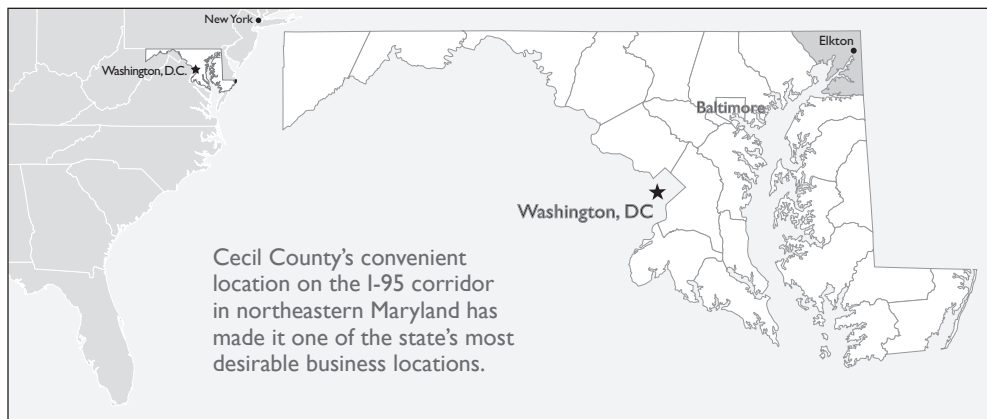


BRIEF ECONOMIC FACTS

CECIL COUNTY, MARYLAND

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



Cecil County's 1,880 businesses employ 22,200 workers; nearly 40 of these businesses have 100 or more workers. Key employers include a host of world-class companies such as ATK, DuPont Performance Elastomers, General Electric, W.L. Gore

& Associates, Restoration Hardware and Hollywood Casino. Terumo Medical Corporation, which has two production facilities in Cecil, recently opened a \$1.7 million product development laboratory.

LOCATION

Driving distance from Elkton:	Miles	Kilometers
Atlanta, Georgia	709	1,141
Baltimore, Maryland	50	80
Boston, Massachusetts	346	557
Chicago, Illinois	726	1,168
New York, New York	137	220
Philadelphia, Pennsylvania	47	76
Pittsburgh, Pennsylvania	263	422
Richmond, Virginia	192	310
Washington, DC	89	144

POPULATION^{2,3}

	Cecil County Households	Cecil County Population	Upper Eastern Shore*	Maryland
2000	31,223	85,951	199,406	5,296,486
2010	36,867	101,108	224,771	5,773,552
2020**	44,250	118,500	252,500	6,216,150

*Caroline, Cecil, Dorchester, Kent and Talbot counties

**Projections

Selected places population (2010): Elkton 15,443; Perryville 4,361; North East 3,572; Rising Sun 2,781; Charlestown 1,183

CLIMATE AND GEOGRAPHY¹

Yearly Precipitation (inches)	48.1
Yearly Snowfall (inches)	13.8
Summer Temperature (°F)	74.1
Winter Temperature (°F)	33.5
Duration of Freeze-Free Period (days)	191
Land Area (square miles)	359.6
Water Area (square miles)	21.2
Shoreline (miles)	217
Elevation (feet)	sea level to 535

POPULATION DISTRIBUTION³ (2010)

Age	Number	Percent
Under 5	6,424	6.4
5 - 19	21,626	21.4
20 - 44	31,889	31.5
45 - 64	29,294	29.0
65 and over	11,875	11.7
Total	101,108	100.0
Median age		38.9 years

CECIL COUNTY, MARYLAND

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

Civilian Labor Force (2011 avg.)	County	Labor Mkt. Area*
Total civilian labor force	50,711	458,169
Employment	46,188	423,941
Unemployment	4,523	34,228
Unemployment rate	8.9%	7.5%

Residents commuting outside the county to work (2008-2010)	Number	Percent
	25,884	53.6%

Employment in selected occupations (2008-2010)

Occupation	Number	Percent
Management, business, science and arts	16,782	34.3%
Service	8,220	16.8%
Sales and office	11,701	23.9%
Production, transp. and material moving	6,836	14.0%

