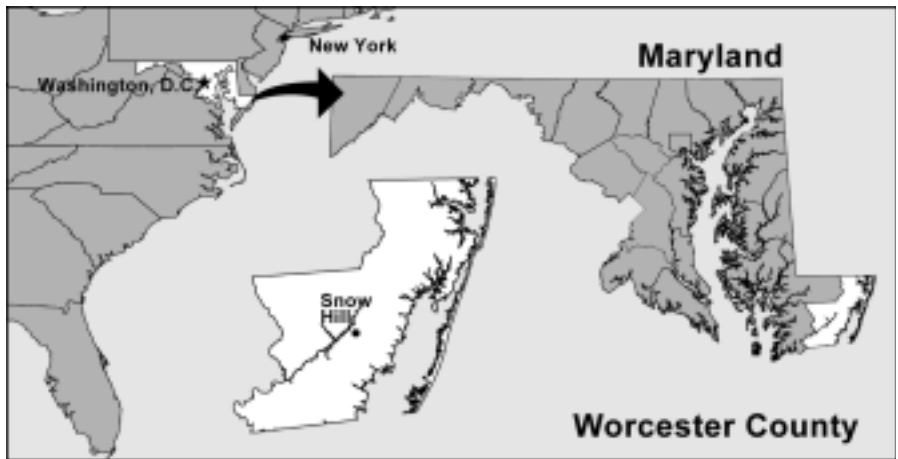


WORCESTER COUNTY, MARYLAND

BRIEF ECONOMIC FACTS



Worcester County, on Maryland's Eastern Shore, borders the Atlantic Ocean on the east, Delaware on the north, and Virginia on the south. A major recreational area, Worcester County is famous for its Ocean City beach resort, and also offers canoeing, cruises, and bass fishing on the Pocomoke River; hiking, camping, and nature observing at two state parks; and sunbathing, surfing, and beachcombing at Assateague Island National Seashore. Worcester County is host to the White Marlin and Tuna Tournament, Delmarva Birding Weekend, and World Wildfowl Carving Competition.

Worcester County's 2,300 businesses employ 21,500 workers; an estimated 15 of these businesses have 100 or more workers. Tourism is the largest industry in Worcester County. Major private sector employers include Atlantic General Hospital, Bel-Art Products and Royal Plus Electric.

The county has two State Enterprise Zones: a 1,134-acre zone in Berlin and a 383-acre zone in Pocomoke City.

LOCATION

Driving distance from Snow Hill:

	(in miles)	(in kilometers)
Atlanta, GA	668	1,075
Baltimore, MD	123	198
Boston, MA	442	711
Chicago, IL	801	1,289
New York, NY	235	378
Philadelphia, PA	146	235
Pittsburgh, PA	344	553
Richmond, VA	197	317
Washington, DC	134	216

CLIMATE

Yearly Precipitation (inches)	46.2
Yearly Snowfall (inches)	13.5
Summer Temperature (°F)	75.1
Winter Temperature (°F)	39.0
Duration of Freeze-Free Period	187 days
Note: Temperature and precipitation data based on 30-year averages.	
National Oceanic and Atmospheric Administration; Maryland State Office of Climatology.	

POPULATION

	Worcester County	Lower Eastern Shore*	Maryland
1990 Census	35,028	132,807	4,780,753
2000 Census	46,543	155,934	5,296,486
2005 Estimate	48,650	164,150	5,589,800
2010 Projection	51,800	174,100	5,897,600
2015 Projection	55,000	183,750	6,176,075

*Represents Somerset, Wicomico and Worcester Counties.

Selected areas population (2000 Census): Berlin, 3,491; Ocean City, 7,173; Pocomoke City, 4,098; Snow Hill, 2,409.

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

POPULATION DISTRIBUTION

(2010 Projection)

Age	Number	Percent
Under 5	2,480	4.8
5 - 19	7,760	15.0
20 - 44	13,270	25.6
45 - 64	16,020	30.9
65 and over	12,270	23.7
Total	51,800	100.0

Note: Columns may not add due to rounding.

Maryland Department of Planning.

