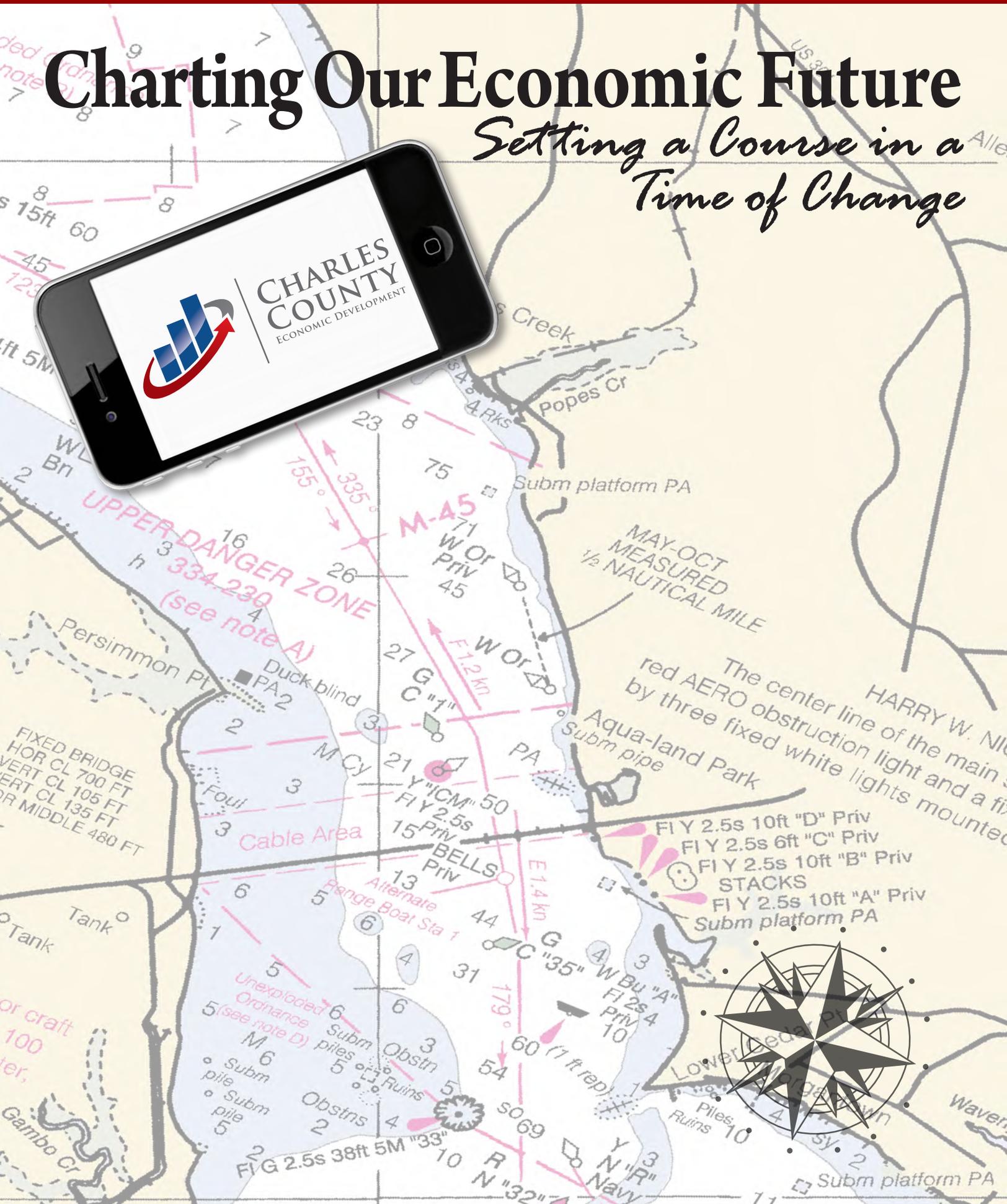
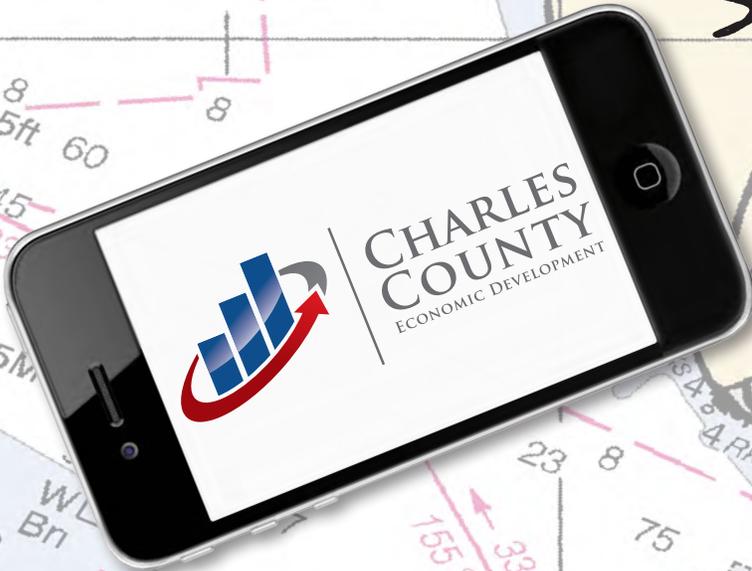


# Charting Our Economic Future

*Setting a Course in a Time of Change*



# 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.  
CharlesCountyMD  
.gov**

**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.

# Welcome to Charles County's 15<sup>th</sup> Annual Economic Development Summit!

Good things are happening in Charles County. As the national economic recovery moves forward, our community has been getting impressive reviews. Waldorf was ranked #20 in Money Magazine's "Best Places to Live." The latest US Census figures show Charles County moving up the list of counties with the highest median household income – up four places to #11. Our unemployment has stayed below the state and national rate throughout the national – and global – economic crisis. And there are reasons to believe that more positive changes are coming.

As more well-educated professionals join the Charles County workforce, we are creating an infrastructure to support a strong and expanding commercial tax base. We have industrial and office parks permitted, in development, and under construction. We are addressing transportation-related issues – both long term and short term – with transit oriented development, enhanced local transit, regional light rail strategy, and even possible ferry service on the Potomac River.

Our ongoing strategy is to manage Charles County's growth in order to create the best quality of life for our residents and to continue attracting the best and the brightest to our community. We are identifying and expanding resources to help entrepreneurs and business leaders grow their companies, from the start ups to stable, mature employers. Through strong programs of attraction and retention/expansion we will create the foundation for a thriving community where people can work where they live.

Our annual Economic Development Summit is designed to be one of those resources – a day of information and networking that provide you with insight and tools to help you run your companies and make your contribution to our local economy. We are truly grateful for that contribution. Thank you for being a part of our local business community. And thank you for joining us here today.

**Candice Quinn Kelly**  
President

**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

# Today's Events

8:00 Breakfast & Networking

**8:30 Welcome & Opening Remarks**  
Candice Quinn Kelly, Commissioner President

## Morning Sessions

**8:40 Economic Report**  
Anirban Basu, CEO • Sage Policy Group

9:40 Break

**9:50 Tourism in Charles County**  
Ken Robinson • Commissioner, District 1

**9:55 Economic Development Update**  
Kwasi Holman, Director • Charles County Economic Development Dept.

**10:00 Economic Development Week Proclamation**  
Presentation by the Charles County Board of Commissioners

**10:05 Small Business in Charles County**  
Bobby Rucci • Commissioner, District 4

**10:10 Entrepreneurship & Technology Transfer**  
Shirley Collier, CEO, Optemax • LLC & techGrowth, Inc.

11:10 Break

**11:20 Transportation Infrastructure**  
Reuben B. Collins, II, Esq., Vice President & Commissioner, District 3  
Charles County Board of Commissioners

**11:25 Infrastructure Investment:  
Charles County's Light Rail Strategy**  
Gary V. Hodge, President • Regional Policy Advisors  
Marti Reinfeld, Transit Division Chief  
City of Alexandria • Regional Host Chair, Rail – Volution 2011  
Robert S. Goodill, AICP, LEED AP, Principal • Torti Gallas & Partners, Inc.

12:15 Lunch

**12:30 U.S. Senator Benjamin Cardin**

12:45 Break

## Afternoon Breakout Sessions

**1:00 Roundtable Discussions**  
Four concurrent, one-hour sessions shown to the right

2:00 Economic Development Summit Concludes

During the break after lunch, we will set up four separate areas for the Roundtable Discussions. Please help us provide adequate seating by indicating your preference in advance at the Roundtable sign up.

### Roundtable #1 Access to Capital

#### Moderator:

- Bill Hitte, Counselor  
Small Business Development & Technology Center

#### Panelists:

- Holley Zippi, Vice President  
Old Line Bank
- S. Basile Aziagbe, Business Banking Relationship Manager, PNC Bank
- Mike Haloskey, Director, Business Lending Programs  
MD Dept of Housing & Community Development
- Bill Campbell, Chairman  
Charles County Disadvantaged Business Loan Committee

### Roundtable #2 Effective B2B Selling Strategies

#### Moderator:

- Kelly Robertson-Slagle, Regional Director  
Small Business & Technology Development Center

#### Panelists:

- Betsy Burian, Executive Director  
Charles County Chamber of Commerce
- Ken Gould, Executive Director  
Charles County Business Alliance

### Roundtable #3 Getting In the Door: Government & DOD Contracting

#### Moderator:

- Sheila Zattau, Advanced Vision Systems

#### Panelists:

- Allie Hernandez, Deputy of Small Business  
NAVFAC Washington
- Mary Lee Kolich, Business & Procurement Counselor  
MD Procurement Technical Assistance Program

### Roundtable #4 Technology Transfer in Depth Discussion

- Shirley Collier, CEO  
Optemax LLC & techGrowth, Inc.

# Speakers



**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. On behalf of government agencies and non-profit organizations, Mr. Basu has written several high-profile economic development strategies.

In recent years, he has 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.

In 2007, Mr. Basu was selected by the Daily Record newspaper as one of Maryland's 50 most influential people. The Baltimore Business Journal named him one of the region's 20 most powerful business leaders in 2010.

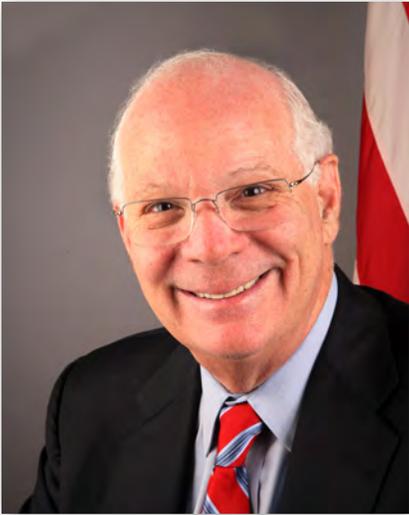
Mr. Basu is involved with numerous organizations in a voluntary capacity, including serving as a Baltimore City Public School System board member and as a board member to the Baltimore Children's Museum and to the Baltimore School for the Arts. Mr. Basu is also on the board of First Mariner Bank. He is also chairman of the Baltimore County Economic Advisory Committee and economic advisor to the Baltimore-Washington Corridor Chamber of Commerce.