* Cecil and Harford counties, MD, and New Castle County, DE

MAJOR EMPLOYERS^{6,7} (2011)

Employer	Product/Service	Employment
W.L. Gore & Associates	GORE-TEX® medical products, R&D	2,302
Perry Point VA Medical Ctr.*	Medical services	1,125
Union Hospital / Affinity Health System	Medical services	1,000
ATK	Propellants, rocket motors	540
Walmart	Consumer goods	500
Cecil College	Higher education	461
IKEA	Home furnishings distrib.	370
Penn National Gaming / Hollywood Casino	Casino gaming	350
Terumo Medical Products	Medical products, R&D	345
Bayside Community Network	Services for persons with disabilities	250
Burriss Logistics	Refrigerated trucking	250
McDonald's	Restaurants	240
Moon Nurseries	Nursery products	240
Kenneth O. Lester / PFG	Food products distrib.	226
Terumo Cardiovascular Syst.	Medical products, R&D	225
Calvert Manor Healthcare Center	Nursing care	185
Upper Bay Counseling	Medical services	185
C&S Wholesale Grocers	Food products distrib.	180
Food Lion	Groceries	180
Laurelwood Care Center	Medical services	150
Taco Bell / KFC	Restaurants	150
Dann Marine Towing	Marine towing services	135

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

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

EMPLOYMENT⁴ (2011, BY PLACE OF WORK)

Industry	Estab-lishments	Annual Avg. Empl.	Emp. %	Avg. Wkly. Wage
Federal government	31	1,425	5.1	\$1,235
State government	6	314	1.1	738
Local government	46	4,002	14.3	825
Private sector	1,883	22,187	79.4	747
Natural resources and mining	42	712	2.5	629
Construction	248	910	3.3	695
Manufacturing	72	4,091	14.6	1,373
Trade, transportation and utilities	446	6,228	22.3	621
Information	16	181	0.6	956
Financial activities	166	700	2.5	741
Professional and business services	286	1,316	4.7	728
Education and health services	182	3,629	13.0	762
Leisure and hospitality	250	3,472	12.4	331
Other services	174	948	3.4	460
Total	1,966	27,928	100.0	783

Includes civilian employment only

HOURLY WAGE RATES⁴ (2011)

Selected Occupations	Median	Entry	Experienced
Accountants	\$34.75	\$23.75	\$45.50
Bookkeeping/accounting clerks	18.25	12.25	22.00
Computer support specialists	22.50	17.00	27.00
Computer systems analysts	36.00	24.00	44.50
Customer service representatives	16.75	11.25	21.75
Electrical engineers	39.75	26.25	47.75
Electronic engineering technicians	33.75	24.00	40.25
Freight, stock and material movers, hand	12.00	8.75	15.25
Industrial truck operators	21.00	14.50	23.25
Machinists	22.25	15.00	26.25
Maintenance workers, machinery	16.00	12.50	23.00
Network administrators	35.75	26.25	41.00
Packaging and filling machine operators	12.25	9.00	15.50
Packers and packagers, hand	12.00	8.75	14.00
Secretaries	17.75	12.25	20.50
Shipping/receiving clerks	14.50	10.50	18.00
Team assemblers	14.25	9.50	18.00

Wages are an estimate of what workers might expect to receive in Cecil and Harford counties and may vary by industry, employer and locality

CECIL COUNTY, MARYLAND

SCHOOLS AND COLLEGES^{3,8}

Educational Attainment - age 25 & over (2008-2010)

High school graduate or higher	86.6%
Bachelor's degree or higher	20.7%

Public Schools

Number: 17 elementary; 6 middle; 6 high
Enrollment: 15,827 (Sept. 2011)
Cost per pupil: \$11,748 (2009-2010)
Students per teacher: 13.5 (Oct. 2011)
High school career / tech enrollment: 2,170 (2011)
High school graduates: 1,138 (June 2011)

Private Schools

Number: 20 (Sept. 2011)

Higher Education (2011)	Enrollment	Degrees
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2-year institution

Cecil College	2,600	235
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Several major universities are within an easy commute of the county, including Washington College and the University of Delaware. Cecil College recently entered into an articulation agreement with the University of Delaware for their civil engineering and government logistics/operations management programs. The College holds over 20 similar agreements with institutions in Maryland, Delaware and Pennsylvania, including Univ. of Maryland, Johns Hopkins, Salisbury, Drexel and Widener Universities. The agreements allow students to study during their first two years at home while providing significant costs savings in degree pursuit.

