

Meet Charles County



LOCAL ADVANTAGES...REGIONAL ASSETS

Charles County Commissioners



Equal Opportunity County

Charles County Government

Department of Economic Development

10665 Stanhaven Place, Suite 206

White Plains, MD 20695

301-885-1340 • Info@MeetCharlesCounty.com

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



CHARLES COUNTY
— ECONOMIC DEVELOPMENT —

www.MeetCharlesCounty.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.

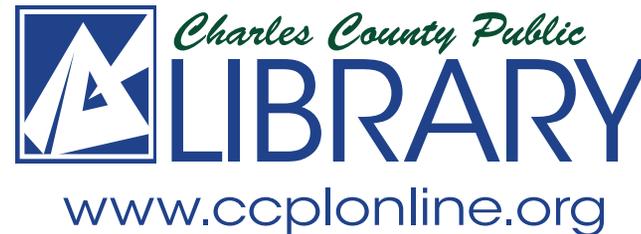
Vision Statement - Charles County is a place where all people thrive and businesses grow and prosper; where the preservation of our heritage and environment is paramount; where government services to its citizens are provided at the highest level of excellence; and where the quality of life is the best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

Summit Sponsors

The Charles County Government and the Department of Economic Development would like to thank the following businesses for sponsoring the 2014 Economic Development Summit.



UNIVERSITY of MARYLAND
CHARLES REGIONAL
MEDICAL CENTER





Summit Agenda

BREAKFAST AND NETWORKING

8:30 a.m. • Welcome

Candice Quinn Kelly, President, Charles County Board of Commissioners

Opening Keynote Address

Dominick Murray, Secretary, Maryland Department of Business and Economic Development

Charles County Economic Development Highlights

Kwasi Holman, Director, Charles County Economic Development Department

Charles County Economic Development Marketing Implementation

Debra Jones, Business Manager for Attraction and Recruitment, Charles County Economic Development Department

Data Update

Energetics Technology Center

County Business and Economic Development Initiatives

Visitation Program

Marcia Keeth, Business Manager for Retention and Expansion

Small Local Business Enterprise

Lucinia Mundy, Purchasing Programs Outreach Administrator

Waldorf Urban Redevelopment Corridor

Landis Faulcon, Waldorf Redevelopment Manager

Tourism Program

Timothy Morgan, Tourism Chief

Chamber of Commerce Economic Development Committee Report

Steve Kensinger, President and Sue Greer, Committee Chair and President-Elect

Maryland Venture Fund

James Keeratisakdawong, Principal/Associate, MD Department of Business and Economic Development

BREAK

10:20 a.m. • Program Continues

Data Update

Energetics Technology Center

Western Charles County Report

Debra Davis, Charles County Commissioner, District 2

NSWC IHEODTD

Ashley Johnson, Technical Director, NSWC IHEODTD

Autonomous Systems

José M. Gonzalez, Director, Land Warfare and Munitions, Office of Secretary of Defense

11 a.m. • State of the Economy

Anirban Basu, CEO Sage Policy Group

LUNCH

12:30 p.m. • Keynote Address

James C. Dinegar, President and CEO, Greater Washington Board of Trade

1 p.m. • Conclusion

Candice Quinn Kelly, President Charles County Board of Commissioners

Speakers

Bios of today's featured speakers can be found at:

www.MeetCharlesCounty.com



Dominick Murray

Secretary

Maryland Department of Business and Economic Development



Ashley Johnson

Technical Director

NSWC IHEODTD



José Gonzalez

Office of Secretary of Defense

Director of Land Warfare & Munitions



Anirban Basu

Chairman & CEO

Sage Policy Group, Inc.



James Dinegar

President and CEO

Greater Washington Board of Trade

CHARLES COUNTY GOVERNMENT

Disadvantaged Business Loan Program

for Charles County Businesses

A little cash can make a big difference.

Charles County's Disadvantaged Business Loan program provides micro-loans to minority-owned, women-owned, and veteran-owned companies. Qualified applicants can get up to thirty five thousand dollars — or as little as five thousand, if that's all it takes to keep business on track. PROCEEDS CAN ASSIST WITH: Working Capital, Inventory, Staffing, and Equipment/Machinery (*new or used*).

CONTACT US...

For additional information, or to learn more about applying for a Disadvantaged Business Loan, please contact:

Claudia Bellony-Atanga • 301-885-1347
BellonyC@MeetCharlesCounty.com

Applications are available online: www.MeetCharlesCounty.com/loan

Businesses **IN ACTION!**



BLACKOUT INVESTIGATIONS & SECURITY SERVICES



GOODE COMPANIES



BALANCELOGIC



SMARTSITE, LLC.

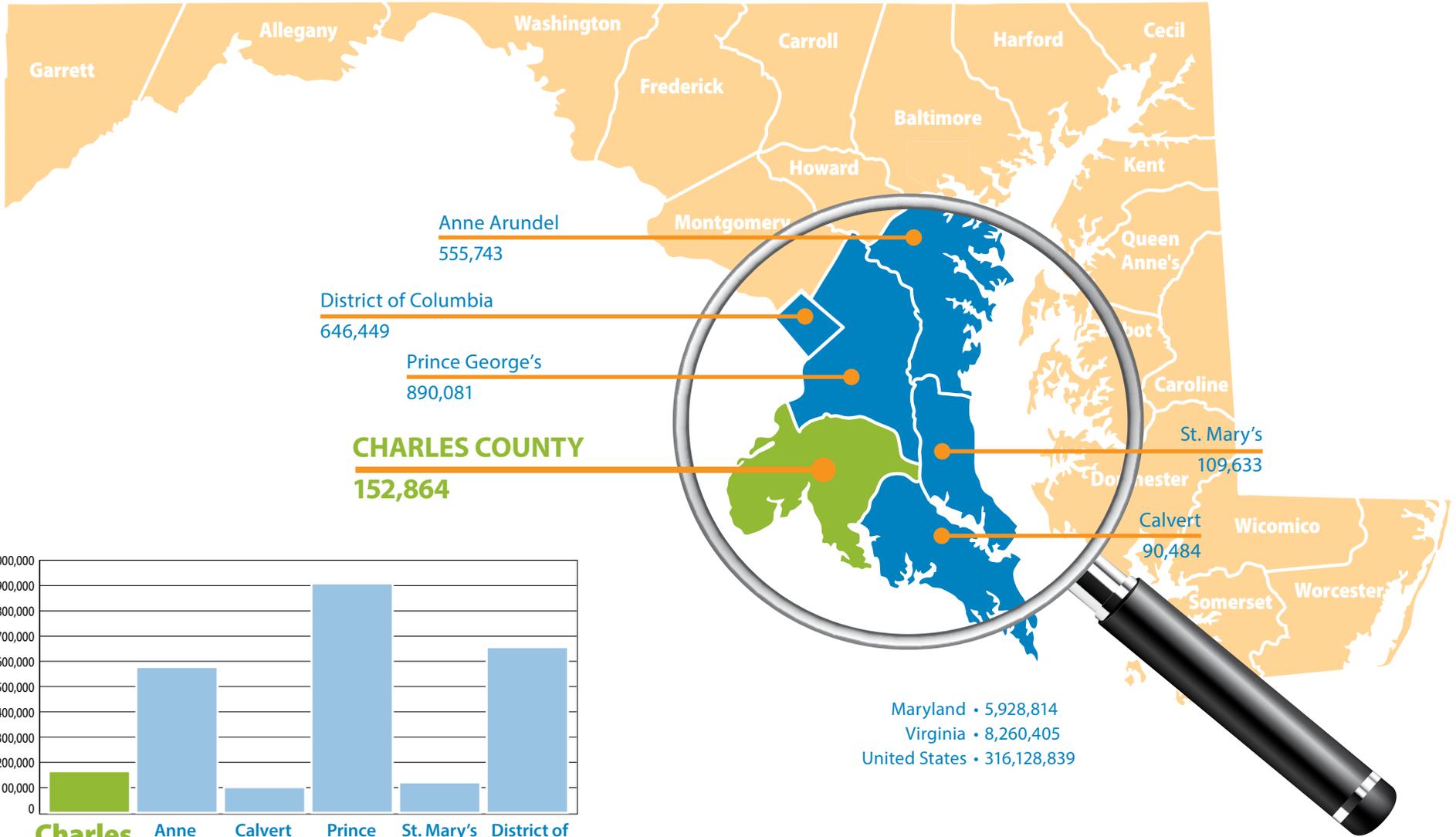
Show your Charles County Business in ACTION!

Submit your entries to the Dept. of Economic Development to be featured in our monthly e-newsletter and social media sites. Photos must be of businesses in Charles County and must be accompanied by a completed photo release form.