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.



**Shirley Collier** is a nationally known speaker, author, technology entrepreneur, philanthropist and advocate for economic development through innovation. For over 25 years, she has worked in technology research, university, government, and private industry including starting, managing, growing and selling a number of small technology firms since 1989. Shirley has a Bachelor of Science degree in Marketing with a Master of Science degree in IT Management. She has published over 50 articles and spoken extensively on aligning business and Information Technology, IT security/governance, strategic planning, e commerce and global competitiveness through technology innovation, and technology transfer. Her companies have participated in the Small Business Innovative Research (SBIR) program for the past 5 years and have been the recipient of congressional earmarks and private investments. One of her companies licensed technology from a Maryland based University Affiliated Research Center (UARC).

Collier is the past Chair of the Board of the Howard County Economic Development Authority, and is a founding member and past President of the International Alliance of Technology Integrators. She formerly served on the Boards of the Howard County Chamber of Commerce (chairing the Education and Nominating Committees), the Neotech Incubator Advisory Board (founder and first Chair of the Advisory Board and served for an additional 10 years), and the Domestic Violence Center of Howard County (and recipient of their Spirit Award). Shirley serves on the Howard County Superintendent's Advisory Council for Educational Partnerships and was a co-founder of the Science Technology Engineering and Math Business and Education Council (STEMBEC). She is a founder of the Center for the Multi-national Development of Women in Technology after serving on UMBC's Center for Women in IT Board for 7 years. She also is Chair of the Board of Trustees of the Horizon Foundation, an \$80 million philanthropy begun when Johns Hopkins University Medical Center acquired Howard County General Hospital in 1999.



**Ben Cardin** has been a national leader on health care, retirement security, the environment and fiscal issues as a member of the U.S. Senate and House of Representatives. In 2006, he was elected to the Senate where he currently serves on the Environment and Public Works (EPW), Finance, Foreign Relations, Budget and Small Business & Entrepreneurship committees. In the 112th Congress, he chairs the Water and Wildlife Subcommittee of EPW and he chairs the International Development and Foreign Assistance, Economic Affairs and International Environmental Protection Subcommittee of the Foreign Relations Committee.

From 1987-2006, Senator Cardin represented Maryland's Third Congressional District in the U.S. House of Representatives. In addition to serving on the on the House Ways & Means Committee, he also served on the Budget Committee, Public Works & Transportation Committee, Judiciary Committee, Ethics Committee, House Administration and the Select Committee on Homeland Security. In the House, he also served as the senior Democrat on the Trade Subcommittee and Human Resources Subcommittee of the Ways & Means Committee.

As a Maryland legislator, Mr. Cardin served in the Maryland House of Delegates from 1967-1986. He was Speaker from 1979-1986 and prior to that served as chairman of the Ways & Means Committee from 1974-1979. As Speaker, he reformed Maryland's property tax system, the school financing formula and the ethical standards for elected officials.

A 1967 graduate of the University of Maryland School of Law (1st in his class), he earned his B.A. degree in 1964 from the University of Pittsburgh (cum laude). He also holds honorary degrees from the University of Baltimore School of Law (1990); University of Maryland at Baltimore (1993); Baltimore Hebrew University (1994); Goucher College (1996); and Stevenson (formerly Villa Julie College) (2007).

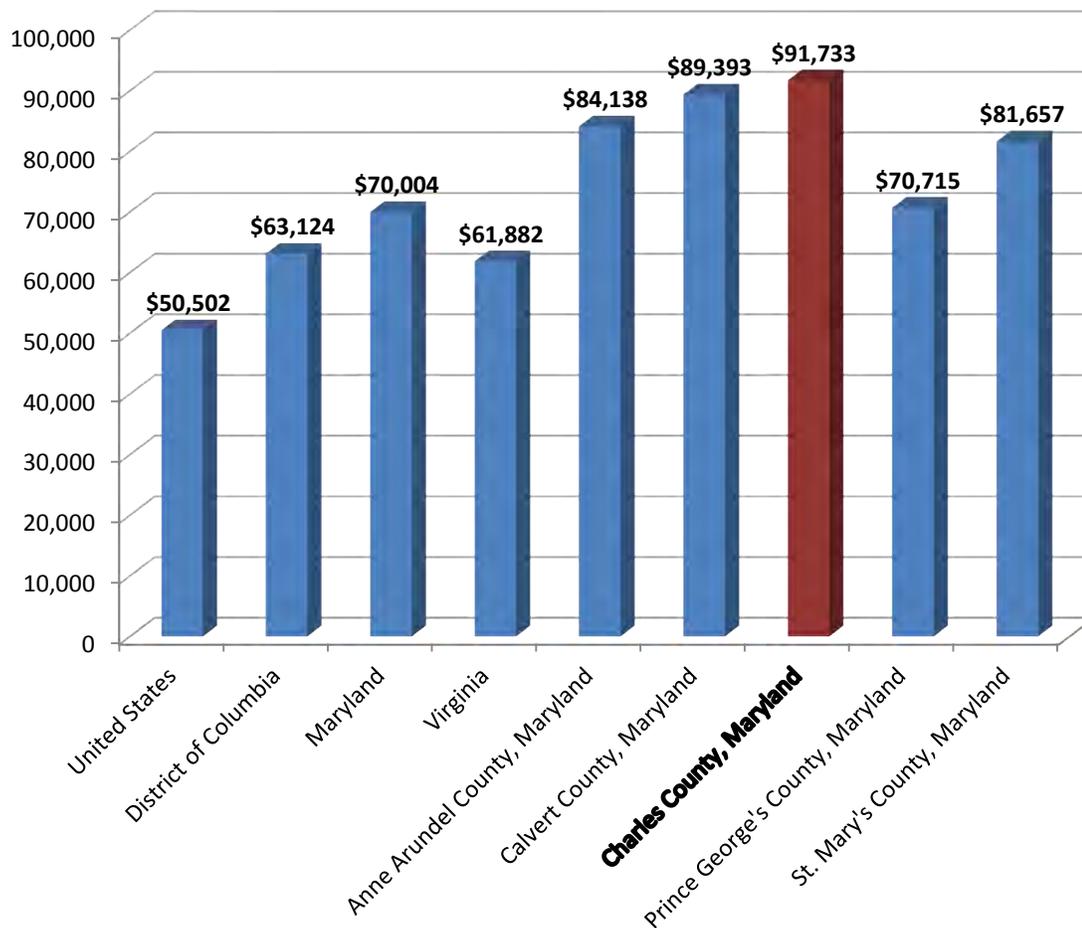


**Gary V. Hodge** is the President of Regional Policy Advisors, a private sector consulting firm providing government relations, economic development, transportation and infrastructure planning, and state and federal project development assistance to elected, civic and business leaders. Hodge has devoted a career of 40 years to building stronger local and regional communities through cooperation among elected, civic and business leaders in pursuit of strategic goals and opportunities. From 1980 through 1998, Hodge served as the Executive Director of the Tri-County Council for Southern Maryland. He was a key member of the leadership team assembled by Congressman Steny Hoyer to coordinate the successful campaign to protect and enhance Southern Maryland's naval installations through three rounds of base realignment and closure (BRAC). Hodge directed the completion of the Southern Maryland Regional Strategy, a plan of action for achieving future economic growth and prosperity, while protecting the region's unique environmental heritage and natural resources; in 1999 the Regional Strategy was unanimously adopted by the region's elected officials.

As a consultant to the Charles County Government, Hodge developed and executed the strategy that secured local, State and private sector financing for construction of a new \$26 million, 4,200 seat stadium in Waldorf. Since 2008 the stadium has been the home of the "Southern Maryland Blue Crabs" baseball team, the region's first professional sports franchise.

In 2006, Hodge was elected to a four-year term as a County Commissioner of Charles County. During his term, Commissioner Hodge pursued conservative budget and fiscal management policies that steered the County through the worst economic recession in 70 years, while maintaining essential local services; these policies earned the County a first-ever "Triple A" (AAA) bond rating. As a capital budget expert, Hodge maintained the County's investments in infrastructure – roads, schools and higher education facilities – including a new high school and a new library. These investments have been a key factor in building the local economy and preparing for future growth.