WORCESTER COUNTY, MARYLAND

LABOR AVAILABILITY

(by place of residence) Worcester County

Civilian Labor Force (2006 annual averages):

Total civilian labor force	28,294
Employment	26,556
Unemployment	1,738
Unemployment rate	6.1%

Residents commuting outside the county to work (2000):

5,714 27.0%

Employment in selected occupations (2000):

Management, professional and related	6,299	29.3%
Service	4,560	21.2%
Sales and office	5,971	27.8%
Production, transp. and material moving	1,977	9.2%

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
Harrison Group	Hotels, restaurants	800
Atlantic General Hospital	Medical services	599
Wal-Mart	Consumer goods	500
Phillips Seafood Rest.	Restaurants	327
Clarion Resort Fontainebleau	Hotel, restaurant	294
Candy Kitchen	Candy products	250
Super Fresh	Groceries	214
Castle in the Sand	Hotel, restaurant	205
Berlin Nursing and Rehabilitation Center	Nursing care	200
Food Lion	Groceries	160
Dough Roller	Restaurants	122
BJ's on the Water	Restaurant	120
Bel-Art Products	Plastic products, lab. equip.	119
Royal Plus Disaster Kleenup	Disaster recovery	112
Home Depot	Home improvement prod.	100
Royal Plus Electric	Electrical contractor	87
Bull on the Beach	Restaurants	80
Bonanza Steakhouse	Restaurant	70
Mid Atlantic Long Term Care	Nursing care	70
Kelly Foods	Pet foods	65
OSI Restaurant Partners (Outback)	Restaurants	62
Merial Select	Poultry vaccines	55
Paul Jones Lumber	Lumber mill	50
Pizza Hut	Restaurants	42
Millville Lumber	Lumber mill	40

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

Worcester County Department of Economic Development; Maryland Department of Business and Economic Development.

EMPLOYMENT

(2006, by place of work)	Annual Average Employment	%	Average Weekly Wage
Industry			
Federal government	203	0.8	\$841
State government	332	1.3	672
Local government	3,037	12.1	771
Private sector	21,450	85.7	458
Nat'l. resources and mining	135	0.5	574
Construction	2,128	8.5	616
Manufacturing	964	3.9	644
Trade, transp. and utilities	4,153	16.6	474
Information	125	0.5	737
Financial activities	1,296	5.2	624
Prof. and business services	1,011	4.0	609
Educ. and health services	1,872	7.5	604
Leisure and hospitality	9,058	36.2	322
Other services	708	2.8	409
Total	25,022	100.0	502

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

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.

WORCESTER COUNTY, MARYLAND

PERSONAL INCOME

Per Capita Personal Income - 2005

Worcester County	\$35,016
Maryland	\$41,972
U.S.	\$34,471

Total Personal Income (millions) - 2005

Worcester County	\$1,702
Maryland	\$234,609
U.S.	\$10,220,942

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

TAX RATES

	Worcester County	Maryland
Corporate Income Tax (2008) Base - Federal taxable income.	none	8.25%
Personal Income Tax (2008) Base - Federal adjusted gross income. *Graduated tax peaking at 5.5% on taxable income over \$500,000.	1.25%	2.0%-5.5%*
Sales and Use Tax (2008) 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%
Real Property Tax (FY 2008) Effective rate per \$100 of assessed value. In an incorporated area, a municipal rate will also apply.	\$0.70	\$0.112
Business Personal Property Tax (FY 2008) Rate per \$100 of depreciated value. Exempt - manufacturing, R&D, and 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.	\$1.75	none
Major Tax Credits Available 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	81.7%
Bachelor's Degree or Higher	21.6%

Public Schools

Number: 6 Elementary; 3 Middle/Combined; 4 High

Enrollment: 6,830 (Sept. 2006)

Cost per Pupil: \$11,907 (2005-2006)

Students per Teacher: 11.9 (Oct. 2006)

High School Career/Tech Enrollment: 569 (2007)

High School Graduates: 506 (June 2006)

Private Schools

Number: 9; **Enrollment:** 1,101 (Sept. 2006)

Higher Education

(2006)	Enrollment	Degrees
2-Year Institution		
Wor-Wic Community College*	3,036	275

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

*Main campus in Wicomico County; instructional center in Berlin, Worcester County.

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

BUSINESS/INDUSTRIAL PROPERTY

The county has available industrially-zoned sites ranging from two to 80 acres. The 175-acre Pocomoke Industrial Park is located in a 383-acre State Enterprise Zone. Parcels of up to 80 acres are available. The park is 20 minutes away from the Mid-Atlantic Regional Spaceport, and is targeting an additional 80 acres to the aerospace industry.

The 42,000 square foot flexible building operated by MIST (Mid-Atlantic Institute for Space and Technology) in the Pocomoke Industrial Park offers an exciting opportunity for businesses interested in locating in the area.

The county Department of Economic Development can offer new businesses attractive financing available through the Revolving Loan Fund administered by the Rural Development Center. The department will work aggressively to help business with a wide array of state and federal funding programs.

