

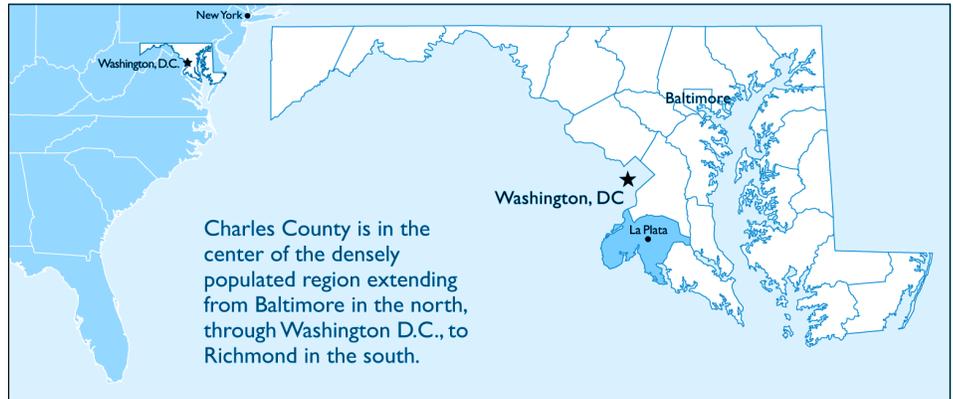
BRIEF ECONOMIC FACTS

CHARLES COUNTY, MARYLAND

Businesses in Charles County enjoy the benefits of strategic location, skilled workforce, a reverse commute, and quality office and industrial space. Virtually all of the region's federal and military installations – from Patuxent River NAS to Quantico to Ft. Meade – lie within a 40-mile radius of Waldorf, the county's population and business core. On the western shore, Indian Head NSWC leads the Navy's Energetics Enterprise with over 1,300 scientists, engineers and technicians.

Employment parks along key transportation corridors offer competitively priced sites ranging from fully permitted, Class A buildings to build-to-suit facilities meeting AFTP compliance criteria. Headquartered in La Plata, the College of Southern Maryland supports employers' workforce training needs.

The unique combination of urban and rural assets in Charles County contributes to a high quality of life with excellent schools, high household incomes, and ample recreational resources.



Charles County's 2,910 private sector employers have over 31,000 workers, with approximately 40 employing 100 or more. Regional firms headquartered in the county are complemented by a growing number of tech-related employers: Naval Support Facility Indian Head, Facchina Global Services and SAIC, plus entrepreneurial technology firms including Energetics Technology Center, OutsourcelT, and Zekiah Technologies, named to the Inc. 500 list of fastest growing companies for four consecutive years.

LOCATION

Driving distance from Waldorf:	Miles	Kilometers
Atlanta, Georgia	609	980
Baltimore, Maryland	56	90
Boston, Massachusetts	452	727
Chicago, Illinois	710	1,143
New York, New York	241	388
Philadelphia, Pennsylvania	152	244
Pittsburgh, Pennsylvania	247	397
Richmond, Virginia	91	146
Washington, DC	25	40

CLIMATE AND GEOGRAPHY¹

Yearly Precipitation (inches)	44.0
Yearly Snowfall (inches)	17.2
Summer Temperature (°F)	73.9
Winter Temperature (°F)	37.6
Duration of Freeze-Free Period (days)	187
Land Area (square miles)	451.6
Water Area (square miles)	35.2
Shoreline (miles)	305
Elevation (feet)	sea level to 235

POPULATION^{2,3}

	Charles County Households	Charles County Population	Maryland part of Washington DC metro*	Maryland
2000	41,668	120,546	2,065,242	5,296,486
2010	51,214	146,551	2,303,870	5,773,552
2020**	62,875	175,450	2,518,700	6,276,300

*Calvert, Charles, Frederick, Montgomery and Prince George's counties

**Projections

Selected places population (2010): Waldorf 67,752; Bensville 11,923; La Plata 8,753; Bryans Road 7,244; Indian Head 3,844; Hughesville 2,197

POPULATION DISTRIBUTION³ (2010)

Age	Number	Percent
Under 5	9,438	6.4
5 - 19	33,482	22.8
20 - 44	49,076	33.5
45 - 64	40,703	27.8
65 and over	13,852	9.5
Total	146,551	100.0
Median age		37.4 years