## Median Household Income (dollars)

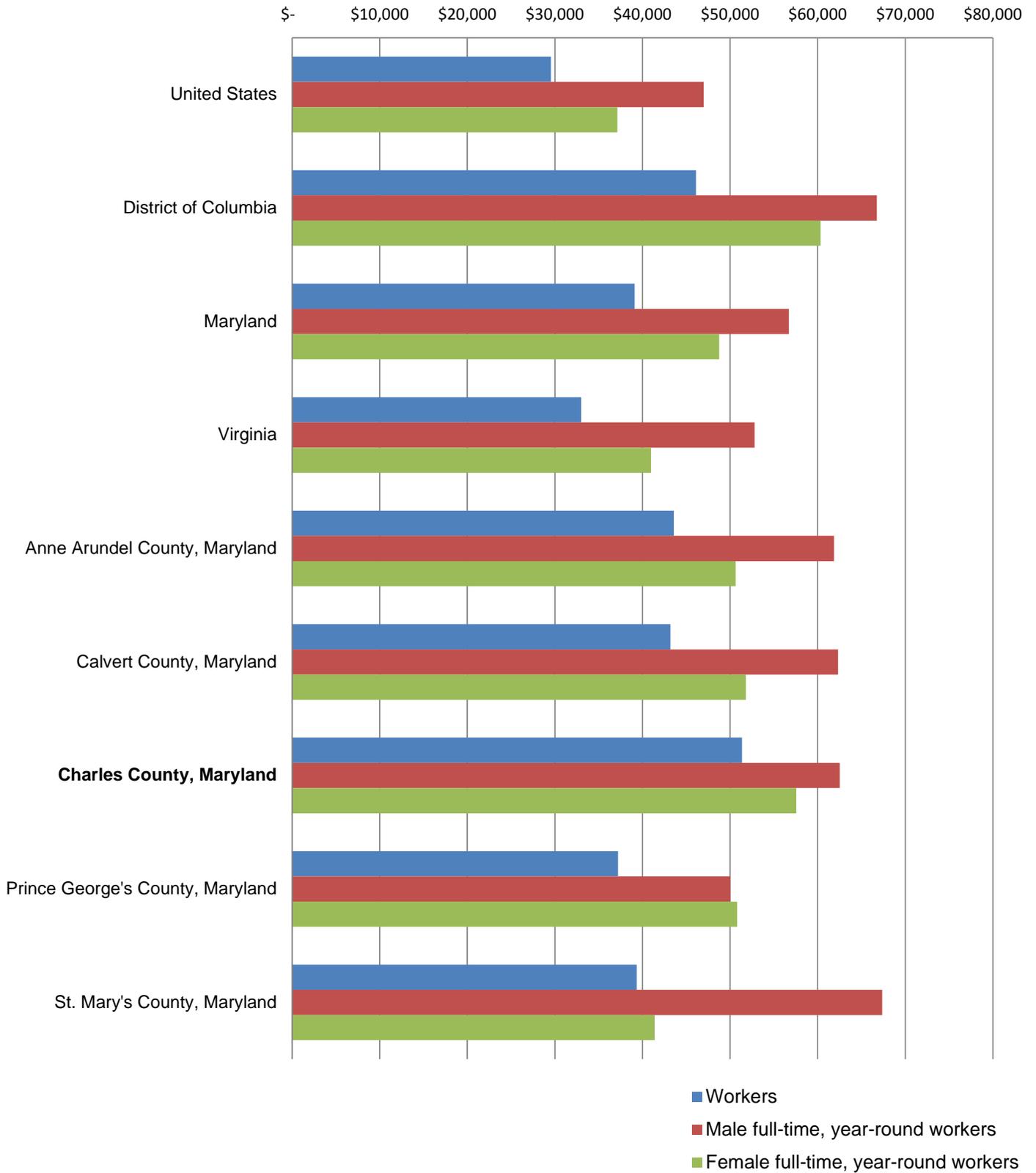


Population	
United States	311,591,919
District of Columbia	617,996
Maryland	5,828,289
Virginia	8,096,604
Anne Arundel County, Maryland	544,403
Calvert County, Maryland	89,256
<b>Charles County, Maryland</b>	<b>149,130</b>
Prince George's County, Maryland	871,233
St. Mary's County, Maryland	107,484

Median Earnings:	Workers	Full-time, year-round workers	
		Male	Female
United States	\$29,538	\$46,993	\$37,133
District of Columbia	\$46,112	\$66,760	\$60,332
Maryland	\$39,098	\$56,708	\$48,748
Virginia	\$32,993	\$52,805	\$40,969
Anne Arundel County, MD	\$43,586	\$61,853	\$50,621
Calvert County, MD	\$43,193	\$62,321	\$51,789
<b>Charles County, MD</b>	<b>\$51,349</b>	<b>\$62,517</b>	<b>\$57,555</b>
Prince George's County, MD	\$37,202	\$50,031	\$50,796
St. Mary's County, MD	\$39,348	\$67,352	\$41,389

Source: U.S. Census Bureau 2011 ACS 1-year estimates.

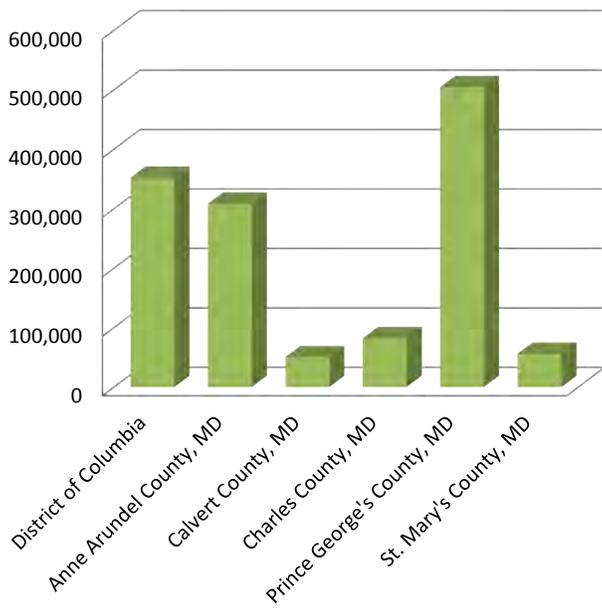
# Median Earnings (dollars)



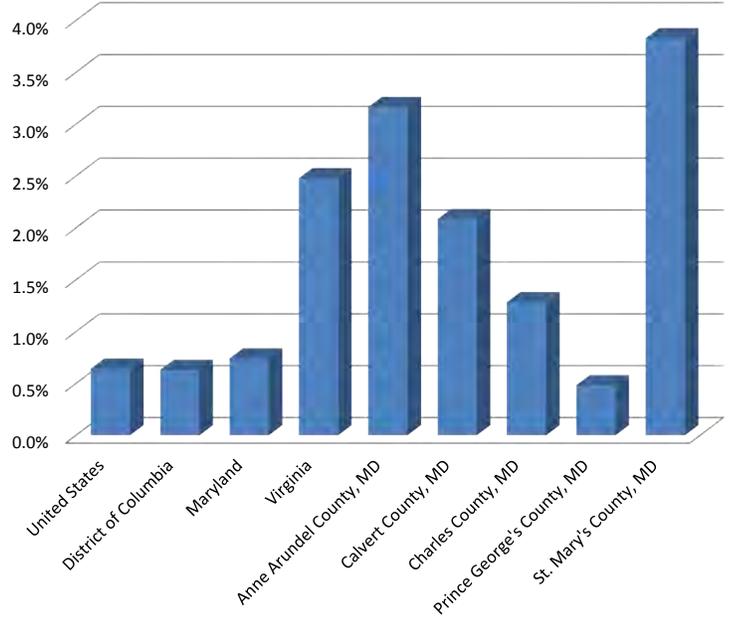
Source: U.S. Census Bureau 2011 ACS 1-year estimates.

# Labor Force

Total People in Labor Force



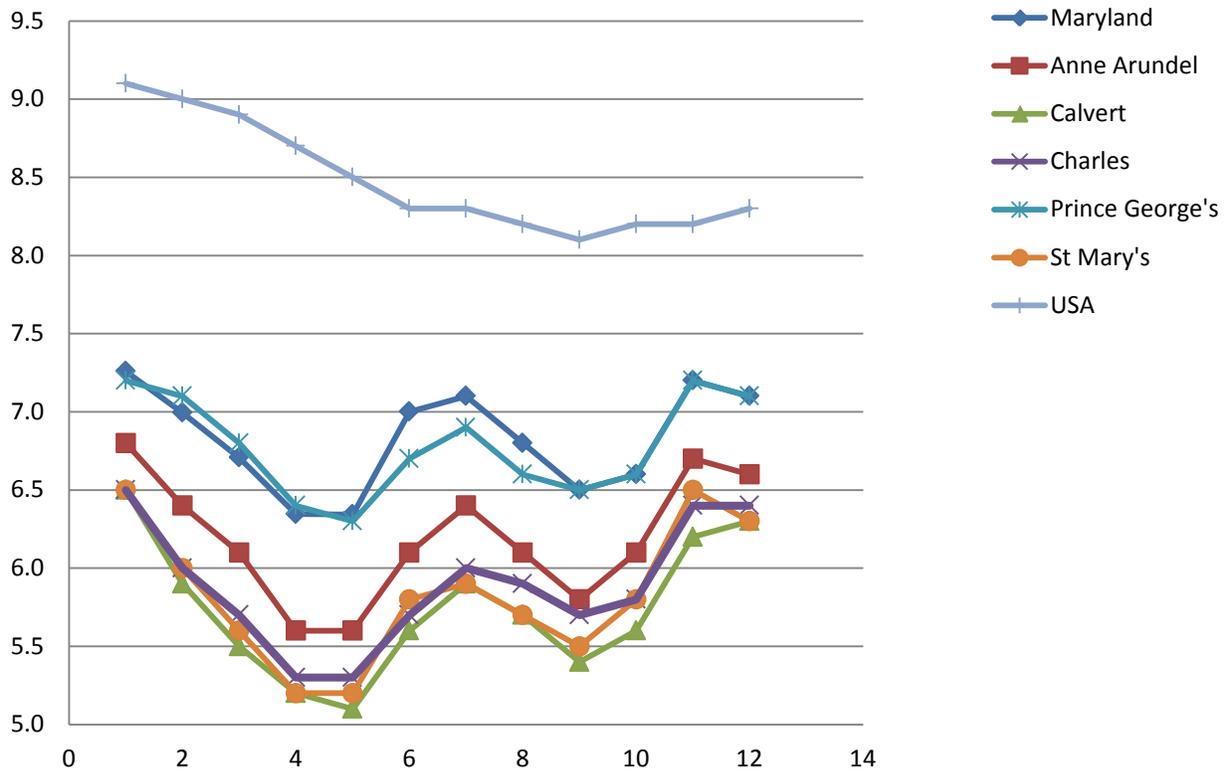
Percentage of Labor Force in the Armed Forces



	In Labor Force	Civilian Labor Force		Armed Forces	
United States	157,476,287	156,460,172	99.4%	1,016,115	0.6%
District of Columbia	352,716	350,483	99.4%	2,233	0.6%
Maryland	3,200,873	3,177,062	99.3%	23,811	0.7%
Virginia	4,281,894	4,175,698	97.5%	106,196	2.5%
Anne Arundel County, MD	308,919	299,137	96.8%	9,782	3.2%
Calvert County, MD	50,825	49,765	97.9%	1,060	2.1%
<b>Charles County, MD</b>	<b>82,471</b>	<b>81,410</b>	<b>98.7%</b>	<b>1,061</b>	<b>1.3%</b>
Prince George's County, MD	504,984	502,535	99.5%	2,449	0.5%
St. Mary's County, MD	56,538	54,372	96.2%	2,166	3.8%

Source: U.S. Census Bureau 2011 ACS 1-year estimates.

