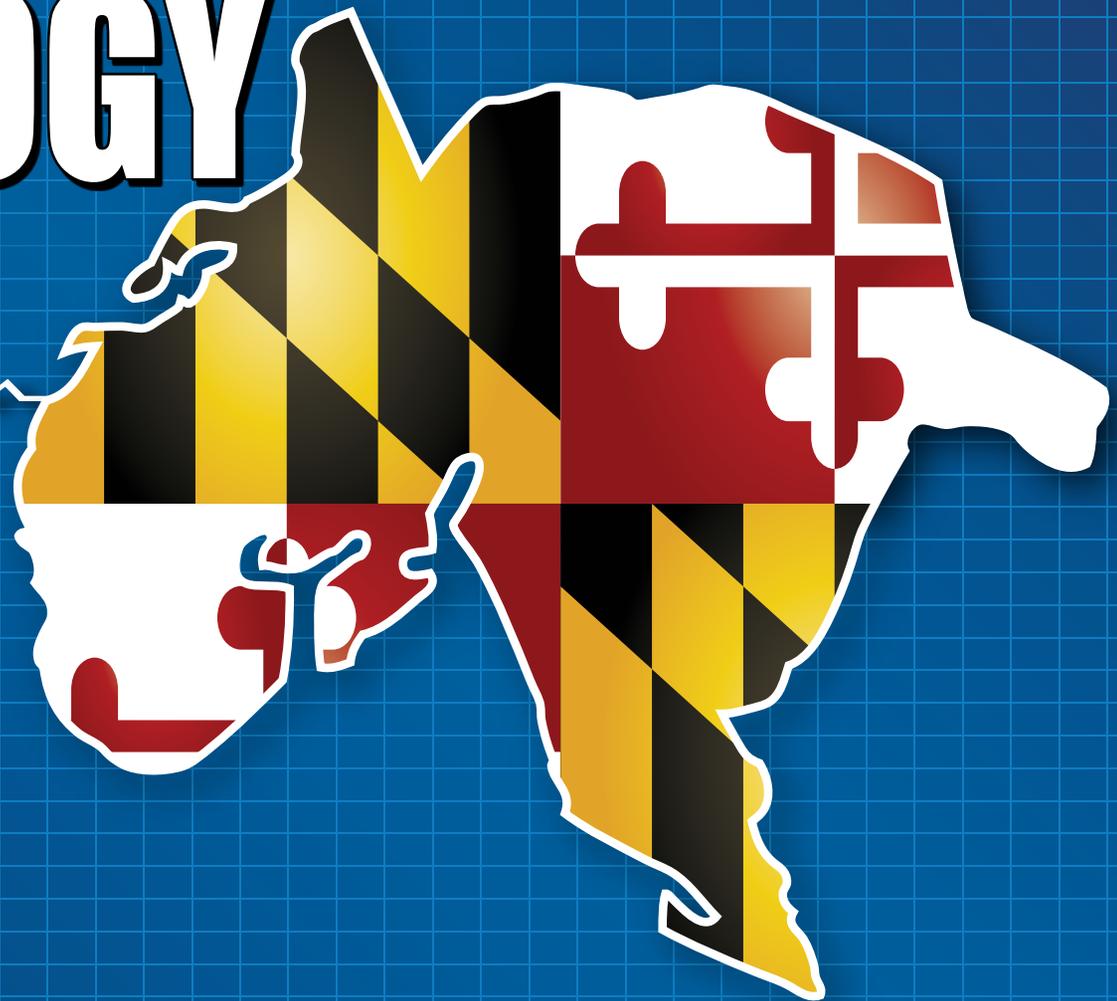


2013 ECONOMIC DEVELOPMENT SUMMIT

CHARLES COUNTY, MARYLAND

HEALTH AND TECHNOLOGY

**A PRESCRIPTION
FOR ECONOMIC
GROWTH**



Charles County Commissioners



Equal Opportunity County

Charles County Government Department of Economic Development

P.O. Box 2150 • 200 Baltimore Street
La Plata, Maryland 20646
301-645-0550 • 301-870-3000

MD Relay: 711 • Relay TDD: 1-800-735-2258



www.MeetCharlesCountyMD.com

Mission Statement - The mission of Charles County Government is to provide our citizens the highest quality service possible in a timely, efficient and courteous manner. To achieve this goal, our government must be operated in an open and accessible atmosphere, be based on comprehensive long- and short-term planning and have an appropriate managerial organization tempered by fiscal responsibility. We support and encourage efforts to grow a diverse workplace.

Vision Statement - Charles County is a place where all people thrive and businesses grow and prosper; where the preservation of our heritage and environment is paramount; where government services to its citizens are provided at the highest level of excellence; and where the quality of life is the best in the nation.

Agenda

8 a.m. Breakfast and Networking

8:30 a.m. Welcome

Candice Quinn Kelly
Commissioner President

8:40 a.m. Charles County Board of Commissioners Economic Development Priorities

Reuben B. Collins, II, Esq.,
Vice President • Commissioner, District 3

Ken Robinson, Commissioner District 1

Debra M. Davis, Esq., Commissioner District 2

Bobby Rucci, Commissioner District 4

9:20 a.m. Energetics Technology Center / TechFire Report

Robert Kavetsky and Keith Gordon
ETC/TechFire

9:30 a.m. Economic Outlook

Anirban Basu
Chairman and CEO, Sage Policy Group

10:30 a.m. BREAK

10:40 a.m. University of Maryland Charles Regional Medical Center Overview

Mark R. Dumais, M.D., F.A.C.P.
Senior Vice President and Chief Medical Officer, University of Maryland Charles Regional Medical Center

11 a.m. Data and Polling

Keith Gordon
TechFire

11:10 a.m. Panel Discussion - Workforce and the State of STEM Education

Moderated by **Dr. Brad Gottfried**
President, College of Southern Maryland

Sue Subocz

Vice President for Academic Affairs, College of Southern Maryland

Dianna E. Abney, MD

Health Officer for Charles County, MD

Monique Wilson

Director of Science Center, Charles County Public Schools

S. James Gates, Jr., Ph.D.

University of Maryland Regents Professor and President's Council of Advisors on Science and Technology

11:40 a.m. Data and Polling

Keith Gordon
TechFire

11:50 a.m. BREAK

Noon LUNCH SERVICE BEGINS

12:30 Keynote Address

Wayne A.I. Frederick, M.D., MBA
Provost and Chief Academic Officer
Howard University, Washington, D.C.

"Building the STEM Pipeline"

1 p.m. Closing Remarks

Candice Quinn Kelly
Commissioner President

Speakers

Wayne A. I. Frederick, M.D., MBA, was named provost and chief academic officer at Howard University in June 2012. He oversees the academic enterprise including the University's 13 schools, the health sciences, interdisciplinary programs, centers and institutes. He is also responsible for research, academic support services, and enrollment management, including admissions and financial aid. He leads the University's budgeting and planning process, working in tandem with the chief financial officer. He also is Director of Howard University's Cancer Center and a professor in the Howard Department of Surgery.

Born in Port of Spain, Trinidad, Dr. Frederick earned his Bachelor of Science degree in Zoology at Howard University, his medical degree from the College of Medicine, and a Master in Business Administration from the School of Business. He completed a post-doctoral research fellowship and a surgical oncology fellowship at MD Anderson Cancer Center, where he spent his final year as Chief Administrative Fellow. At the University of Connecticut Health Center, he became the Associate Director of the Carole and Ray Neag Comprehensive Cancer Center, the Director of Surgical Oncology and Assistant Professor in the Department of Surgery. He was elected as the Chair of the Surgical Section of the National Medical Association.

More at www.provost.howard.edu/frederickbio.asp

Anirban Basu is Chairman & CEO of Sage Policy Group, Inc., an economic and policy consulting firm in Baltimore, Maryland. Mr. Basu is one of the Mid-Atlantic region's most recognizable economists, in part because of his consulting work on behalf of numerous clients, including prominent developers, bankers, brokerage houses, energy suppliers and law firms.

Mr. Basu has written several high-profile economic development strategies on behalf of government agencies and non-profit organizations. In recent years, he has also focused upon health economics, the economics of education and economic development. He currently lectures at Johns

Hopkins University in micro-, macro-, international and urban economics.

Mr. Basu earned his B.S. in Foreign Service at Georgetown University in 1990. He earned his Master's in Public Policy from Harvard University's John F. Kennedy School of Government, and his Master's in Economics from the University of Maryland, College Park. His Juris Doctor was earned at the University Of Maryland School Of Law in 2003.

More at www.sagepolicy.com

Mark R. Dumais, M.D., F.A.C.P. is the Senior Vice President and Chief Medical Officer at University of Maryland Charles Regional Medical Center. Dr. Dumais began his tenure with UM Charles Regional Medical Center in 2010, bringing 15 years of experience to that role. Previously, he was a Medical Hospitalist at Anne Arundel Medical Center in Annapolis, Maryland. He also served as Vice President of Medical Affairs, Clinical Chief of Internal Medicine, Director of House Attending Physicians, and Hospitalist Physician over a period of several years at Southern Maryland Hospital Center in Clinton, Maryland. He also has cared for patients in a private-practice setting. Dr. Dumais is board certified in internal medicine and a fellow of the American College of Physicians. He received his M.D. from Harvard Medical School in 1994.

More at www.CharlesRegional.org

Dr. Bradley Gottfried was appointed the fourth president of the College of Southern Maryland (CSM) in July 2006. Associated with community colleges for more than 30 years, Dr. Gottfried has extensive experience in strategic planning, enrollment management, fiscal and facilities management, and cultivating community and legislative relations, as well as developing successful initiatives in curriculum, technology, faculty, transfer programs and business development. Dr. Gottfried is also a historian, having written nine books on the Civil War, primarily on the battle of Gettysburg.

He holds a Ph.D. in Zoology from Miami University of Ohio, a master's in biology from Western Illinois University, and a bachelor's in biology from West Chester University. He began his college studies at MCCC.

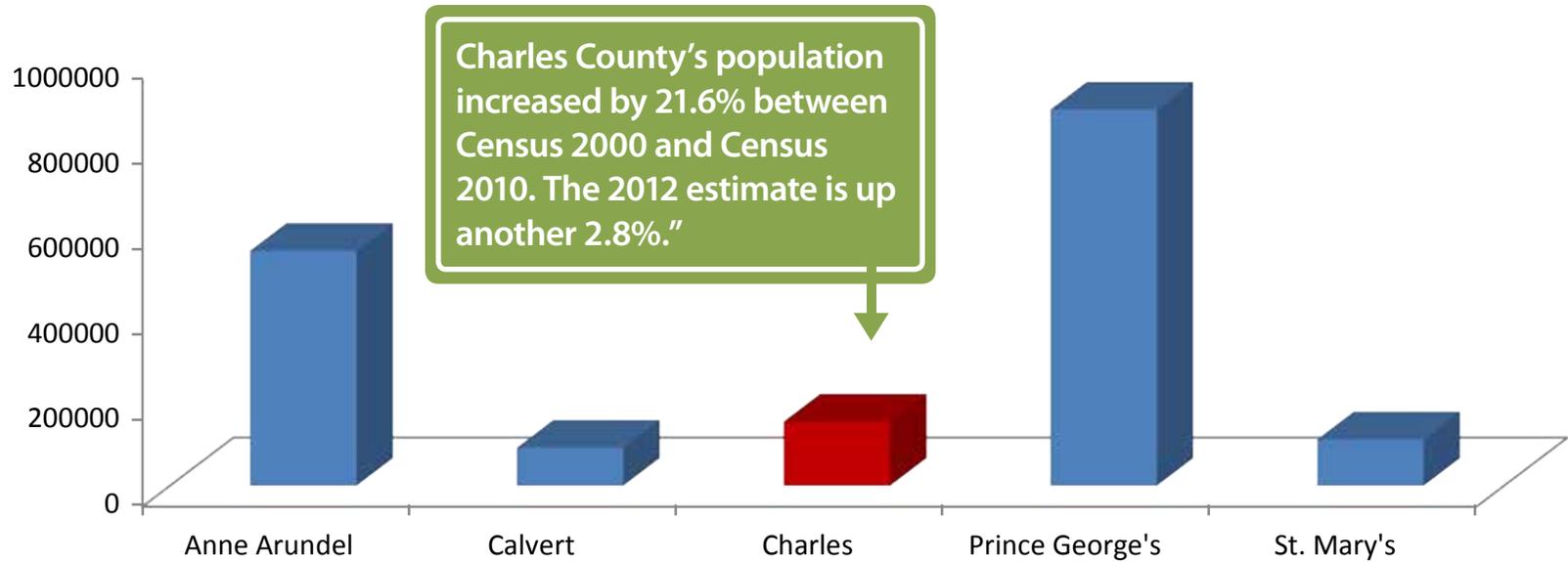
More at www.csmd.edu

Robert Kavetsky is President and Executive Director of the Energetics Technology Center (ETC). He has extensive program management experience, having led science, technology and engineering development efforts in the fields of hypersonic aerodynamics, undersea weaponry, and mine countermeasures during his 32 year career in the Department of the Navy. He holds one patent, and is the principal author of "From Science to Seapower," a co-author of three other books, as well as over 15 journal articles and publications. He holds a Bachelor's degree and a Master's Degree in Mechanical Engineering, as well as a Master's Degree in Engineering Administration, all from Catholic University.

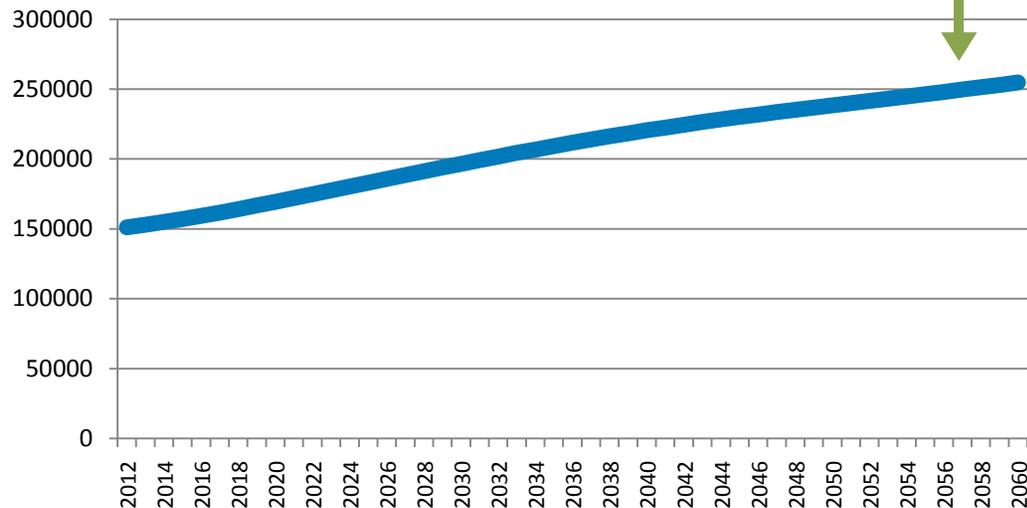
Keith Gordon is Director of TechFire, the ETC's recently launched business incubator. Mr. Gordon is a retired Naval Aviator working as Director of Strategy, Innovation and Business Development for the Energetics Technology Center in Charles County, MD. Prior to taking this position he retired from active duty after a 20+ year career in the U.S. Navy and after working directly for the Chief of Naval Operations (CNO) in his Strategic Studies Group (SSG), a think-tank located in Newport, RI. The CNO SSG is responsible for generating revolutionary naval warfare concepts in order to design a robust Navy-after-next. He was originally hand-selected to report for an associate fellowship during his time at the Naval War College and after establishing and instituting a creative process for environmental scans, alternate-futures development, and imagination stretching curricula, he was asked by the director to remain with the group. During his last three of five years he served as the CNO's senior Technology Fellow in that regard.