Submit your entries by email to:
PearsonK@MeetCharlesCounty.com



2013 Total Population



Source: U.S. Census Bureau, Population Estimates: 2013

Educational Attainment

Population: 25 Years And Older



26.3% of
Charles County
Residents Age 25+
Hold a Bachelor's
Degree or Higher



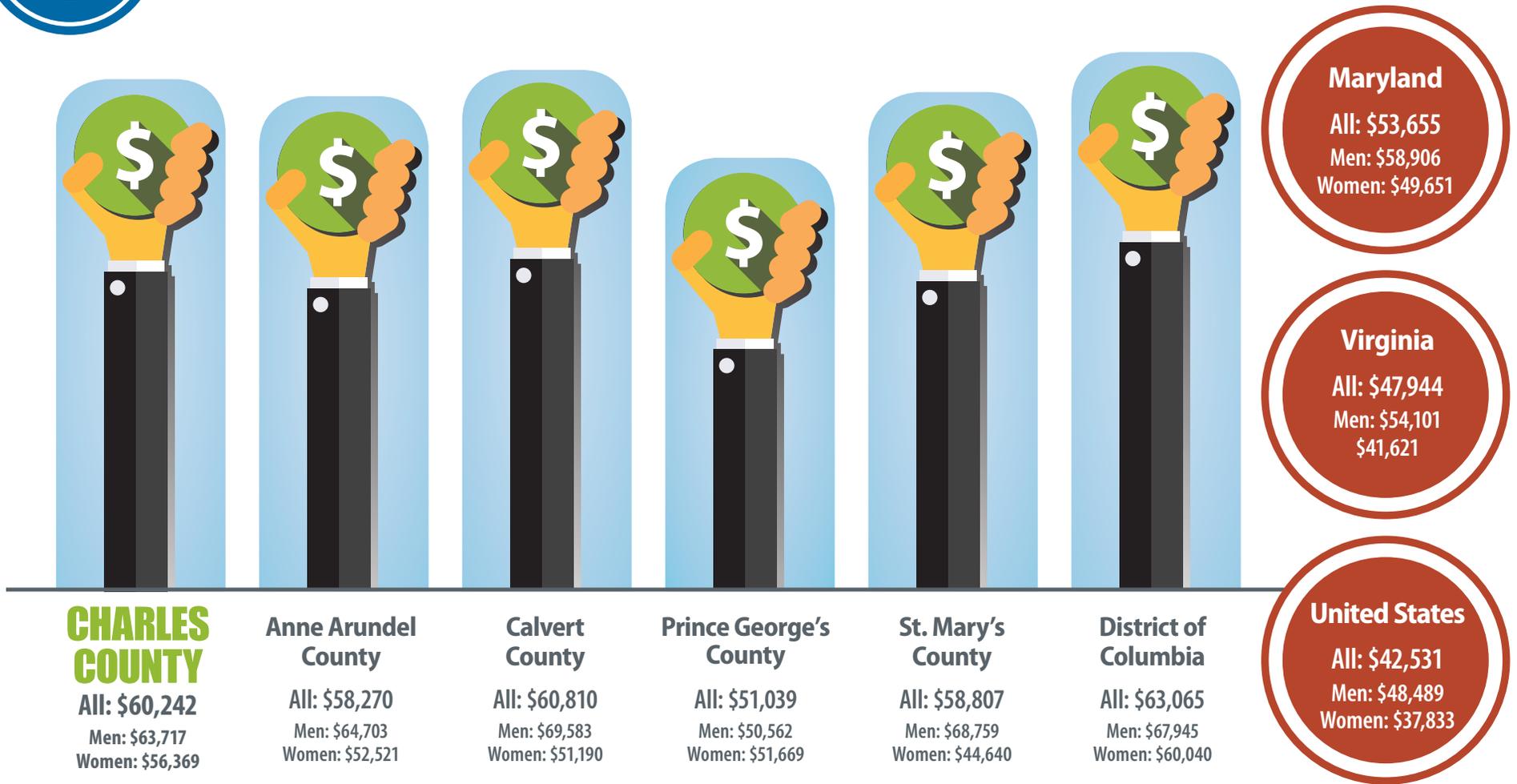
Counties	Associates Degree	Some college no degree	Bachelor's	Graduate or Professional	Bachelor's Degree & Above
Charles	7.6%	26.7%	16.4%	9.9%	26.3%
Anne Arundel	7.3%	21.5%	22.0%	14.6%	36.6%
Calvert	7.0%	23.7%	17.6%	12.0%	29.6%
Prince George's	6.1%	22.7%	17.3%	12.5%	29.8%
St. Mary's	7.9%	21.5%	17.3%	12.6%	29.9%
More...					
District of Columbia	3.0%	14.0%	23.1%	28.6%	51.7%
Maryland	6.3%	19.8%	20.0%	16.6%	36.6%
Virginia	6.9%	20.1%	20.4%	14.6%	35.0%
United States	7.8%	21.3%	18.0%	10.7%	28.7%

Source: U.S. Census Bureau 2012 ACS 3-Year Estimates



Median Earnings of Charles County Residents

Per Full-Time, Year-Round Worker



Source: U.S. Census Bureau 2012 ACS 3 Year Estimate

Median Household Income

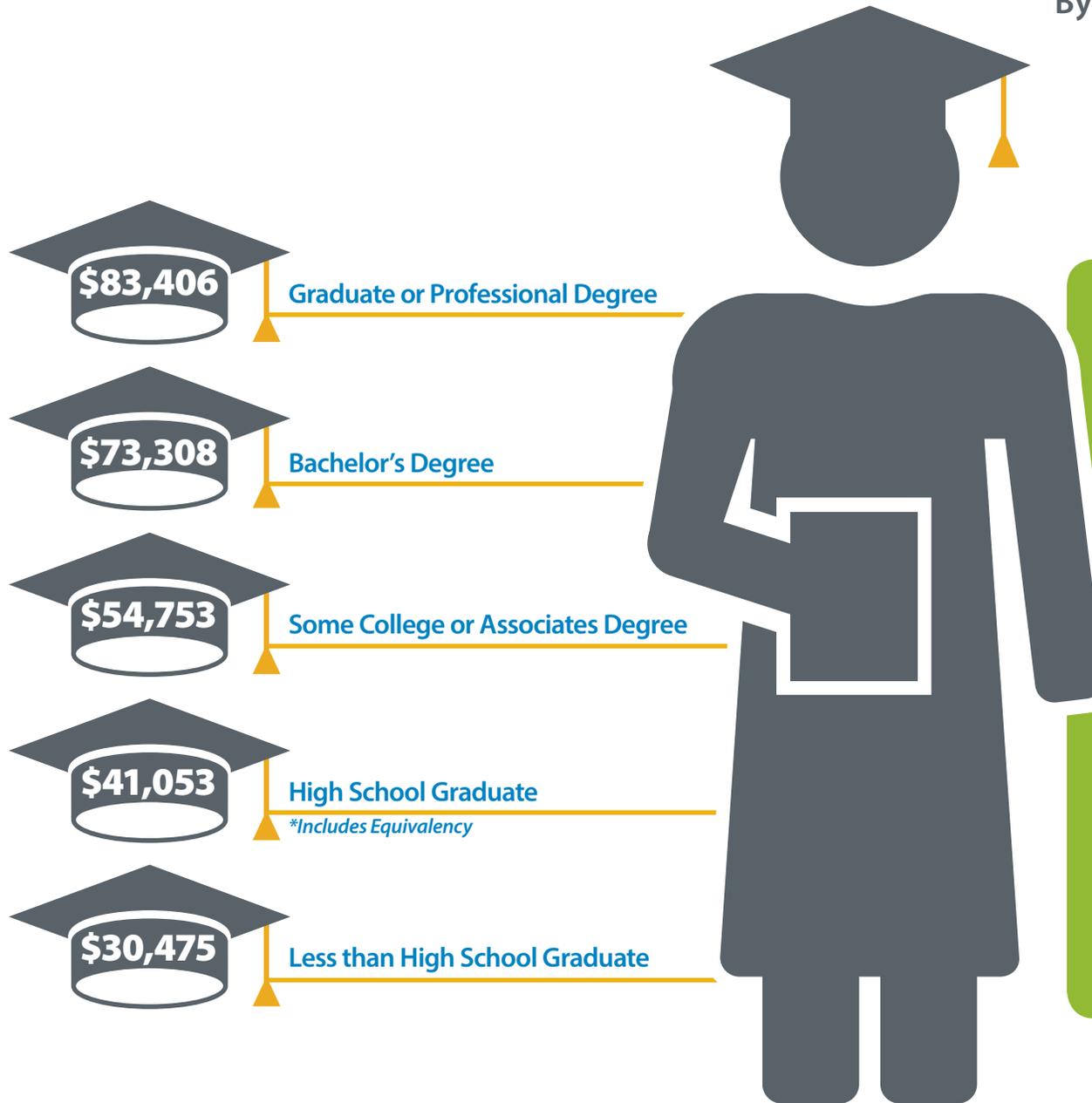
CHARLES COUNTY
\$91,801

- Anne Arundel County • \$86,454
- Calvert County • \$92,517
- Prince George's County • \$72,254
- St. Mary's County • \$86,209

- District of Columbia • \$64,610
- Maryland • \$71,707
- Virginia • \$62,811
- United States • \$51,771

Median Earnings: Charles County

By Educational Attainment



Median Earnings by Educational Attainment	Lifetime Earnings Estimates over an individual with a high school degree	
Graduate or Professional Degree	\$83,406	\$16,941,20
Bachelor's Degree	\$73,308	\$1,290,200
Some College or Associate's Degree	\$54,753	\$548,000
High School Graduate <i>(Includes Equivalency)</i>	\$41,053	
Less Than High School Graduate	\$30,475	

**Estimates are based on current dollars and are not adjusted or discounted for inflation.*

Source: U.S. Census Bureau 2012 ACS 3 Year Estimate

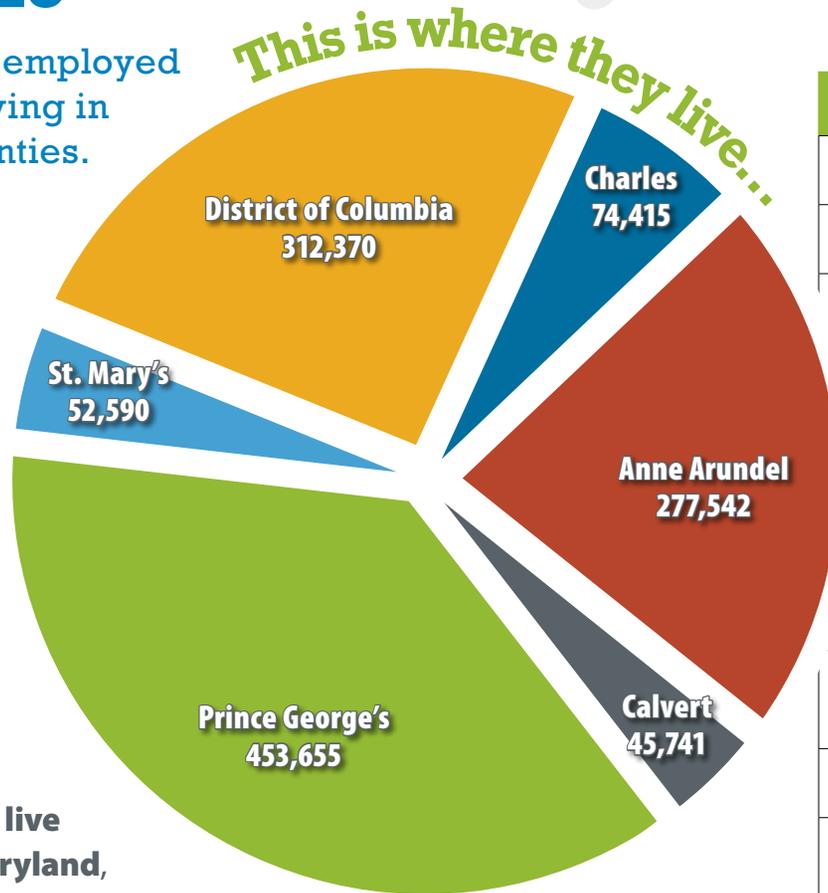


Available Workforce

By Place of Residence

1,216,313

Total civilian employed population living in these six counties.