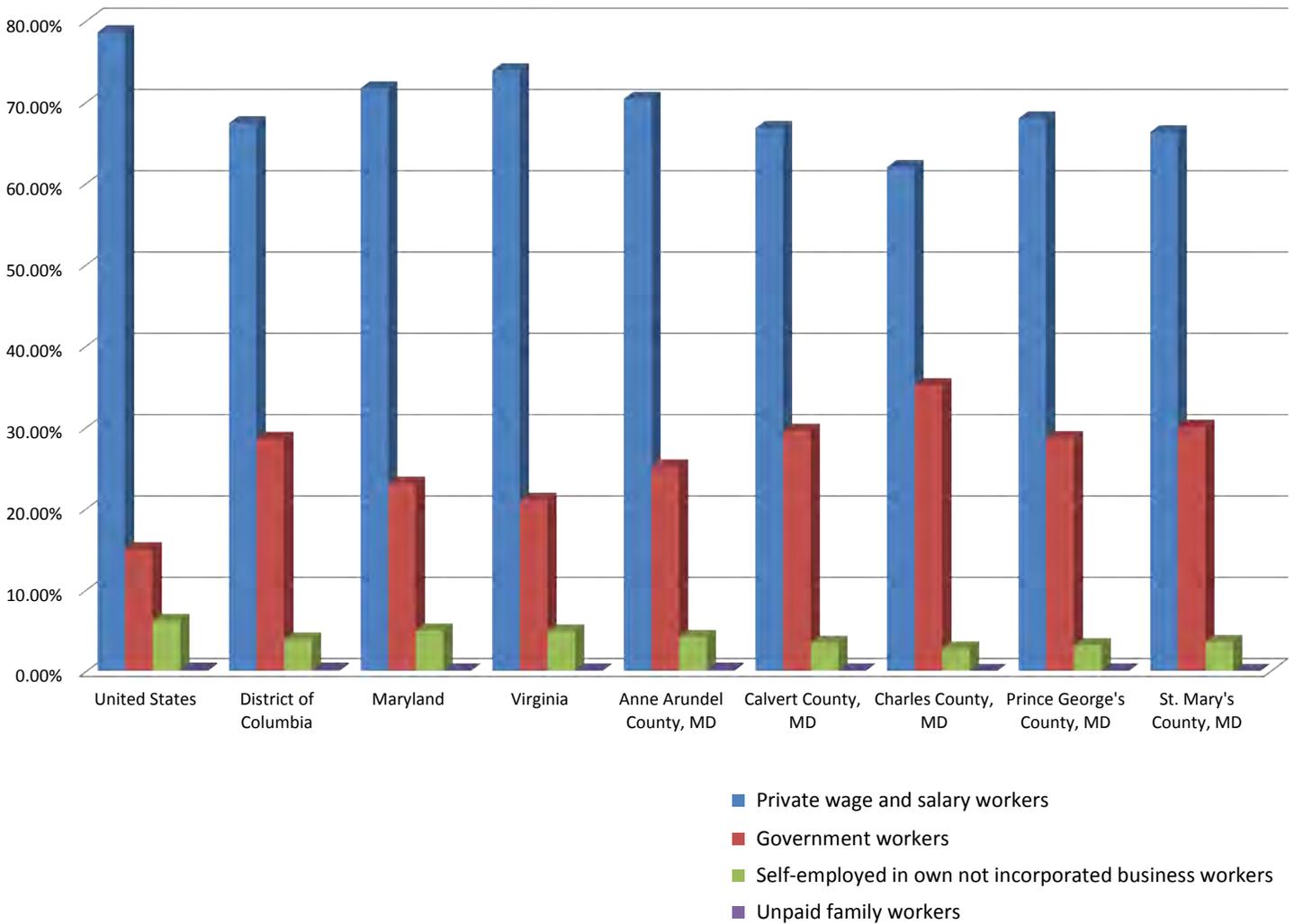
# Unemployment Rates



	Maryland	Anne Arundel	Calvert	Charles	Prince George's	St. Mary's	United States
August	7.3	6.8	6.5	6.5	7.2	6.5	9.1
September	7.0	6.4	5.9	6.0	7.1	6.0	9
October	6.7	6.1	5.5	5.7	6.8	5.6	8.9
November	6.3	5.6	5.2	5.3	6.4	5.2	8.7
December	6.3	5.6	5.1	5.3	6.3	5.2	8.5
January	7.0	6.1	5.6	5.7	6.7	5.8	8.3
February	7.1	6.4	5.9	6.0	6.9	5.9	8.3
March	6.8	6.1	5.7	5.9	6.6	5.7	8.2
April	6.5	5.8	5.4	5.7	6.5	5.5	8.1
May	6.6	6.1	5.6	5.8	6.6	5.8	8.2
June	7.2	6.7	6.2	6.4	7.2	6.5	8.2
July	7.1	6.6	6.3	6.4	7.1	6.3	8.3

Source: Maryland DLLR

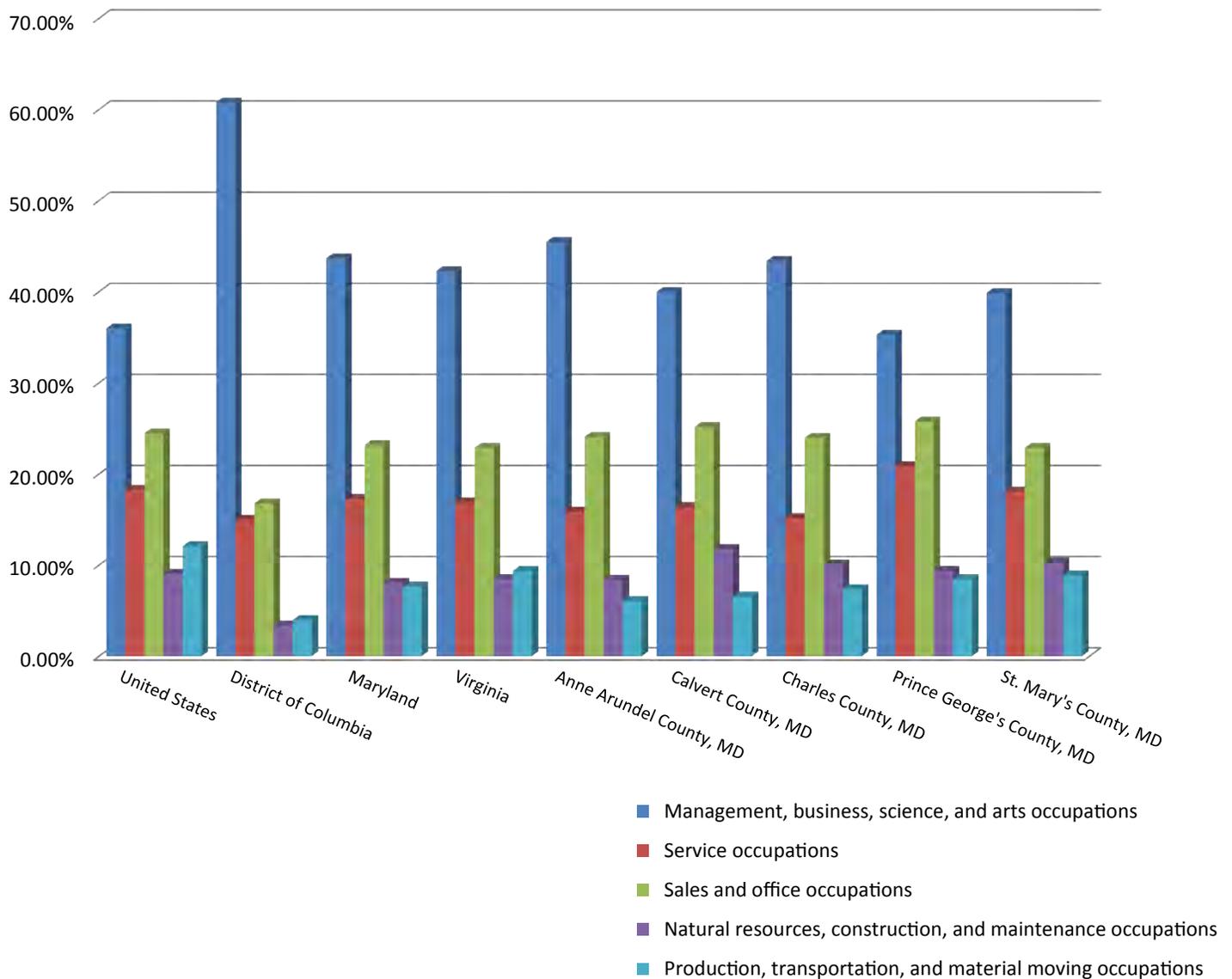
# Class of Worker



	Private Wage And Salary	Government	Self-Employed Not Incorporated	Unpaid Family
United States	78.60%	15.00%	6.20%	0.20%
District of Columbia	67.40%	28.60%	3.90%	0.20%
Maryland	71.70%	23.10%	5.00%	0.10%
Virginia	73.90%	21.10%	4.90%	0.10%
Anne Arundel County, MD	70.40%	25.20%	4.20%	0.20%
Calvert County, MD	66.80%	29.60%	3.50%	0.10%
<b>Charles County, MD</b>	<b>62.00%</b>	<b>35.20%</b>	<b>2.80%</b>	<b>0.00%</b>
Prince George's County, MD	68.00%	28.70%	3.20%	0.10%
St.. Mary's County, MD	66.30%	30.10%	3.60%	0.00%

Source: U.S. Census Bureau 2011 ACS 1-year estimates.