CHARLES COUNTY, MARYLAND

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

Civilian Labor Force (2011 avg.)	Labor Mkt. Area*	
	County	Area*
Total civilian labor force	76,556	579,506
Employment	72,048	540,351
Unemployment	4,508	39,155
Unemployment rate	5.9%	6.8%

Residents commuting outside the county to work (2008-2010)	Number	Percent
	47,262	63.3%

Employment in selected occupations (2008-2010)

Occupation	Number	Percent
Management, business, science and arts	30,913	41.2%
Service	11,095	14.8%
Sales and office	19,115	25.5%
Production, transp. and material moving	5,979	8.0%

* Charles, Prince George's and St. Mary's counties

MAJOR EMPLOYERS^{6,7} (2011)

Employer	Product/Service	Employment
Naval Support Facility (NSF) Indian Head*	Military installation	2,605
Civista Medical Center	Medical services	805
College of Southern Md.	Higher education	725
Walmart / Sam's Club	Consumer goods	674
Safeway	Groceries	500
Facchina Construction	HQ / construction services	480
Target	Consumer goods	400
McDonald's	Restaurants	396
Southern Maryland Electric Coop. (SMECO)	Energy products and services	379
So. Maryland Oil / Wills Grp.	Fuel oil distribution	377
Genesis HealthCare	Nursing care	320
Lowe's	Home improvement prods.	300
OSI Restaurant Partners	Restaurants	300
Darden Restaurants	Restaurants	284
CCNRC Family of Care	Nursing care	250
Macy's	Consumer goods	250
Chaney Enterprises	Concrete, block and gravel	226
Chick-fil-A	Restaurants	225
Sears, Roebuck and Co.	Consumer goods	220
Keller Transportation	Bus transportation	206
Burger King	Restaurants	200
Home Depot	Home improvement prods.	198
Pizza Hut/Taco Bell/KFC**	Restaurants	195
JCPenney	Consumer goods	185
Ken Dixon Automotive	Car dealers	182

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

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

** Single ownership

EMPLOYMENT⁴ (2010, BY PLACE OF WORK)

Industry	Estab-lishments	Annual Avg. Empl.	Emp. %	Avg. Wkly. Wage
Federal government	31	2,353	5.8	\$1,661
State government	5	400	1.0	675
Local government	68	6,591	16.3	937
Private sector	2,908	31,046	76.9	661
Natural resources and mining	11	58	0.1	533
Construction	438	3,129	7.7	936
Manufacturing	65	750	1.9	824
Trade, transportation and utilities	690	10,828	26.8	565
Information	19	309	0.8	1,150
Financial activities	268	1,489	3.7	901
Professional and business services	509	3,246	8.0	1,001
Education and health services	358	4,727	11.7	772
Leisure and hospitality	287	5,162	12.8	283
Other services	263	1,348	3.3	575
Total	3,012	40,390	100.0	764

Includes civilian employment only

HOURLY WAGE RATES⁴ (2011)

Selected Occupations	Median	Entry	Experienced
Accountants	\$34.00	\$21.75	\$43.50
Aerospace engineers	52.50	36.50	58.25
Bookkeeping/accounting clerks	17.50	11.75	21.50
Computer support specialists	24.25	14.50	29.50
Computer systems analysts	41.00	26.25	49.25
Customer service representatives	13.50	9.25	17.75
Electrical engineers	47.00	35.50	55.00
Electronic engineering technicians	40.75	27.75	44.75
Freight, stock and material movers, hand	10.75	8.50	13.00
Industrial truck operators	15.75	12.00	18.75
Machinists	24.75	17.00	30.00
Network administrators	37.00	26.75	42.50
Packers and packagers, hand	8.50	7.75	11.75
Secretaries	17.75	12.50	21.00
Shipping/receiving clerks	12.00	9.75	15.75
Team assemblers	11.75	9.00	14.75

Wages are an estimate of what workers might expect to receive in Southern Maryland (Calvert, Charles and St. Mary's counties) and may vary by industry, employer and locality

CHARLES COUNTY, MARYLAND

SCHOOLS AND COLLEGES^{3,8}

Educational Attainment - age 25 & over (2008-2010)	
High school graduate or higher	91.1%
Bachelor's degree or higher	25.9%

