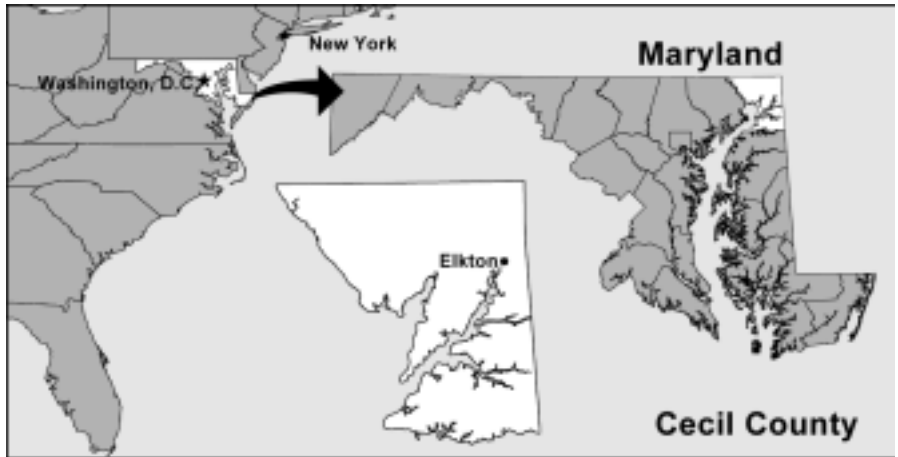


CECIL COUNTY, MARYLAND

BRIEF ECONOMIC FACTS



Cecil County's convenient location on the I-95 corridor in northeastern Maryland has made it one of the state's most desirable business locations. Situated midway between the metropolitan areas of Baltimore and Philadelphia, Cecil County's strategic location offers businesses overnight access to markets in New York, New Jersey, Pennsylvania, Delaware, Virginia and Washington, D.C. Main lines for CSX and Norfolk Southern railroads and Amtrak commuter lines provide additional transportation linkages.

Cecil County's 1,880 businesses employ 22,100 workers; an estimated 32 of these businesses have 100 or more workers. Key employers include a host of world-class companies such as Air Products, ATK Elkton, Basell, DuPont, General Electric, W.L. Gore & Associates, IKEA and Terumo Medical.

LOCATION

Driving distance from Elkton:

	(in miles)	(in kilometers)
Atlanta, GA	701	1,128
Baltimore, MD	49	79
Boston, MA	342	550
Chicago, IL	719	1,157
New York, NY	135	217
Philadelphia, PA	46	74
Pittsburgh, PA	264	425
Richmond, VA	194	312
Washington, DC	88	142

CLIMATE

Yearly Precipitation (inches)	48.1
Yearly Snowfall (inches)	13.8
Summer Temperature (°F)	74.1
Winter Temperature (°F)	33.5
Duration of Freeze-Free Period	191 days
Note: Temperature and precipitation data based on 30-year averages.	
National Oceanic and Atmospheric Administration; Maryland State Office of Climatology.	

POPULATION

	Cecil County	Upper Eastern Shore*	Maryland
1990 Census	71,347	177,009	4,780,753
2000 Census	85,951	199,406	5,296,486
2005 Estimate	97,250	215,600	5,602,250
2010 Projection	109,100	234,175	5,904,425
2015 Projection	121,650	254,225	6,138,025

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

Selected areas population (2000 Census): Elkton, 11,893; North East, 2,733; Perryville, 3,672; Rising Sun, 1,702.

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

POPULATION DISTRIBUTION

(2005 Estimate)

Age	Number	Percent
Under 5	6,370	6.5
5 - 19	22,310	22.9
20 - 44	33,900	34.9
45 - 64	24,630	25.3
65 and over	10,050	10.3
Total	97,250	100.0

Note: Columns may not add due to rounding.

Maryland Department of Planning.