There are over **3.2 million people** in the Washington DC Metro area labor force. **Over 1.2 million of them live in Southern Maryland,** adjacent Maryland counties and the District of Columbia.

Here are the “worker” industries...

INDUSTRY	Charles	Anne Arundel	Calvert	Prince George's	St. Mary's	District of Columbia
Civilian Employed Population 16 Years & Over	74,415	277,542	45,741	453,655	52,590	312,370
Agriculture, Forestry, Fishing & Hunting, & Mining	125	715	148	990	410	158
Construction	5,614	20,081	4,749	33,329	4,203	10,185
Manufacturing	2,247	15,770	1,849	11,914	2,641	3,682
Wholesale Trade	1,146	8,002	974	5,446	936	1,997
Retail Trade	7,606	29,478	4,896	40,066	5,685	15,018
Transportation & Warehousing, & Utilities	4,184	11,437	2,495	25,320	2,473	11,115
Information	1,158	6,423	915	10,792	605	12,962
Finance & Insurance, & Real Estate & Rental & Leasing	2,836	16,857	2,065	22,079	1,435	16,881
Professional, Scientific & Management, Administrative & Waste Management Services	11,055	41,748	5,384	70,158	8,022	67,604
Educational Services, & Health Care & Social Assistance	13,154	54,723	9,152	99,032	9,919	61,209
Arts, Entertainment, & Recreation, & Accommodation & Food Services	5,620	20,906	3,880	38,433	4,438	28,413
Other Services, Except Public Administration	3,984	14,071	2,233	27,710	2,404	28,506
Public Administration	15,686	37,331	7,001	68,386	9,419	54,640

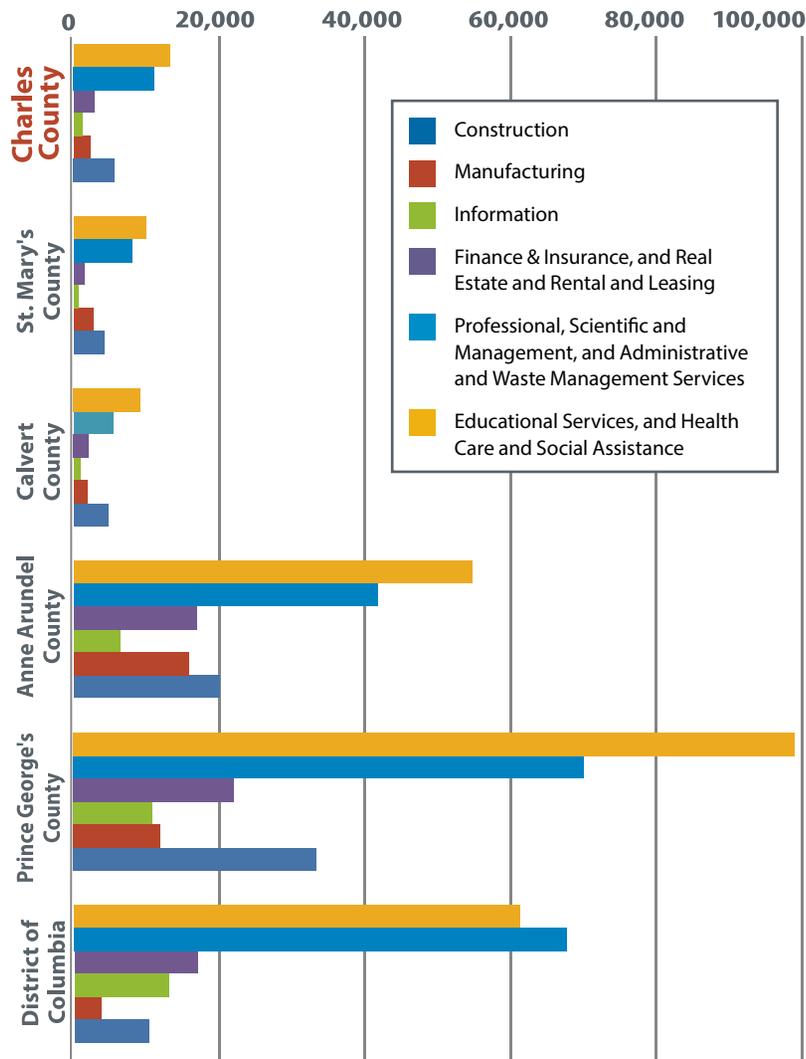
Source: Census Bureau ACS 2012 3-yr

Available Workforce

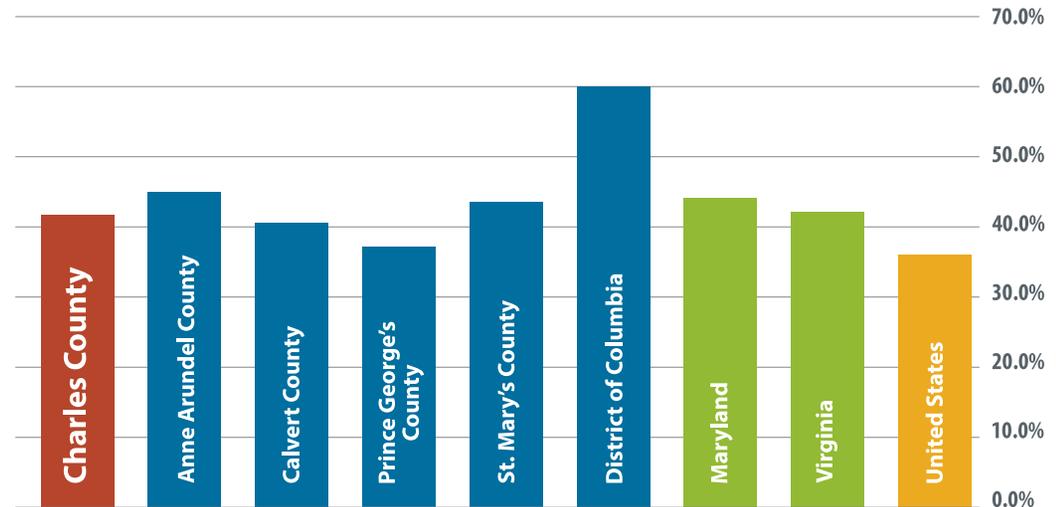
By Place of Residence



These are the selected industries of workforce...



These Are the % of Workers in Management, Business, Science & Arts...



...And these are their occupations

	Charles	Anne Arundel	Calvert	Prince Georges	St. Mary's	District of Columbia	Maryland	Virginia	United States
Management, Business, Science, & Arts	41.7%	44.9%	40.6%	37.2%	43.6%	60.0%	44.0%	42.1%	36.0%
Service	16.6%	14.6%	16.3%	20.8%	16.2%	15.3%	17.0%	16.7%	18.2%
Sales & Office	24.5%	25.3%	24.7%	24.4%	22.6%	17.3%	23.2%	23.1%	24.7%
Natural Resources, Construction, & Maintenance	9.6%	8.3%	12.0%	9.3%	11.0%	3.3%	7.9%	8.6%	9.1%
Production, Transportation, & Material Moving	7.7%	6.8%	6.4%	8.3%	6.6%	4.2%	7.8%	9.5%	12.0%

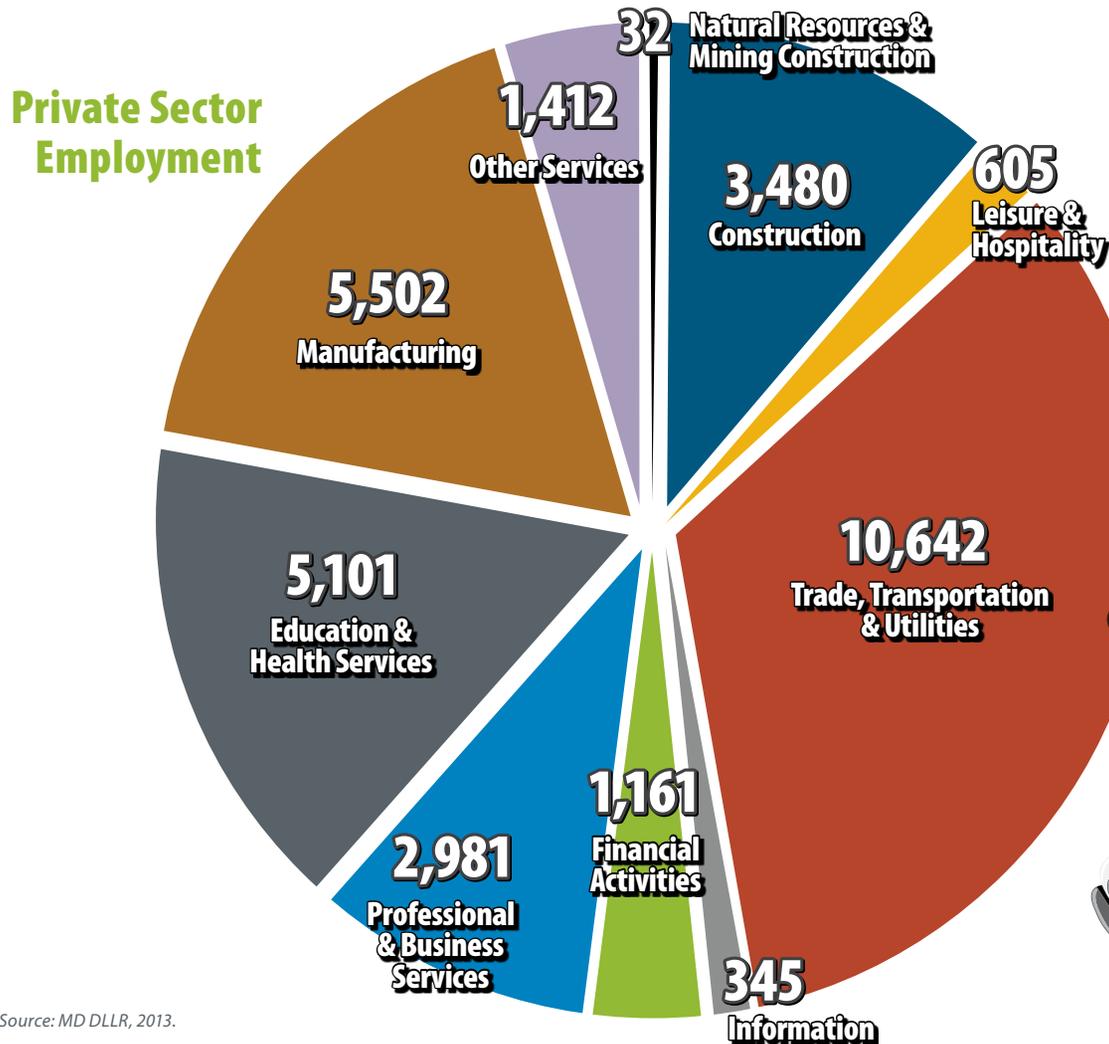
Source: Census Bureau ACS 2012 3-yr



Jobs in Charles County

40,000+ people work in Charles County.

