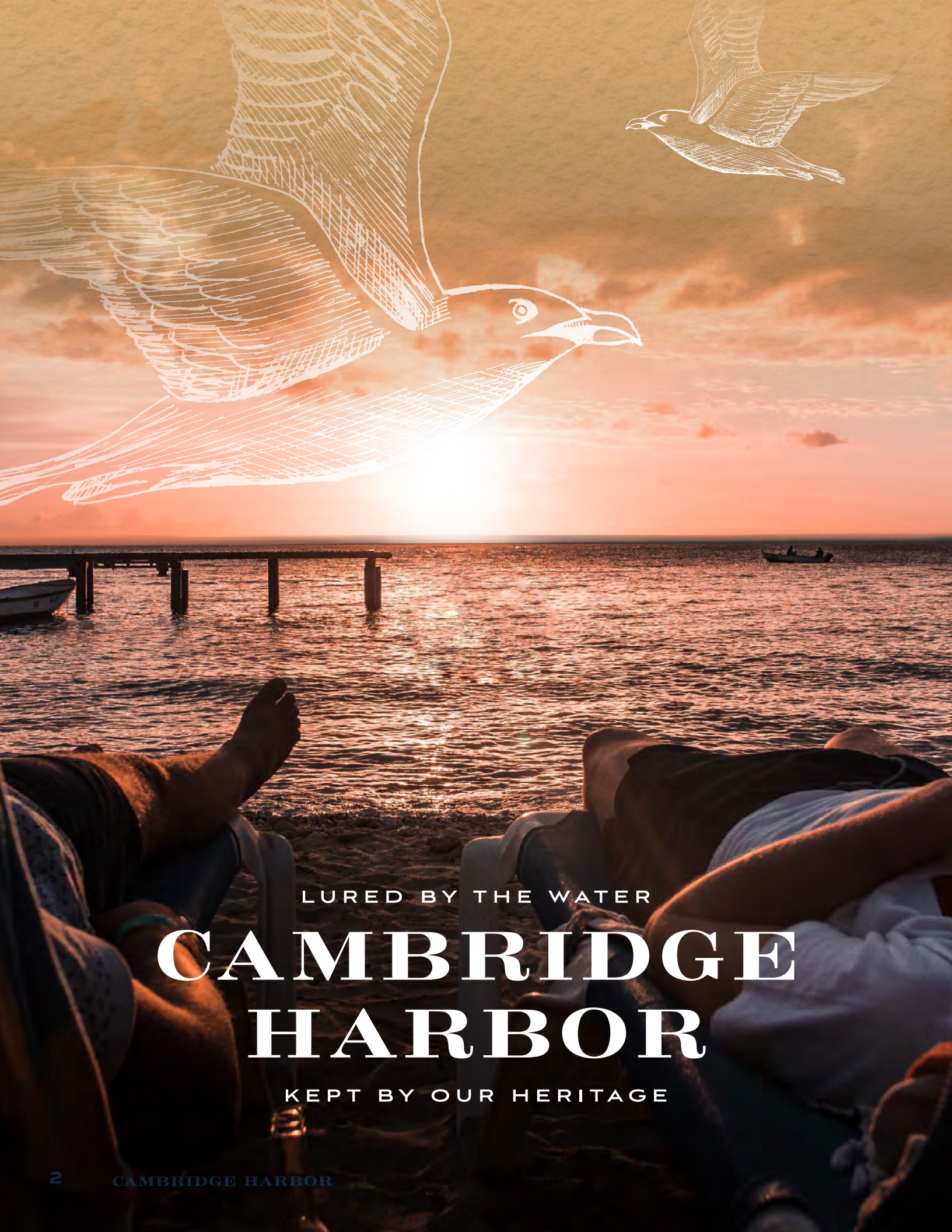


REQUEST FOR  
EXPRESSIONS OF  
INTEREST  
FOR REDEVELOPMENT



Issued By:  
Cambridge Waterfront  
Development, Inc.  
July 15, 2022

**CH**  
**CAMBRIDGE  
HARBOR**



LURED BY THE WATER

# CAMBRIDGE HARBOR

KEPT BY OUR HERITAGE

This is the community’s vision for their waterfront; for over three decades, they’ve poured their hearts and souls into this site. Over the years, the community and its partners have faithfully protected this site with multiple cultural, ecological, and economic plans and strategies. We’re finally beginning to see the fruits of that labor. **Our goal is a world-class waterfront through the lens of the Cambridge Harbor lifestyle.**

