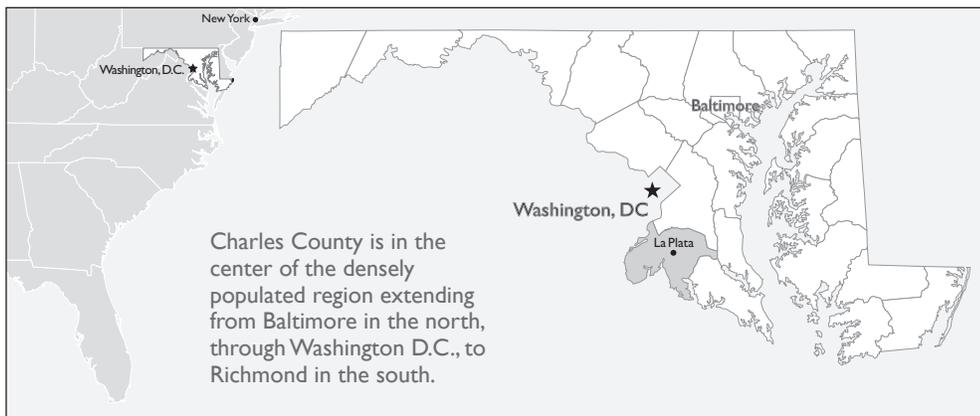


BRIEF ECONOMIC FACTS

CHARLES COUNTY, MARYLAND

Businesses in Charles County enjoy the benefits of strategic location, skilled workforce, a reverse commute, and quality office and industrial space. Virtually all of the region's federal and military installations – from Patuxent River NAS to Quantico to Ft. Meade – lie within a 40-mile radius of Waldorf, the county's population and business core. Employment at the Naval Support Facility Indian Head exceeds 3,100 including more than 1,300 scientists, engineers and technicians at NSWC, the Navy's Energetics Enterprise.



Employment parks along key transportation corridors offer competitively priced sites ranging from fully permitted, Class A buildings to build-to-suit facilities meeting ATFP compliance criteria. Headquartered in La Plata, the College of Southern Maryland supports employers' workforce training needs. The unique combination of urban and rural assets in Charles County contributes to a high quality of life with excellent schools, high household incomes, and ample recreational resources.

Charles County's 2,900 private sector employers have more than 31,200 workers, with approximately 40 employing 100 or more. Regional firms headquartered in the county are complemented by a growing number of tech-related employers: Naval Support Facility Indian Head, Facchina Global Services, SAIC, Energetics Technology Center, OutsourcelT, and Zekiah Technologies.

LOCATION

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

CLIMATE AND GEOGRAPHY¹

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

POPULATION^{2,3}

	Charles County		Maryland part of Washington DC metro*	Maryland
	Households	Population		
2000	41,668	120,546	2,065,242	5,296,486
2010	51,214	146,551	2,303,870	5,773,552
2020**	62,500	174,350	2,505,700	6,216,150

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

**Projections

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

POPULATION DISTRIBUTION³ (2010)

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

CHARLES COUNTY, MARYLAND

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

Civilian Labor Force (2012 avg.)	County	Labor Mkt. Area*
Total civilian labor force	79,431	601,813
Employment	74,775	562,552
Unemployment	4,656	39,261
Unemployment rate	5.9%	6.5%

Residents commuting outside the county to work (2009-2011)	Number	Percent
	46,662	63.8%

Employment in selected occupations (2009-2011)

Occupation	Number	Percent
Management, business, science and arts	30,361	41.3%
Service	11,685	15.9%
Sales and office	18,008	24.5%
Production, transp. and material moving	5,590	7.6%

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

MAJOR EMPLOYERS^{6,7} (2012)