About one third commute into the county from other jurisdictions; the rest are county residents.



Industry	Avg. Wkly Wage Per Worker	No. of Workers	No. of Reporting Units	Annual Salary
TOTAL Employment	\$792	40,799	2,907	\$41,184
Government Sector Total	\$1,124	9,538	108	\$58,448
Federal Government	\$1,773	2,224	31	\$92,196
State Government	\$730	565	9	\$37,960
Local Government	\$943	6,749	68	\$49,036
Private Sector Total All Industries	\$691	31,261	2,799	\$35,932
GOODS - PRODUCING	\$971	4,117	464	\$50,492
Natural Resources & Mining Construction	\$697	32	9	\$36,244
Construction	\$984	3,480	399	\$51,168
Manufacturing	\$912	605	56	\$47,424
SERVICE PROVIDING	\$648	27,144	2,335	\$33,696
Trade, Transp. & Utilities	\$600	10,642	669	\$31,200
Information	\$1,143	345	21	\$59,436
Financial Activities	\$950	1,161	242	\$49,400
Prof. & Business Services	\$1,089	2,981	483	\$56,628
Education & Health Services	\$798	5,101	376	\$41,496
Leisure & Hospitality	\$287	5,502	289	\$14,924
Other Services	\$577	1,412	255	\$30,004

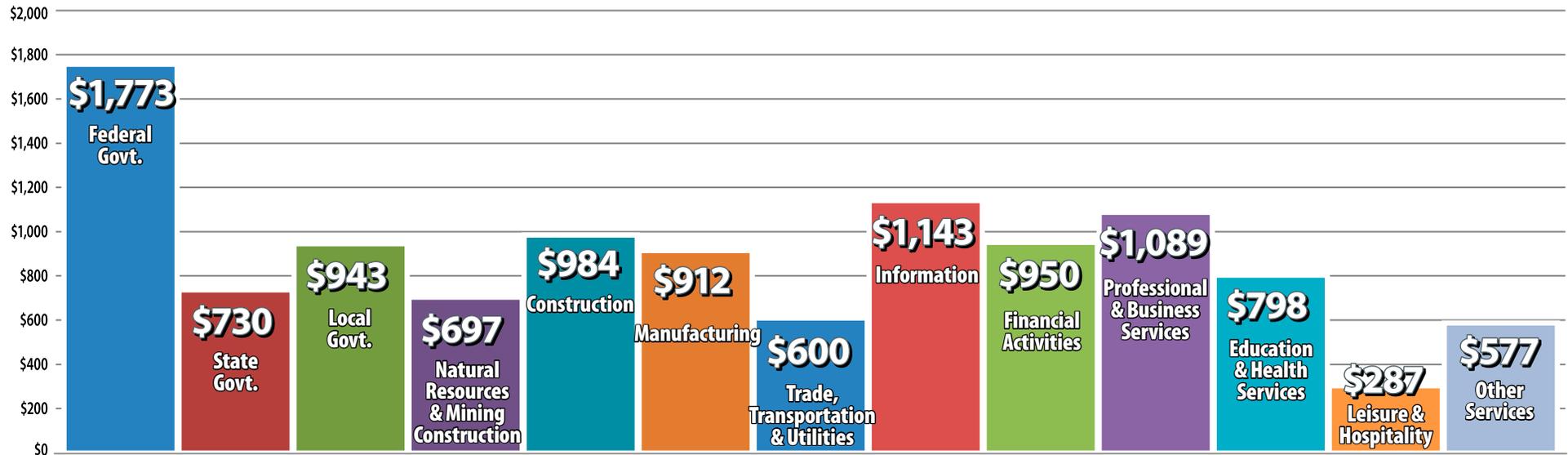


Source: MD DLLR, 2013.

Jobs in Charles County



Average Weekly Wage in Charles County



Source: MD DLLR, BLS, 2013.



Unemployment Rate

*2014 unemployment rate as of June 2014

County	2009	2010	2011	2012	2013	2014*
CHARLES	6.2%	6.8%	6.5%	6.3%	6.2%	5.5%
Anne Arundel	6.7%	7.0%	6.5%	6.1%	5.9%	5.2%
Calvert	6.1%	6.7%	6.3%	5.9%	5.7%	5.1%
Prince George's	7.3%	8.0%	7.5%	7.2%	6.8%	6.1%
St. Mary's	5.9%	6.5%	6.2%	6.1%	5.8%	5.2%
More...						
District of Columbia	9.7%	10.1%	10.2%	9.1%	8.3%	7.4%
Maryland	7.4%	7.9%	7.3%	6.9%	6.6%	5.9%
Virginia	7.0%	7.1%	6.4%	6.9%	5.5%	5.3%
United States	9.3%	9.6%	8.9%	8.0%	7.4%	6.4%

Source: MD DLLR, BLS, 2013.

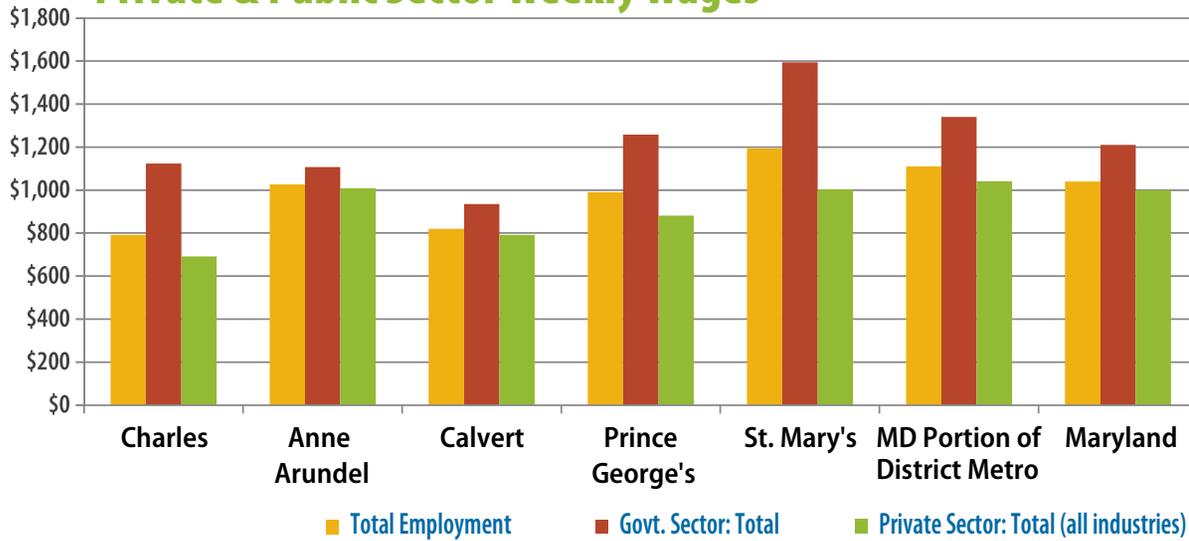


Regional Wages

Weekly • 2013

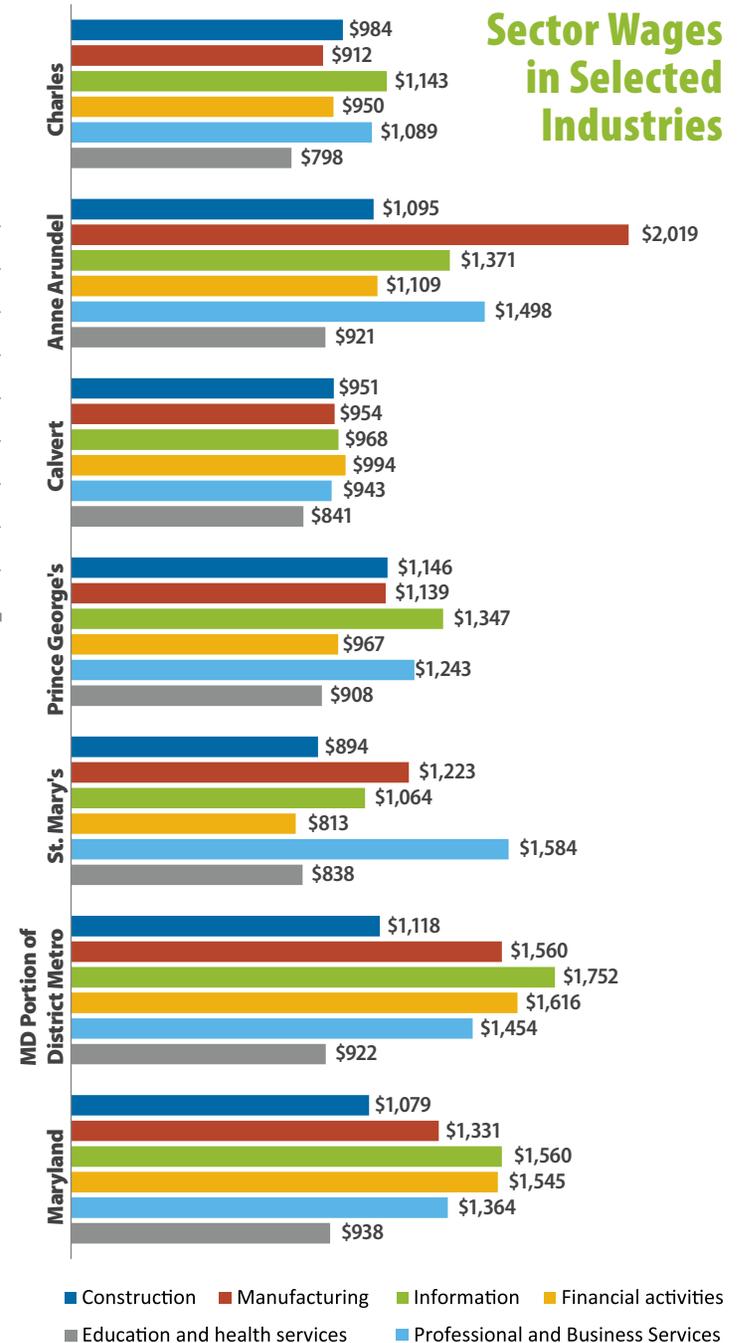
Private Sector Wages in Selected Industries