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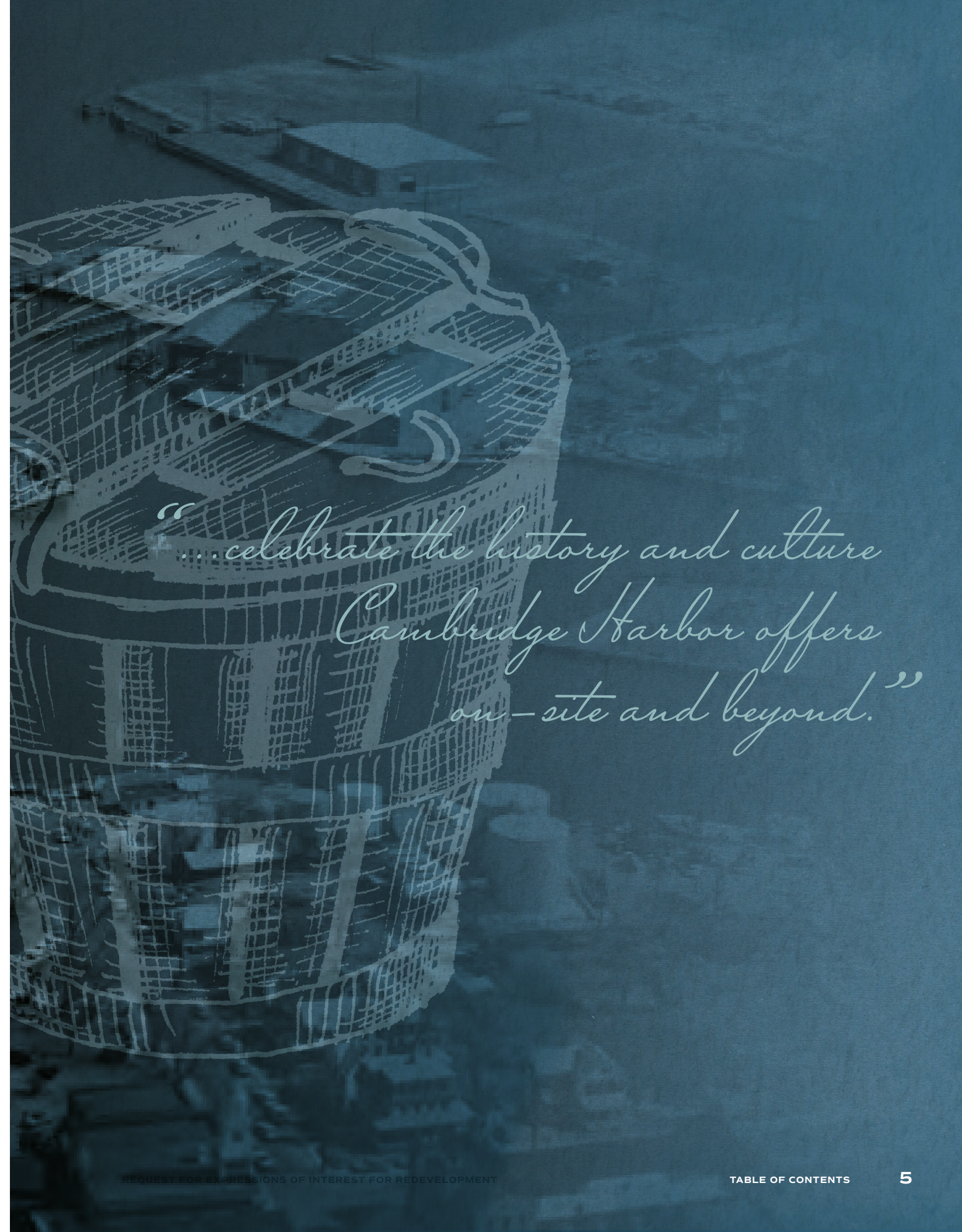
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*“...celebrate the history and culture  
Cambridge Harbor offers  
on-site and beyond.”*