More at www.etcmd.com

Population



Charles County's Projected Population

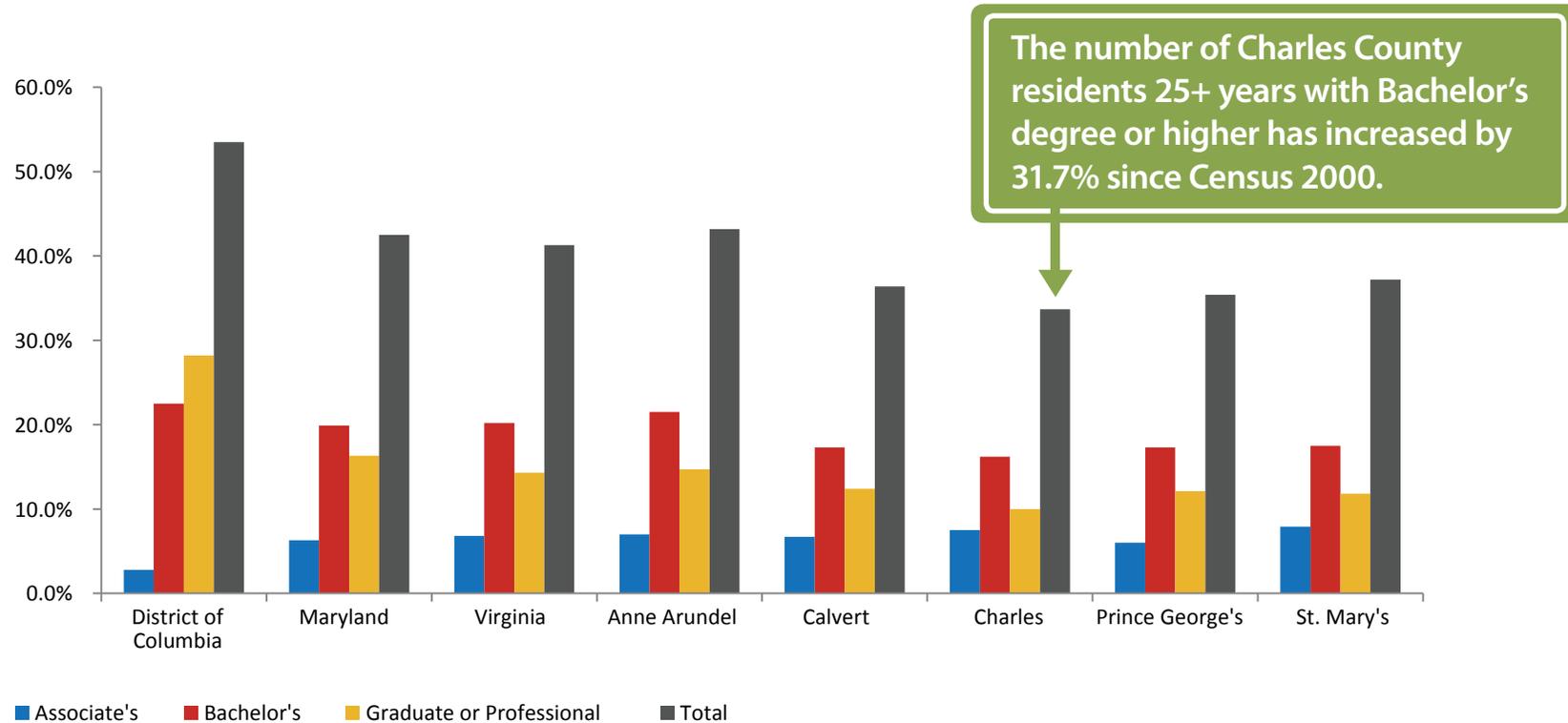


Total Population	
United States	313,914,040
District of Columbia	632,323
Virginia	8,185,867
Maryland	5,884,563
Counties in Maryland –	
Anne Arundel County	550,488
Calvert County	89,628
Charles County	150,592
Prince George's County	881,138

Sources:
 U.S. Census Bureau 2011 ACS-3 Year Estimates
 Regional Economic Models, Inc., 2013 REMI PI+ V1.5. Amherst, MA Regional Economic Models Inc.

Educational Attainment

Population: 25 years and older

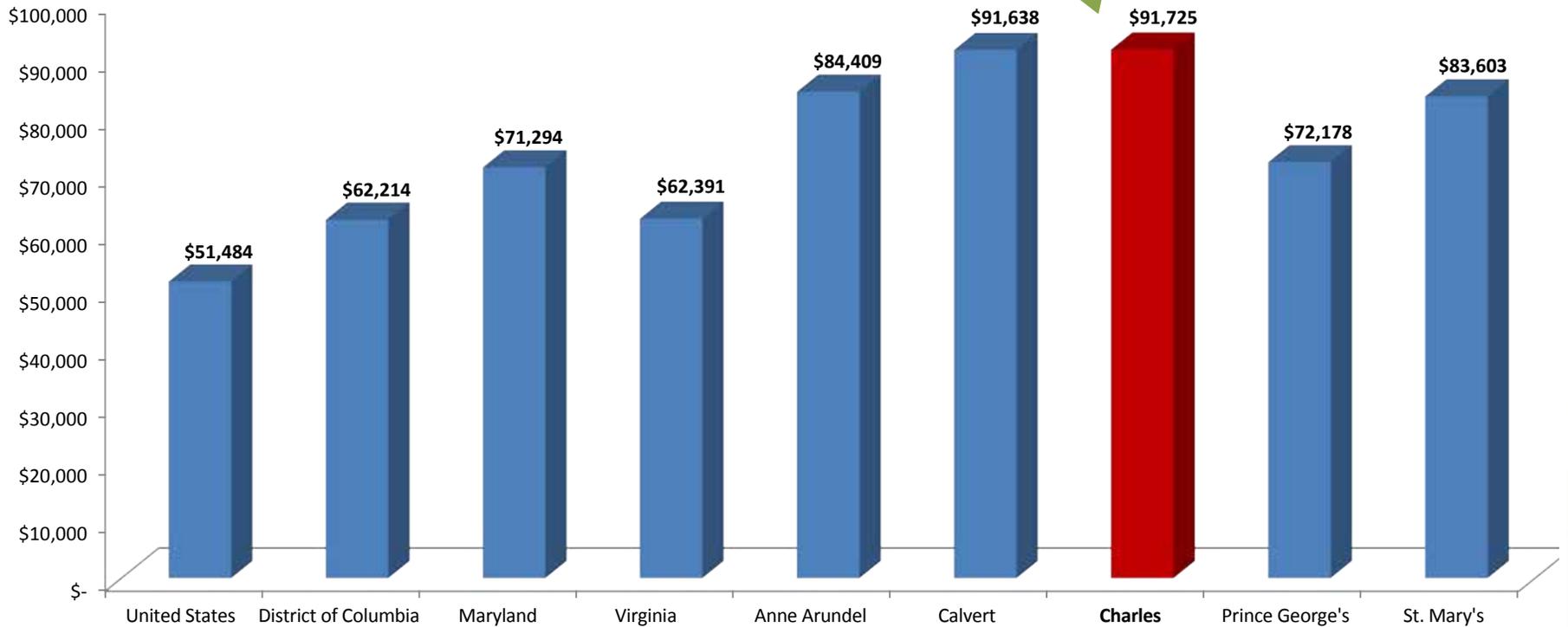


Degrees	Associate's	Bachelor's	Graduate or Professional	Total
District of Columbia	2.8%	22.5%	28.2%	53.5%
Maryland	6.3%	19.9%	16.3%	42.5%
Virginia	6.8%	20.2%	14.3%	41.3%
Anne Arundel County	7.0%	21.5%	14.7%	43.2%
Calvert County	6.7%	17.3%	12.4%	36.4%
Charles County	7.5%	16.2%	10.0%	33.7%
Prince George's County	6.0%	17.3%	12.1%	35.4%
St. Mary's County	7.9%	17.5%	11.8%	37.2%

Source: U.S. Census Bureau 2011 ACS 3-Year Estimates

Median Household Income (dollars)

Compared with ACS 2007-2009 Census data, the median household income has increased by 4.8% in Charles County.



Median Earning Per Worker	Full-Time, Year-Round Workers			
	Workers	Male	Female	Female Earnings to the Male Dollar
St. Mary's County	\$57,677	\$67,246	\$45,493	0.68
Calvert County	\$58,888	\$67,935	\$50,696	0.75
Virginia	\$47,113	\$53,215	\$41,142	0.77
Anne Arundel County	\$56,914	\$64,881	\$50,914	0.78
United States	\$42,110	\$47,462	\$37,267	0.79
Maryland	\$52,431	\$58,245	\$47,819	0.82
District of Columbia	\$61,763	\$65,883	\$58,097	0.88
Charles County	\$60,403	\$63,407	\$57,401	0.91
Prince George's County	\$50,681	\$50,478	\$50,917	1.01

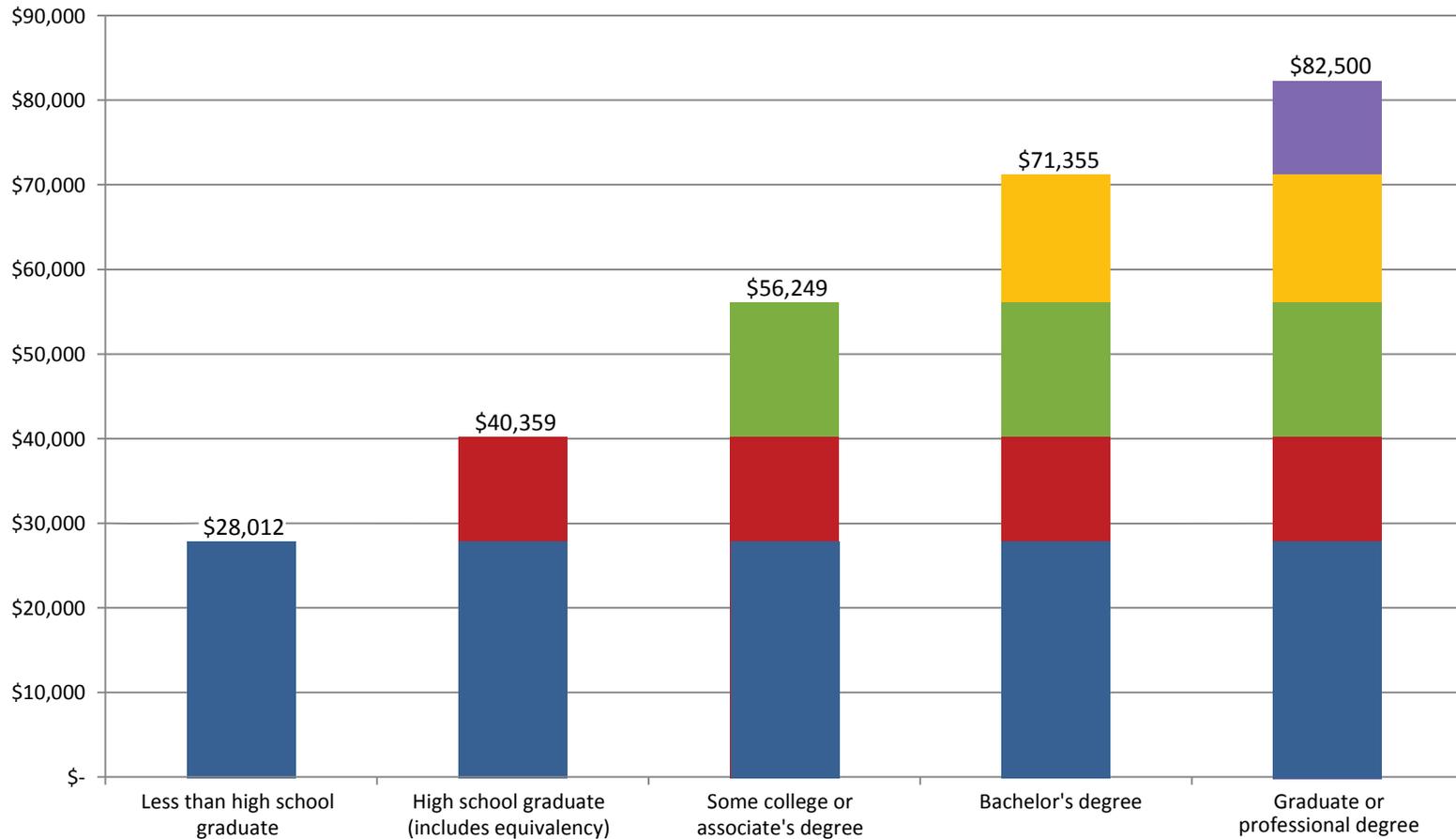
Median earnings for female Charles County residents increased by 10.9% compared to the ACS 2007-2009 data.

Median Household Income (dollars)	
United States	\$51,484
District of Columbia	\$62,214
Maryland	\$71,294
Virginia	\$62,391
Anne Arundel County	\$84,409
Calvert County	\$91,638
Charles County	\$91,725
Prince George's County	\$72,178
St. Mary's County	\$83,603

Source: U.S. Census Bureau 2011 ACS 3-Year Estimates

Median Earnings by Educational Attainment

Charles County Workers

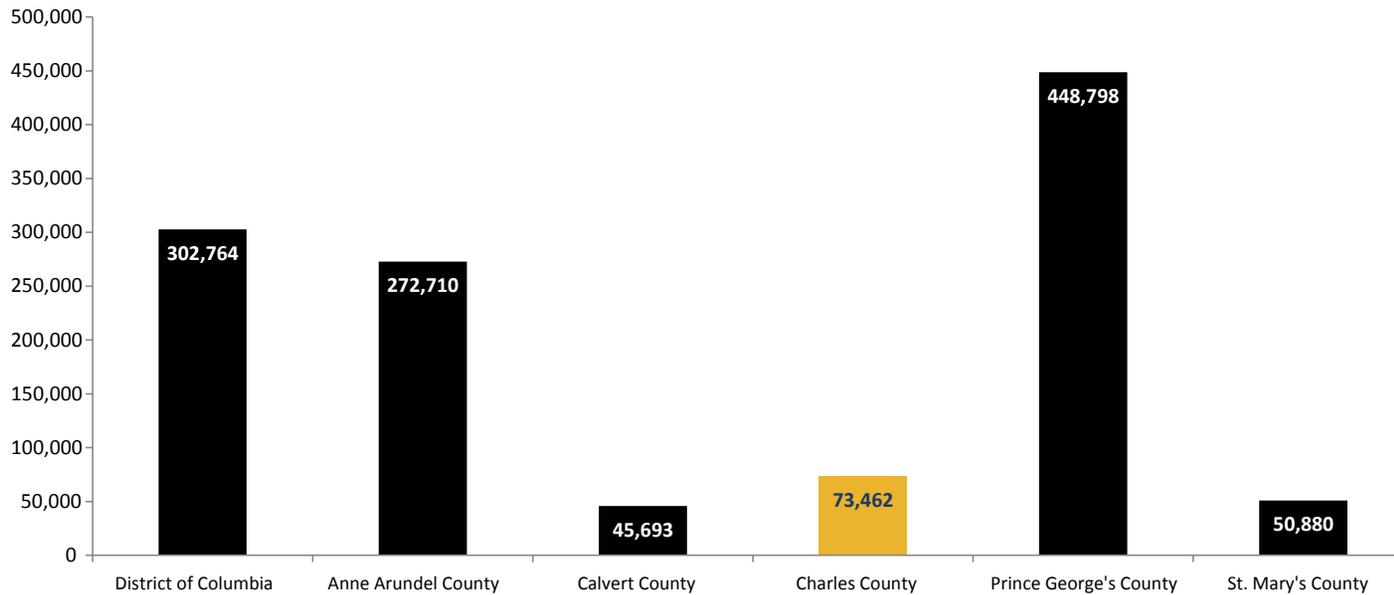


- Less than high school graduate
- High school graduate (includes equivalency)
- Some college or associate's degree
- Bachelor's degree
- Graduate or professional degree

Less than high school graduate	\$28,012
High school graduate (includes equivalency)	\$40,359
Some college or associate's degree	\$56,249
Bachelor's degree	\$71,355
Graduate or professional degree	\$82,500

Source: U.S. Census Bureau 2011 ACS 3-year estimates.