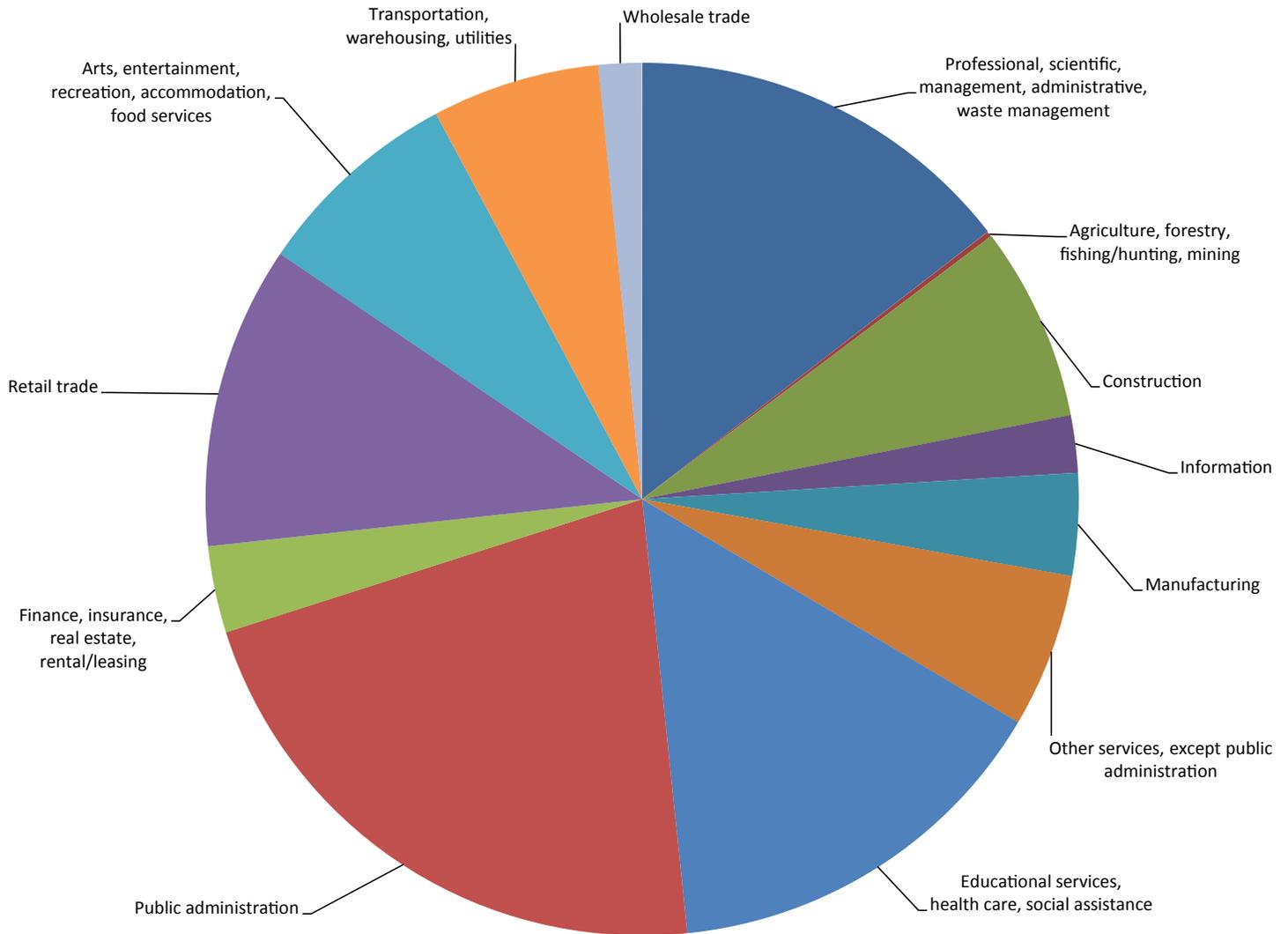
## Occupation of Workforce



	Management, Business, Science, & Arts	Service	Sales & Office	Natural Resources, Construction, & Maintenance	Production, Transportation, & Material Moving
United States	36.00%	18.30%	24.50%	9.10%	12.10%
District of Columbia	60.80%	15.00%	16.80%	3.40%	4.00%
Maryland	43.70%	17.30%	23.20%	8.10%	7.70%
Virginia	42.30%	16.90%	22.90%	8.50%	9.40%
Anne Arundel County, MD	45.50%	15.90%	24.10%	8.40%	6.10%
Calvert County, MD	40.00%	16.40%	25.20%	11.80%	6.60%
<b>Charles County, MD</b>	<b>43.40%</b>	<b>15.20%</b>	<b>24.00%</b>	<b>10.10%</b>	<b>7.40%</b>
Prince George's County, MD	35.30%	20.90%	25.80%	9.40%	8.50%
St.. Mary's County, MD	39.90%	18.10%	22.90%	10.30%	8.90%

Source: U.S. Census Bureau 2011 ACS 1-year estimates.

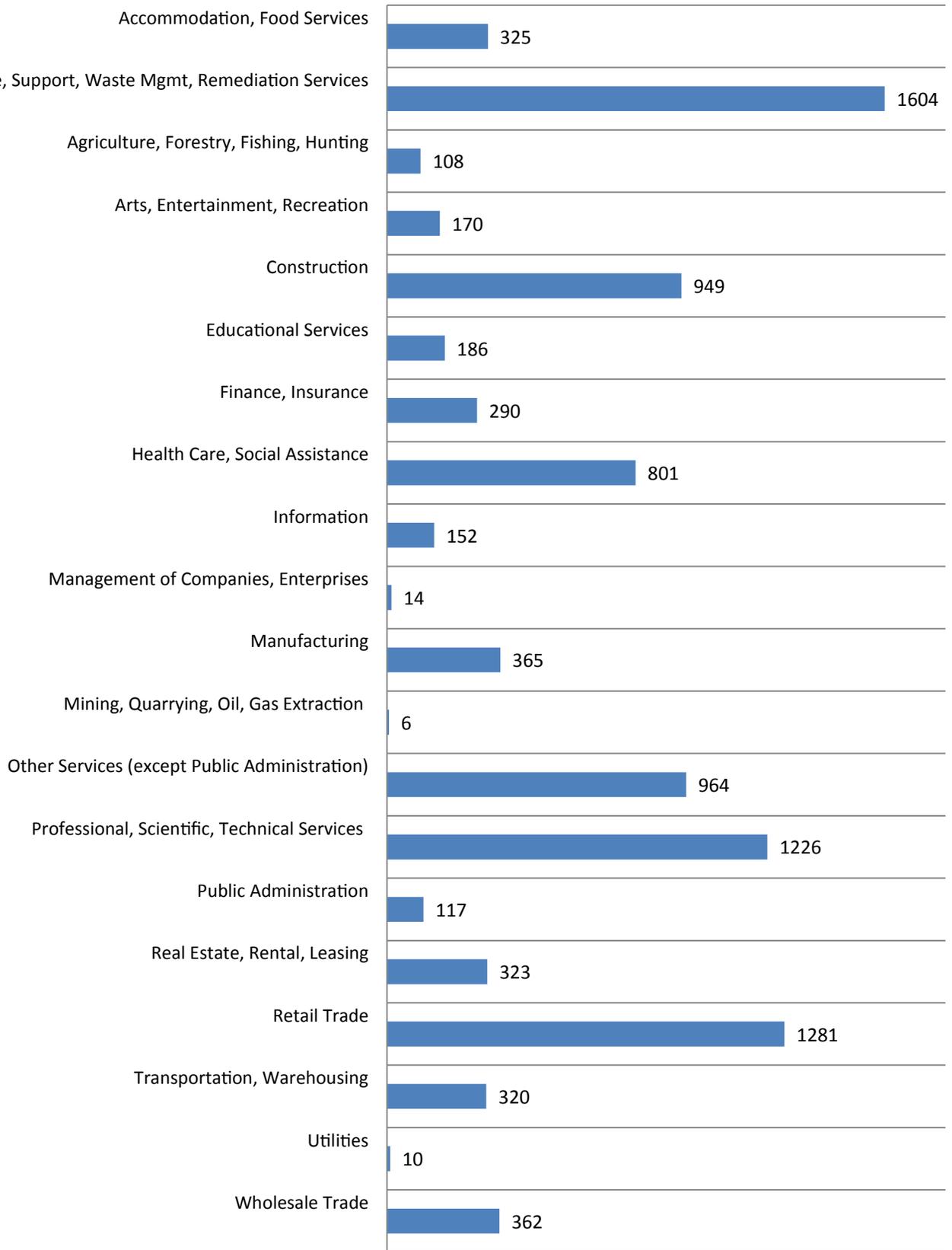
# Charles County Workforce by Industry



Agriculture, forestry, fishing/hunting, mining	0.20%
Arts, entertainment, recreation, accommodation, food services	7.70%
Construction	7.20%
Educational services, health care, social assistance	14.80%
Finance, insurance, real estate, rental/leasing	3.20%
Information	2.10%
Manufacturing	3.80%
Other services, except public administration	5.70%
Professional, scientific, management, administrative, waste management	14.50%
Public administration	21.70%
Retail trade	11.20%
Transportation, warehousing, utilities	6.20%
Wholesale trade	1.60%

Source: U.S. Census Bureau 2011 ACS 1-year estimates.

## Companies in Charles County by NAICS Description



Source: Hoovers.com

# Naval Support Facility • Indian Head, Maryland

## 2012 Employment Data

Supported/Supporting Commands & Tenant Activities	Civilian	Military	Contractor**
Naval Support Activity South Potomac *	161	6	0
Naval Surface Warfare Center, Indian Head Division *	1,124	1	100
Naval EOD Technology Division	363	50	179
Joint Interoperability Test Command	71	24	150
Chemical Biological Incident Response Force	9	500	13
Naval Ordnance Safety and Security Activity	91	4	9
Naval Sea Logistics Center Detachment Indian Head	53	0	8
NAVFAC Washington, PWD South Potomac Indian Head Site	183	6	4
Branch Medical/Dental Clinic	10	21	2
Defense Logistics Agency Indian Head	10	0	0
Indian Head Exchange	6	0	0
Employment Totals by Category	2,081	612	465
Employment Grand Total		3,158	

\* NSF Indian Head site only.

\*\* Contractor personnel utilizing on-base work spaces.

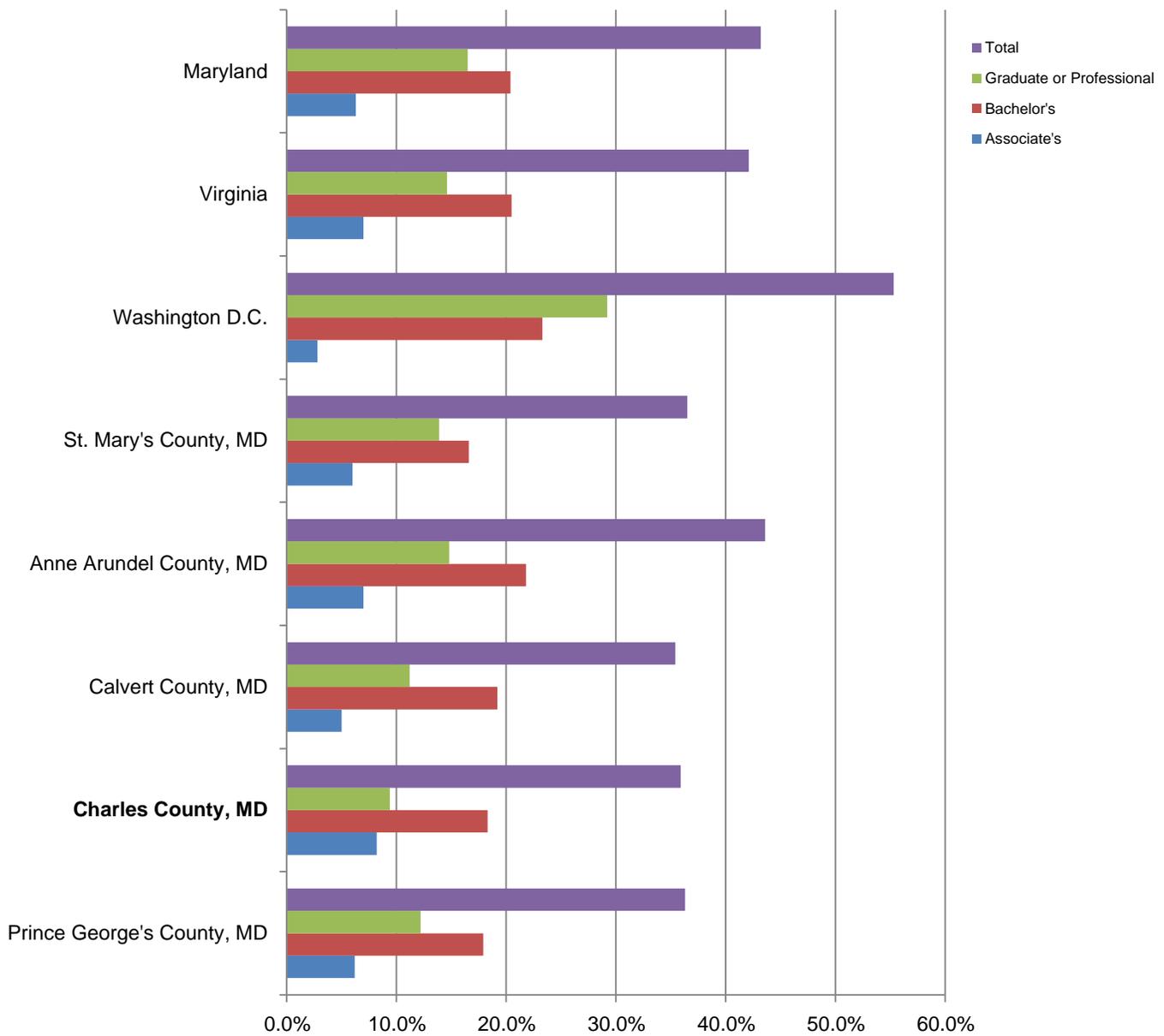
## Fiscal Year 2011 Economic Impact Summary