CECIL COUNTY, MARYLAND

LABOR AVAILABILITY

(by place of residence) Cecil County

Civilian Labor Force (2005 annual averages):

Total civilian labor force	49,105
Employment	46,874
Unemployment	2,231
Unemployment rate	4.5%

Residents commuting outside the county to work (2005):

23,925 51.4%

Employment in selected occupations (2005):

Management, professional and related	12,019	25.3%
Service	7,219	15.2%
Sales and office	12,933	27.2%
Production, transp. and material moving	7,288	15.3%

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

MAJOR EMPLOYERS

Firm	Product/Service	Employment
W. L. Gore & Associates	GORE-TEX products	2,506
Perry Point VA Medical Ctr.	Medical services	1,173
Union Hospital of Cecil County	Medical services	900
Terumo Medical Corp.	Medical products, R&D	620
ATK Elkton	Propellants, rocket motors	580
IKEA / GENCO	Home furnishings	370
Basell North America	Plastics, R&D	350
Wal-Mart	Consumer goods	300
Performance Food Group	Food products distribution	265
Moon Nurseries	Nursery products	240
Acme Markets	Groceries	204
Builders Firstsource	Residential millwork	200
Burriss Refrigerated Logistics	Food products distribution	200
Chesapeake Publishing	Newspaper publishing and printing	200
Upper Bay Counseling and Support	Medical services	200
Calvert Manor Healthcare Center	Nursing care	186
General Electric / Holman	Appliance distribution	160
Estes Express Lines	Truck terminal	150
New England Motor Freight	Truck terminal	150
Cecil Community College	Higher education	137
Laurelwood Care Center at Elkton	Medical services	130
Petro Stopping Center	Truck fueling station	130
Sandy Cove	Hotel and conference center	130
Mercantile County Bank	Banking services	112
TNT Logistics	Logistics and delivery serv.	110

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

EMPLOYMENT

(2005, by place of work)	Annual Average Employment	%	Average Weekly Wage
Federal government	3,391	11.6	\$1,285
State government	324	1.1	669
Local government	3,353	11.5	748
Private sector	22,135	75.8	659
Nat'l. resources and mining	621	2.1	623
Construction	1,585	5.4	615
Manufacturing	4,339	14.9	1,077
Trade, transp. and utilities	5,786	19.8	532
Information	257	0.9	828
Financial activities	825	2.8	641
Prof. and business services	1,725	5.9	874
Educ. and health services	2,807	9.6	702
Leisure and hospitality	3,221	11.0	269
Other services	969	3.3	408
Total	29,203	100.0	742

Note: Percentages may not add due to rounding.

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

HOURLY WAGE RATES

(2006)	Median	Entry	Experienced
Selected Occupations:			
Accountants	\$23.00	\$17.75	\$29.25
Bookkeeping/accounting clerks	15.50	10.50	19.00
Computer systems analysts	34.00	26.25	38.75
Customer service representatives	13.75	9.75	16.50
Electrical engineers	32.50	23.50	39.25
Electronic engineering technicians	29.25	22.50	32.75
Freight, stock and material movers, hand	10.25	7.75	12.75
Industrial truck operators	15.00	12.00	17.00
Machinists	23.75	17.25	25.75
Maintenance workers, machinery	11.50	10.50	13.50
Network administrators	29.00	21.25	36.50
Packaging and filling machine operators	11.75	8.00	14.25
Secretaries	14.75	10.50	17.25
Shipping/receiving clerks	14.75	9.50	17.25
Team assemblers	12.00	9.50	14.25
Tool and die makers	22.75	19.00	24.00

Note: These wages are an estimate of what workers might expect to receive in Cecil and Harford Counties. Wages may vary by industry, employer, and locality.

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

CECIL COUNTY, MARYLAND

PERSONAL INCOME

Per Capita Personal Income - 2004

Cecil County	\$31,759
Maryland	\$39,631
U.S.	\$33,050

Total Personal Income (millions) - 2004

Cecil County	\$3,034
Maryland	\$220,402
U.S.	\$9,705,504
U.S. Department of Commerce, Bureau of Economic Analysis.	