# 1 Introduction

## I. DEFINITIONS

- **Developer** - Includes, Master Developers, Single Project Developers, Investors, Businesses, and Organizations that have an interest in being a part of the Cambridge Harbor project. For the purposes of this document, the term “Developer” shall refer to any party responding to this REOI.
- **Development Area** – All Vertical Development Parcels Labeled A-H on Exhibit 1
- **Planning Envelope** – Includes Development Area and all adjacent public spaces and amenities

## II. GENERAL DESCRIPTION

Cambridge Waterfront Development, Inc. (“CWDI”) is seeking Proposals (herein defined as a Request for Expression of Interest or “REOI”) from any Developer seeking to develop one or more parcels consistent with the Concept Site Plan shown here in Figure 1.



Defining characteristics of this opportunity include:

- Spectacular mixed-use, working waterfront redevelopment project
- Unique investment potential – developers, investors, community
- Public-private partnership
- Public sector funding potential
- Opportunity Zone (OZ)
- Private sector interest – equity, commercial / retail leasing, residential demand





# Vicinity

Dorchester County is recognized for how its culture, recreational experiences, and quality of life intertwine to create a unique place. At the heart of this place lies Cambridge.

enslaved peoples who forged paths of freedom along the Underground Railroad to the generations who've worked the bay to establish the watermen commerce trades still active today, Cambridge is rich in history and can-do-grit.

The city's rich history runs as deep on land as it does on water. From

### POPULATIONS

- 13,097± - City Limits
- 32,489± - Dorchester County
- 199,576± - Surrounding Counties\*
- 6,165,129± - Maryland
- 15,810,787± - DE, MD, VA (DMV)

### HOUSING

- Median Rental Rate - \$847
- Median Mortgage Cost - \$1,494

\*Counties include Caroline, Talbot, Somerset, Wicomico  
All data pulled from US Census  
July 1, 2021 Estimates



Algonquin

Downtown

Rose Hill

Whitehall

Defining characteristics of this property include:

- Daily Traffic Count: Direct visibility and access from Route 50, with an average traffic count of 30,000± vehicles per day. *(MDOT SHA Traffic Volume Map 2020)*
- Within one day's drive of 60% of the US population
  - Washington DC: < 2 Hours
  - Baltimore: < 2 Hours
  - Philadelphia: 2 Hours
  - New York City: 3.5 Hours
- Accessible by boat via Chesapeake Bay
- Regularly scheduled stop on American Cruise Lines River Cruises
- Nearly 30 acres of prime waterfront property
- Short walk to Historic Downtown Cambridge
- Favorable planning, zoning, and environmental factors
  - 95% Out of Floodplain
  - All Building Pads Above 2050 Pad Elevation Recommendations
  - Favorable "Critical Area" Designation
- Existing utilities – gas, electric, water, broadband, sewer, and stormwater
- Cleared site by January 2023
- Abundant public amenities: visitor center, waterfront promenade and park, boat ramp, deep water port and wharf

## II. BACKGROUND

CWDI is a 501 (c) 3 non-profit development corporation formed through joint Agreement of the City of Cambridge, Maryland; Dorchester County, Maryland; and the State of Maryland for purposes of collaboration and cooperation in the comprehensive planning and redevelopment of certain properties along and adjacent to the Cambridge waterfront extending from the Choptank River Bridge Fishing Pier/Gateway to Cambridge Creek for the betterment of Cambridge, Dorchester County, and the region.

CWDI's mission is to develop the Cambridge Waterfront in partnership with the community to create an inviting, accessible, active and enjoyable place to live, work, play and visit.

CWDI is governed by a seven-member Board of Directors appointed by its formative governing bodies and managed by an Executive Director. CWDI will evaluate and determine which proposal(s) to pursue.

