

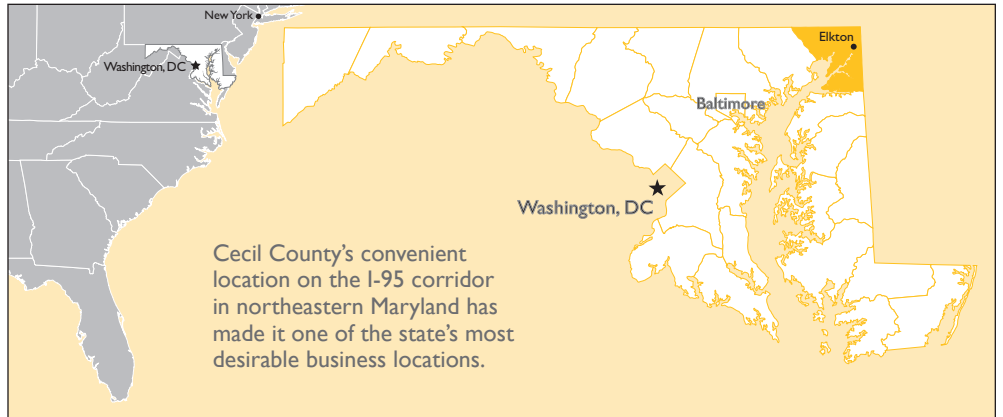
Brief Economic Facts

CECIL COUNTY, MARYLAND

Cecil County's desirable Mid-Atlantic location on the I-95 corridor in north-eastern Maryland has made it one of the region's most sought after business locations.

Situated midway between the metropolitan areas of Baltimore and Philadelphia, Cecil County's strategic location offers businesses overnight access to markets of over 90 million people and approximately one third of the nation's effective buying income. Close proximity to two international airports, main lines for CSX and Norfolk Southern railroads and Amtrak commuter lines provide additional transportation linkages.

Cecil County's private sector industries generate \$2.8 billion in economic output. Key employers include a host of world-class companies such as General Electric, IKEA, Orbital ATK, Restoration Hardware and W.L. Gore & Associates.



Cecil County continues to draw interest from prospects representing a diverse industry base due to the county's skilled, capable and available workforce. Cecil County's private sector job base has recently grown, with Amazon, Fortress Steel, Lidl, Medline, PetSmart, and TruAire creating over 1,800 jobs through December 2018.

LOCATION

Driving distance from Elkton:	Miles	Kilometers
Atlanta, Georgia	709	1,141
Baltimore, Maryland	50	80
Boston, Massachusetts	346	557
Chicago, Illinois	726	1,168
New York, New York	137	220
Philadelphia, Pennsylvania	47	76
Pittsburgh, Pennsylvania	263	422
Richmond, Virginia	192	310
Washington, DC	89	144

CLIMATE AND GEOGRAPHY¹

Yearly Precipitation (inches)	47.5
Yearly Snowfall (inches)	17.6
Summer Temperature (°F)	76.2
Winter Temperature (°F)	34.4
Days Below Freezing	105.3
Land Area (square miles)	359.6
Water Area (square miles)	21.2
Shoreline (miles)	217
Elevation (feet)	sea level to 535

POPULATION^{2,3}

	Cecil County Households	Cecil County Population	Upper Eastern Shore*	Maryland
2000	31,223	85,951	199,406	5,296,486
2010	36,867	101,108	224,771	5,773,552
2020**	39,507	104,600	232,700	6,141,900

*Caroline, Cecil, Dorchester, Kent and Talbot counties

**Projections

Selected places population (2010): Elkton 15,443; Perryville 4,361; North East 3,572; Rising Sun 2,781; Charlestown 1,183

POPULATION DISTRIBUTION^{2,3} (2017)

Age	Number	Percent
Under 5	5,800	5.6
5 - 19	19,934	19.4
20 - 44	30,930	30.1
45 - 64	30,410	29.6
65 and over	15,672	15.3
Total	102,746	100.0
Median age		40.5 years

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LABOR AVAILABILITY^{3,4,5} (BY PLACE OF RESIDENCE)