Total Civilian Employed Population



INDUSTRY	District of Columbia	Anne Arundel	Calvert	Charles	Prince George's	St. Mary's
Civilian employed population 16 years and over	302,764	272,710	45,693	73,462	448,798	50,880
Agriculture, forestry, fishing and hunting, and mining	153	587	121	149	1,240	467
Construction	8,939	20,146	4,935	6,023	33,234	4,160
Manufacturing	3,774	15,592	1,876	2,336	11,873	2,372
Wholesale trade	2,233	8,253	1,140	1,153	6,048	844
Retail trade	14,704	27,467	4,914	7,736	39,512	5,215
Transportation and warehousing, and utilities	9,959	12,005	2,504	4,169	25,063	2,125
Information	12,466	6,133	968	1,339	10,726	556
Finance and insurance, and real estate and rental and leasing	17,462	16,997	1,869	3,143	22,441	1,507
Professional, scientific and management, and administrative and waste management services	65,970	40,153	5,252	11,143	66,307	8,369
Educational services, and health care and social assistance	59,098	53,265	9,257	11,363	97,981	9,647
Arts, entertainment, and recreation, and accommodation and food services	26,884	19,744	3,604	5,253	36,498	4,048
Other services, except public administration	26,952	15,265	2,341	4,313	28,101	2,498
Public administration	54,170	37,103	6,912	15,342	69,774	9,072

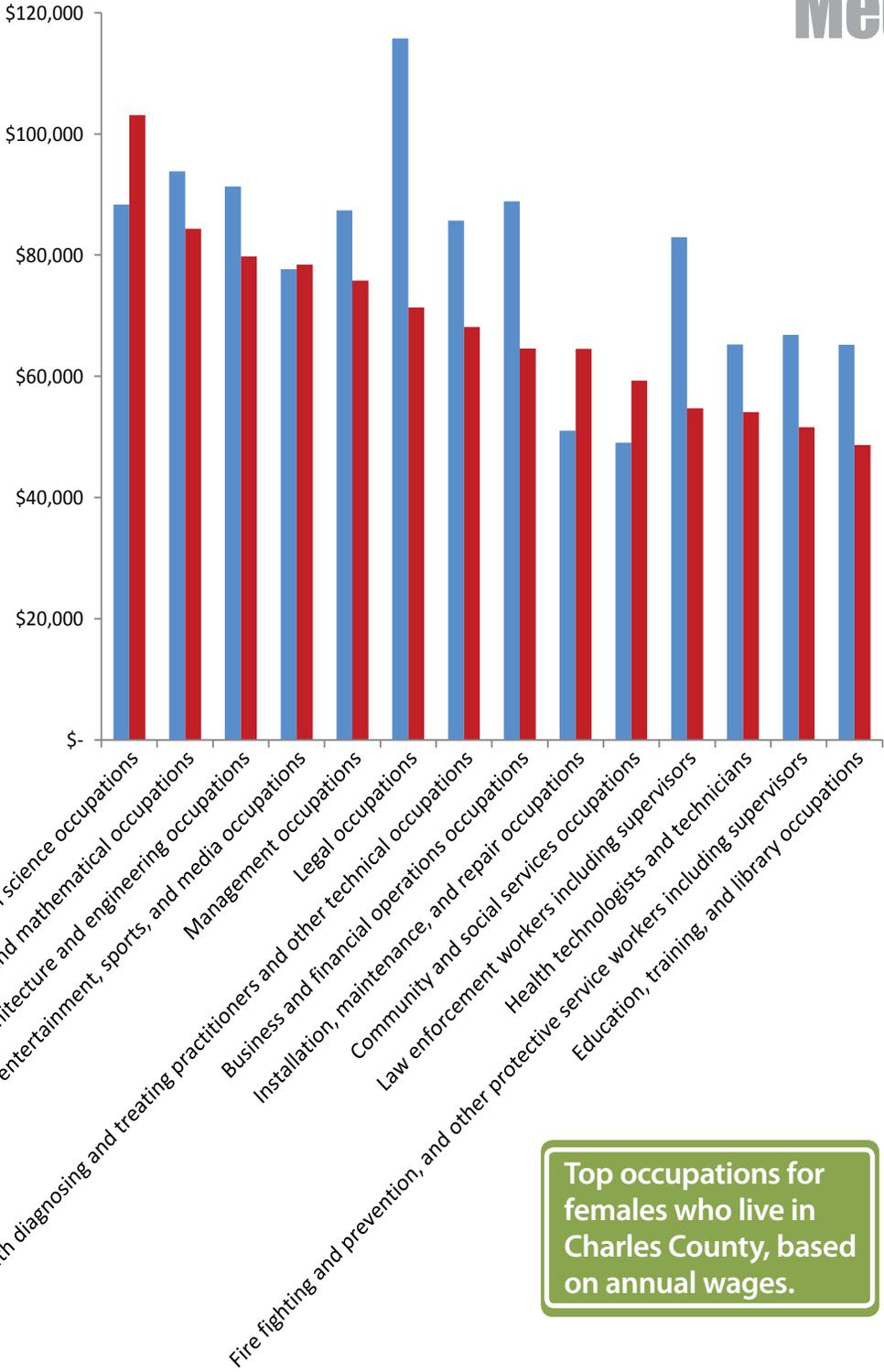


Source: U.S. Census Bureau 2011 ACS 3-Year Estimates

Median Earnings By Gender

Full-Time, Year-Round Workers

Male
Female

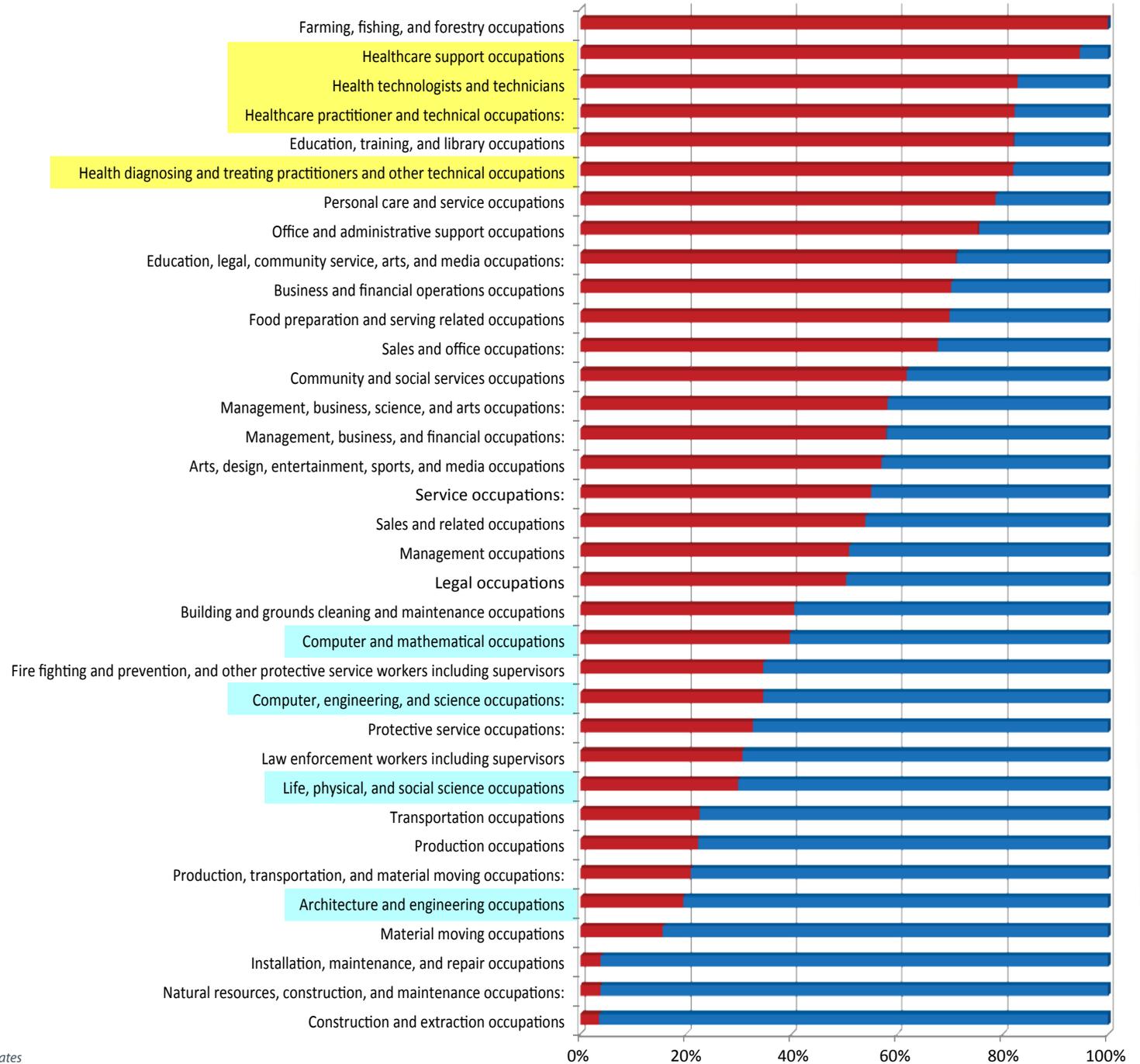


Top occupations for females who live in Charles County, based on annual wages.

Occupation	Male	Female
Life, physical, and social science	\$88,333	\$103,125
Computer and mathematical	\$93,811	\$84,327
Architecture and engineering	\$91,308	\$79,763
Arts, design, entertainment, sports, and media	\$77,647	\$78,452
Management	\$87,383	\$75,764
Legal	\$115,742	\$71,339
Health diagnosing and treating practitioners and other technical	\$85,699	\$68,134
Business and financial operations	\$88,853	\$64,571
Installation, maintenance, and repair	\$51,034	\$64,531
Community and social services	\$49,028	\$59,286
Law enforcement workers including supervisors	\$82,930	\$54,717
Health technologists and technicians	\$65,262	\$54,083
Fire fighting and prevention, and other protective service workers including supervisors	\$66,847	\$51,604
Education, training, and library	\$65,227	\$48,685
Office and administrative support	\$47,475	\$40,421
Transportation	\$42,403	\$32,500
Healthcare support	\$14,563	\$24,521
Production	\$40,733	\$21,789
Sales and related	\$43,722	\$21,747
Construction and extraction	\$49,795	\$14,691
Building and grounds cleaning and maintenance	\$25,497	\$13,461
Personal care and service	\$19,978	\$13,407
Food preparation and serving related	\$14,004	\$12,218
Material moving	\$22,434	\$4,966