**30,000**  
DAILY TRAFFIC COUNT



WITHIN ONE DAY'S DRIVE  
**60% U.S.**  
POPULATION



**30 ACRES**  
PRIME WATERFRONT PROPERTY



LANDS WITH RICH STORIES STEEPED IN

*Heritage*

REQUEST FOR EXPRESSIONS OF INTEREST FOR REDEVELOPMENT

*Only other* **DEEP WATER PORT IN MARYLAND**



**RIVER CRUISES**  
REGULAR SCHEDULED STOP



INTRODUCTION

11

# Existing Amenities

- |  |                                  |
|--|----------------------------------|
| (A) DEEP-WATER PORT / A 470-FOOT WHARF | (E) MARITIME MUSEUM / HISTORICAL |
| (B) A PUBLIC BOAT RAMP                 | BOAT-BUILDING FACILITIES         |
| (C) SAILWINDS PARK                     | (F) A WORKING WATERFRONT         |
| (D) A GATEWAY WITH PUBLIC ART          |                                  |



## Scope of Project

### IV. PURPOSE / INTENDED OUTCOMES

The purpose of this REOI is to identify Developer(s) who best align with CWDI's mission and the underlying goals of the development as identified through various community and stakeholder engagement events and tools. These underlying Goals include, but are not necessarily limited to, delivering a mixed-use, community and visitor destination that:

1. provides a quality of place and experience for residents and visitors;
2. welcomes and provides opportunities for all members of our community;
3. provides a continuous public waterfront promenade and public open space;
4. maintains and enhances our unique working waterfront;
5. compliments and provides connections to Cambridge's downtown and our other unique and diverse communities and attractions;
6. is financially feasible and sustainable; and
7. is consistent with the parcel-specific uses proscribed in the Concept Site Plan (Figure 1).

### V. CONCEPT SITE PLAN & PLANNING ENVELOPE

The project now consists of approximately 30 developable acres along the Choptank River and Cambridge Creek in Cambridge, Maryland, that includes a (A) deep-water port, an 470-foot wharf, (B) a public boat ramp and the foundation of a continuous waterfront promenade. Adjacent to the Development Area and also on the waterfront is (C) Sailwinds Park—public open space that continues the waterfront promenade and includes a beach, a playground and a visitors center with an iconic 100-foot sail. Also adjacent to the site is (D) a gateway with public art, (E) maritime museum with historical boat-building facilities, and (F) a working waterfront. Anticipated uses for the Development Area include hospitality, food and beverage, entertainment and assembly space, retail, mixed-use residential, and possibly office space.

The waterfront will be a robust and activated public space. CWDI is committed to creating and managing an environmentally sustainable, active and enjoyable world-class waterfront experience that is attractive to residents and visitors. An improved continuous public promenade and beach along with public art and educational exhibits will be the foundation of the experience.

CWDI is currently phasing horizontal development of the activated public spaces and infrastructure. Phases of vertical development will be scheduled and completed based on the readiness of the various developer plans and negotiated agreements between CWDI and the Developer(s).

## MIXED USE DEVELOPMENT

The lands within and adjacent to the Development Area (the “Planning Envelope”) are envisioned in totality as a mixed-use waterfront development and destination. Anticipated uses include, but are not limited to, a deep-water port, functional boatyard, public boat ramp, hotel, marina, food and beverage, retail, residential, maritime heritage museum, visitors center, open space with a playground and public beach, fishing pier and an improved pedestrian promenade with connectivity to downtown Cambridge and East Cambridge (east of Route 50).

Envisioned developments are expected to generally align with those shown on the Concept Site Plan & Planning Envelope. Any development within the Planning Envelope is subject to the City of Cambridge Planning & Zoning review and approval (“City Zoning”), referring to Chapter 20 ([Unified Development Code or UDC](#)) of the City Code. Permitted uses, conditional uses and special exceptions are set forth in [UDC Table 1](#) (Permitted Uses By Zoning District) and [UDC Table 2](#) (Permitted Uses By Zoning Subdistrict in the Downtown/Waterfront Development District).

## VI. FINANCING CONSIDERATIONS

CWDI was founded by the City and County, with the support and participation of the State. CWDI anticipates that any or all of these jurisdictions may consider public financing options (i.e., tax increment financing, bonds, etc.) to help fund certain public infrastructure costs necessary to accommodate the planned redevelopment, and that the State may consider grant and low-interest loan requests to support the redevelopment.

Developers submitting responses must be capable of pursuing and obtaining financing and approvals within a reasonable timeframe after being selected, which is a condition precedent to CWDI transferring property control to the Developer.