TAX RATES

	Cecil County	Maryland
Corporate Income Tax (2007) Base - Federal taxable income.	none	7.0%
Personal Income Tax (2007) Base - Federal adjusted gross income. *Graduated tax peaking at 4.75% on taxable income over \$3,000.	2.80%	4.75%*
Sales and Use Tax (2007) 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	5.0%
Real Property Tax (FY 2007) 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.	\$0.96	\$0.112
Business Personal Property Tax (FY 2007) 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.	\$2.40	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 (2005):

High School Graduate or Higher	83.8%
Bachelor's Degree or Higher	18.8%

Public Schools

Number: 17 Elementary; 6 Middle; 6 High

Enrollment: 16,521 (Sept. 2005)

Cost per Pupil: \$8,701 (2004-2005)

Students per Teacher: 14.8 (Oct. 2005)

High School Career/Tech Enrollment: 1,303 (2006)

High School Graduates: 1,047 (June 2005)

Private Schools

Number: 18; **Enrollment:** 2,582 (Sept. 2005)

Higher Education

(2005)	Enrollment	Degrees
2-Year Institution		
Cecil Community College	1,916	113

Several major universities are within an easy commute of the County, including Washington College and the University of Delaware. The Higher Education and Applied Technology Center in adjacent Harford County hosts undergraduate and graduate level courses through a partnership with seven major Maryland colleges and universities.

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

BUSINESS/INDUSTRIAL PROPERTY

Situated in the heart of the mid-Atlantic region, Cecil County has access to rail and interstates and is located midway between Baltimore and Philadelphia international airports and seaports. Washington, D.C. and New York are less than two hours away.

Each of the existing industrial parks has affordable land and existing buildings ranging in size from 5,000 to 345,000 sq. ft., available for immediate occupancy. Under construction is a 600,000 sq. ft. cross-dock distribution facility. The building is expandable to 1,200,000 sq. ft. and has easy access to I-95.

Construction has begun on a 45,000 sq. ft. flex/office building at the Cecil Technology Campus in the 1,000-acre Principio Business Park. The campus has been permitted for five buildings totaling 225,000 sq. ft. Space is also available in the 350-acre Bainbridge Business Center, with plans to begin construction for its first tenant in early 2007.

Market Profile Data

Land - cost per acre	Low	High	Average
Industrial	\$40,000	\$110,000	\$75,000
Office	\$60,000	\$130,000	\$100,000
Rental Rates - per square foot			
Warehouse / Industrial	\$4.00	\$7.50	\$5.50
Flex / R&D / Technology	\$5.50	\$13.00	\$7.50
Class A Office	\$10.00	\$13.00	\$12.00
Cecil County Office of Economic Development.			

CECIL COUNTY, MARYLAND

TRANSPORTATION

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

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

Truck: 29 motor freight common carriers serve the county.

Water: Served by the 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 (40' 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 the Greater Wilmington Airport in New Castle, Delaware, and Summit Aviation in Summit Delaware. Raintree Airpark, south of Elkton, has a 2,600' runway.

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 in Elkton area supplied by Elkton Gas Service Division of the National Utilities Investors, and Baltimore Gas and Electric. In Perryville and southwestern portion of county, Baltimore Gas and Electric provides service.

Water: Municipal systems in Cecilton, Charlestown, Chesapeake City, Elkton, North East, Perryville, Port Deposit and Rising Sun.

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

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

GENERAL INFORMATION

County Seat - Elkton

Government - Five commissioners elected for four-year terms.

Elevation - Sea level to 535 feet

Land Area - 359.6 square miles

Water Area - 21.2 square miles

Shoreline - 229 miles

RECREATION and CULTURE

Five major rivers and the Chesapeake Bay provide excellent recreational opportunities for boating, fishing and swimming. For nature enthusiasts, the Susquehanna Flats attract 90 percent of the waterfowl traveling the Atlantic flyway.

Some popular attractions include: the South Chesapeake City Historic District, C&D Canal Museum, Fair Hill Natural Resources Management Area, Elk Neck State Park, the Town of North East, Upper Bay Museum, Sinking Springs Herb Farm, two scenic byways and many other historical sites and churches.

Diversity is the key, with its many historic sites, museums, festivals and equestrian events; you'll even find the second largest zoo in Maryland right here in Cecil County.



Martin O'Malley, Governor
Anthony G. Brown, Lt. Governor
David W. Edgerley, Secretary

ECONOMIC DEVELOPMENT CONTACTS:

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