Source: U.S. Census Bureau 2011 ACS 3-Year Estimates

Occupations By Gender

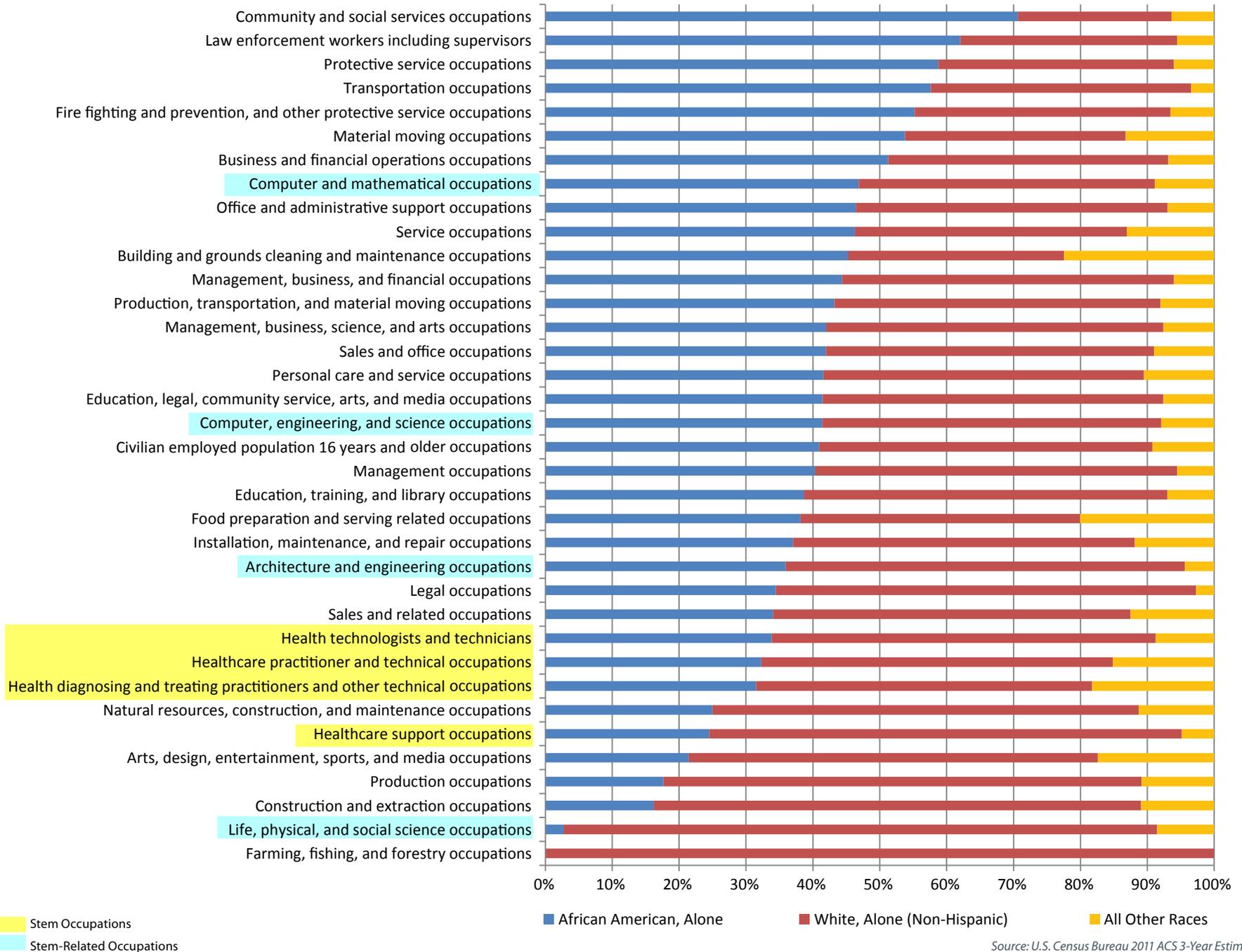


Female
Male

Stem Occupations
Stem-Related Occupations

Source: U.S. Census Bureau 2011 ACS 3-Year Estimates

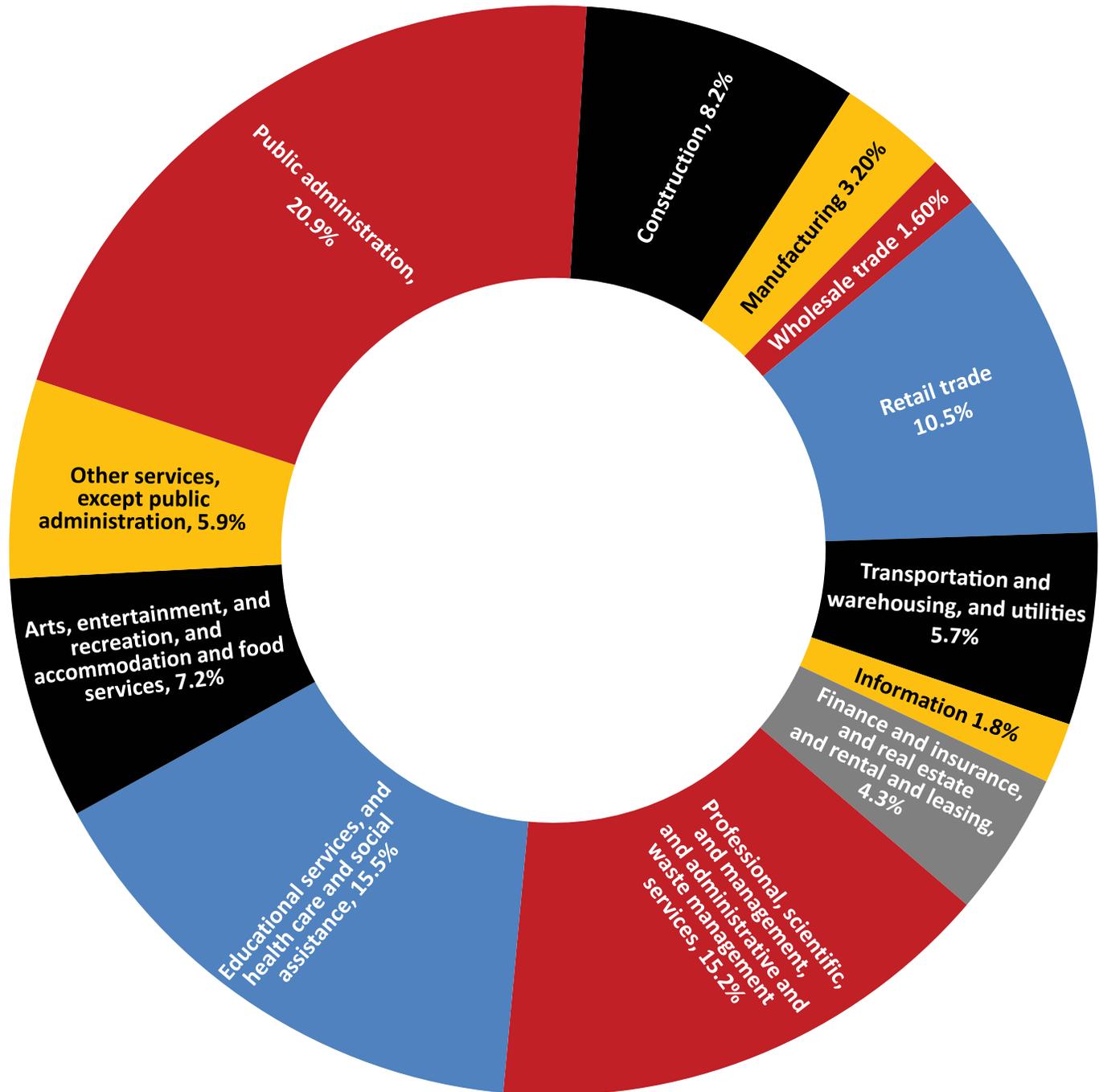
Occupations By Race



Source: U.S. Census Bureau 2011 ACS 3-Year Estimates

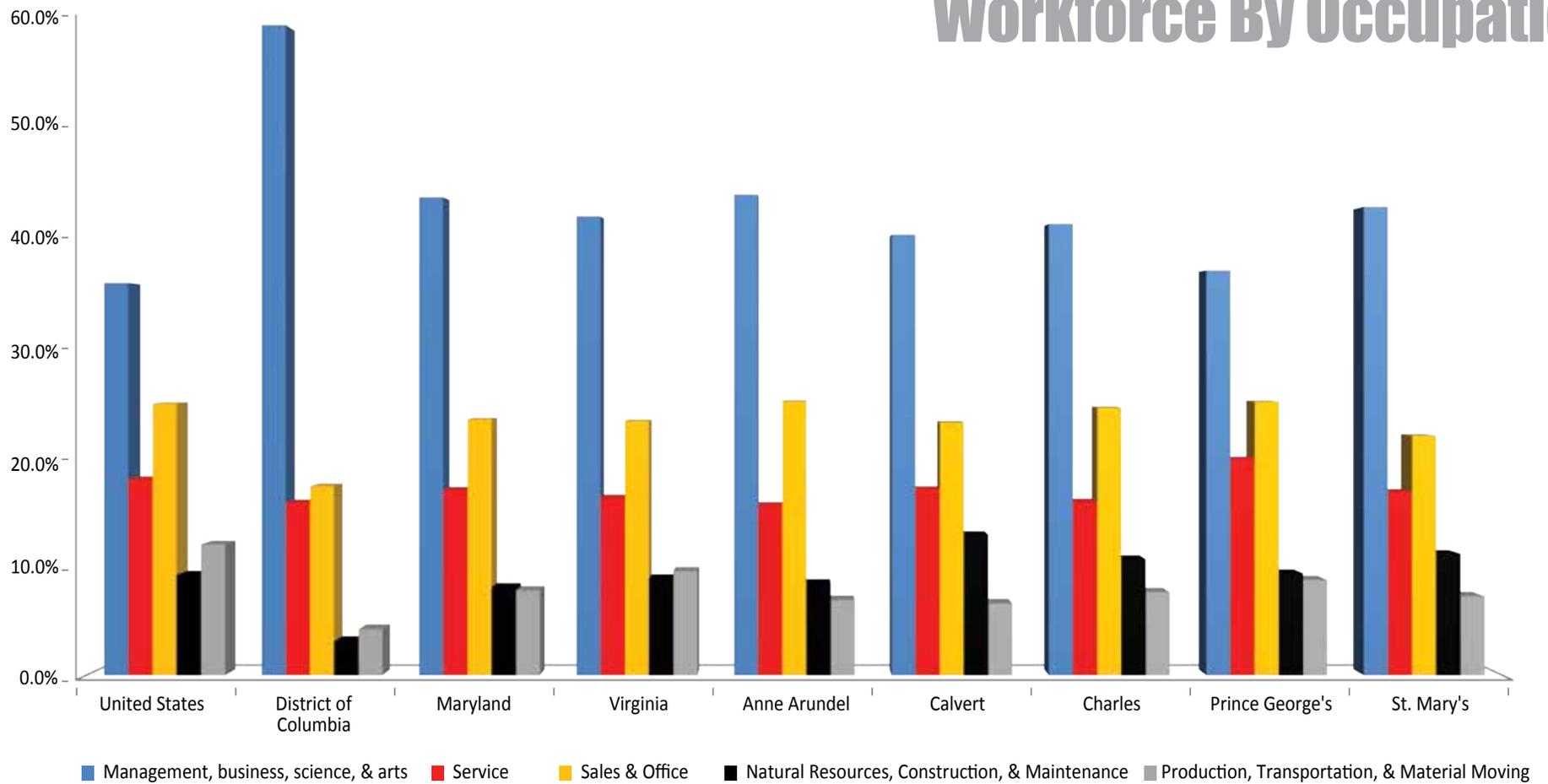
Workforce By Industry

There are 73,462 employed people age 16 and older who live in Charles County; these are the industries in which they are employed.



Source: U.S. Census Bureau 2011 ACS 3-Year Estimates

Workforce By Occupation



	Management, business, science, & arts	Service	Sales & Office	Natural Resources, Construction, & Maintenance	Production, Transportation, & Material Moving
United States	35.9%	18.0%	24.9%	9.2%	12.0%
District of Columbia	59.5%	15.8%	17.3%	3.1%	4.2%
Maryland	43.8%	17.0%	23.4%	8.1%	7.8%
Virginia	42.0%	16.3%	23.3%	8.9%	9.6%
Anne Arundel County	44.0%	15.6%	25.1%	8.4%	6.9%
Calvert County	40.3%	17.1%	23.2%	12.9%	6.6%
Charles County	41.3%	15.9%	24.5%	10.6%	7.6%
Prince George's County	37.1%	19.8%	25.1%	9.3%	8.7%
St. Mary's County	42.9%	16.8%	21.9%	11.1%	7.2%

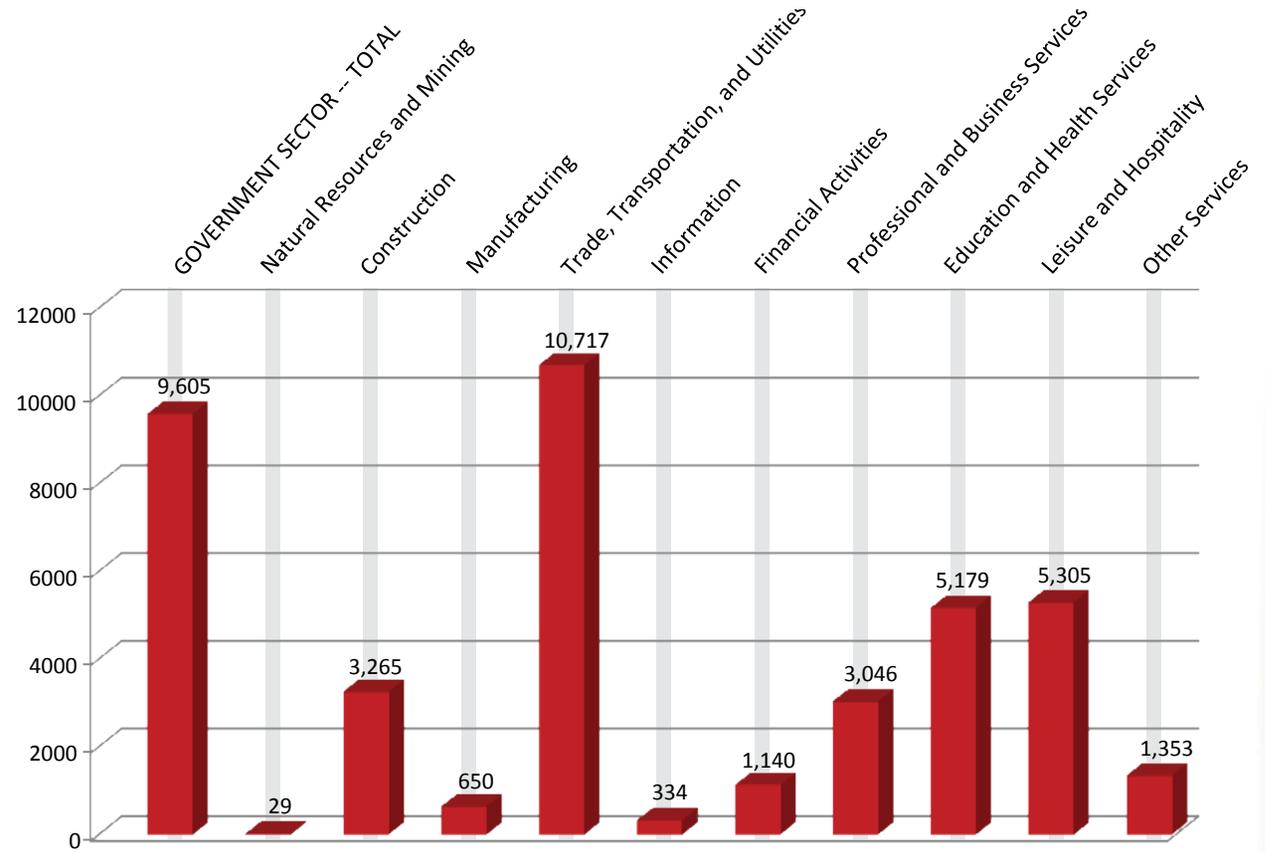
Source: U.S. Census Bureau 2011 ACS 3-Year Estimates

Jobs in Charles County

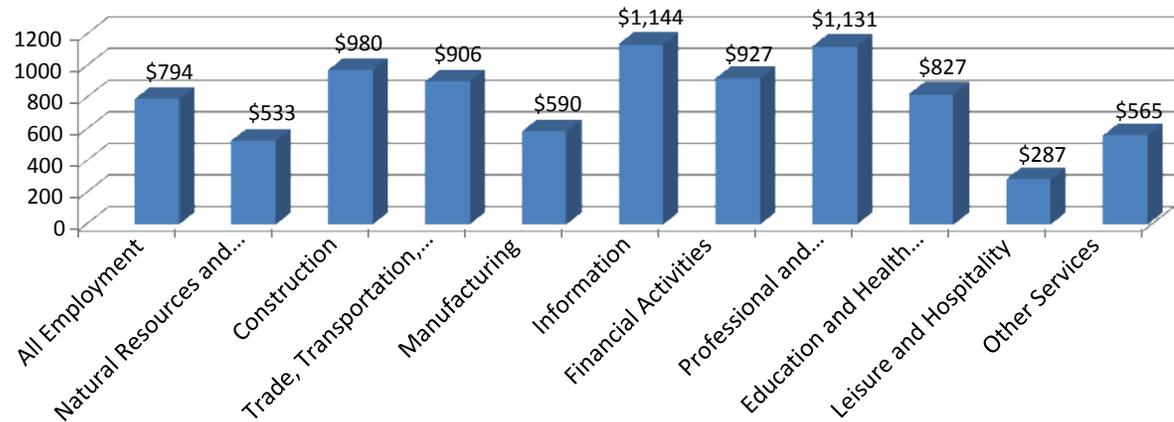
According to Maryland DLLR, there are 31,018 private sector employees and 9,605 government employees working in Charles County. These are people who work in the County, no matter where they live. DLLR data are based on unemployment insurance coverage and do not include certain occupations or self-employed individuals.

All Employment	\$794	40,623
Government Sector - Total	\$1,111	9,605
Federal Government	\$1,771	2,271
State Government	\$714	626
Local Government	\$924	6,708
Private Sector Total (All Industries)	\$696	31,018
Goods - Producing	\$965	3,944
Natural Resources and Mining	\$533	29
Construction	\$980	3,265
Manufacturing	\$906	650
SERVICE PROVIDING	\$657	27,074
Trade, Transportation, and Utilities	\$590	10,717
Information	\$1,144	334
Financial Activities	\$927	1,140
Professional and Business Svs	\$1,131	3,046
Education and Health Services	\$827	5,179
Leisure and Hospitality	\$287	5,305
Other Services	\$565	1,353
Unclassified	\$-	0