TAX RATES⁹

	Cecil Co.	Maryland
Corporate Income Tax (2012)	none	8.25%
Base – federal taxable income		
Personal Income Tax (2012)	2.80%	2.0%-5.75%*
Base – federal adjusted gross income		
*Graduated rate peaking at 5.75% on taxable income over \$300,000		
Sales & Use Tax (2012)	none	6.0%
Exempt – sales for resale; manufacturer's purchase of raw materials; manufacturing machinery and equipment; purchases of materials and equipment used in R&D and testing of finished products; purchases of computer programs for reproduction or incorporation into another computer program for resale		
Real Property Tax (FY 13)	\$0.9907	\$0.112
Effective rate per \$100 of assessed value		
In addition to this rate, there are some miscellaneous taxes and/or special taxing areas in the county; in an incorporated area, a municipal rate will also apply		
Business Personal Property Tax (FY 13)	\$2.4768	none
Rate per \$100 of depreciated value		
Exempt – manufacturing and R&D machinery, equipment, materials and supplies; manufacturing, R&D and warehousing inventory		
In an incorporated area, a municipal rate may also apply		

Major Tax Credits Available

Enterprise Zone, Job Creation, R&D

INCOME³ (2008-2010)

Distribution	Percent Households		
	Cecil Co.	Maryland	U.S.
Under \$25,000	17.9	15.6	24.0
\$25,000 - \$49,999	20.4	19.5	24.8
\$50,000 - \$74,999	19.9	18.2	18.5
\$75,000 - \$99,999	16.1	13.9	12.1
\$100,000 - \$149,999	16.9	17.6	12.2
\$150,000 - \$199,999	5.8	8.0	4.3
\$200,000 and over	3.1	7.2	4.1
Median household	\$64,377	\$70,017	\$51,222
Average household	\$77,009	\$90,800	\$70,116
Per capita	\$28,358	\$34,469	\$26,942
Total income (millions)	\$2,780	\$192,747	\$8,035,025

HOUSING^{2,3,10}

Occupied Units (2008-2010)	36,098 (74.8% owner occupied)	
Housing Transactions (2010)	Units	Median Selling Price
All arms-length transactions	669	\$244,000
All multiple-listed properties*	801	\$214,000

*Excludes auctions and FSBO

BUSINESS AND INDUSTRIAL PROPERTY⁶

At the heart of the Mid-Atlantic region and the Chesapeake Science and Security Corridor, Cecil County's nine industrial and technology parks offer affordable land and existing buildings ranging in size from 5,000 to 233,000 sf, ready for immediate occupancy.

Building A of the **Cecil Technology Campus**, in the 1,000-acre **Principio Business Park**, has 26,000 sf available for lease. The campus has been permitted for five buildings totaling 225,000 sf.

Available just north of I-95 is the 160,000 sf Class A Basell North America Headquarters and R&D Center situated on 90 acres near the Delaware line.

A portion of the **Broadlands Business Park** has been designated as part of **Foreign Trade Zone #74** managed by the Baltimore Development Corporation.

Market Profile Data	Low	High	Average
Land – cost per acre			
Industrial	\$40,000	\$250,000	\$100,000
Office	\$100,000	\$200,000	\$135,000
Rental Rates – per square foot			
Warehouse / Industrial	\$3.55	\$15.00	\$5.50
Flex / R&D / Technology	\$4.00	\$14.00	\$10.00
Class A Office	\$10.00	\$15.00	\$12.00

CECIL COUNTY, MARYLAND

TRANSPORTATION

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

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

Truck: 49 local and long-distance trucking establishments are located in the county

Water: Port of Baltimore, a leading U.S. automobile port (50' channel); the Port of Wilmington; and the Port of Philadelphia all are located within an hour's drive; the C&D Canal (35' channel) bisects Cecil County and links the Chesapeake and Delaware Bays