Supported/Supporting Commands & Tenant Activities	Civilian Payroll	Military Payroll	FY11 Budget Authorization	Total Contracts	Local Contracts
Naval Support Activity South Potomac	8.08	0.0	17.9		
Naval Surface Warfare Center Indian Head Division	176.0	0.36	307.0	1,021.0	19.09
Naval Explosive Ordnance Disposal Technology Division	42.5	0.3	152.1	35.1	1.85
Naval Ordnance Safety and Security Activity	12.6	0.35	37.0		1.0
Naval Sea Logistics Center, Indian Head Detachment	5.0	0.0	8.5	2.7	1.5
Joint Interoperability Test Command	7.5				22.8
Marine Corps Chemical Biological Incident Response Force	0.88	91.3	17.7	3.1	
NAVFAC Washington, PWD South Potomac Indian Head Site	12.8			43.5	
Fleet Industrial Supply Center Detachment	0.7	0.0	0.8		0.7
Navy Exchange					
Indian Head Branch Medical/Dental Clinic					
Financial Totals by Category	\$266.06	\$92.31	\$541.00	\$1,105.40	\$46.94

Figures shown: \$M

Source: Naval Support Activity South Potomac, Public Information Office

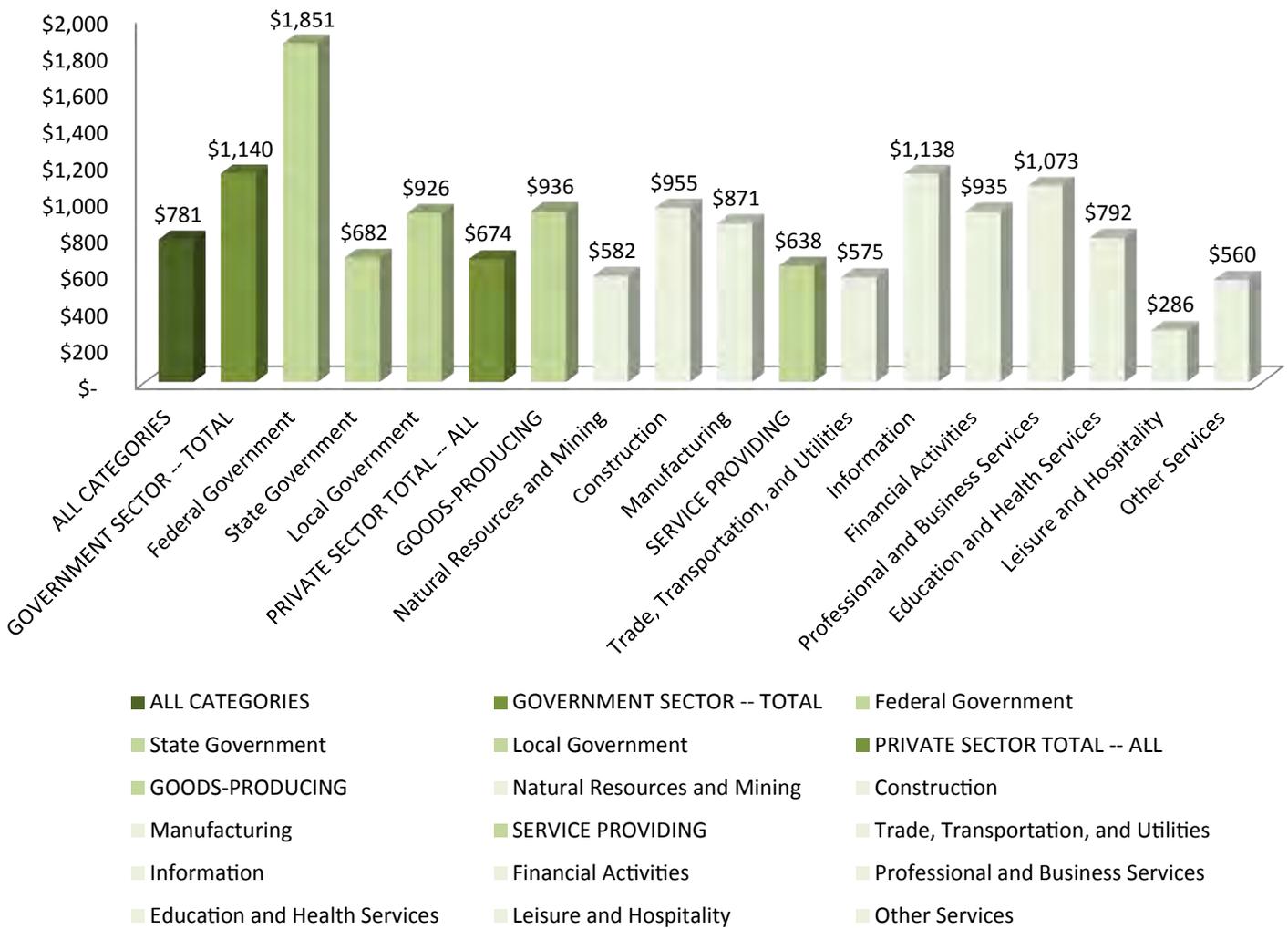
## Educational Attainment



Degrees:	Associate's	Bachelor's	Graduate or Professional	Total
Prince George's County, MD	6.2%	17.9%	12.2%	36.3%
<b>Charles County, MD</b>	<b>8.2%</b>	<b>18.3%</b>	<b>9.4%</b>	<b>35.9%</b>
Calvert County, MD	5.0%	19.2%	11.2%	35.4%
Anne Arundel County, MD	7.0%	21.8%	14.8%	43.6%
St. Mary's County, MD	6.0%	16.6%	13.9%	36.5%
District of Columbia	2.8%	23.3%	29.2%	55.3%
Virginia	7.0%	20.5%	14.6%	42.1%
Maryland	6.3%	20.4%	16.5%	43.2%

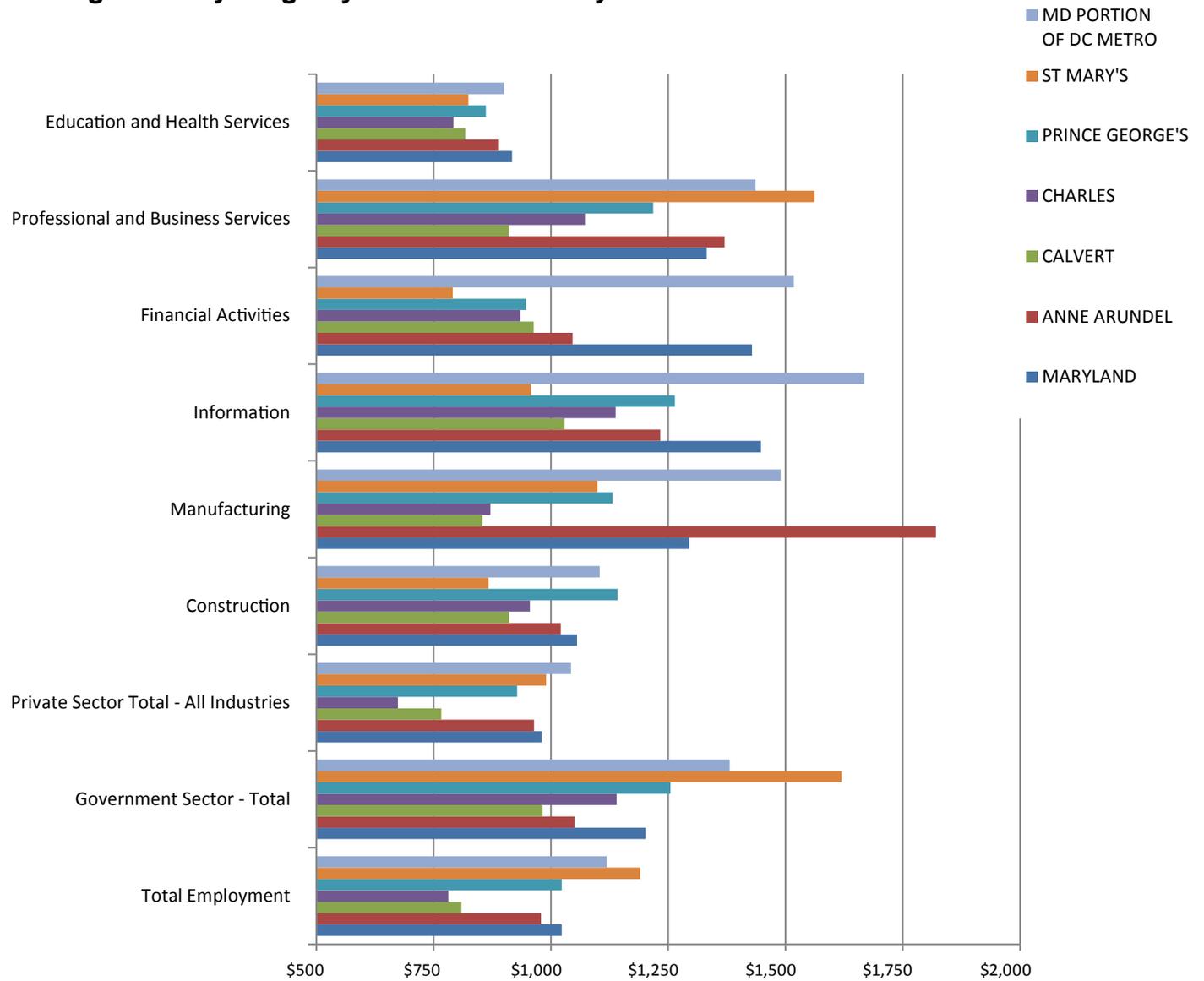
Source: U.S. Census Bureau 2011 ACS 1-year estimates.