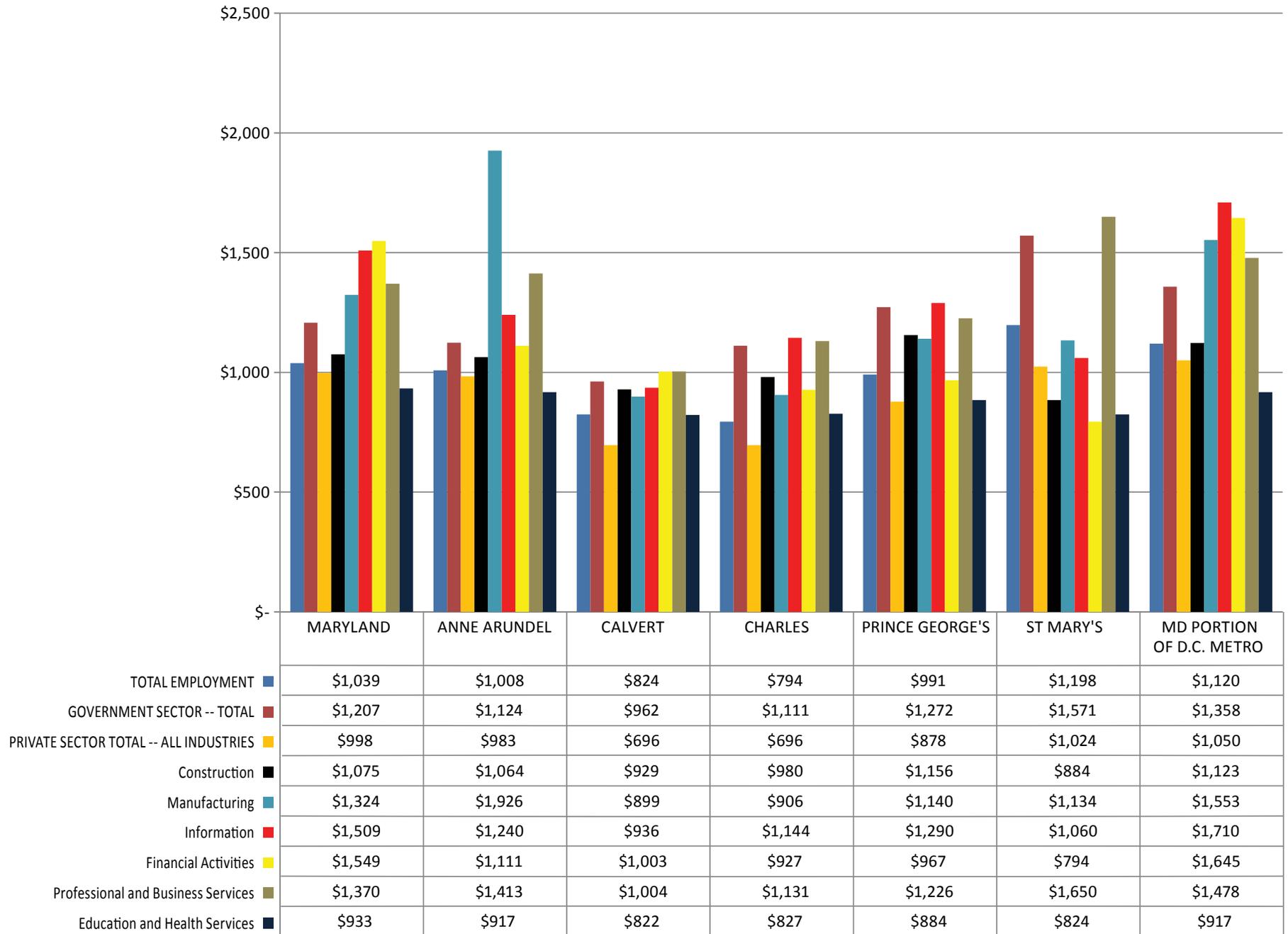
Source: Maryland DLLR



Average Weekly Wage

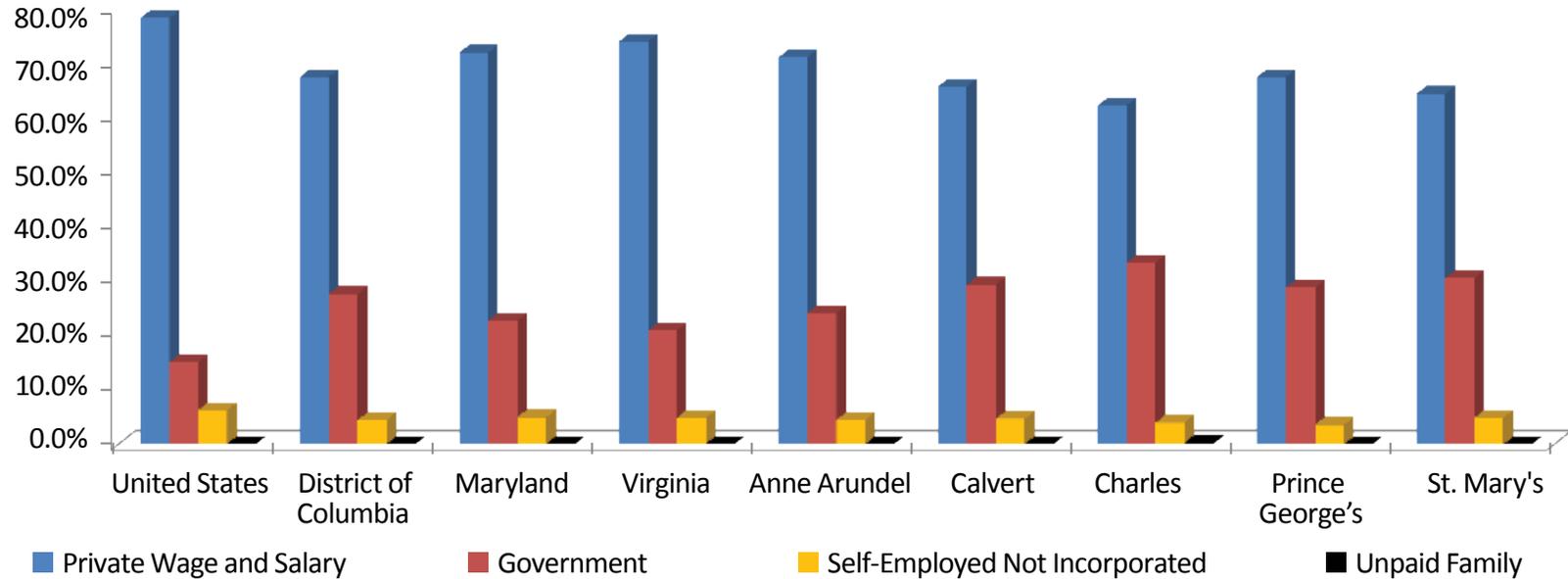


Regional Weekly Wages

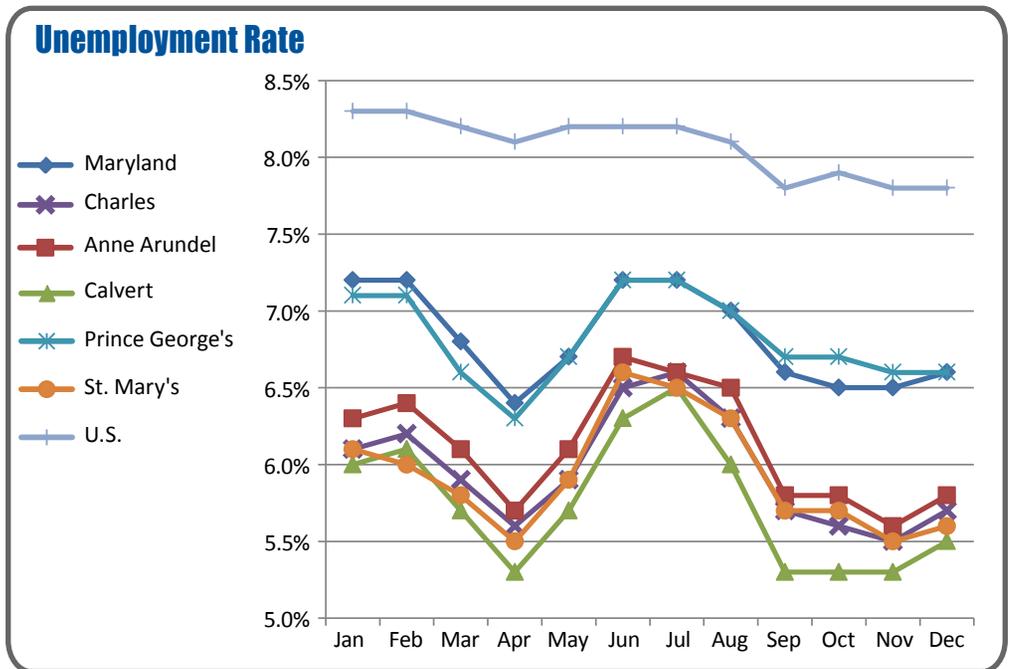


Source: Maryland DLLR Industry Series, Charles County 2012 Annual Average

Class of Worker



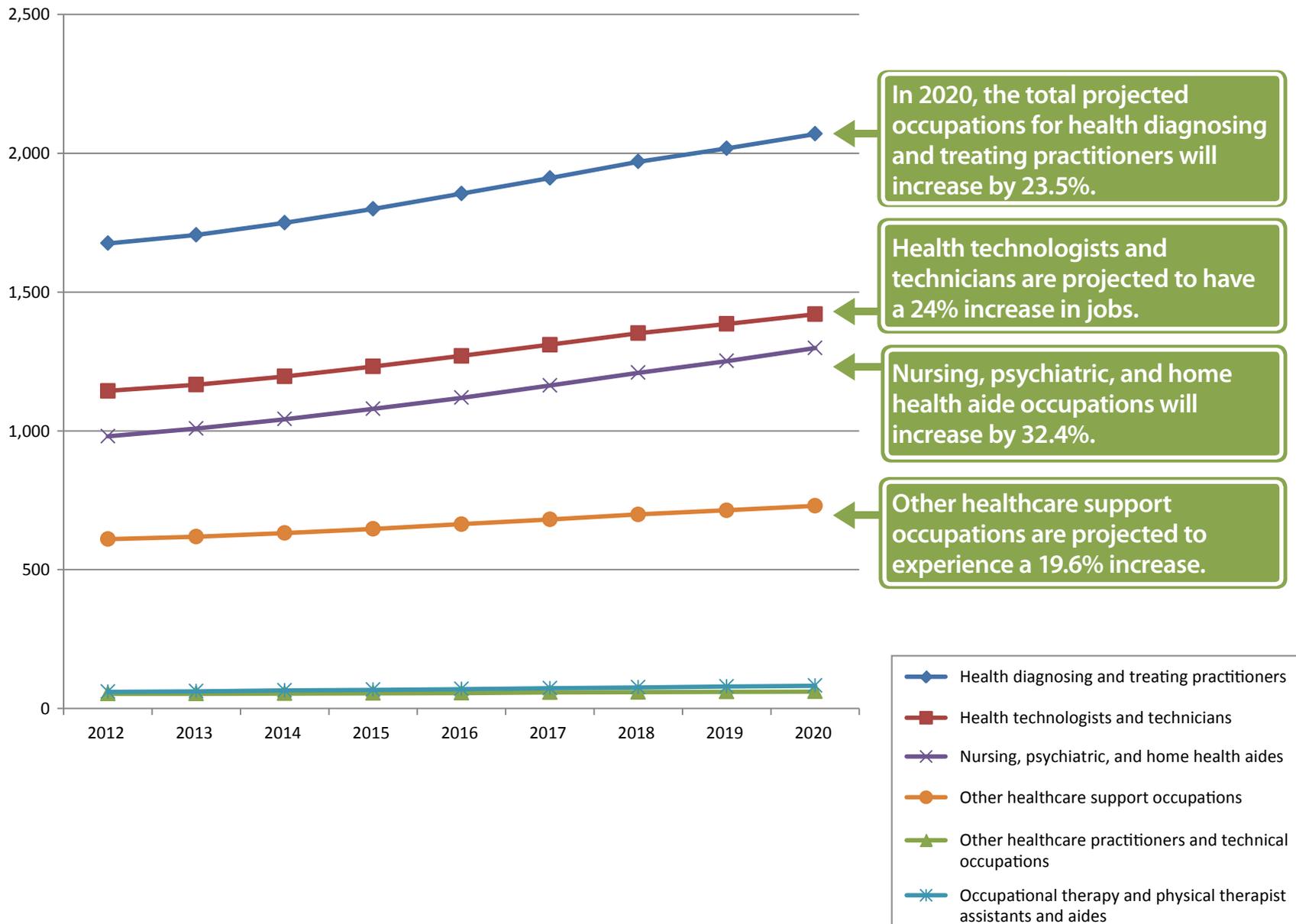
	Private Wage and Salary	Govt.	Self-Employed Not Incorporated	Unpaid Family
● United States	78.4%	15.1%	6.3%	0.1%
● District of Columbia	67.6%	27.7%	4.5%	0.1%
● Virginia	74.1%	20.9%	4.9%	0.1%
● Maryland	72.1%	22.8%	5.0%	0.1%
● Anne Arundel	71.2%	24.2%	4.5%	0.1%
● Calvert	65.8%	29.4%	4.7%	0.1%
● CHARLES	62.3%	33.4%	4.0%	0.3%
● Prince George's	67.6%	28.8%	3.6%	0.0%
● St. Mary's	64.5%	30.6%	4.9%	0.0%



Source: Maryland DLLR, and U.S. Census Bureau 2011 ACS 3 Year Estimates.

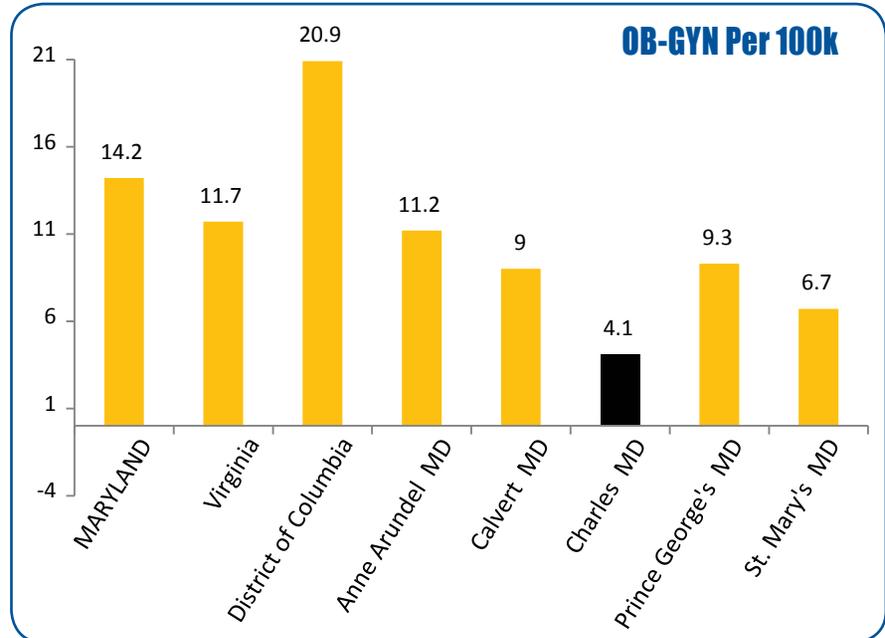
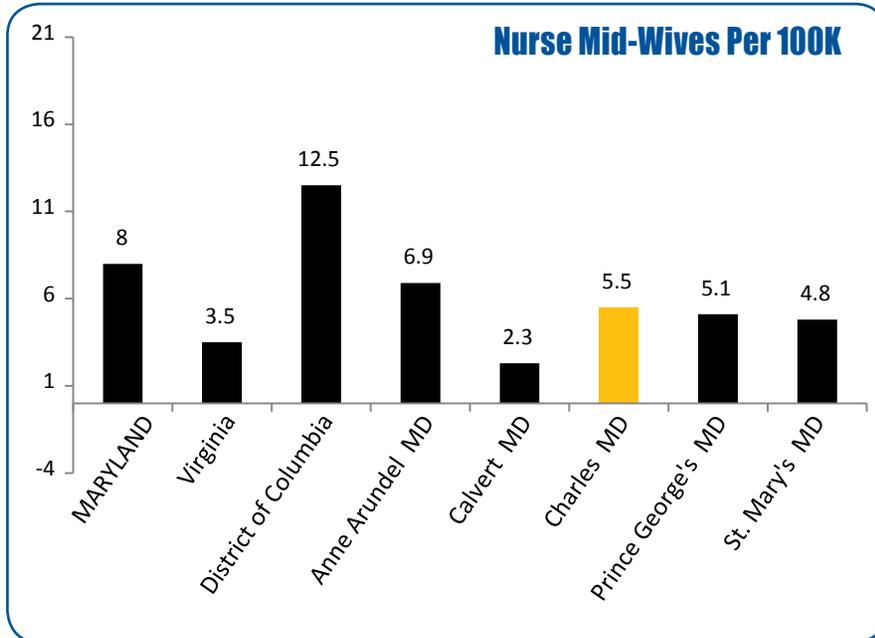
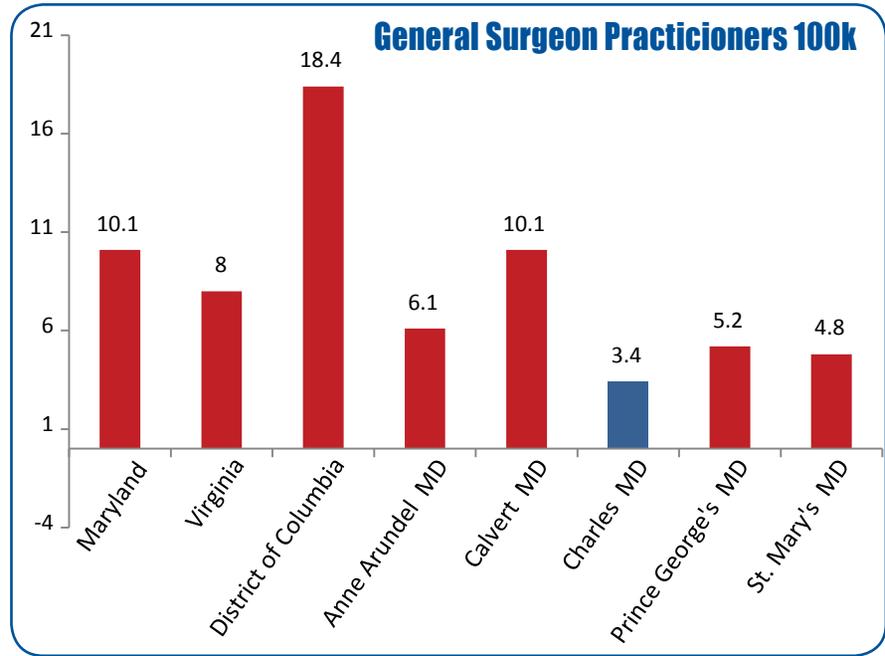
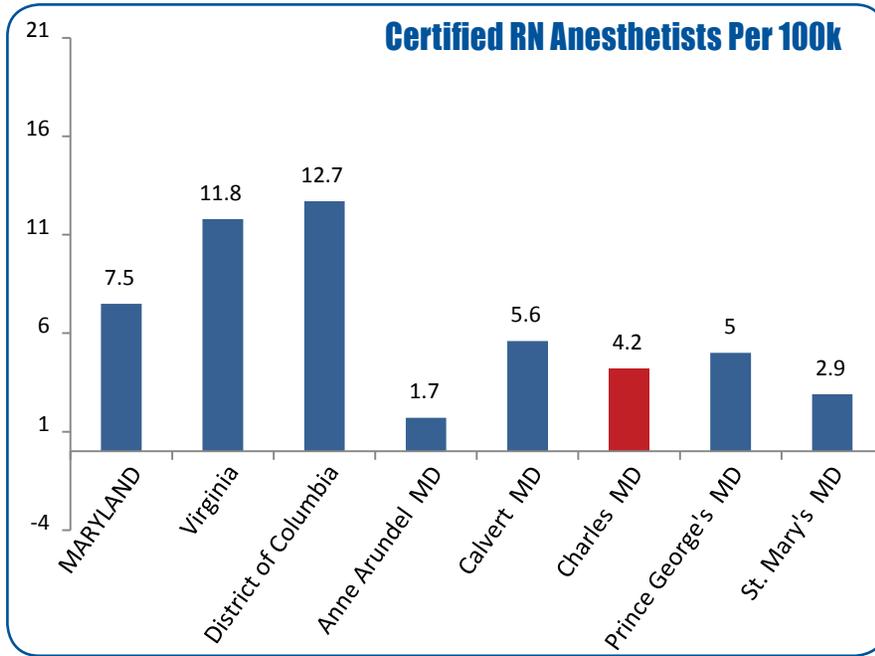
Healthcare Occupation Projections

