,075

\*Represents Somerset, Wicomico and Worcester Counties.

Selected areas population (2000 Census): Delmar, 1,859; Fruitland, 3,774; Salisbury, 23,743.

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

### POPULATION DISTRIBUTION

(2010 Projection)

Age	Number	Percent
Under 5	6,180	6.5
5 - 19	19,550	20.5
20 - 44	32,700	34.4
45 - 64	24,370	25.6
65 and over	12,360	13.0
<b>Total</b>	<b>95,150</b>	<b>100.0</b>

Note: Columns may not add due to rounding.

Maryland Department of Planning.

# WICOMICO COUNTY, MARYLAND

## LABOR AVAILABILITY

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

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

Total civilian labor force	53,135
Employment	50,985
Unemployment	2,150
Unemployment rate	4.0%

**Residents commuting outside the county to work (2006):** 12,764 27.6%

### Employment in selected occupations (2006):

Management, professional and related	15,766	34.1%
Service	5,905	12.8%
Sales and office	12,846	27.8%
Production, transp. and material moving	6,153	13.3%

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
Peninsula Regional Medical Center	Medical services	3,000
Perdue Farms	HQ / poultry processing	1,600
Salisbury University	Higher education	1,384
Harvard Custom Mfg.	Electronics assembly	600
K&L Microwave	Electronics assembly	400
Wal-Mart / Sam's Club	Consumer goods	400
Genesis HealthCare	Nursing care	340
Delmarva Power	Energy products and serv.	300
Boscov's	Consumer goods	250
Career Associates	Staffing services	250
MaTech	Precision machining	250
Pepsi-Cola Bottling	Beverages	250
SHORE UP!	Comm. devt., social services	250
Piedmont Airlines / US Airways Express	HQ / airline	240
Food Lion	Groceries	204
Powerwave Technologies	Microwave filters	200
Verizon	Telecommunications	200
Pohanka of Salisbury	Car dealers	175
Harkins Concrete Constr.	Concrete contractor	170
Wor-Wic Community Coll.	Higher education	168
Giant Food	Groceries	165
Olive Garden / Red Lobster	Restaurants	165
Macy's	Consumer goods	160
Gannett	Newspaper publishing	150
Lorch Microwave	Electronic components	150
Lowe's	Home improvement products	150
Standard Register	Document services	145
Tishcon	Vitamins	145

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

Salisbury-Wicomico Economic Development; Maryland Department of Business and Economic Development.

## EMPLOYMENT

(2006, by place of work)	Annual Average Employment	%	Average Weekly Wage
<b>Federal government</b>	332	0.7	\$982
<b>State government</b>	2,238	4.8	704
<b>Local government</b>	3,965	8.5	720
<b>Private sector</b>	40,174	86.0	627
<b>Nat'l. resources and mining</b>	439	0.9	616
<b>Construction</b>	3,346	7.2	707
<b>Manufacturing</b>	4,559	9.8	708
<b>Trade, transp. and utilities</b>	10,090	21.6	547
<b>Information</b>	830	1.8	825
<b>Financial activities</b>	2,053	4.4	771
<b>Prof. and business services</b>	4,828	10.3	709
<b>Educ. and health services</b>	7,354	15.7	816
<b>Leisure and hospitality</b>	4,293	9.2	247
<b>Other services</b>	2,382	5.1	435
<b>Total</b>	46,709	100.0	641

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	Experi- Entry	enced
<b>Selected Occupations:</b>			
<b>Accountants</b>	\$22.50	\$17.00	\$34.50
<b>Bookkeeping/accounting clerks</b>	14.00	10.25	16.50
<b>Computer systems analysts</b>	30.75	17.75	37.50
<b>Customer service representatives</b>	13.50	9.25	16.50
<b>Electrical engineers</b>	36.00	27.25	43.00
<b>Freight, stock and material movers, hand</b>	10.25	7.75	12.00
<b>Industrial truck operators</b>	12.00	9.75	14.00
<b>Machinists</b>	15.75	12.50	19.25
<b>Maintenance workers, machinery</b>	15.75	9.25	17.25
<b>Mixing and blending machine operators</b>	14.50	10.50	17.50
<b>Network administrators</b>	22.00	16.75	27.25
<b>Packaging and filling machine operators</b>	11.00	7.50	13.50
<b>Packers and packagers, hand</b>	7.25	6.75	9.25
<b>Secretaries</b>	12.75	9.75	14.75
<b>Shipping/receiving clerks</b>	11.75	9.25	14.25
<b>Team assemblers</b>	11.50	8.25	15.25

Note: These wages are an estimate of what workers might expect to receive on the Lower Eastern Shore (Somerset, Wicomico and Worcester Counties). Wages may vary by industry, employer, and locality.