# Charles County Average Weekly Wages



Source: MD DLLR Industry Series  
Charles County 2011 Annual Average

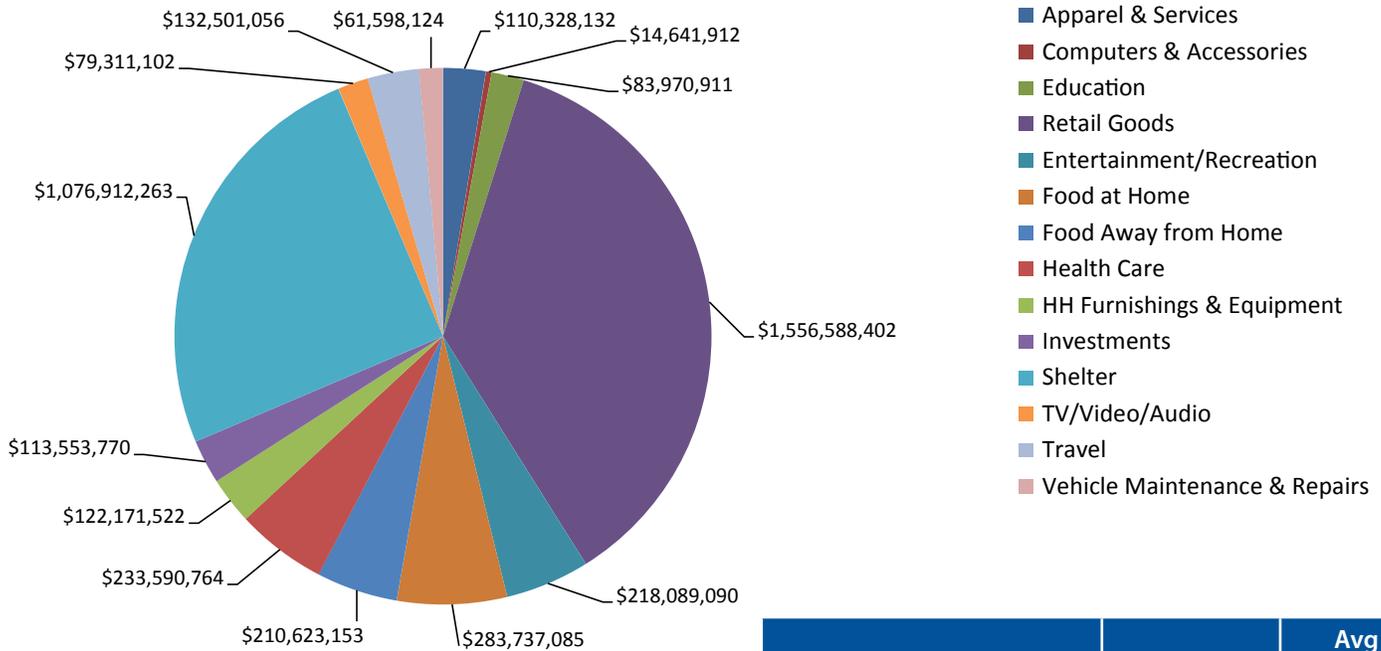
## Average Weekly Wage by Selected Industry



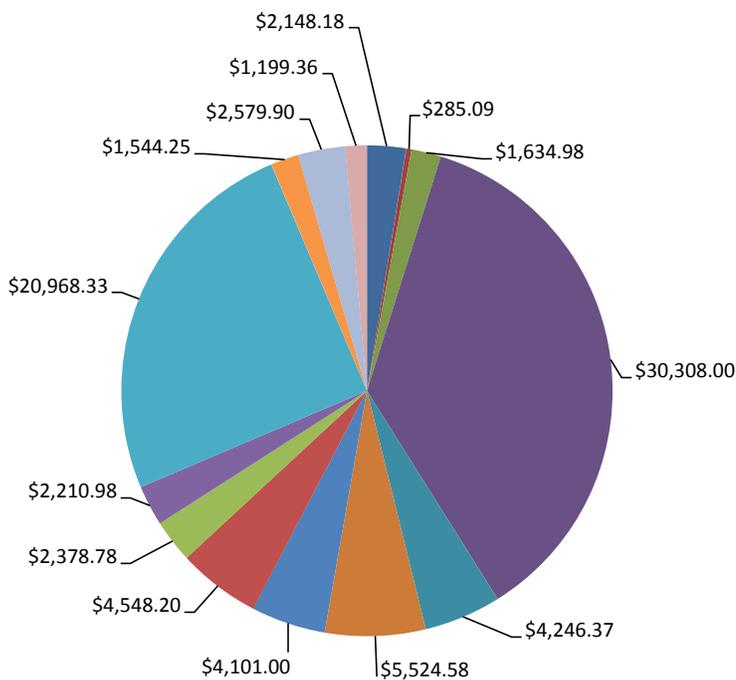
	MARYLAND	ANNE ARUNDEL	CALVERT	CHARLES	PRINCE GEORGE'S	ST. MARY'S	MD PORTION OF DC METRO
<b>Total Employment</b>	\$1,023	\$979	\$809	\$781	\$1,023	\$1,190	\$1,119
<b>Government Sector - Total</b>	\$1,202	\$1,050	\$982	\$1,140	\$1,255	\$1,620	\$1,381
<b>Private Sector Total - All Industries</b>	\$980	\$964	\$766	\$674	\$928	\$990	\$1,043
Construction	\$1,056	\$1,021	\$911	\$955	\$1,142	\$867	\$1,104
Manufacturing	\$1,295	\$1,821	\$854	\$871	\$1,131	\$1,099	\$1,490
Information	\$1,448	\$1,233	\$1,029	\$1,138	\$1,264	\$957	\$1,668
Financial Activities	\$1,429	\$1,046	\$963	\$935	\$947	\$791	\$1,518
Professional and Business Services	\$1,332	\$1,370	\$910	\$1,073	\$1,218	\$1,562	\$1,436
Education and Health Services	\$917	\$889	\$817	\$792	\$861	\$824	\$900

Source: MD DLLR Industry Series • Charles County 2011 Annual Average

## Consumer Spending 2010 Total in Charles County



## Consumer Spending 2010 Average Per Household in Charles County

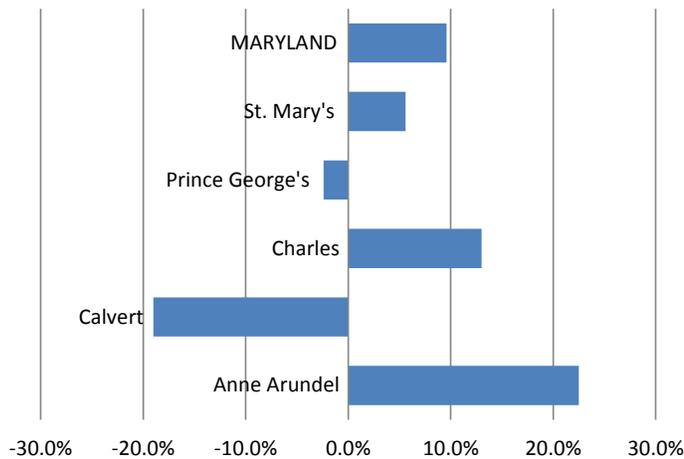


2010 Consumer Spending	Total	Avg Per Household
Apparel & Services	\$110,328,132	\$2,148.18
Computers/Accessories	\$14,641,912	\$285.09
Education	\$83,970,911	\$1,634.98
Retail Goods	\$1,556,588,402	\$30,308.00
Entertainment/Recreation	\$218,089,090	\$4,246.37
Food at Home	\$283,737,085	\$5,524.58
Food Away from Home	\$210,623,153	\$4,101.00
Health Care	\$233,590,764	\$4,548.20
HH Furnishings/Equipment	\$122,171,522	\$2,378.78
Investments	\$113,553,770	\$2,210.98
Shelter	\$1,076,912,263	\$20,968.33
TV/Video/Audio	\$79,311,102	\$1,544.25
Travel	\$132,501,056	\$2,579.90
Vehicle Maintenance/Repairs	\$61,598,124	\$1,199.36

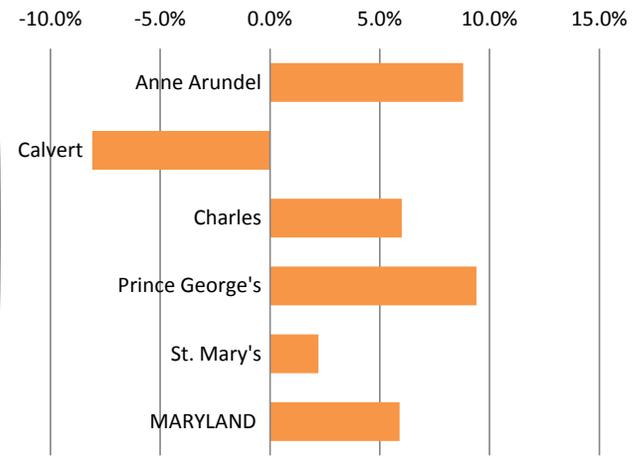
Data Note: Consumer spending shows the amount spent on a variety of goods and services by households that reside in the area. Expenditures are shown by broad budget categories that are not mutually exclusive. Consumer spending does not equal business revenue. Total and Average Amount Spent Per Household represent annual figures. The Spending Potential Index represents the amount spent in the area relative to a national average of 100. Source: Consumer Spending data are derived from the 2006 and 2007 Consumer Expenditure Surveys, Bureau of Labor Statistics. Esri.

Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. Esri forecasts for 2010 and 2015.