	County	Labor Mkt. Area*
Civilian Labor Force (2017 avg.)		
Total civilian labor force	53,107	488,125
Employment	50,558	466,844
Unemployment	2,549	21,281
Unemployment rate	4.8%	4.4%
Residents commuting outside the county to work (2013-2017)	Number 26,604	Percent 53.3%

Employment in selected occupations (2013-2017)		
Management, business, science and arts	17,833	35.2%
Service	8,268	16.3%
Sales and office	10,858	21.5%
Production, transp. and material moving	7,118	14.1%

* Cecil and Harford counties, MD, and New Castle County, DE

MAJOR EMPLOYERS^{6,7} (2018)

Employer	Product/Service	Employment
W.L. Gore & Associates	GORE-TEX® medical products / R&D	2,405
Perry Point VA Medical Ctr.*	Medical services	1,500
Union Hospital / Affinity Health System	Medical services	1,235
Amazon	Fulfillment	1,100
IKEA	Home furnishings distrib.	580
Cecil College	Higher education	565
Orbital ATK	Propellants, rocket motors	465
Terumo Medical Products	Medical products / R&D	340
Terumo Cardiovascular Systems	Medical products / R&D	270
Penn National Gaming / Hollywood Casino	Casino gaming	265
Burriss Logistics	Refrigerated trucking	250
Warwick Mushroom Farms	Mushroom production	250
Sandy Cove Ministries	Conf. and retreat center	230
C&S Wholesale Grocers	Food products distribution	225
Kenneth O. Lester / PFG	Food products distribution	205
Calvert Manor Healthcare Center	Nursing care	200
Moon Nurseries	Nursery products	200
Restoration Hardware	Home furnishings distrib.	200
YMCA of Cecil County	Recreation and sports ctr.	200
Bayside Comm. Network	Services for the disabled	190

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

* Employee counts for federal and military facilities exclude contractors to the extent possible; embedded contractors may be included

EMPLOYMENT⁴ (2017, BY PLACE OF WORK)

Industry	Estab-lishments	Annual Avg. Empl.	Emp. %	Avg. Wkly. Wage
Federal government	31	1,863	5.9	\$1,522
State government	10	529	1.7	954
Local government	45	3,920	12.3	907
Private sector	1,852	25,462	80.1	867
Natural resources and mining	45	1,024	3.2	719
Construction	215	1,517	4.8	1,178
Manufacturing	75	4,183	13.2	1,679
Trade, transportation and utilities	444	6,939	21.8	712
Information	12	111	0.3	1,112
Financial activities	146	516	1.6	909
Professional and business services	274	1,507	4.7	805
Education and health services	209	4,202	13.2	831
Leisure and hospitality	239	4,523	14.2	376
Other services	189	937	2.9	615
Total	1,939	31,774	100.0	911

Includes civilian employment only

HOURLY WAGE RATES⁴ (2017)

Selected Occupations	Median	Entry	Experienced
Accountants	\$30.95	\$24.30	\$40.66
Bookkeeping/accounting clerks	19.37	13.58	22.74
Computer systems analysts	42.84	27.43	51.44
Computer user support specialists	15.72	9.17	22.28
Customer service representatives	15.38	10.62	18.38
Electrical engineers	49.82	35.69	59.49
Freight, stock and material movers, hand	14.57	11.95	17.00
Industrial truck operators	18.27	14.44	20.90
Machinists	27.44	16.80	31.37
Maintenance workers, machinery	23.92	13.97	29.90
Network administrators	53.18	36.38	61.83
Packaging and filling machine operators	16.10	11.40	20.98
Packers and packagers, hand	12.10	9.41	18.83
Secretaries	18.80	12.70	21.79
Shipping/receiving clerks	18.10	12.45	21.22
Team assemblers	18.77	11.56	20.33

Wages are an estimate of what workers might expect to receive in Cecil and Harford counties and may vary by industry, employer and locality

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SCHOOLS AND COLLEGES^{3,8}

Educational Attainment - age 25 & over (2013-2017)