for CharlesCounty



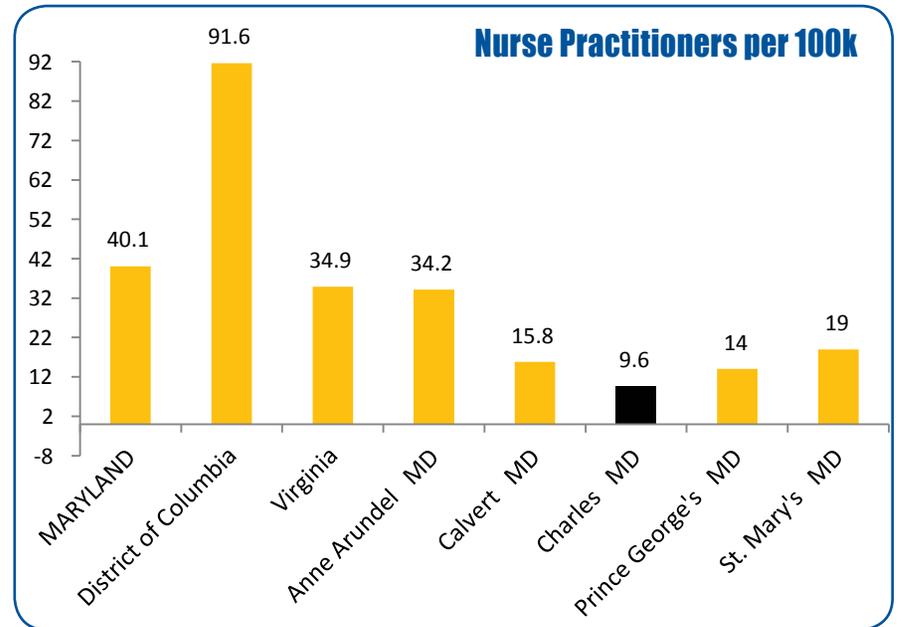
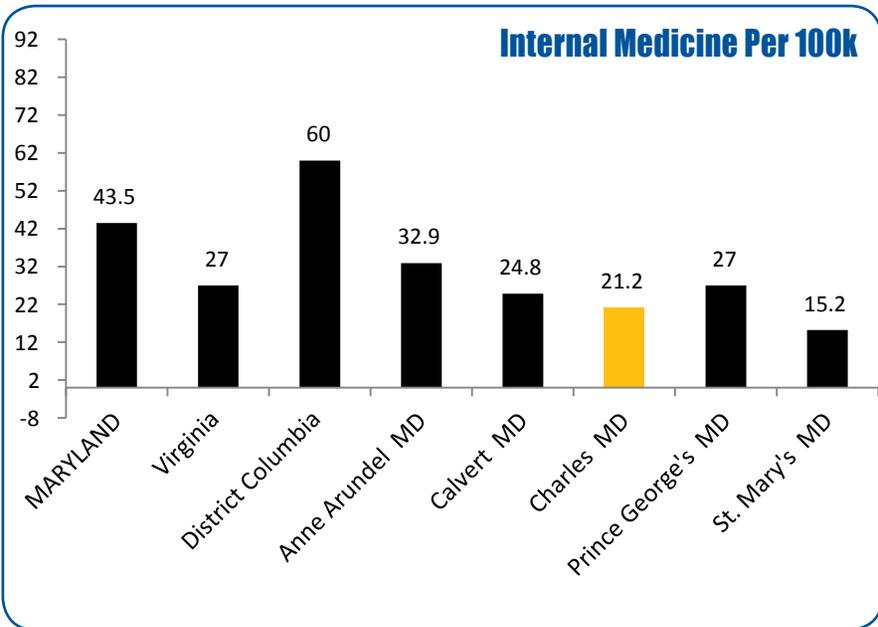
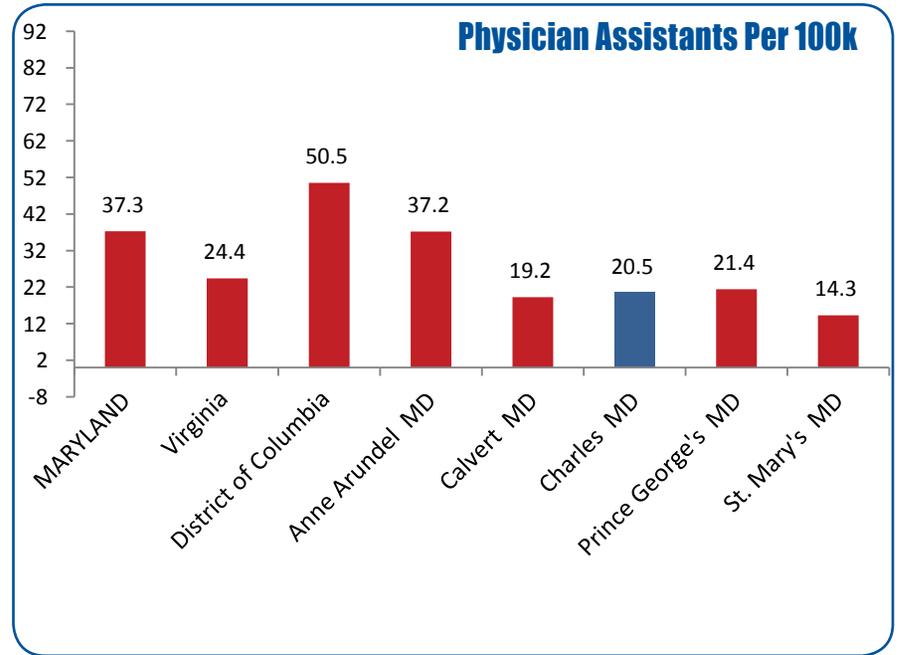
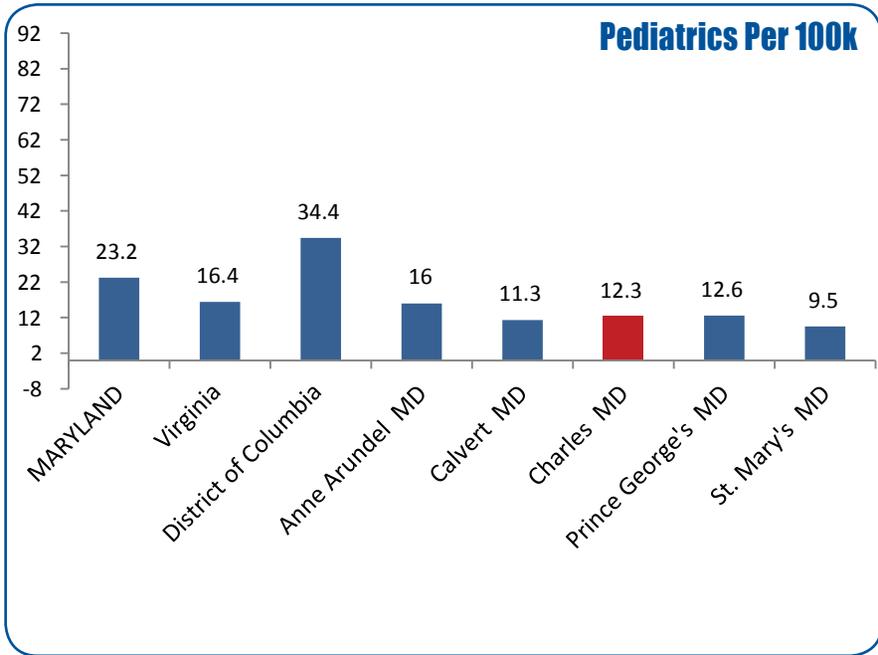
Source: Regional Economic Models, Inc., 2013 REMI PI+ V1.5. Amherst, MA Regional Economic Models Inc.

Selected Healthcare Providers Per Capita



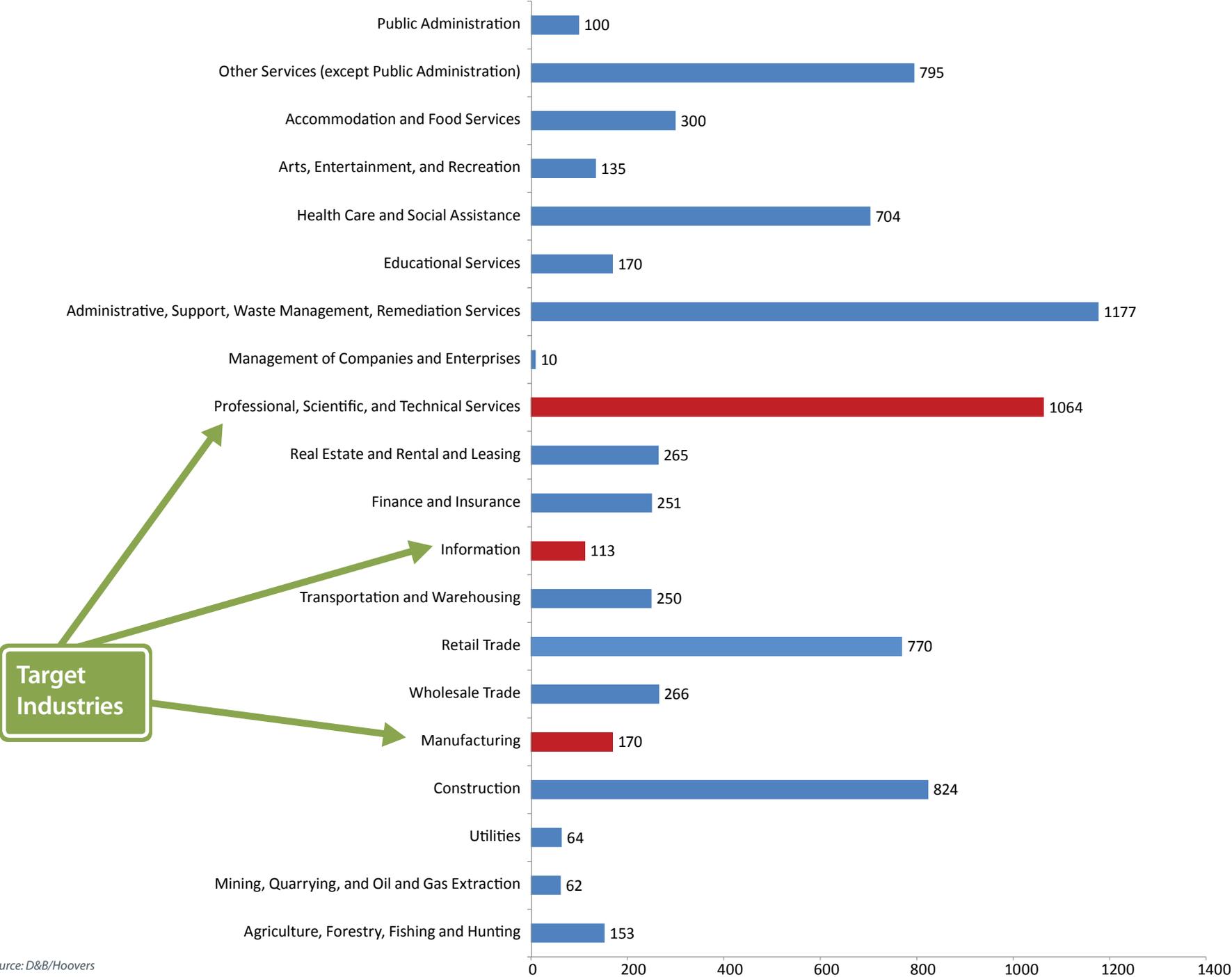
Source: Area Health Resources Files, National Center for Health Workforce Analysis. 2009/2010.

Selected Healthcare Providers Per Capita



Source: Area Health Resources Files, National Center for Health Workforce Analysis. 2009/2010.

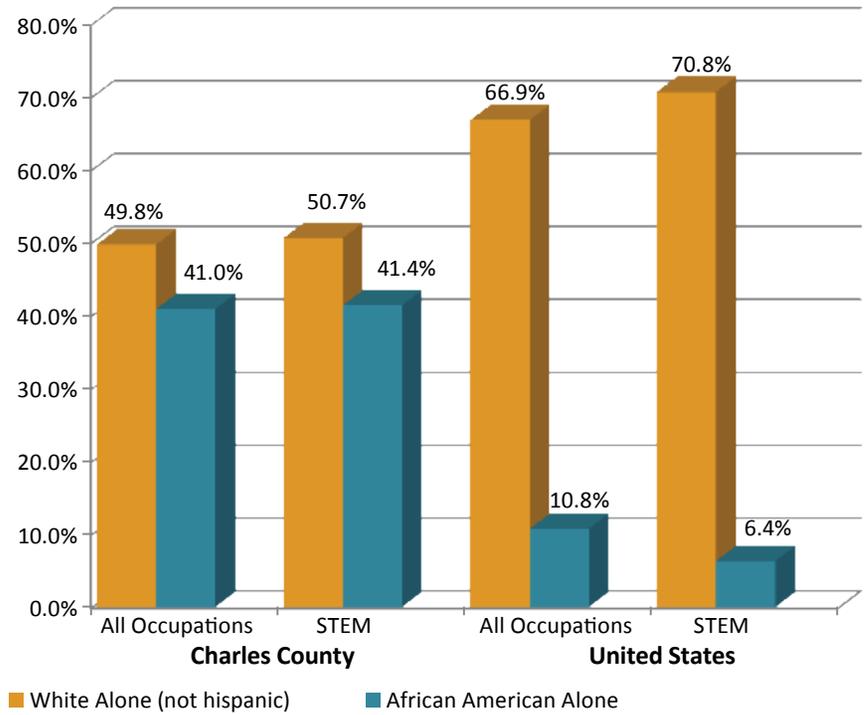
Companies in Charles County by NAICS Category



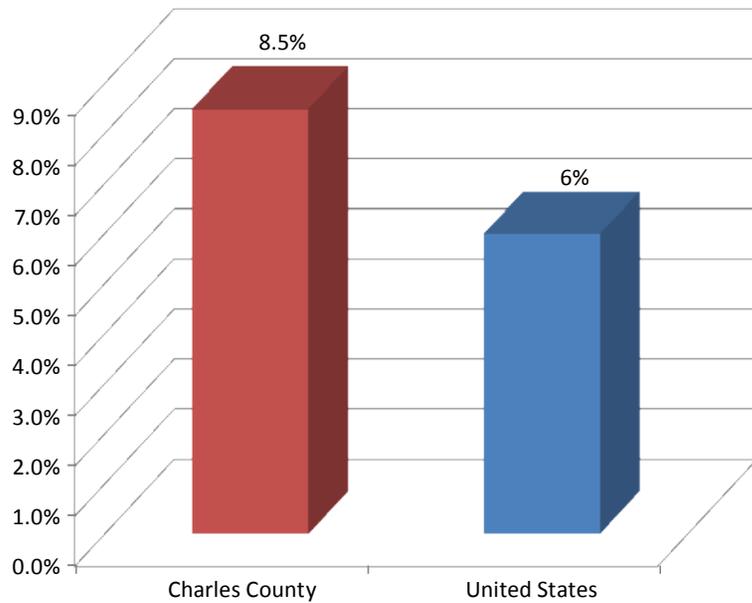
Workforce Participation: General Compared to STEM

	All Occupations Charles County	STEM Occupations Charles County	All Occupations USA	STEM Occupations USA
White Alone <i>(not hispanic)</i>	49.8%	50.7%	66.9%	70.8%
African American Alone	41.0%	41.4%	10.8%	6.4%
Male	48.6%	65.4%	52.5%	74.2%
Female	51.4%	34.6%	47.5%	25.8%
Workforce Participation Rate in STEM Occupations				
Charles County	8.5%			
United States	6%			

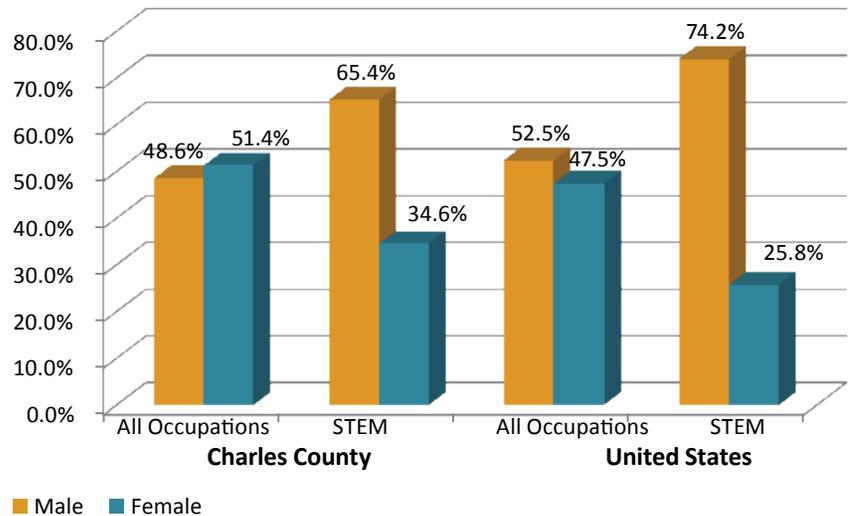
By Race



Total Workforce Participation in STEM Occupations



By Gender

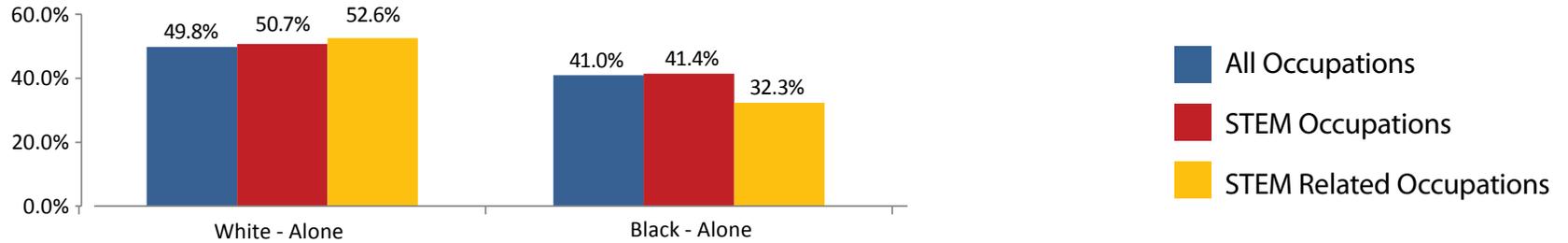


Source: U.S. Census Bureau 2011 ACS 3 Year Estimate

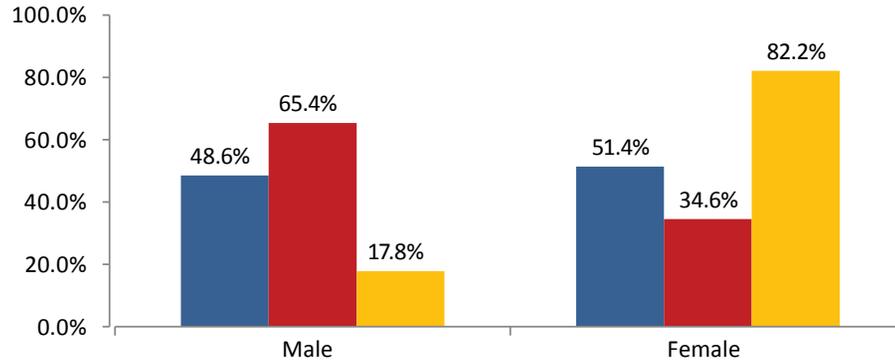
Stem Occupations Participation

Charles County

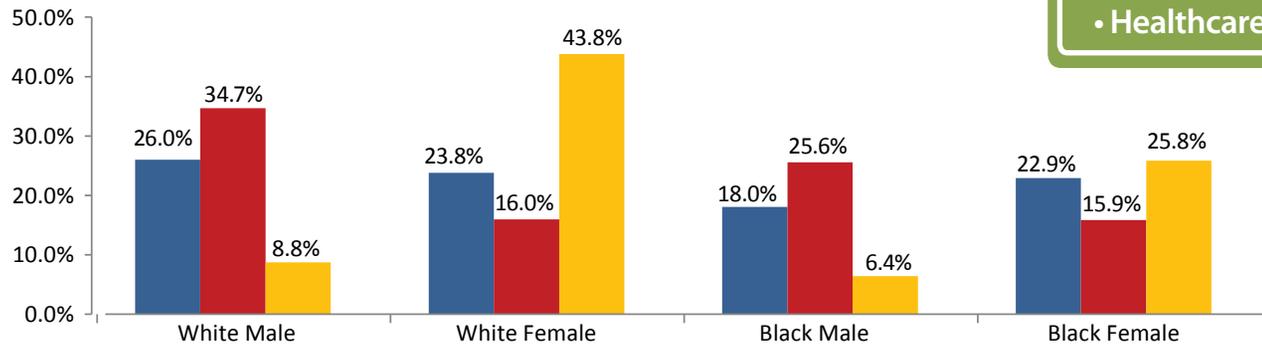
Participation by Race



Participation by Gender



Participation by Race & Gender



STEM OCCUPATIONS

- Computer Occupations
- Mathematical Occupations
- Engineering Occupations
- Life and Physical Science Occupations
- Social Science Occupations