Private & Public Sector Weekly Wages



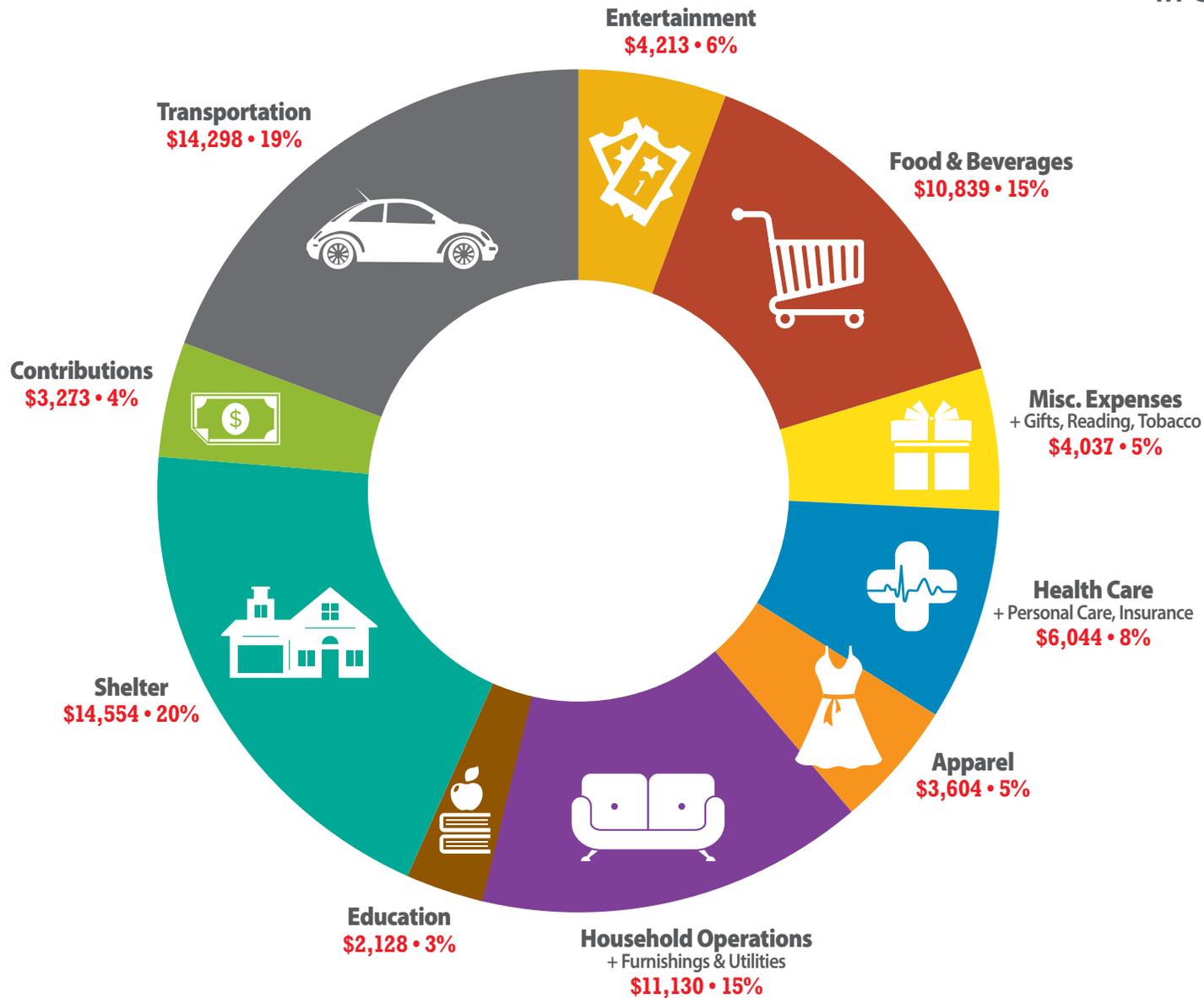
	Charles	Anne Arundel	Calvert	Prince George's	St. Mary's	MD Portion of District Metro	Maryland
Total Employment	\$792	\$1,027	\$820	\$990	\$1,194	\$1,110	\$1,040
Govt. Sector: Total	\$1,124	\$1,107	\$936	\$1,258	\$1,595	\$1,341	\$1,210
Private Sector: Total All Industries	\$691	\$1,009	\$792	\$881	\$1,004	\$1,042	\$999
Construction	\$984	\$1,095	\$951	\$1,146	\$894	\$1,118	\$1,079
Manufacturing	\$912	\$2,019	\$954	\$1,139	\$1,223	\$1,560	\$1,331
Information	\$1,143	\$1,371	\$968	\$1,347	\$1,064	\$1,752	\$1,560
Financial Activities	\$950	\$1,109	\$994	\$967	\$813	\$1,616	\$1,545
Professional & Business Services	\$1,089	\$1,498	\$943	\$1,243	\$1,584	\$1,454	\$1,364
Education & Health Services	\$798	\$921	\$841	\$908	\$838	\$922	\$938

Source: Maryland DLLR, 2013



Consumer Spending

In Charles County



Household Spending

Transportation	\$14,298	19.3%
Shelter	\$14,554	19.6%
Household Operations	\$2,979	4.0%
Furnishings	\$3,420	4.6%
Utilities	\$4,731	6.4%
Health Care	\$4,126	5.6%
Personal Care	\$1,056	1.4%
Personal Insurance	\$862	1.2%
Contributions	\$3,273	4.4%
Education	\$2,128	2.9%
Entertainment	\$4,213	5.7%
Food and Beverages	\$10,839	14.6%
Apparel	\$3,604	4.9%
Misc. Expenses	\$1,174	1.6%
Tobacco	\$386	0.5%
Gifts	\$2,234	3.0%
Reading	\$243	0.3%

Total \$74,120

Source: Census. American Community Survey, 5 yr.
Bureau of Labor Statistics, 2013



Charles County Business Patterns

	Paid Employees For Paid Period Including March	1st Qtr. Payroll	Annual Payroll	Total Establishments*
Total For All Sectors	32,595	\$274,348,000	\$1,126,769,000	2,648
Agriculture, Forestry, Fishing and Hunting	25	\$159,000	\$575,000	6
Construction	3,773	\$36,592,000	\$161,363,000	351
Manufacturing	405	\$4,266,000	\$17,993,000	41
Wholesale Trade	623	\$6,971,000	\$29,838,000	70
Retail Trade	8,852	\$52,122,000	\$211,890,000	495
Transportation and Warehousing	1,179	\$9,270,000	\$37,610,000	66
Information	n/a	\$5,932,000	\$23,118,000	30
Finance and Insurance	859	\$12,191,000	\$49,556,000	145
Real Estate and Rental and Leasing	401	\$2,849,000	\$12,849,000	103
Professional, Scientific, and Technical Services	1,945	\$30,365,000	\$130,415,000	276
Administrative and Support and Waste Management and Remediation Services	1,287	\$10,844,000	\$45,872,000	127
Educational Services	507	\$2,984,000	\$12,982,000	36
Health Care and Social Assistance	4,499	\$47,672,000	\$192,429,000	325
Arts, Entertainment, and Recreation	300	\$844,000	\$4,248,000	28
Accommodation and Food Services	4,708	\$16,760,000	\$68,976,000	243
Other Services (except Public Administration)	1,813	\$11,221,000	\$46,072,000	284

County Business Patterns is an annual Census Bureau series on private industry employment.

Data Include...

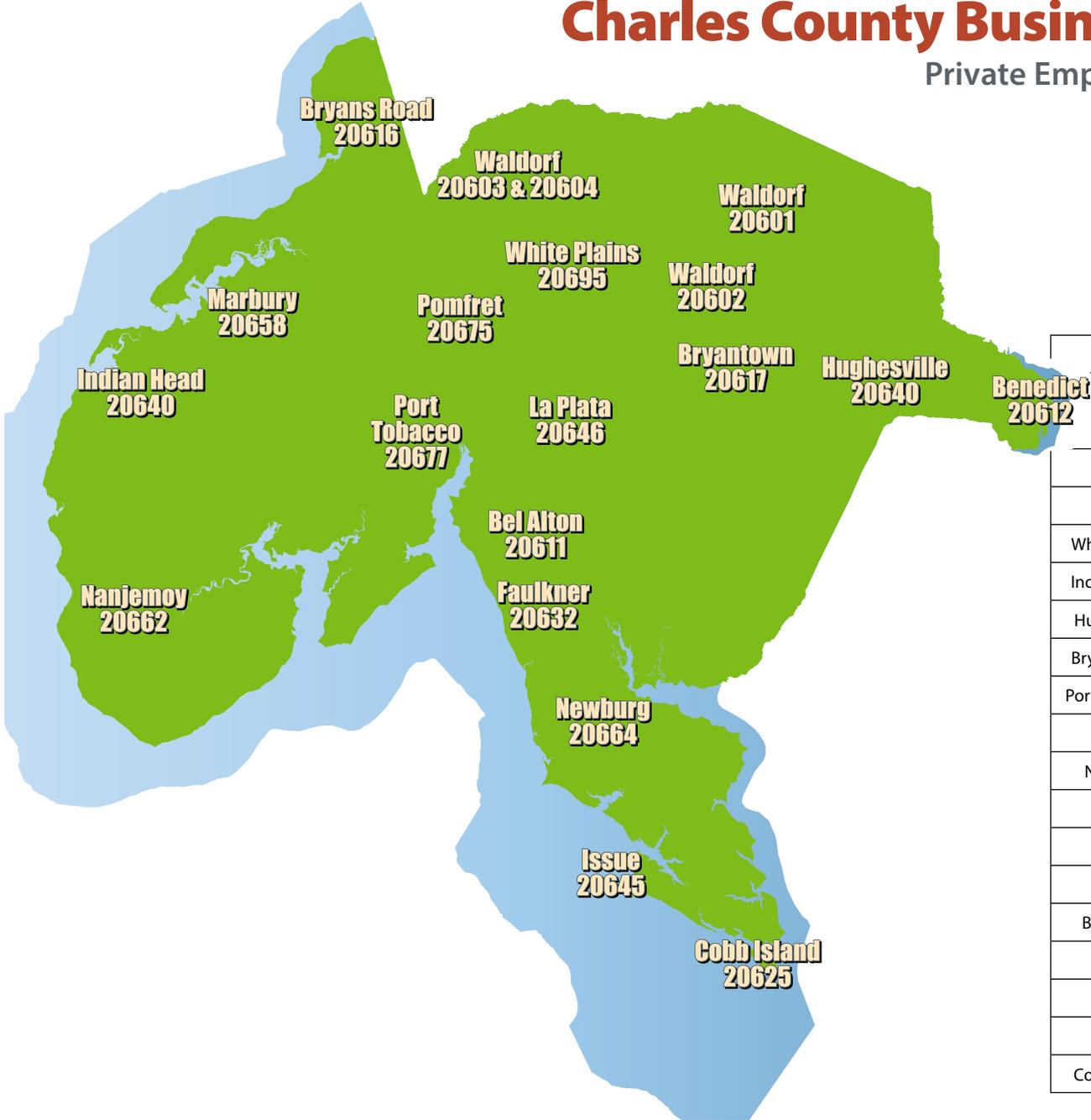
- Number of establishments
- Employment during the week of March 12
- First quarter payroll
- Annual payroll

The series excludes data on self-employed individuals, employees of private households, railroad employees, agricultural production employees, most government employees, and a few small establishments that might get missed in the process. Data on the self employed (non employers) and government employment are on the following pages.