Public Schools

Number: 21 elementary; 8 middle; 6 high
 Enrollment: 26,850 (Sept. 2010)
 Cost per pupil: \$12,228 (2009-2010)
 Students per teacher: 16.4 (Oct. 2010)
 High school career / tech enrollment: 3,639 (2011)
 High school graduates: 2,134 (June 2010)

Private Schools

Number: 30 (Sept. 2010)

Higher Education (2010)	Enrollment	Degrees
2-year institution		
College of Southern Maryland*	9,034	822

The University of Maryland University College offers degree programs at the Waldorf Center for Higher Education, a regional higher education center. Several other major universities are within an easy commute of the county and satellite courses are offered at many locations throughout Southern Maryland.

* Includes two campuses in Charles County as well as facilities in Calvert and St. Mary's counties

TAX RATES⁹

	Charles Co.	Maryland
Corporate Income Tax (2012)	none	8.25%
Base – federal taxable income		
Personal Income Tax (2012)	2.90%	2.0% - 5.5%*
Base – federal adjusted gross income		
*Graduated rate peaking at 5.5% on taxable income over \$500,000		
Sales & Use Tax (2012)	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 12)	\$1.0665	\$0.112
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, the county rate may vary and a municipal rate will also apply		
Business Personal Property Tax (FY 12)	\$2.66625	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 will also apply		
Major Tax Credits Available		
Job Creation, R&D		

INCOME² (2008-2010)

Distribution	Charles Co.	Percent Households Maryland	U.S.
Under \$25,000	9.2	15.6	24.0
\$25,000 - \$49,999	14.5	19.5	24.8
\$50,000 - \$74,999	17.5	18.2	18.5
\$75,000 - \$99,999	15.8	13.9	12.1
\$100,000 - \$149,999	25.5	17.6	12.2
\$150,000 - \$199,999	11.3	8.0	4.3
\$200,000 and over	6.3	7.2	4.1
Median household	\$88,484	\$70,017	\$51,222
Average household	\$99,399	\$90,800	\$70,116
Per capita	\$35,364	\$34,469	\$26,942
Total income (millions)	\$4,961	\$192,747	\$8,035,025

HOUSING^{2,3,10}

Occupied Units (2008-2010)	49,913 (81.4% owner occupied)	
Housing Transactions (2010)	Units	Median Selling Price
All arms-length transactions	NA	NA
All multiple-listed properties*	1,548	\$249,900

*Excludes auctions and FSBO

BUSINESS AND INDUSTRIAL PROPERTY⁶

St. Charles - Considered one of the best master-planned communities in the country and only 11 miles from the Capital Beltway, with more than 500 acres of available industrial and commercial property in parcels from one to 100+ acres in three employment parks.

Waldorf Technology Park - Master-planned, 400,000 sf Class A office and R&D complex on 64 acres; home to Marriott Residence Inn and the Energetics Technology Center. Certified site: Eight-month delivery is available for a new, fully permitted, 20,000 sf Class A building.

Indian Head Science and Technology Park - 5 minutes from Indian Head Naval Base and 20 minutes from the Capital Beltway. This new park will accommodate 1.3 million sf of R&D, office, and industrial space on 250+ acres. ATFP site criteria compliance available. Future home of the University of Maryland's Energetics Technology Center.

White Plains Corporate Business Park - Strategically located along US 301 in the developing White Plains business district. This park offers Class A lease and condo office space, flex space, and pad sites. Certified site: Eight-month delivery is available for a new, fully permitted, 10,000 sf Class A building.

Market Profile Data	Low	High	Average
Land – cost per acre			
Industrial	\$21,000	\$200,000	\$110,500
Office	\$109,000	\$600,000	\$250,000
Rental Rates – per square foot			
Warehouse / Industrial	\$4.50	\$10.00	\$6.00
Flex / R&D / Technology	\$10.00	\$16.50	\$12.00
Class A Office	\$13.00	\$30.00	\$21.00

CHARLES COUNTY, MARYLAND

TRANSPORTATION

Highways: U.S. 301, MD 5 and MD 210; Routes 5 and 210 connect to the National Capital Beltway (I-495) providing access to D.C. and Northern Virginia; Route 301 connects the region with Baltimore and Richmond, and serves as an alternate to I-95 through the D.C. area