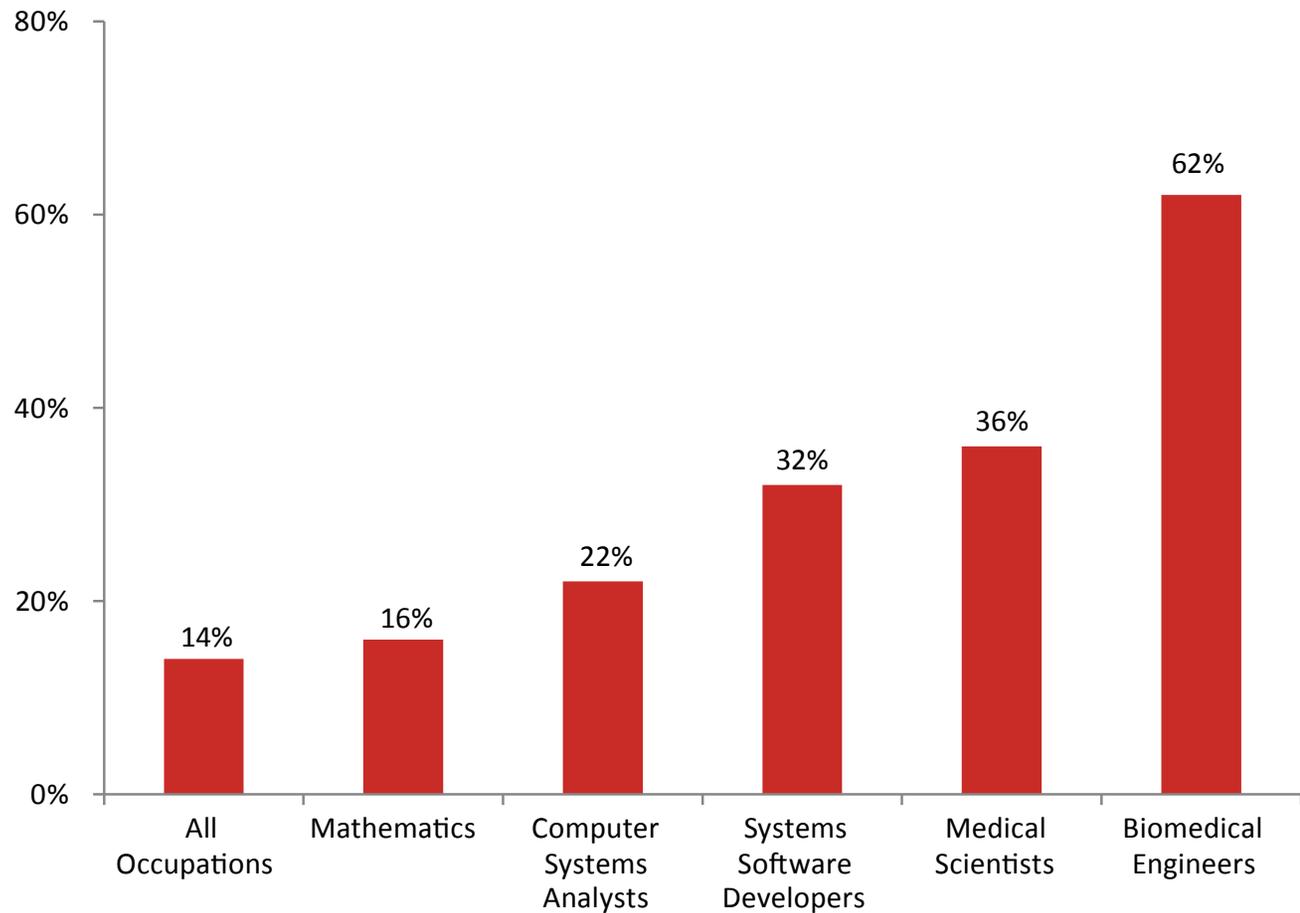
STEM RELATED OCCUPATIONS

- Healthcare Diagnosing and Treating Practitioners
- Healthcare Practitioner and Technical Occupations
- Health Technologists and Technicians
- Healthcare Support Occupations

Source: U.S. Census Bureau 2011 ACS 3 Year Estimate

Projected Percentage Increases in STEM Jobs

Nationwide: 2010-2020

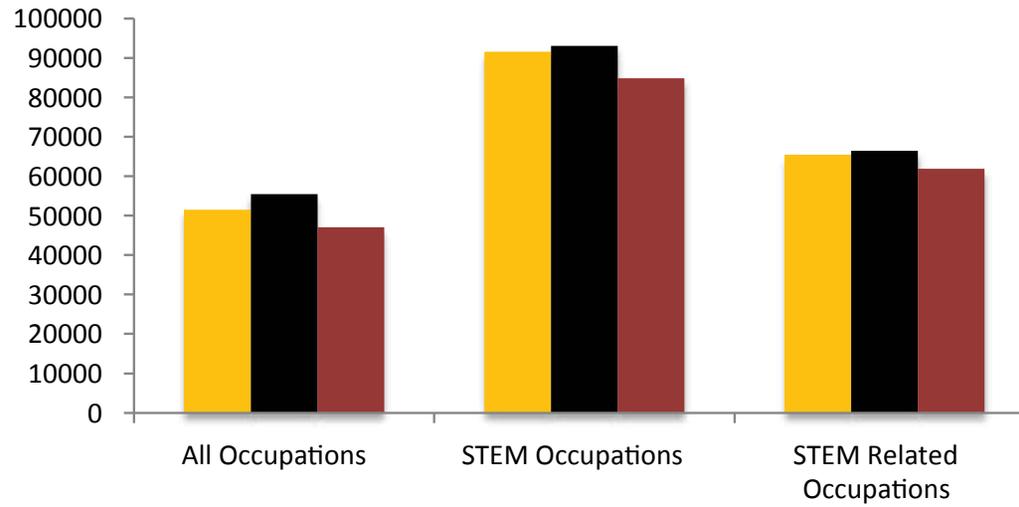


Projected Percentage Increases in STEM Jobs:2010-2020	
All Occupations	14%
Mathematics	16%
Computer Systems Analysts	22%
Systems Software Developers	32%
Medical Scientists	36%
Biomedical Engineers	62%

Source: U.S. Department of Education, 2012

Earnings for STEM Occupations by Gender

Charles County

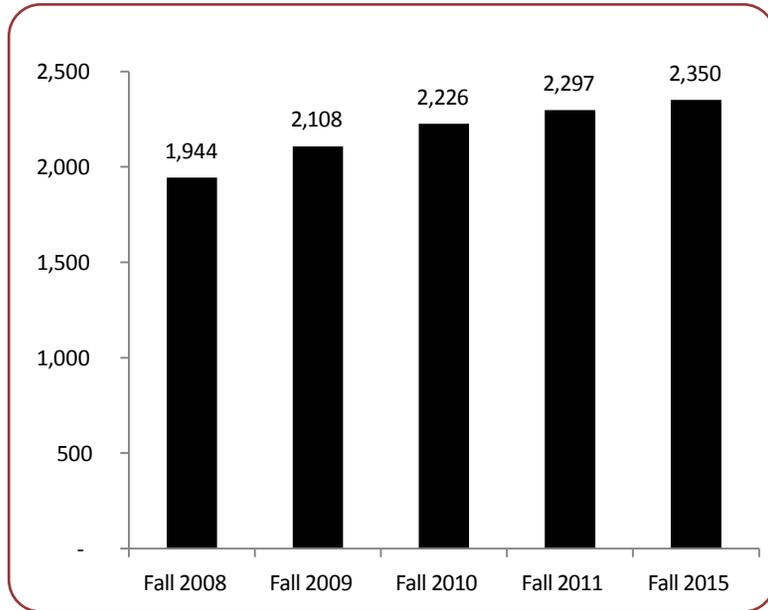


- Median earnings (dollars)
- Median earnings (dollars) for male
- Median earnings (dollars) for female

	Median earnings (dollars)	Median earnings (dollars) for male	Median earnings (dollars) for female
All Occupations	\$51,573	\$55,536	\$47,138
STEM Occupations	\$91,595	\$93,050	\$84,880
STEM Related Occupations	\$65,535	\$66,439	\$61,975

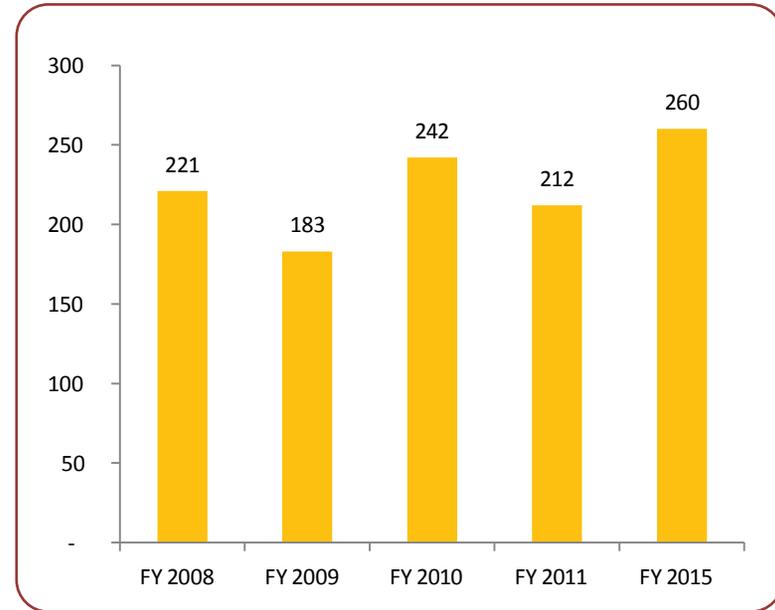
Source: U.S. Census Bureau 2011 ACS 3 Year Estimate

College of Southern Maryland STEM Program Enrollment and Degrees Awarded



Credit Enrollment

				Benchmark
Fall 2008	Fall 2009	Fall 2010	Fall 2011	*Fall 2015
1,944	2,108	2,226	2,297	2,350



Degrees Awarded

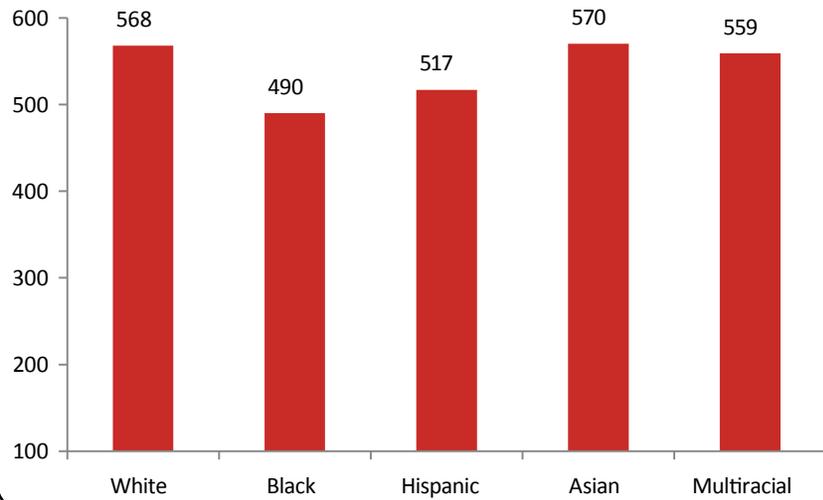
				Benchmark
FY 2008	FY 2009	FY 2010	FY 2011	*FY 2015
221	183	242	212	260

Source: CSM Accountability Report, 2012, *projected

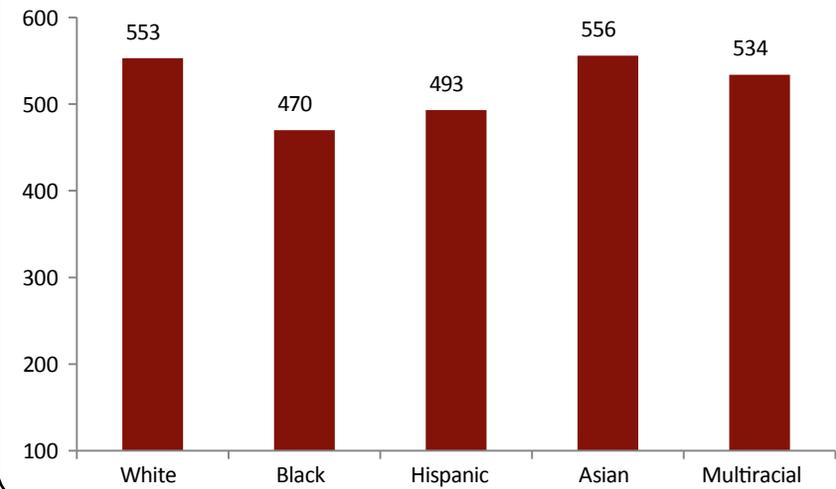
Trends in International Mathematics and Science

Average Science Testing Score of United States 4th and 8th Grade Students (2011, by race/ethnicity)

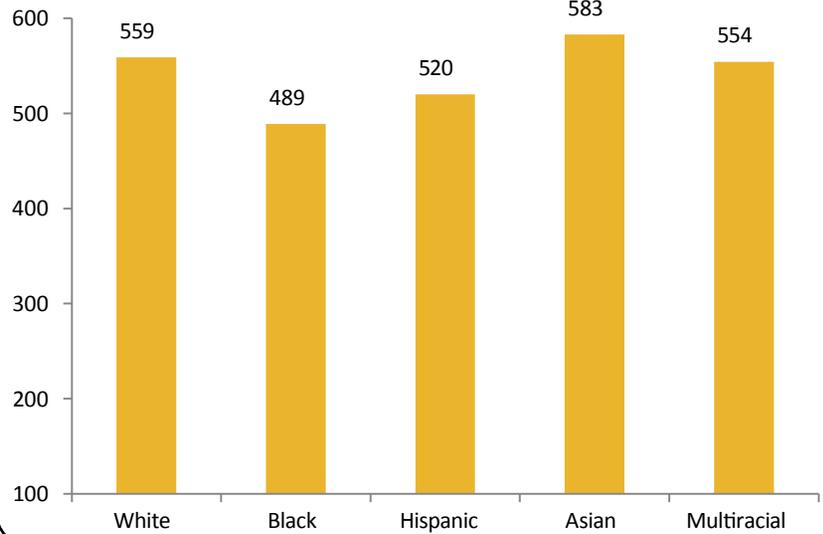
Science • 4th Grade



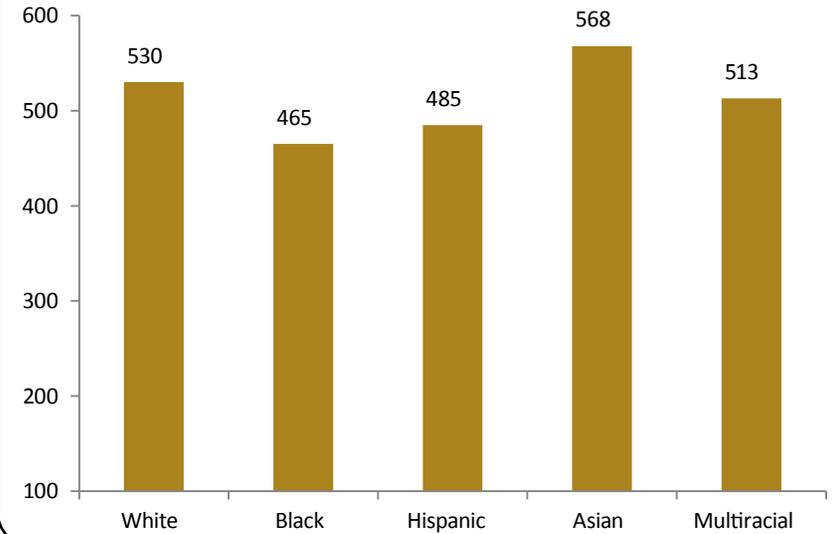
Science • 8th Grade



Math • 4th Grade



Math • 8th Grade



Source: Trends in International Mathematics and Science Study. The National Center for Education Statistics, 2011

Trends in International Mathematics and Science

U.S. Rankings Among 57 Countries

Math Scores (avg. is 500)

Grade 4 Average		
1	Singapore	606
2	Korea	605
3	Hong Kong	602
4	Chinese Taipei	591
5	Japan	585
6	Northern Ireland	562
7	Belgium	549
8	Finland	545
9	England	545
10	Russian Federation	542
11	United States	541

Grade 8 Average		
1	Korea	613
2	Singapore	611
3	Chinese Taipei	609
4	Hong Kong	586
5	Japan	570
6	Russian Federation	539
7	Israel	516
8	Finland	514
9	United States	509

Science Scores (avg. is 500)