**An "establishment" is defined by the Census as a single location. One company may have multiple establishments.*

Charles County Business Patterns

Private Employment By Zip Code



	Number Of Establishments	Paid Employees*	Annual Payroll
Waldorf: 20601	564	7,312	\$229,502,000
Waldorf: 20602	433	5,421	\$217,731,000
Waldorf: 20603	423	6,201	\$142,736,000
Waldorf: 20604	31	380	\$10,333,000
La Plata: 20646	491	6,956	\$259,658,000
White Plains: 20695	181	1,854	\$90,273,000
Indian Head: 20640	111	649	\$28,827,000
Hughesville: 20637	101	951	\$46,320,000
Bryans Road: 20616	73	650	\$15,693,000
Port Tobacco: 20677	33	287	\$9,453,000
Newburg: 20664	41	Unavailable	Unavailable
Nanjemoy: 20662	19	72	\$2,556,000
Pomfret: 20675	17	60	\$3,314,000
Bel Alton: 20611	15	Unavailable	\$2,883,000
Marbury: 20658	14	85	\$1,312,000
Bryantown: 20617	13	Unavailable	\$4,368,000
Faulkner: 20632	11	52	\$1,733,000
Benedict: 20612	8	21	\$414,000
Issue: 20645	8	Unavailable	Unavailable
Cobb Island: 20625	7	63	\$1,448,000

*For Pay Period Including March 12

Source: US Census Bureau, County Business Patterns, 2012.



Nonemployer Statistics

Charles County

Nonemployer Statistics

is an annual Census Bureau series that provides data for businesses that have no paid employees and are subject to federal income tax.

Most nonemployers are self-employed individuals operating unincorporated businesses (sole proprietorships), which may or may not be the owner's principal source of income.



Industry	Establishments	Total Receipts	Average Receipts per Establishment
Total For All Sectors	9294	\$338,048,000	\$36,373
Agriculture, Forestry, Fishing And Hunting	113	\$2,832,000	\$25,062
Utilities	5	\$49,000	\$9,800
Construction	1024	\$56,487,000	\$55,163
Manufacturing	126	\$4,939,000	\$39,198
Wholesale Trade	110	\$6,202,000	\$56,382
Retail Trade	883	\$26,166,000	\$29,633
Transportation And Warehousing	346	\$17,663,000	\$51,049
Information	118	\$3,374,000	\$28,593
Finance And Insurance	152	\$4,765,000	\$31,349
Real Estate And Rental And Leasing	994	\$72,456,000	\$72,893
Professional, Scientific, And Technical Services	1155	\$43,560,000	\$37,714
Administrative And Support And Waste Management And Remediation Services	1012	\$18,041,000	\$17,827
Educational Services	206	\$2,205,000	\$10,704
Health Care And Social Assistance	815	\$22,698,000	\$27,850
Arts, Entertainment, And Recreation	499	\$7,623,000	\$15,277
Accommodation And Food Services	151	\$3,968,000	\$26,278
Other Services (Except Public Administration)	1578	\$44,199,000	\$28,010

Source: 2012 Census Nonemployer Statistics

State and Local Public Employment

Employment Functions	F/T Equivalent Employment	Total March Payroll	Est. Salary Per F/T Employee*
Total	5,864	\$27,330,417	\$55,929
Financial Administration	65	\$362,460	\$66,916
Other Government Administration	120	\$660,927	\$66,093
Judicial & Legal	66	\$300,843	\$54,699
Police Protection Total Persons with Power of Arrest + Other	466	\$2,515,393	\$64,774
Corrections	164	\$860,000	\$62,927
Highways	40	\$173,033	\$51,910
Public Welfare	47	\$184,603	\$47,133
Health	101	\$465,735	\$55,335
Housing & Community Development	64	\$209,320	\$39,248
Park & Recreation	58	\$276,590	\$57,226
Natural Resources	102	\$361,122	\$42,485
Solid Waste Management	11	\$57,883	\$63,145
Sewerage	7	\$32,139	\$55,095
Water Supply	59	\$277,396	\$56,420
Education Total	4,341	\$19,949,915	\$55,148
Education: Elementary & Secondary Instructional + Other	3,669	\$16,683,083	\$54,564
Education: Higher Education Instructional + Other	672	\$3,266,832	\$58,336
Libraries	39	\$146,487	\$45,073
All Other & Unallocable	114	\$496,571	\$52,271

*Calculation assumes 12 months employment, which is not always the case, especially with employment in education categories.

Source: U.S. Census Bureau, 2012 Census of Governments: Employment.

Government Employment

In Charles County



Naval Support Facility Indian Head, Maryland 2013 Employment Data

Command/Activity	Federal Civilian Employees	Military Personnel	Contractor Employees**
Naval Support Activity South Potomac *	140	8	3
NSWC Indian Head EOD Technology Division *	1,439	53	240
Joint Interoperability Test Command	68	20	184
Chemical Biological Incident Response Force	4	463	18
Naval Ordnance Safety & Security Activity	83	4	9
Naval Sea Logistics Center, Indian Head	31	0	2
NAVFACWASH, PWD South Potomac Indian Head Site	189	6	7
Branch Medical Clinic	9	21	5
NAVSUP Fleet Logistics Center	7	0	1
Defense Logistics Agency	8	0	0
Navy Exchange	10	0	0
Employment Totals by Category	1,988	575	469
Employment Grand Total: 3,032			

*NSF Indian Head site only || **Contractor personnel utilizing on-base work spaces
SOURCE: Naval Support Activity South Potomac Public Affairs





Metro Area Commercial Space

2nd Quarter, 2014

RANK		Total RBA	Vacancy Rate	Flex			Retail			Industrial			Office		
				Average Rent	RBA	Vacancy Rate	Average Rent	RBA	Vacancy Rate	Average Rent	RBA	Vacancy Rate	Average Rent	RBA	Vacancy Rate
1	Calvert County, MD	5,117,593	8.0%	\$7.64	358,485	9.9%	\$17.96	2,724,434	4.2%	\$8.33	808,610	17.5%	\$17.88	1,226,064	9.9%
2	Prince William County, VA	44,153,948	8.2%	\$10.29	4,921,903	15.3%	\$18.88	21,473,227	6.3%	\$7.50	11,196,174	5.8%	\$22.10	6,562,644	12.5%
3	Charles County, MD	14,970,574	8.6%	\$10.86	687,688	20.0%	\$15.69	8,694,619	7.2%	\$5.96	3,089,943	5.9%	\$20.28	2,498,324	13.5%
4	St Marys County, MD	8,638,213	9.2%	\$12.90	446,320	12.2%	\$13.07	4,611,701	7.7%	\$5.00	669,310	5.5%	\$22.04	2,910,882	12.8%
5	Loudoun County, VA	60,135,949	9.6%	\$12.73	11,861,661	11.6%	\$28.78	16,863,877	4.3%	\$8.50	14,020,733	5.9%	\$23.78	17,389,715	16.4%
6	Frederick County, MD	39,603,389	9.8%	\$11.16	5,768,792	14.3%	\$18.93	12,731,388	4.0%	\$5.93	12,407,206	11.7%	\$21.18	8,696,003	12.3%
7	District of Columbia	185,869,832	9.9%	\$27.49	1,288,880	2.3%	\$37.94	22,159,093	4.8%	\$10.80	11,046,969	7.9%	\$49.75	151,374,890	10.8%
8	Prince George's County, MD	125,163,726	10.4%	\$9.11	9,999,433	17.4%	\$17.89	39,019,086	5.3%	\$6.40	50,100,899	8.3%	\$20.58	26,044,308	19.4%
9	Spotsylvania County, VA	17,258,112	10.8%	\$9.04	590,951	24.4%	\$13.94	9,281,682	6.9%	\$5.53	5,272,133	13.9%	\$21.29	2,113,346	16.4%
10	Montgomery County, MD	138,009,943	10.9%	\$15.51	11,184,644	11.8%	\$25.72	39,662,314	4.7%	\$11.01	14,158,664	7.7%	\$27.84	73,004,321	14.8%
11	Stafford County, VA	11,972,962	11.5%	\$8.98	725,496	16.6%	\$15.40	4,734,857	6.9%	\$6.47	2,975,500	12.0%	\$23.18	3,537,109	16.2%
12	Fauquier County, VA	5,777,834	12.4%	\$12.61	525,735	37.3%	\$21.35	2,712,299	5.8%	\$5.30	1,099,629	17.3%	\$17.38	1,440,171	12.1%
13	Fairfax County, VA	197,658,321	12.5%	\$13.21	17,946,250	12.1%	\$30.70	44,740,099	2.6%	\$8.93	21,801,272	12.2%	\$28.38	113,170,700	16.4%
14	King George County, VA	1,885,241	12.8%	n/a	27,375	n/a	\$14.32	826,043	3.0%	\$3.75	339,367	21.6%	\$17.89	692,456	20.3%
15	Arlington County, VA	49,932,666	17.6%	\$18.59	335,008	11.9%	\$30.81	7,108,347	2.2%	\$11.35	1,061,761	1.0%	\$39.44	41,427,550	20.7%
DC-VA-MD-WV MSA		973,712,959	10.90%	\$12.22	70,136,195	13.20%	\$22.94	257,523,288	4.6%	\$7.49	164,484,816	9.0%	\$34.11	481,568,660	14.7%

*Rank by total vacancy rate.