High school graduate or higher	88.8%
Bachelor's degree or higher	23.0%

Public Schools

Number: 17 elementary; 6 middle; 6 high
Enrollment: 15,307 (Sept. 2018)
Cost per pupil: \$13,101 (2016-2017)
Students per teacher: 12.8 (Oct. 2017)
High school career / tech enrollment: 2,419 (2017)
High school graduates: 1,080 (July 2017)

New Cecil County School of Technology opened in Sept. 2015

Nonpublic Schools Number: 19 (Sept. 2017)

Higher Education	Enrollment ('18)	Degrees ('17)
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2-year institution

Cecil College	2,388	291
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Several major universities are within an easy commute of the county, including Washington College and the University of Delaware. Cecil College has articulation agreements with the University of Maryland College Park, the University of Delaware, and with 45 other public and private institutions in Maryland and bordering states which allow students to study during their first two years at home while providing significant costs savings in degree pursuit.

TAX RATES⁹

	Cecil Co.	Maryland
Corporate Income Tax (2019)	none	8.25%
Base – federal taxable income		
Personal Income Tax (2019)	3.00%	2.0%-5.75%*
Base – federal adjusted gross income		
*Graduated rate peaking at 5.75% on taxable income over \$300,000		
Sales & Use Tax (2019)	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 19)	\$1.0414	\$0.112
Effective rate per \$100 of assessed value		
In an incorporated area, a municipal rate will also apply		
Business Personal Property Tax (FY 19)	\$2.6035	none
Rate per \$100 of depreciated value		
Exempt – manufacturing and R&D machinery, equipment, materials and supplies; manufacturing, R&D and warehousing inventory		
In an incorporated area, a municipal rate may also apply; municipal exemptions may be available		

Major Tax Credits Available

Enterprise Zone, Job Creation, More Jobs for Marylanders (Tier 1), R&D, Biotechnology and Cybersecurity Investment, Arts & Entertainment District

INCOME³ (2013-2017)

Distribution	Cecil Co.	Percent Households Maryland	U.S.
Under \$25,000	14.9	14.2	21.3
\$25,000 - \$49,999	20.1	17.1	22.5
\$50,000 - \$74,999	18.2	16.5	17.7
\$75,000 - \$99,999	14.9	13.1	12.3
\$100,000 - \$149,999	18.6	18.7	14.1
\$150,000 - \$199,999	7.5	9.7	5.8
\$200,000 and over	5.9	10.7	6.3
Median household	\$70,516	\$78,916	\$57,652
Average household	\$85,903	\$103,845	\$81,283
Per capita	\$32,542	\$39,070	\$31,177
Total income (millions)	\$3,185	\$226,495	\$9,658,475

HOUSING^{3,10}

Occupied Units (2013-2017) 37,076 (73.1% owner occupied)

Housing Transactions (2018)*

Units sold	1,229
Median selling price	\$225,308

*All multiple listed properties; excludes auctions and FSBO

BUSINESS AND INDUSTRIAL PROPERTY⁶

At the heart of the Mid-Atlantic region and nestled between two major R&D hubs, Cecil County's nine industrial and technology parks offer prime locations, affordable land and available buildings ready for immediate occupancy. All parks are located within a state-designated Enterprise Zone which offers real property and state income tax credits for qualifying job creation and investment.

Principio Business Park has seen construction or development commitments for nearly 5 million square feet of space. Both Principio and Bainbridge, a former Naval Training Center and future site for development, continue to receive considerable interest from prospects.

Cecil County is developing an incubator program to support entrepreneurial and small business development. The county's Technology Subcommittee is currently assessing options for a location and working to establish industry partnerships.