Rail: CSX Transportation

Truck: 51 local and long-distance trucking establishments are located in Southern Maryland

Water: Served by the Port of Baltimore and the Potomac River; channel depth of the Potomac River is sufficient to support shipping direct to Charles County

Air: County business district lies 45 minutes from Washington's Reagan National Airport and about an hour from both Dulles International and BWI Marshall Airports; in-county general aviation services are available at the Maryland Regional Airport which is currently undergoing a \$15 million FAA/state expansion adding a 3,000 ft paved runway

RECREATION AND CULTURE

Parks and Recreation: 300 miles of shoreline on the Potomac and Patuxent Rivers create opportunities for boating, fishing, kayaking, picnics, jet skiing, water skiing, sailing, bird watching, and treasure hunting; the county is home to miles of hiking and biking trails and 30 county parks totaling 3,626 acres with a variety of activities including a 13-mile hiker/biker trail, 60-acre lake, fishing piers, swimming, skate park, tennis, picnicking and lighted athletic fields; three state parks and four natural wildlife areas cover nearly 10,000 acres; Capital Clubhouse offers a 90,000 sf ice rink, multi-purpose field, 30-foot climbing wall, eatery, summer camps, and an onsite sporting equipment shop

Golf: White Plains Golf Course, Hawthorne Country Club and Swan Point Yacht and Country Club

Entertainment: Regency Furniture Stadium is home to the Southern Maryland Blue Crabs professional baseball club with over 70 home games, as well as concerts, expos, and other entertainment events throughout the year

Cultural and Historical: The College of Southern Maryland features theater, musical performances, art, and cultural events; award-winning Port Tobacco Players are known for excellent stage productions; Black Box Theatre offers professional theatre, music, and music festivals; the county's rich history is preserved in a number of historical sites and scenic trails

Events: Friday Night Concerts, Bass Tournaments, ASA Softball Tournament, Annual Festival, Charles County Fair, and Powwow

FEDERAL FACILITIES AND FUNDING³ (2010)

Direct Federal Expenditures or Obligations

	Total	Per Capita
Total	\$1,367,668,867	\$9,332
Defense	\$496,748,671	\$3,390
Non-defense	\$870,920,196	\$5,943

Major Federal Facility: Naval Support Facility Indian Head

UTILITIES

Electricity: Southern Maryland Electric Cooperative; customers of investor-owned utilities and major cooperatives may choose their electric supplier; the county is home to the GenOn Morgantown power generation plant with a capacity of 1492 megawatts

Gas: Washington Gas serves the northern area of the county; customers may choose their gas supplier

Water: The county provides water for St. Charles Communities, Waldorf, White Plains and Bryans Road; Indian Head and La Plata have municipal water systems

Sewer: Waldorf, White Plains, Bryans Road, Cobb Island, Clifton, and Bel Alton are served by the county; the towns of La Plata and Indian Head have municipal sewer systems

Telecommunications: A number of carriers provide wireless, hard-line, and broadband service to the region

GOVERNMENT¹¹

County Seat: La Plata

Government: Five commissioners elected at large for four-year terms; code home rule government allows for broad local legislative authority

Candice Quinn Kelly, President, Board of County Commissioners 301.645.0550

Rebecca Bolton Bridgett, Ed.D., County Administrator 301.645.0550

Website: www.charlescounty.org

County Delegation to Maryland General Assembly:

Thomas M. Middleton, Senate Chair 410.841.3616

Peter F. Murphy, House Chair 410.841.3247

U.S. Congressional Election District: 5th

County Bond Rating: AA (S&P); Aa1 (Moody's); AAA (Fitch)

Charles County Department of Economic Development

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Sources:

- 1 National Oceanic and Atmospheric Administration and Maryland State Office of Climatology (30-year averages); 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 Charles County Economic Development and Tourism Department
- 7 Maryland Department of Business and Economic Development
- 8 Maryland State Department of Education; Maryland Higher Education Commission
- 9 Maryland State Department of Assessments and Taxation; Comptroller of the Treasury
- 10 Maryland Association of Realtors
- 11 Maryland State Archives; Maryland Association of Counties