Air: Scheduled service is available at Baltimore/Washington International Thurgood Marshall (BWI) and Philadelphia International (PHL) Airports: PHL – 45 minutes via I-95 north; BWI – one hour via I-95 south; air service is also available at New Castle Airport in New Castle, Delaware, and Summit Aviation in Summit, Delaware; the county's newly expanded Cecil County Airport has renovated facilities and a 3,000' runway

RECREATION AND CULTURE

Parks: Over 10,000 acres of preserved forest, fields, trails, hiking and biking paths, and waterfront vistas attract visitors to Cecil's unspoiled Elk Neck State Park, Elk Neck State Forest, and Fair Hill Natural Resource Area all year long

Recreation and Leisure: World-renowned for equestrian pursuits, the Fair Hill International attracts thousands each fall, as does the Memorial Day Steeplechase Race known as Fair Hill Races; ESPN Bassmaster selected Cecil County for their televised Chesapeake tournament for a second year in a row; five 18-hole courses offer golfing opportunities; with over 220 miles of shoreline, Cecil County brings out water sport enthusiasts, as well as the Diamond in the Rough Triathlon every June and the North East Triathlon every August

Attractions: Home to eight quaint towns, three designated National Register Historic Districts, and one designated as an Arts & Entertainment District; antiquing is a popular activity

Events: The county offers a host of community events and activities, including festivals, fairs, parades, summer music concerts, and wine tastings

FEDERAL FACILITIES AND FUNDING³ (2010)

Direct Federal Expenditures or Obligations

	Total	Per Capita
Total	\$707,018,359	\$6,993
Defense	\$33,688,644	\$333
Non-defense	\$673,329,715	\$6,660

Major Federal Facility: Perry Point VA Medical Center

UTILITIES

Electricity: Delmarva Power and Choptank Electric Cooperative, Inc.; customers of investor-owned utilities and major cooperatives may choose their electric supplier

Gas: Elkton Gas, subsidiary of AGL Resources, supplies natural gas in Elkton area; BGE provides gas in Perryville and southwestern county; Chesapeake Utilities constructing pipeline to provide gas service to much of the growth corridor; customers may choose their gas supplier

Water: Municipal systems in Cecilton, Charlestown, Chesapeake City, Elkton, North East, Perryville and Rising Sun; Artesian Water Maryland services Port Deposit and other rural areas of the county

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

Telecommunications: Verizon Maryland offers Verizon Business Ethernet and other services; Comcast offers cable internet and telephone as well as Ethernet; the Maryland Broadband Cooperative is implementing the Maryland Rural Broadband Initiative to develop "middle mile" fiber optic networks

GOVERNMENT¹¹

County Seat: Elkton

Government: Five commissioners elected for four-year terms; commissioner form of government limits county legislative power to areas authorized by the General Assembly
James T. Mullin, Pres. Board of County Commis. 410.996.5201
Alfred C. Wein, Jr., County Administrator 410.996.8301

Website: www.ccgov.org

County Delegation to Maryland General Assembly:

E. J. Pipkin, Senate Chair 410.841.3639

Michael D. Smigiel, Sr., House Chair 410.841.3555

U.S. Congressional Election District: 1st

County Bond Rating: AA (S&P); Aa2 (Moody's)

Cecil County Office of Economic Development

Lisa Webb, CEcD, Director

200 Chesapeake Blvd., Suite 2700

Elkton, Maryland 21921

Telephone: 410.996.6292

Email: lwebb@ccgov.org

www.cecilbusiness.org

Sources:

1 National Oceanic and Atmospheric Administration and Maryland State Office of Climatology (30-year averages); Maryland Geological Survey

2 Maryland Department of Planning

3 U.S. Bureau of the Census

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

5 U.S. Bureau of Labor Statistics

6 Cecil County Office of Economic Development

7 Maryland Department of Business and Economic Development

8 Maryland State Department of Education; Maryland Higher Education Commission

9 Maryland State Dept. of Assessments and Taxation; Comptroller of the Treasury

10 Maryland Association of Realtors

11 Maryland State Archives; Maryland Association of Counties