Market Profile Data (2018)	Low	High	Average
Land – cost per acre			
Industrial	\$40,000	\$250,000	\$100,000
Office	\$100,000	\$200,000	\$135,000
Rental Rates – per square foot			
Warehouse / Industrial	\$2.00	\$15.00	\$5.50
Flex / R&D / Technology	\$4.00	\$15.00	\$10.00
Class A Office	\$10.00	\$18.00	\$12.00

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TRANSPORTATION

Highways: I-95 (3 interchanges), U.S. 1, U.S. 40, U.S. 222, and U.S. 301

Rail: CSX Transportation, Norfolk Southern Railway, Amtrak, MARC (commuter rail)

Truck: More than 40 local and long-distance trucking establishments are located in the county

Water: Port of Baltimore, a leading U.S. automobile port (50' channel), the Port of Wilmington, and the Port of Philadelphia all are located within an hour's drive; the C&D Canal (35' channel) bisects Cecil County and links the Chesapeake and Delaware Bays

Air: Scheduled service is available at Baltimore/Washington International Thurgood Marshall (BWI) and Philadelphia International (PHL) Airports: PHL – 45 minutes via I-95 north; BWI – one hour via I-95 south; air service is also available at New Castle Airport in New Castle, Delaware, and Summit Aviation in Summit, Delaware; the county's recently expanded Claremont Airport has renovated facilities and a 3000' runway

RECREATION AND CULTURE

Parks: Year-round visitors to Cecil's Elk Neck State Park, Elk Neck State Forest and Fair Hill Natural Resource Area are attracted by 200 miles of shoreline, over 11,000 acres of preserved forest, fields, trails, hiking and biking paths, as well as waterfront vistas; Phase I of Calvert Regional Park as been completed, including walking trails, synthetic turf field, and linear fields

Recreation and Leisure: 100 miles of trails afford ample opportunity for hiking, biking, and horseback riding; five rivers, the C&D Canal and the Upper Chesapeake Bay provide abundant boating, fishing, and swimming; Cecil County offers youth sports, family friendly events, golf courses, and wonderful scenery for nature photography enthusiasts; historic towns are home to specialty shops, award winning restaurants, museums, and fascinating heritage

Attractions: Cecil County's destinations include state parks, Maryland's first casino, a creamery with homemade ice cream, wineries, boat rides, covered bridges, "pick-your-own" farms and orchards, Plumpton Park Zoo, historic villages, lighthouse, tobacco plantation, basket factory, scenic vistas, and more

Arts & Entertainment District: Elkton

Events: Family friendly events throughout the year include Highland Gathering Scottish Games, Fair Hill Races, Cecil County Fair, and Fair Hill International; town events include street festivals, art shows, car shows, triathlons, house tours, parades, wine and food festivals, fireworks, heritage celebrations, drag strip races, and walking tours; Cecil County hosted its first Bassmaster Elite Tournament in August 2015 which drew over 18,000 visitors to the area

UTILITIES

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

Gas: Elkton Gas, subsidiary of AGL Resources, supplies natural gas in Elkton area; BGE provides gas in Perryville and southwestern county; Chesapeake Utilities constructing pipeline to provide gas service to much of the growth corridor; customers may choose their gas supplier

Water: Municipal systems in Cecilton, Charlestown, Chesapeake City, Elkton, North East, Perryville and Rising Sun; Artesian Water Maryland services Port Deposit and other rural areas of the county

Sewer: County or municipal systems in Cecilton, Charlestown, Chesapeake City, Elkton, North East, Perryville, Port Deposit and Rising Sun

Telecommunications: Verizon Maryland offers Verizon Business Ethernet and other services; Comcast offers cable internet, telephone and Ethernet; Atlantic Broadband and Armstrong offer phone, cable and internet; the Maryland Broadband Coop. is implementing the Maryland Rural Broadband Initiative to develop "middle mile" fiber optic networks

GOVERNMENT¹¹

County Seat: Elkton

Government: County executive and five member county council elected for four-year terms; charter form of government allows for the separation of the executive from the legislative branch; lawmaking powers are vested in an elected legislative body Alan McCarthy, County Executive. 410.996.5203

D. Robert Meffley, President, County Council 410.996.5201

Website: www.ccgov.org

County Bond Rating: AA+ (S&P); Aa2 (Moody's)

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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 Cecil County Office of Economic Development

7 Maryland Department of Commerce

8 Maryland State Department of Education; Maryland Higher Education Commission

9 Maryland State Dept. of Assessments and Taxation; Comptroller of the Treasury

10 Maryland Association of Realtors

11 Maryland State Archives; Maryland Association of Counties