Employer	Product/Service	Employment
Naval Support Facility (NSF) Indian Head*	Military installation	2,693
College of Southern Md.	Higher education	932
Civista Medical Center	Medical services	805
Walmart / Sam's Club	Consumer goods	759
Safeway	Groceries	500
Facchina Construction	HQ / construction services	499
Southern Maryland Electric Cooperative (SMECO)	Energy products and services	486
Target	Consumer goods	425
McDonald's	Restaurants	396
Food Lion	Groceries	310
Lowe's	Home improvement prods.	300
Darden Restaurants	Restaurants	284
CCNRC Family of Care	Nursing care	252
Chaney Enterprises	Concrete, block and gravel	250
Bloomin' Brands	Restaurants	249
Genesis HealthCare	Nursing care	249
Macy's	Consumer goods	249
So. Maryland Oil / Wills Grp.	Fuel oil distribution	249
Chick-fil-A	Restaurants	225
Pizza Hut/Taco Bell/KFC**	Restaurants	214
Sears, Roebuck and Co.	Consumer goods	210
Keller Transportation	Bus transportation	206
Giant Food	Groceries	200
Ken Dixon Automotive	Car dealers	200
Home Depot	Home improvement prods.	195

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

* Employee count excludes 465 contractor employees from companies not appearing on this list

** Single ownership

EMPLOYMENT⁴ (2011, BY PLACE OF WORK)

Industry	Estab-lishments	Annual Avg. Empl.	Emp. %	Avg. Wkly. Wage
Federal government	31	2,249	5.6	\$1,851
State government	5	415	1.0	682
Local government	67	6,600	16.3	926
Private sector	2,906	31,157	77.1	674
Natural resources and mining	10	36	0.1	582
Construction	427	3,071	7.6	955
Manufacturing	63	687	1.7	871
Trade, transportation and utilities	696	11,079	27.4	575
Information	23	318	0.8	1,138
Financial activities	254	1,150	2.8	935
Professional and business services	508	3,246	8.0	1,073
Education and health services	375	4,919	12.2	792
Leisure and hospitality	286	5,312	13.1	286
Other services	264	1,339	3.3	560
Total	3,009	40,421	100.0	781

Includes civilian employment only

HOURLY WAGE RATES⁴ (2011)

Selected Occupations	Median	Entry	Experienced
Accountants	\$32.25	\$21.50	\$41.00
Aerospace engineers	51.75	36.50	58.25
Bookkeeping/accounting clerks	17.75	12.00	21.75
Computer support specialists	25.00	15.50	30.75
Computer systems analysts	40.75	26.25	48.25
Customer service representatives	12.00	8.50	16.25
Electrical engineers	47.50	36.25	55.50
Electronic engineering technicians	41.00	28.50	44.50
Freight, stock and material movers, hand	9.75	8.00	12.50
Industrial truck operators	13.75	10.50	16.50
Machinists	24.50	15.75	30.00
Network administrators	37.00	26.50	42.75
Packers and packagers, hand	9.00	8.00	13.50
Secretaries	17.75	12.25	21.25
Shipping/receiving clerks	12.75	10.00	16.00
Team assemblers	11.50	9.50	15.00

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

CHARLES COUNTY, MARYLAND

SCHOOLS AND COLLEGES^{3,8}

Educational Attainment - age 25 & over (2009-2011)

High school graduate or higher	90.8%
Bachelor's degree or higher	26.3%

Public Schools

Number: 21 elementary; 8 middle; 6 high
Enrollment: 26,644 (Sept. 2012)
Cost per pupil: \$12,088 (2010-2011)
Students per teacher: 15.4 (Oct. 2012)
High school career / tech enrollment: 3,111 (2012)
High school graduates: 2,191 (June 2011)

Private Schools

Number: 28 (Sept. 2011)

Higher Education (2011)	Enrollment	Degrees
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2-year institution

College of Southern Maryland (CSM)*	9,153	821
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High-quality, customizable workforce training is provided through CSM's Center for Trades and Energy Training and The Corporate Center. University of Maryland University College offers degree programs at the Waldorf Center for Higher Education. The region's world-renowned universities are within easy driving distance, and satellite courses are offered locally.