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

# WICOMICO COUNTY, MARYLAND

## PERSONAL INCOME

### Per Capita Personal Income - 2005

Wicomico County	\$30,092
Maryland	\$41,972
U.S.	\$34,471

### Total Personal Income (millions) - 2005

Wicomico County	\$2,716
Maryland	\$234,609
U.S.	\$10,220,942

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

## TAX RATES

	Wicomico 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.	3.10%	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 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.	\$0.881	\$0.112
<b>Business Personal Property Tax (FY 2008)</b> Rate per \$100 of depreciated value. Exempt - manufacturing and R&D inventory. Partially exempt - warehousing inventory. (Upon application to the county, a new or expanding firm may be eligible for a tax credit on manufacturing and R&D machinery, equipment, materials and supplies). In an incorporated area, a municipal rate will also apply.	\$2.203	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 (2006):

High School Graduate or Higher	82.2%
Bachelor's Degree or Higher	25.6%

### Public Schools

**Number:** 16 Elementary; 5 Middle/Combined; 3 High

**Enrollment:** 14,427 (Sept. 2006)

**Cost per Pupil:** \$9,692 (2005-2006)

**Students per Teacher:** 13.2 (Oct. 2006)

**High School Career/Tech Enrollment:** 946 (2007)

**High School Graduates:** 900 (June 2006)

### Private Schools

**Number:** 17; **Enrollment:** 1,644 (Sept. 2006)

### Higher Education

(2006)	Enrollment	Degrees
<b>2-Year Institution</b>		
Wor-Wic Community College	3,036	275
<b>4-Year Institution</b>		
Salisbury University	7,383	1,610

The University of Maryland Eastern Shore is located in neighboring Somerset County.

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

## BUSINESS/INDUSTRIAL PROPERTY

Industrial sites in the county range from one to 300 acres.

**Northwood Industrial Park**, in the Salisbury area, has a total of 350 acres with 50 acres available.

**Air Business Center (ABC)** has direct runway access to sites for air related corporate use. Long term land leases are available.

**Fruitland Industrial Park** has a total of 110 acres with municipal service and rail access.

**Westwood Commerce Park**, at the intersection of U.S. Route 50 and the new Bypass, offers 260 acres served by Salisbury city water and sewer, as well as natural gas and high speed voice and data lines.

### Market Profile Data

Land - cost per acre	Low	High	Average
Industrial	\$20,000	\$80,000	\$40,000
Office	\$30,000	\$90,000	\$60,000
<b>Rental Rates - per square foot</b>			
Warehouse / Industrial	\$2.50	\$7.00	\$4.50
Flex / R&D / Technology	\$5.00	\$14.00	\$9.50
Class A Office	\$9.00	\$14.00	\$11.00
Salisbury-Wicomico Economic Development.			

# WICOMICO COUNTY, MARYLAND

## TRANSPORTATION

**Highways:** U.S. 13 and U.S. 50.

**Rail:** Norfolk Southern Railroad.

**Truck:** 25 motor freight common carriers serve the county.

**Water:** Wicomico River, 14 ft. channel at Salisbury. Salisbury Port is the second largest in Maryland. Also served by the Port of Baltimore, 50' channel; a leading U.S. automobile and break-bulk port; six public terminals including the state-of-the-art Intermodal Container Transfer Facility.

**Air:** USAirways Express serves the Salisbury-Ocean City-Wicomico Regional Airport, 4.5 miles east of Salisbury; full instrument landing system, A & E repair, aviation fuel, and avionics repair. The airport has daily air service to/from Philadelphia and Charlotte. Several air freight companies have facilities at the airport, including Federal Express; and UPS has a regional facility in Salisbury.

## 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 supplied by Chesapeake Utilities Corporation.

**Water:** Municipal systems in Delmar, Fruitland, Hebron, Pittsville, Salisbury, Sharptown and Willards.

**Sewer:** Municipal systems in Delmar, Fruitland, Hebron, Pittsville, Salisbury, Sharptown, Willards and Air Business Center.

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

## HOUSING

### Median Selling Price:

All owner-occupied properties (FY 2007)	\$200,000
All multiple-listed properties (2006)*	\$193,947

\*Includes rental properties; excludes auctions and FSBO.

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

## RECREATION and CULTURE

Leisure time pursuits are: swimming; fishing—including deep sea fishing; boating; golfing; skeet, trap and silhouette shooting; hiking, biking, canoeing birdwatching; and country and yacht club activities.

Five state parks provide camping and natural beauty.

A variety of entertainment options exist through summer band, big band, and rock music concerts; national country western shows; the Salisbury Symphony; and dinner theater plays. A Council of Arts serves the area, as does the largest civic center on the Delmarva Peninsula.

Sports fans enjoy collegiate athletic events, tennis and professional golf tournaments. Horse racing (trotting) occurs at Ocean Downs. A Hunt Club/Pony Club provides additional recreational activities.

Places and events of interest include a Wildlife Museum (and World Carving Show); antique auto clubs and shows; tours of historic homes; and a first-class zoo.

The Dogwood Spring Festival and Seafood Festival are annual events.

Wicomico County is home to the Delmarva Shorebirds, a Class A minor league affiliate of the Baltimore Orioles.

## GENERAL INFORMATION

**County Seat** - Salisbury

**Government** - County executive; seven council members (two elected at large and five from districts) for four-year terms; charter form of government.

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

**Elevation** - Sea level to 73 feet

**Land Area** - 379.1 square miles

**Water Area** - 14.4 square miles

**Shoreline** - 361 miles

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



Department of Business &  
Economic Development

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## ECONOMIC DEVELOPMENT CONTACTS:

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