Notes:

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

Source: Co-Star Group, 2014.

Top 10 Commercial Sales Deals

2013 • Charles County • As Reported By CoStar Group

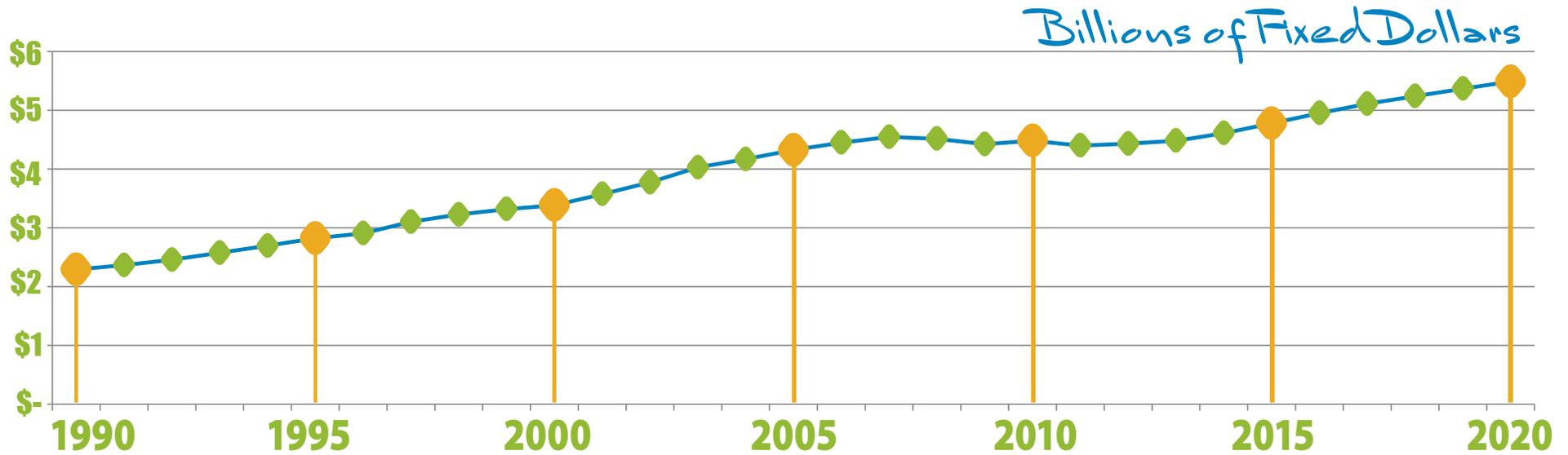


Sale Price & Date	Property Name	Use	Square Footage Building // Acres	Price Per SF	Listing Broker	Buyer Company	Buyers Broker Agent
\$8,750,000 – Nov. 20	Cambridge Medical Center 3510 Old Washington Road, Waldorf	Office	49,068 // 3.8	\$178.32	Harry Shasho Shasho Consulting (White Plains)	Cambridge Professional Center	Jake Grier Baldus Real Estate
\$4,773,000 – Oct. 8	Waldorf Auto Outlet 2183 Crain Hwy, Waldorf	Retail	15,655 // 20.0	\$304.89	James Mitchell CBRE (Washington, D.C.)	Kody Holdings	Not listed
\$2,800,000 – Jan. 31	Between Sweet Frog & Chipotle 105 Drury Lane, La Plata	Retail	8,508 // 1.1	\$329.10	Alli Oliver Hekemian & Co. (Annapolis)	Chen Group	Joshua Weiner Renaud Consulting
\$2,000,000 – Dec. 12	Thornton Shopping Center (2 Properties) 2210-2228 Crain Hwy, Waldorf	Retail Strip Center	24,480 // 1.3	\$81.70	Not listed	Thornton Center	Not listed
\$1,875,000 – Nov. 15	Hamilton Center I 3200 Crain Hwy, Waldorf	Office	18,000 // 1.0	\$104.17	Terri Walker Delta Realty Company (Waldorf)	Bayside Toyota	Not listed
\$1,550,000 – Dec. 20	All-American Steakhouse & Sports Theater 35 St. Patricks Drive, Waldorf (Formerly Bennigans)	Restaurant	6,700 // 2.6	\$231.34	Not listed	35 Saint Patricks	Ray Curtis NM Commercial Real Estate Services
\$1,355,000 – Sept. 4	Hard Times Cafe 1120 Smallwood Drive West, Waldorf	Restaurant	9,216 // 0.9	\$147.03	Michael Shover Marcus & Millichap (Conshohocken, PA)	Ht Waldorf	Michael Shover Marcus & Millichap
\$1,300,950 – Dec. 19	Orthopedic & Sports Physical Therapy 4470 Regency Place, White Plains	Office	25,000 // 1.5	\$150.00	Harry Shasho Shasho Consulting (White Plains)	Kans Investments	Stephanie Byland Shasho Consulting
\$1,300,000 – Nov. 11	Near Lunch Box Diner (Bryans Road) 6971 Indian Head Hwy, Indian Head	Retail Freestanding	3,584 // 1.2	\$362.72	Not listed	Not listed	JK Real Property Holdings
\$1,150,000 – June 26	Rosewick Rd & Washington Ave. (Near Walmart) 5650 Washington Avenue, La Plata	Industrial Land	14.12 Acres	\$81,421/ac	Not listed	Not listed	C&K Properties of MD

Source: Co-Star Group, 2014
State Department of Assessments and Taxation, 2014



Gross County Product



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

Source: Regional Economic Models Inc. 2014 REMI PI+ V1.5 Amherst, MA.

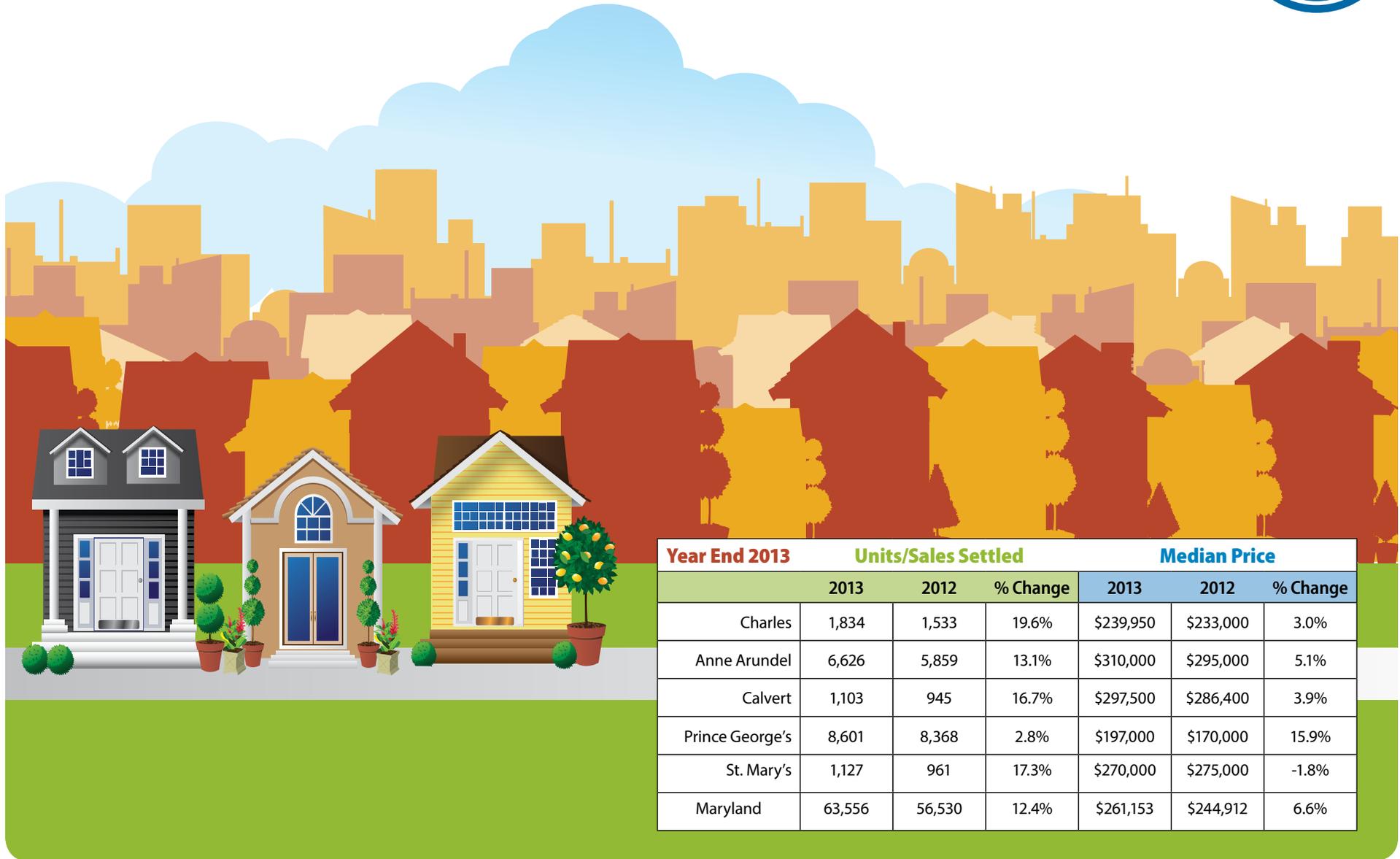
One of the Primary Indicators...

GDP is used to gauge the economic health of a county or country. It represents the total dollar value of all goods and services produced over a specific time period.



Housing Statistics

As Reported by MRIS



Source: www.mdrealtor.org • Reported by MRIS



YOUR
LIVING ROOM

IS THE NEW
ER WAITING ROOM

1

Go to
CharlesRegional.org

2

Check the ER
Wait Time and Select Your
Estimated Treatment Time*

3

Wait from the
Comfort of Home



UNIVERSITY of MARYLAND
CHARLES REGIONAL MEDICAL CENTER

CharlesRegional.org

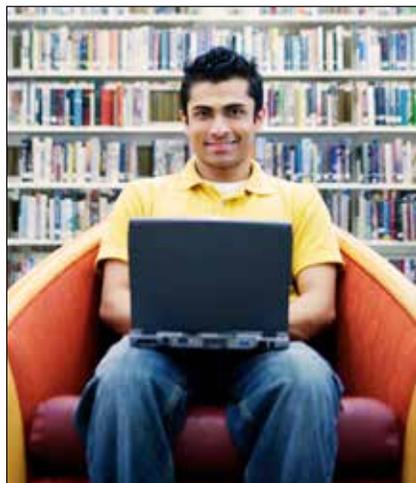
301-609-4000 | 5 Garrett Avenue, La Plata, MD 20646

Powered by
InQuicker

*Online check-in is not intended for life-threatening, debilitating or emergent conditions. Users are subject to the same triage processes as all Emergency Department visitors and treatment may be delayed to accommodate patients requiring more immediate treatment.