Health care facilities are a growing part of the local economy, and the county is interested in assisting such concerns.

Market Profile Data

Land - cost per acre	Low	High	Average
Industrial	\$20,000	\$40,000	\$30,000
Office	\$20,000	\$250,000	\$125,000
Rental Rates - per square foot			
Warehouse / Industrial	\$2.50	\$6.00	\$4.00
Flex / R&D / Technology	\$5.00	\$12.00	\$10.00
Class A Office	\$10.00	\$19.00	\$12.00
Worcester County Department of Economic Development.			

WORCESTER COUNTY, MARYLAND

TRANSPORTATION

Highways: U.S. 13, U.S. 50, U.S. 113, and MD 12.

Rail: Maryland and Delaware Railroad, Norfolk Southern Railroad, and Eastern Shore Railroad.

Truck: 20 motor freight common carriers serve the county.

Water: Served by the Port of Salisbury (14' channel). The Port of Baltimore (50' channel) is located 124 miles from Snow Hill. Pocomoke River is navigable (7' channel).

Air: Scheduled air service is available at the Salisbury-Ocean City-Wicomico Regional Airport, 15 miles from Snow Hill. The airport has daily flights to/from Philadelphia and Charlotte via USAirways Express. The Ocean City Municipal Airport, three miles from the resort town, can accommodate small corporate jets (3400' runway).

UTILITIES

Electricity: Delmarva Power and Choptank Electric Cooperative, Inc. Customers of investor-owned utilities and major cooperatives may choose their electric supplier.

Gas: Pipeline vapor propane gas from the Eastern Shore Gas Co. to Berlin, Ocean City, Ocean Pines, Pocomoke City and Snow Hill.

Water: Municipal systems in Berlin, Newark, Ocean City, Ocean Pines, Pocomoke City and Snow Hill. Assateague Point, Bayside Landing, Edgewater Acres, Glen Riddle, and Mystic Harbour developments have their own water systems.

Sewer: Municipal systems in Berlin, Newark, Ocean City, Ocean Pines, Pocomoke City, Snow Hill, and West Ocean City to Herring Creek. Assateague Point, Bayside Landing, Edgewater Acres, Glen Riddle, Lighthouse Sound, Mystic Harbour and River Run developments have their own sewer systems.

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



HOUSING

Median Selling Price:

All owner-occupied properties (FY 2007)	\$265,000
All multiple-listed properties (2006)*	\$352,666

*Includes rental properties; excludes auctions and FSBO.

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

RECREATION and CULTURE

Maryland's Ocean City resort offers vacationers year-round pleasures: summertime sun and surf, and beach and boardwalk strolls throughout the seasons.

Water-related activities such as fishing and boating occur at the beach and at other attractions as well. The county has 18 public boat ramps. Pocomoke River cruises provide a leisurely view of the natural beauty.

Other areas with appeal for nature lovers are Pocomoke River State Forest and Park, Assateague State Park and the Assateague Island National Seashore.

Fifteen championship courses provide challenges for golfers.

History buffs can browse through the museums: the Costen House, Julia A. Purnell Museum, Calvin B. Taylor Museum and the Ocean City Life Saving Station Museum. Furnace Town, near Snow Hill, is the 19th century site of the Nassawango Iron Furnace.

Special events include: Sunfest, Pocomoke River Cypress Festival, World Wildfowl Carving Competition, White Marlin and Tuna Tournament, Springfest, Delmarva Birding Weekend, Berlin Fiddlers Convention, First Fridays, Chesapeake Celtic Festival, and Winterfest of Lights.

GENERAL INFORMATION

County Seat - Snow Hill

Government - Seven commissioners elected for four-year terms; home rule system.

Bond Rating - Aa3 (Moody's); AA- (Fitch)

Elevation - Sea level to 65 feet

Land Area - 474.9 square miles

Water Area - 110.0 square miles

Shoreline - 774 miles

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

ECONOMIC DEVELOPMENT CONTACTS:

Division of Business Development
Maryland Department of Business & Economic Development
217 E. Redwood Street • Baltimore, Maryland 21202
Telephone: (410) 767-6870 • Toll Free: 888-ChooseMD
Fax: (410) 333-6792
TDD/TTY: (410) 333-6926
<http://www.ChooseMaryland.org>

Worcester County Department of Economic Development
100 Pearl Street, Suite B
Snow Hill, Maryland 21863
Telephone: (410) 632-3112
Fax: (410) 632-5631
E-mail: jredden@co.worcester.md.us
http://skipjack.net/le_shore/worcestr/