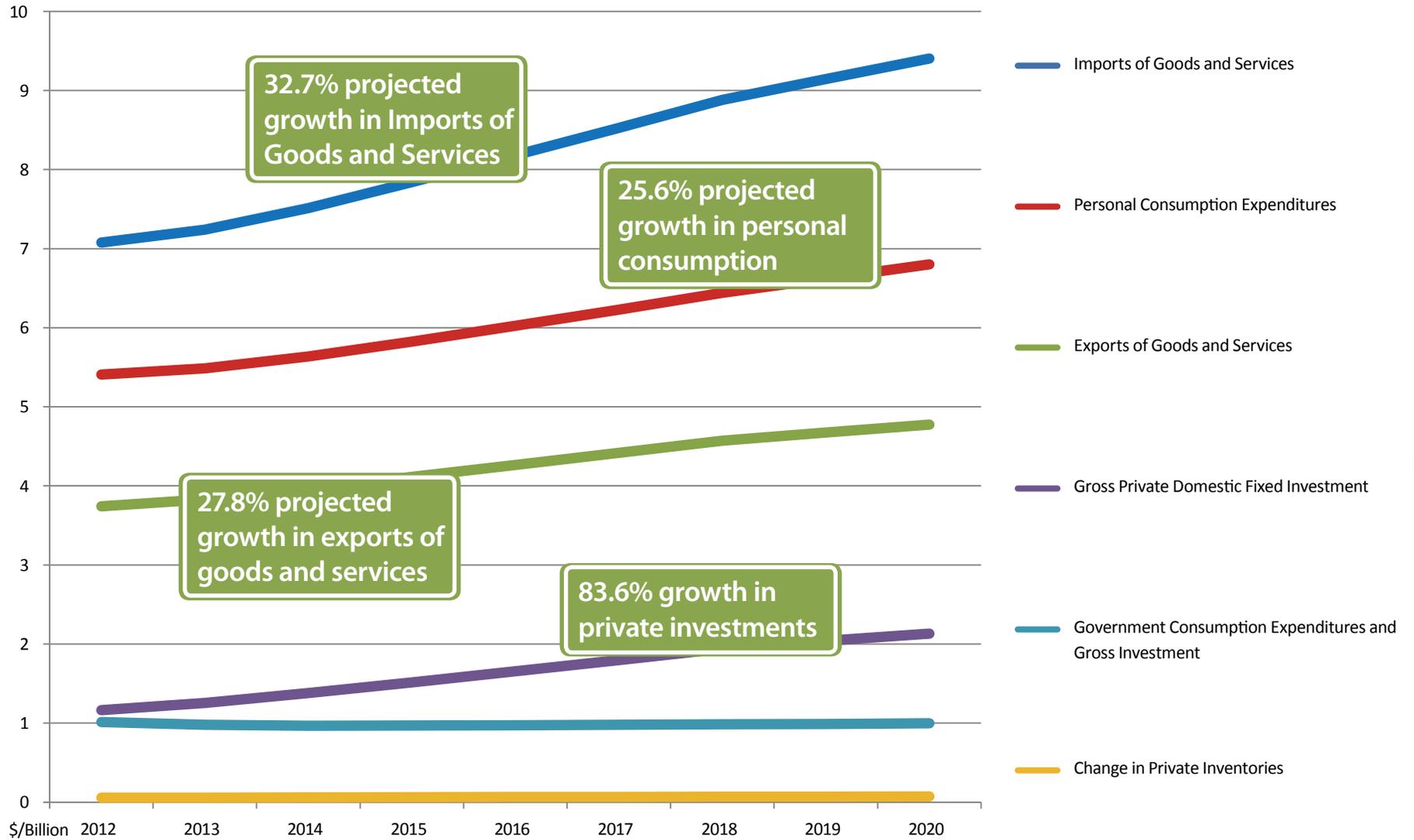
Grade 4 Average		
1	Korea	587
2	Singapore	583
3	Finland	570
4	Japan	559
5	Russian Federation	552
6	Chinese Taipei	552
7	United States	544

Grade 8 Average		
1	Singapore	590
2	Chinese Taipei	564
3	Korea	560
4	Japan	558
5	Finland	552
6	Slovenia	543
7	Russian Federation	542
8	Hong Kong	535
9	England	533
10	United States	525

Source: Trends in International Mathematics and Science Study. The National Center for Education Statistics, 2013

GDP Breakout by Component Projection

For Charles County



GDP Formula: $GDP = private\ consumption + gross\ investment + government\ spending + (exports - imports)$

Source: Regional Economic Models Inc. 2013 REMI PI+ V1.5. Amherst, MA Regional Economic Models Inc.

Metro Area Commercial Space

	All Commercial			Office Space		Industrial Space		Retail Space		Flex Space	
Selected Counties	Total RBA(sf)	Vacancy	Vac Rank	Avg Rate psf	Total RBA(sf)	Avg Rate psf	Total RBA(sf)	Avg Rate psf	Total RBA(sf)	Avg Rate psf	Total RBA(sf)
Arlington, VA	47,955,398	14.80%	15	\$41.05	39,593,429	\$11.38	1,060,461	\$29.59	6,966,500	\$21.90	335,008
Calvert, MD	4,715,203	8.90%	2 (tie)	\$33.98	1,059,844	\$7.52	658,507	\$16.98	2,658,470	\$7.59	338,382
Charles, MD	14,508,976	8.10%	1	\$20.76	2,466,000	\$6.58	2,864,721	\$16.63	8,519,808	\$14.87	658,447
District of Columbia	185,255,541	9.40%	4	\$48.50	151,305,821	\$10.35	11,172,679	\$37.18	21,345,828	\$12.21	1,431,213
Fairfax,VA	195,080,113	12.40%	12	\$29.20	112,254,765	\$8.71	21,715,030	\$27.81	43,903,850	\$12.83	17,207,349
Fauquier, VA	5,459,642	11.90%	10	\$18.14	1,404,527	\$5.89	973,837	\$19.01	2,485,343	\$10.68	595,935
Frederick, MD	39,129,358	12.30%	11	\$20.68	8,800,122	\$5.70	12,276,851	\$17.67	12,645,477	\$10.74	5,406,908
King George, VA	1,838,852	12.90%	13	\$20.58	688,904	\$3.28	340,740	\$14.12	781,833	n/av	27,375
Loudoun, VA	59,513,744	10.90%	8	\$23.87	17,694,305	\$7.96	14,013,449	\$26.36	16,638,440	\$10.17	11,167,550
Montgomery, MD	137,735,658	10.40%	6	\$28.01	72,113,012	\$11.11	14,367,264	\$25.29	39,696,091	\$14.05	11,559,291
Prince George's, MD	126,702,453	10.80%	7	\$20.32	26,383,319	\$6.58	49,908,717	\$17.50	40,634,582	\$8.95	9,775,835
Prince William, VA	43,621,564	8.90%	2 (tie)	\$22.44	6,506,866	\$7.64	11,158,713	\$18.23	21,188,959	\$10.94	4,767,026
Spotsylvania, VA	16,839,379	13.50%	14	\$21.88	2,098,488	\$5.57	5,057,496	\$14.13	9,143,244	\$8.55	540,151
St. Mary's, MD	8,365,454	10.00%	5	\$18.97	2,822,251	\$8.62	727,303	\$11.65	4,429,380	\$6.99	386,520
Stafford, VA	11,694,687	11.60%	9	\$23.64	3,387,085	\$6.17	2,855,755	\$15.89	4,734,976	\$9.41	716,871
Overall Washington											
DC-VA-MD-WV MSA	965,826,209	11.00%		\$34.26	478,101,525	\$7.45	163,427,209	\$22.25	255,914,203	\$11.60	68,383,272

Notes:

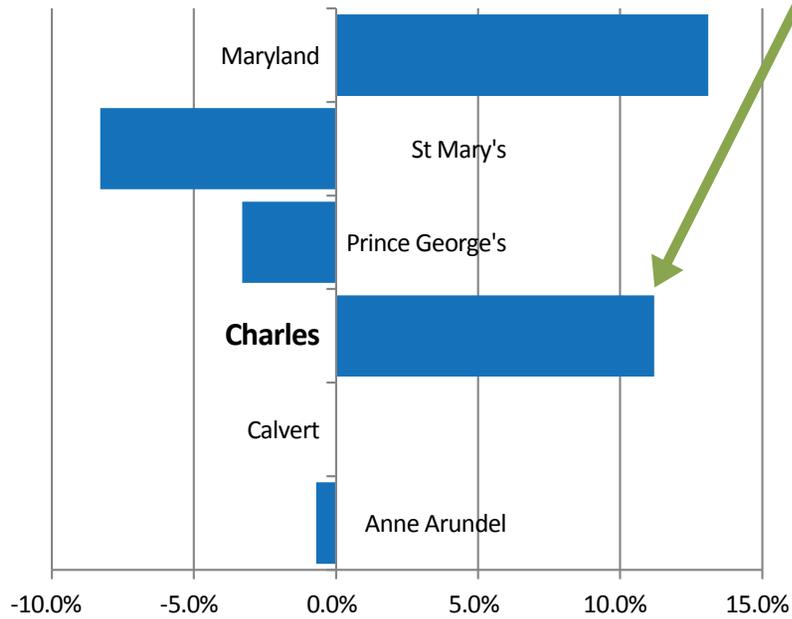
1. Commercial vacancy rates includes office, retail, industrial and flex space
2. Rank by commercial vacancy rate where #1 is lowest
3. Office rental rate are per square foot (p.s.f.), per year, full service
4. Industrial, Retail, and Flex rental rate are per square foot (p.s.f.), per year, triple net (nnn)
5. RBA=Rentable Building Area

Source: Costar 2Q 2013

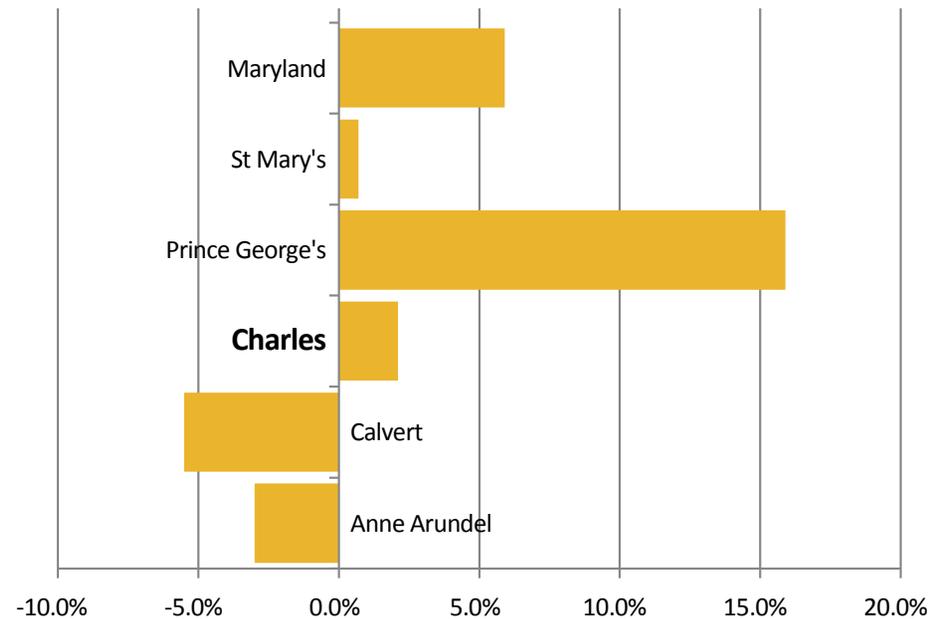
Housing Statistics

Charles County has had the largest increase in units sold compared with other local jurisdictions.

Percent Change in Units Sold • 2012-2013



Percent Change in Median Housing Prices • 2012-2013



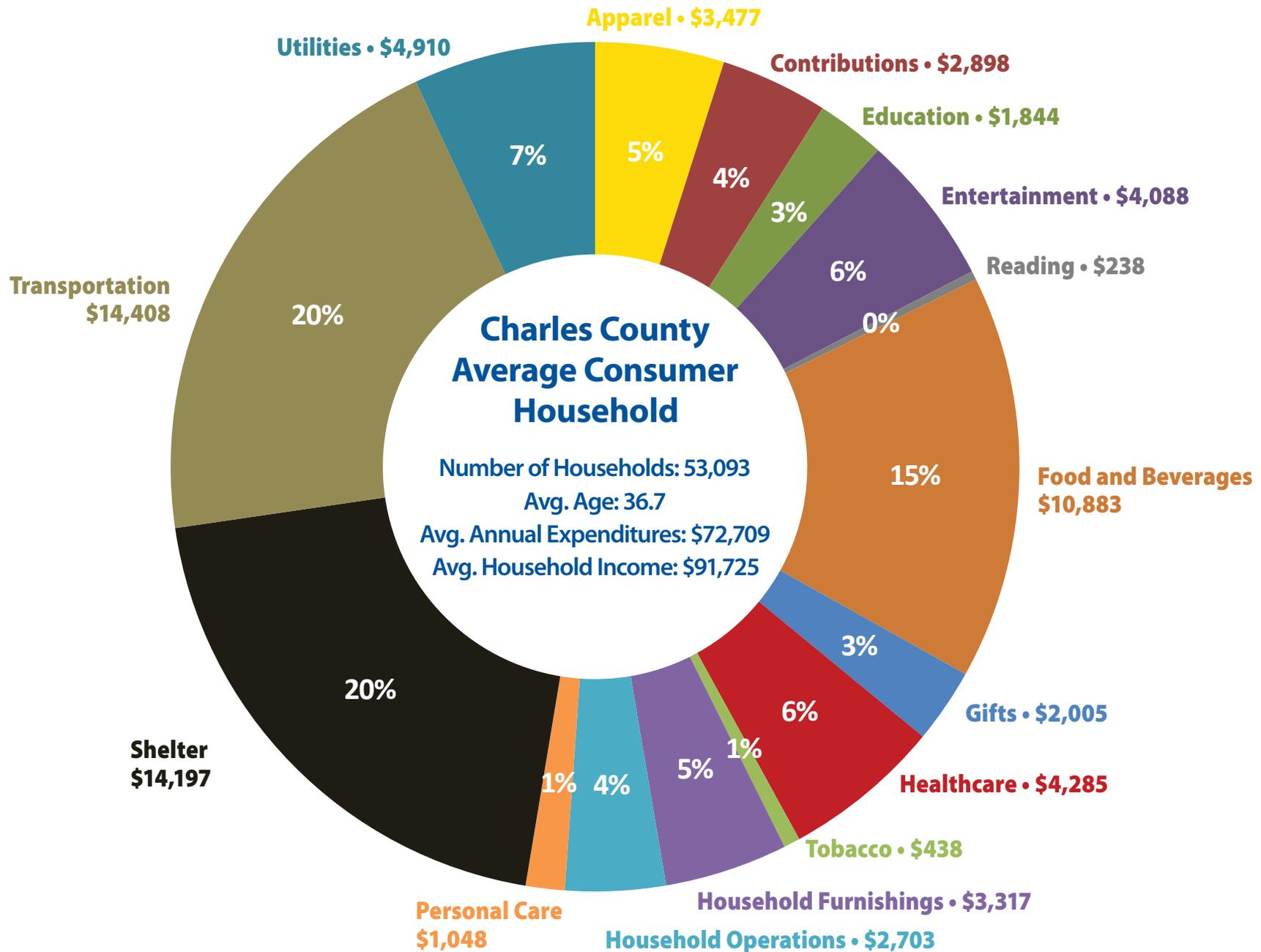
	Units/Sales Settled			Average Price			Median Price			Pending Units		Active Inventory		Months of Inventory*	
	2013	2012	% Chg	2013	2012	% Chg	2013	2012	% Chg	2013	2012	2013	2012	2013	2012
Anne Arundel	591	595	-0.7%	\$376,856	\$393,613	-4.3%	\$320,000	\$330,000	-3.0%	794	686	2,608	2,858	4.4	4.8
Calvert	95	95	0.0%	\$319,984	\$314,703	1.7%	\$298,750	\$316,245	-5.5%	131	123	657	710	6.9	7.5
Charles	149	134	11.2%	\$245,327	\$244,582	0.3%	245,000	\$240,000	2.1%	233	192	753	747	5.1	5.6
Prince George's	701	725	-3.3%	\$218,196	\$195,100	11.8%	205,000	\$176,885	15.9%	1,025	1,187	1,585	2,263	2.3	3.1
St Mary's	88	96	-8.3%	\$298,104	\$290,849	2.5%	\$270,950	\$269,000	0.7%	117	108	649	637	7.4	6.6
Maryland	6,309	5,579	13.1%	\$331,074	\$317,567	4.3%	284,841	\$268,910	5.9%	7,224	6,593	25,519	28,335	4.0	5.1

*Months of inventory based on current active inventory and monthly sales for the corresponding month; Data are revised on a regular basis. Readers of these reports should note that older reports have not been adjusted to reflect these revised data. This report, however, contains the latest reliable data to date.

Source: www.merealtor.org/HousingStatistics/HousingStatistics.aspx, June 2013

Reported by MRIS and Coastal Association of Realtors. NOTE: UNITS ARE THE "UNITS" SOLD, PENDING ARE UNDER CONTRACT

Consumer Spending



Source: Zoom Prospector Enterprise. www.meetcharlescountysites.com.2012

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