## % Change in Units Sold August 2011-2012



## % Change in Median Housing Price August 2011-2012



	"Units / Sales Settled			Median Price			Pending Units		Active Inventory		Months of Inventory	
	2012	2011	% CHG	2012	2011	% CHG	2012	2011	2012	2011	2012	2011
Anne Arundel	545	445	22.5%	\$310,000	\$285,000	8.8%	640	540	2,646	3,520	4.9	7.9
Calvert	81	100	-19.0%	\$268,729	\$292,500	-8.1%	102	83	700	776	8.6	7.8
<b>Charles</b>	<b>156</b>	<b>138</b>	<b>13.0%</b>	<b>\$228,000</b>	<b>\$215,000</b>	<b>6.0%</b>	<b>183</b>	<b>176</b>	<b>745</b>	<b>884</b>	<b>4.8</b>	<b>6.4</b>
Prince George's	702	719	-2.4%	\$175,000	\$160,000	9.4%	1,143	1,104	2,155	4,328	3.1	6
St.. Mary's	94	89	5.6%	\$285,000	\$279,000	2.2%	110	99	608	628	6.5	7.1
MARYLAND	5230	4772	9.6%	\$255,498	\$241,305	5.9%	6,307	5,648	26,857	36,501	5.1	7.6

August 2012	Median Price	Units Settled	Units Pending	Active Inventory	Months of Inventory
Anne Arundel	\$310,000	545	640	2,646	4.9
Calvert	\$268,729	81	102	700	8.6
<b>Charles</b>	<b>\$228,000</b>	<b>156</b>	<b>183</b>	<b>745</b>	<b>4.8</b>
Prince George's	\$175,000	702	1,143	2,155	3.1
St.. Mary's	\$285,000	94	110	608	6.5
MARYLAND	\$255,498	5230	6,307	26,857	5.1

Source: [www.mdrealtor.org/Housing Statistics/HousingStatistics.aspx](http://www.mdrealtor.org/Housing Statistics/HousingStatistics.aspx)

# Metro Area Commercial Space

Selected Counties	All Commercial			Office Space	
	Total RBA (sf)	Vacancy	Vac. Rank	Avg Rate psf	Total RBA (sf)
Arlington, VA	48,565,803	11.7%	8 (tie)	\$41.16	39,720,792
Calvert, MD	4,799,409	9.6%	3	\$18.66	1,032,754
<b>Charles, MD</b>	14,958,856	7.9%	1	\$21.04	2,278,250
District of Columbia	185,820,660	9.9%	4 (tie)	\$48.80	150,387,906
Fairfax, VA	198,146,642	11.9%	12	\$29.67	111,138,786
Fauquier, VA	5,468,324	14.5%	15	\$17.64	1,367,024
Frederick, MD	39,871,445	11.7%	8 (tie)	\$22.04	8,818,906
King George, VA	1,771,076	11.8%	10 (tie)	\$19.09	648,908
Loudoun, VA	59,750,498	12.1%	13	\$24.11	17,642,742
Montgomery, MD	143,012,206	9.9%	4 (tie)	\$28.14	69,935,312
Prince George's, MD	131,491,922	11.3%	7	\$20.21	26,687,615
Prince William, VA	45,004,711	8.5%	2	\$22.11	6,680,450
Spotsylvania, VA	16,408,206	12.5%	14	\$22.20	2,012,685
St.. Mary's, MD	8,553,748	11.1%	6	\$18.14	2,760,952
Stafford, VA	11,888,010	11.8%	10 (tie)	\$23.18	3,247,535
<b>Overall Washington</b>					
DC-VA-MD-WV MSA	985,774,069	10.8%		\$34.01	475,478,808

NOTES:

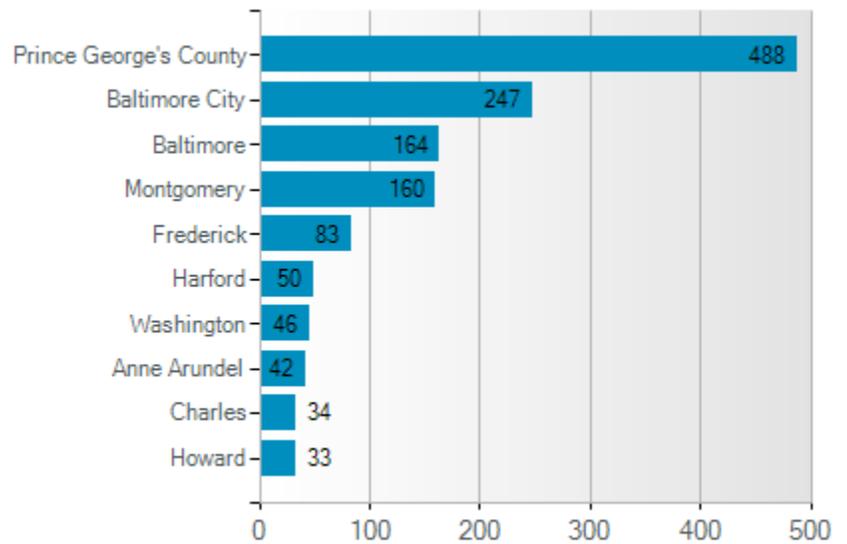
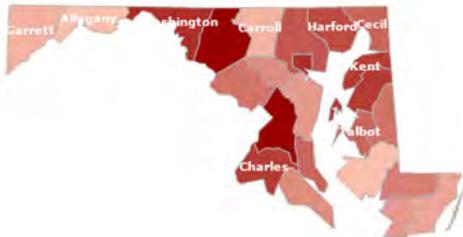
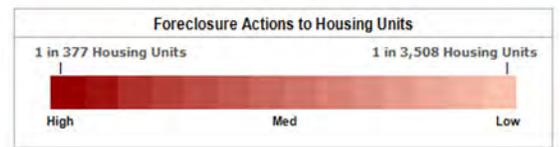
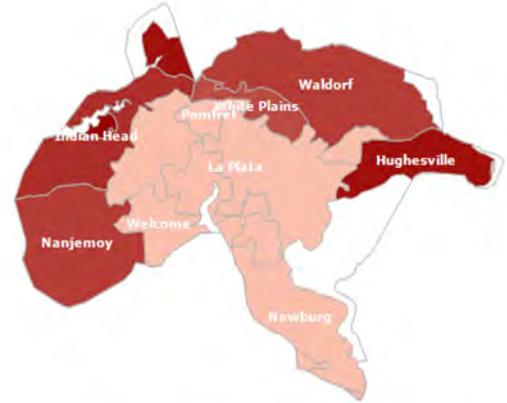
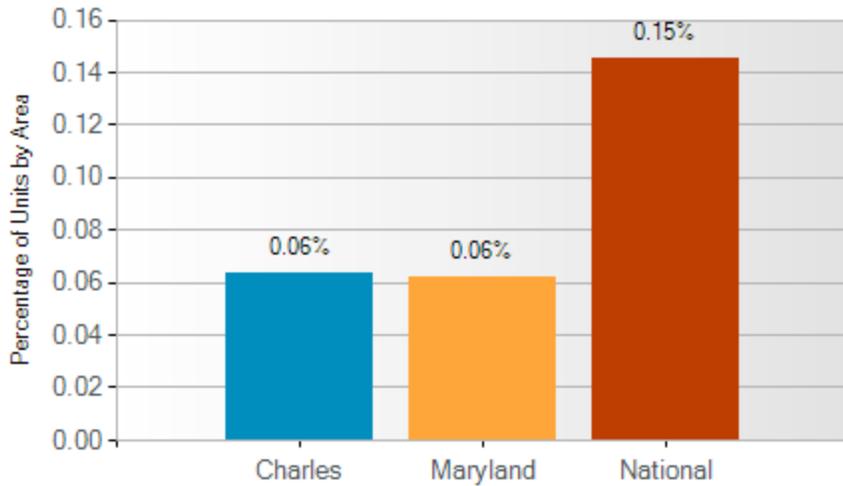
- Commercial vacancy rates include office, retail, industrial, and flex space
- Rank by commercial vacancy rate where #1 is lowest
- Office Rental rates are per square foot (p.s.f.), per year, full service
- Industrial, Retail, and Flex rental rates are per square foot (p.s.f.), per year, triple net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

Industrial Space		Retail Space		Flex Space		2010 Census Residential Population
Avg Rate psf	Total RBA (sf)	Avg Rate psf	Total RBA (sf)	Avg Rate psf	Total RBA (sf)	
\$11.75	1,627,233	\$29.42	6,882,770	\$21.48	335,008	207,627
\$7.69	828,889	\$17.61	2,600,984	\$9.58	336,782	88,737
\$8.22	3,596,387	\$15.53	8,424,357	\$13.69	659,862	146,551
\$7.80	12,663,195	\$35.46	21,205,073	\$16.28	1,564,486	601,723
\$8.76	25,622,817	\$27.19	43,518,623	\$12.04	17,866,416	1,081,726
\$5.67	1,042,533	\$18.12	2,453,833	\$7.47	604,934	65,203
\$5.78	12,621,393	\$17.72	12,774,673	\$10.12	5,656,473	233,385
\$3.12	363,130	\$12.31	747,338	n/av	11,700	23,584
\$7.69	14,719,346	\$24.67	16,297,925	\$10.51	11,090,485	312,311
\$10.82	18,054,964	\$23.96	42,127,900	\$14.84	12,894,030	971,777
\$6.12	53,356,787	\$18.46	40,675,368	\$9.28	10,772,152	863,420
\$7.53	12,350,325	\$18.17	21,147,112	\$11.94	4,826,824	402,002
\$5.62	5,338,983	\$15.28	8,524,822	\$8.94	531,716	122,397
\$9.08	1,055,416	\$12.59	4,350,860	\$9.50	386,520	105,151
\$6.25	3,254,201	\$16.30	4,679,403	\$8.51	706,871	128,961
\$7.22	181,999,414	\$22.19	256,456,827	\$11.48	71,839,020	5,582,170

Source: CoStar 2Q 2012

# Area Foreclosure Statistics

Charles ■ Maryland ■ National ■



Source: [www.realtytrac.com/trendcenter/MD-trend.html](http://www.realtytrac.com/trendcenter/MD-trend.html)



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- ✓ GenOn contributes nearly \$500,000 in charitable dollars and in-kind donations in Charles County and the state of Maryland



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Steve Wall, Maryland Department of Business & Economic Development

Sheila Zattau, Advanced Vision Systems

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MAY-OCT MEASURED  
1/2 NAUTICAL MILE

The center line of the main span is marked by a flashing red AERO obstruction light and a fixed green light surmounted by three fixed white lights mounted vertically 15 feet apart.

- FI Y 2.5s 10ft "D" Priv
- FI Y 2.5s 6ft "C" Priv
- FI Y 2.5s 10ft "B" Priv
- STACKS
- FI Y 2.5s 10ft "A" Priv
- Subm platform PA

E 1.4 Km  
779°  
60 (7 ft rep)  
54  
50 69

Lower Cedar Pt  
Morgantown  
Waverly Cr  
Waxen Cr  
Subm platform PA