Your library... more than books!

- free wifi and computers ◆
- high speed internet ◆
- computer classes ◆
- career resources ◆
- resume assistance ◆
- meeting rooms ◆
- 24/7 online services ◆
- grant assistance ◆
- business programs ◆



HOURS OF OPERATION

Monday-Thursday: 9 a.m.–8 p.m.

Friday: 1 p.m.–5 p.m.

Saturday: 9 a.m.–5 p.m.

Sunday: CLOSED

La Plata Branch

2 Garrett Avenue
La Plata, MD 20646
301.934.9001

P.D. Brown Memorial Branch

50 Village Street
Waldorf, MD 20602
301.645.2864

Potomac Branch

3225 Ruth B. Swann Drive
Indian Head, MD 20640
301.375.7375

Waldorf West Branch

10405 O'Donnell Place
Waldorf, MD 20603
301.645.1395

Cyber Security Research and Solutions



Since 2009, CSRS-Corp has provided customized solutions and support for complex cyber security issues. We deliver customized computer networking and technology solutions to keep your business operating at maximum efficiency and in compliance with cyber security best-practices and regulations.

Commercial Services

Network Design * Information and Privacy Management * Virtualization
Mobility Integration * Security Assessments * Network Operations
Technology Integration * IT Policy and Governance

Let our experts help you today! Contact us for a complimentary consultation, regardless of your industry or line of business.

Innovation Partners: Our partners help us bring customized technology solutions to your business:



Some of our Customers: Office of the Secretary of Defense, Defense Information Systems Agency, Dept. of Homeland Security, and US Bank.

Contact Information:

Mailing Address: CSRS-Corp | PO Box 449 | White Plains, MD 20695

Tel: 301-392-3438 Fax: 866-626-8167

E-mail: services@csrscorp.com | <http://www.csrscorp.com>

Mr. Cedric Cato-President

Tel: 410-300-6371

cedric.cato@csrscorp.com

Ms. Amy Smith-Business Dev. Mgr.

Tel: 240-776-4972

amy.smith@csrscorp.com

CSRS-Corp is a Veteran-Owned Small Business



www.goodecompaniesinc.com
(301) 486-7501

Headquartered in Greenbelt, MD

Goode Companies provides customized business solutions to meet your solid waste, recycling and bulk removal needs.

Offering full range of waste management services for:

- Residential**
- Commercial**
- Construction**
- Government**



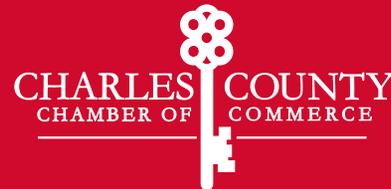
Helping Keep Charles County Green and Clean!

**dbF_amedia
company**



Audio/Video Production
Webcasting • Film Transfers
Message on Hold

301.645.6110 • www.dbfmedia.com



November 13, 2014

11:30 am to 1:30 p.m.

Greater Waldorf Jaycees

Economic Engine & State of the County Luncheon

• Sponsorship Opportunities Available •

For more information please call: 301-932-6500

www.charlescountychamber.org/events

Meet Charles County Sites

Find the ideal office space for your business or your clients' businesses. Get details on the local workforce or other economic and demographic data. Search for a local company. Showcase your client's commercial space. These are some of the free tools at www.MeetCharlesCountySites.com.

Meet Charles County Sites is the Economic Development Department's customized, online commercial real estate search application with over 175 commercial properties. It's free for those who want to upload listings. It's free who for those in search of commercial sites and space.

Users input specific search criteria and get an immediate list of available properties in Charles County. Detailed reports on searches and sites can be saved and exported.

Meet Charles County Sites Features

Commercial Property Search

Community Comparisons

Demographic Analysis Reports

Thematic Mapping

Business Search

Save & Share Option

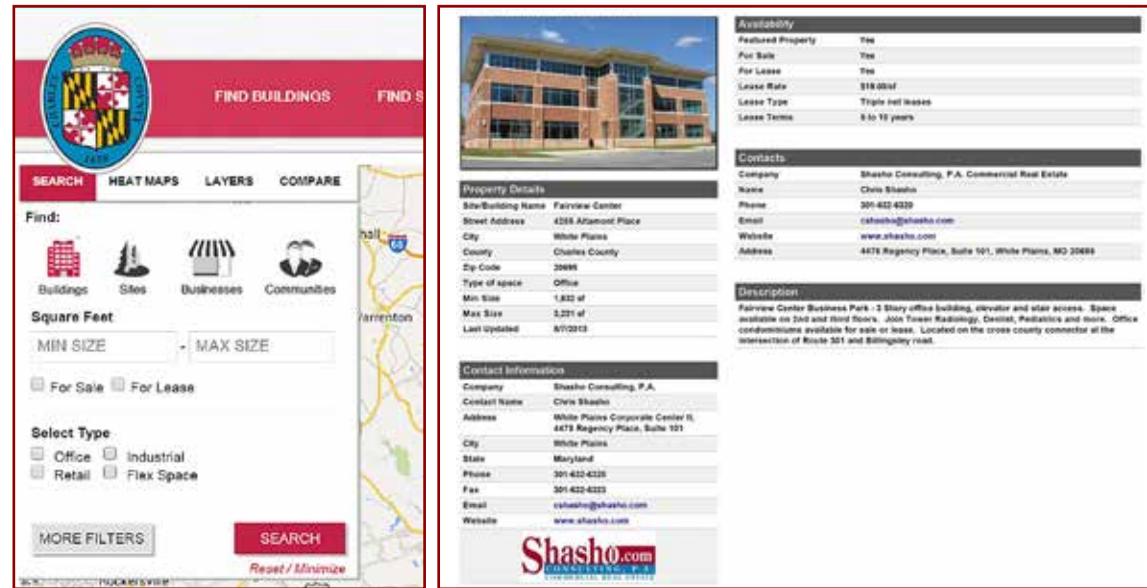
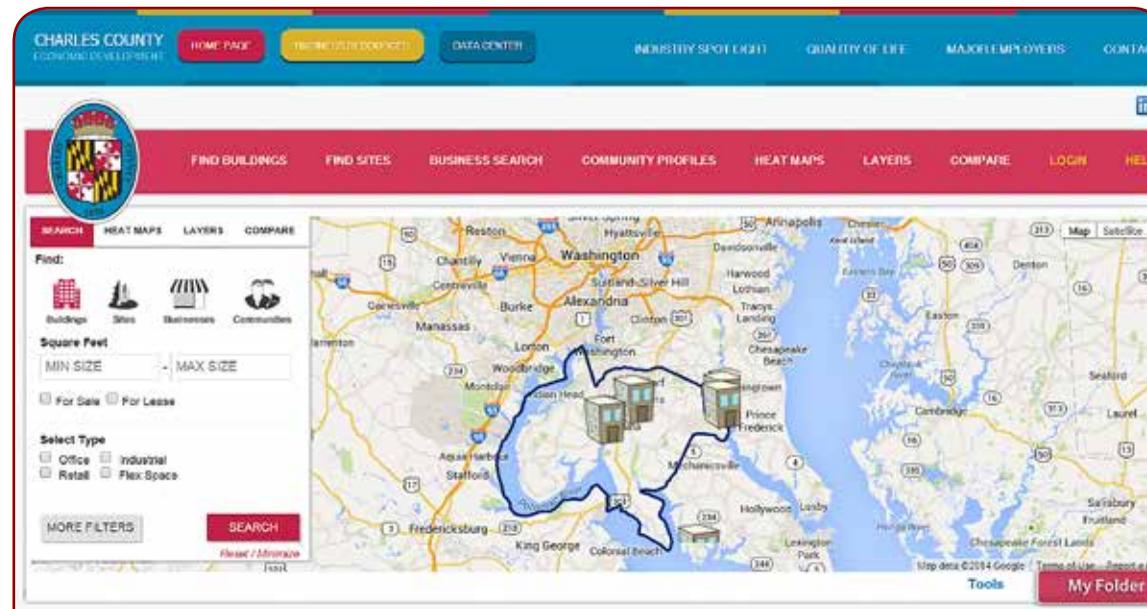
Proposal Generator

Full Mobile Optimization

And More!

Learn more: www.MeetCharlesCountySites.com

Contact Claudia Bellony-Atanga: 301-885-1347 • bellonyc@MeetCharlesCounty.com



Meet Charles County

Strategic location is an asset.

Given Charles County's proximity to Washington DC and Baltimore, and its strong position in the Southern Maryland region, the county offers numerous advantages for businesses and talent.



Well positioned for investment, growth, and development.

Charles County offers numerous flexible commercial options for companies and businesses that are ready to make a move, including hundreds of acres of shovel-ready and build-to-suit sites, high-visibility retail space, and acreage in several employment and business center parks.



More than just a great place to live.

The reasons why people have been moving to Charles County – lower cost of living, high quality of life (outdoor activities such as the Indian Head Rail Trail, beautiful scenery, the waterfront, etc.) – are the same reasons why companies should invest in the county, as these factors help attract a strong talent pool.



Meet Charles County

Charles County is a dynamic region in the Washington DC Metro Area that offers businesses and investors a strategic location, a talented workforce and high value for costs.

Charles County is a growing business hub that is well positioned for investment, growth and development. Strategically located in the Washington DC Metro Area, the County is a prime location for businesses that are looking to locate or relocate, offering companies access to a large pool of talented workforce; affordable, flexible and attractive real estate options; strategic access via a multi-modal transportation network; and excellent education options.



CHARLES COUNTY
— ECONOMIC DEVELOPMENT —

www.MeetCharlesCounty.com

Charles County Government
Department of Economic Development
10665 Stanhaven Place, Suite 206, White Plains, MD
301-885-1340 • Info@MeetCharlesCounty.com



GET CONNECTED!

To Charles County Government

www.CharlesCountyMD.gov