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

TAX RATES⁹

	Charles Co.	Maryland
Corporate Income Tax (2013)	none	8.25%
Base – federal taxable income		
Personal Income Tax (2013)	2.90%	2.0%-5.75%*
Base – federal adjusted gross income		
*Graduated rate peaking at 5.75% on taxable income over \$300,000		
Sales & Use Tax (2013)	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)	\$1.121	\$0.112
Effective rate per \$100 of assessed value		
In addition to this rate, there are some miscellaneous taxes and/or special taxing areas in the county; in an incorporated area, the county rate may vary and a municipal rate will also apply		
Business Personal Property Tax (FY 13)	\$2.8025	none
Rate per \$100 of depreciated value		
Exempt – manufacturing and R&D machinery, equipment, materials and supplies; manufacturing, R&D and warehousing inventory		
In an incorporated area a municipal rate will also apply		
Major Tax Credits Available		
Job Creation, R&D		

INCOME³ (2009-2011)

Distribution	Percent Households		
	Charles Co.	Maryland	U.S.
Under \$25,000	10.2	15.9	24.0
\$25,000 - \$49,999	13.2	18.7	24.5
\$50,000 - \$74,999	16.3	17.8	18.3
\$75,000 - \$99,999	16.0	13.5	12.0
\$100,000 - \$149,999	25.6	17.8	12.3
\$150,000 - \$199,999	11.3	8.3	4.5
\$200,000 and over	7.5	8.0	4.3
Median household	\$91,725	\$71,294	\$51,484
Average household	\$102,413	\$92,929	\$70,909
Per capita	\$36,240	\$35,193	\$27,158
Total income (millions)	\$5,170	\$198,061	\$8,149,680

HOUSING^{2,3,10}

Occupied Units (2009-2011)	50,479 (79.0% owner occupied)	
Housing Transactions (2011)	Units	Median Selling Price
All arms-length transactions	1,319	\$270,000
All multiple-listed properties*	1,669	\$227,000

*Excludes auctions and FSBO

BUSINESS AND INDUSTRIAL PROPERTY⁶

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

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

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

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

Market Profile Data	Low	High	Average
Land – cost per acre			
Industrial	\$21,000	\$200,000	\$110,500
Office	\$109,000	\$600,000	\$250,000
Rental Rates – per square foot			
Warehouse / Industrial	\$5.25	\$14.00	\$9.00
Flex / R&D / Technology	\$8.00	\$20.00	\$13.50
Class A Office	\$13.00	\$35.00	\$18.50

CHARLES COUNTY, MARYLAND

TRANSPORTATION

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

Rail: CSX Transportation

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

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

Air: County business district lies 45 minutes from Washington's Reagan National Airport and about an hour from both Dulles International and BWI Marshall Airports; Maryland Airport (2W5), near LaPlata, is upgrading to a 4,200 foot runway and will be the closest airport to DC for corporate jet traffic when completed

RECREATION AND CULTURE

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

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

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

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

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

UTILITIES

Electricity: Southern Maryland Electric Cooperative; customers may choose their electric supplier; county is home to NRG's Morgantown power generation plant with a capacity of 1,467 megawatts

Gas: Washington Gas; customers may choose their gas supplier

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

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

Telecommunications: Broadband services include Verizon FiOS and Comcast Business Class; several carriers offer excellent wireless coverage and landline service

GOVERNMENT¹¹

County Seat: La Plata

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

Candice Quinn Kelly, President, Board of County Commissioners 301.645.0550

Mark J. Belton, County Administrator 301.645.0550

Website: www.charlescounty.org

County Delegation to Maryland General Assembly:

Thomas M. Middleton, Senate Chair 410.841.3616

Peter F. Murphy, House Chair 410.841.3247

U.S. Congressional Election District: 5th

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

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Sources:

- 1 National Oceanic and Atmospheric Administration and Maryland State Office of Climatology (30-year averages); Maryland Geological Survey
- 2 Maryland Department of Planning
- 3 U.S. Bureau of the Census
- 4 Maryland Department of Labor, Licensing and Regulation, Office of Workforce Information and Performance
- 5 U.S. Bureau of Labor Statistics
- 6 Charles County Economic Development Department
- 7 Maryland Department of Business and Economic Development
- 8 Maryland State Department of Education; Maryland Higher Education Commission
- 9 Maryland State Department of Assessments and Taxation; Comptroller of the Treasury
- 10 Maryland Association of Realtors
- 11 Maryland State Archives; Maryland Association of Counties