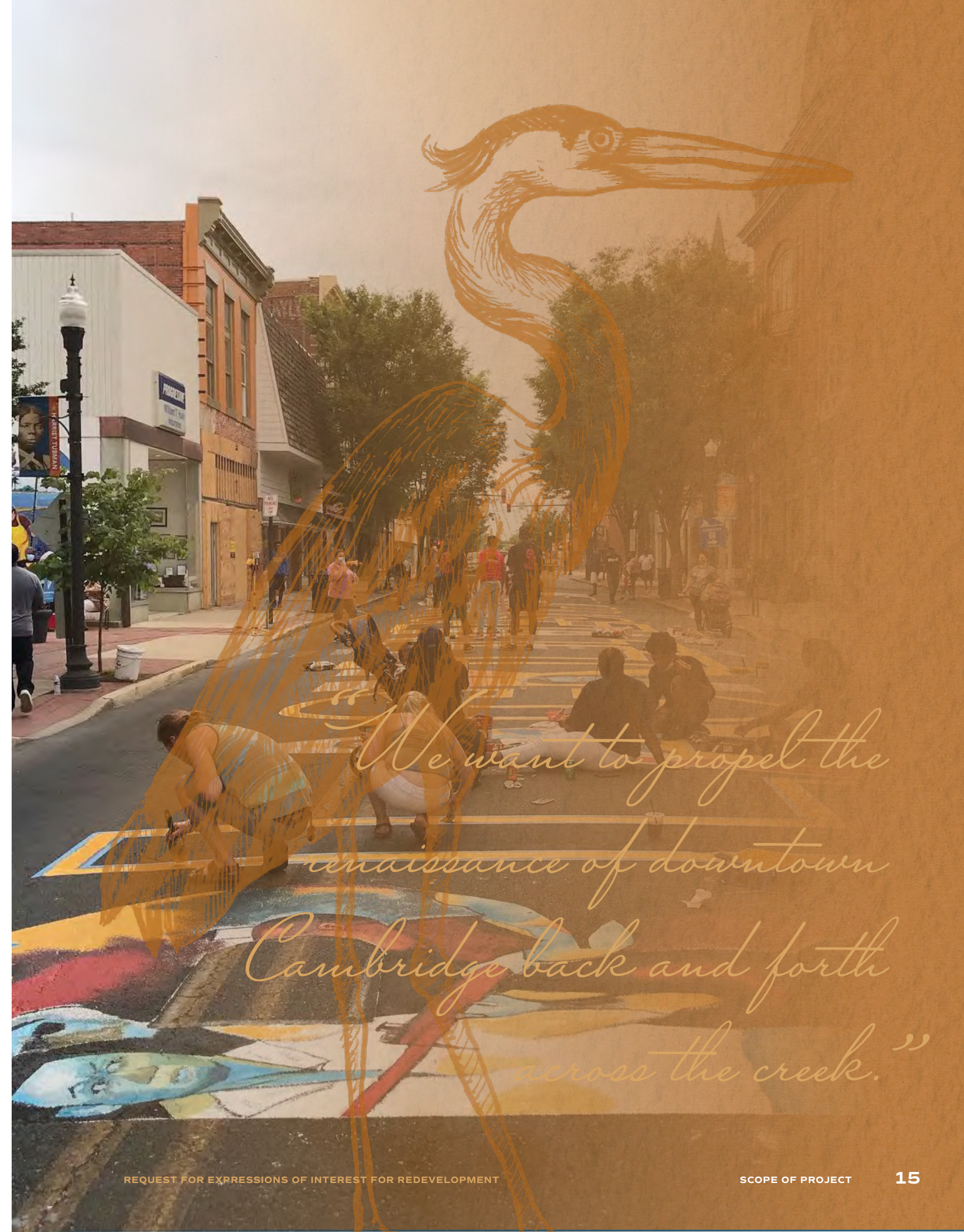
Additional consideration may be given to Developers who contribute value and funding to public space elements which further the vision set forth herein.

## VII. PROPERTY EXHIBIT LIST

All Exhibits are located in the last section of this document.

- A. The Concept Site Plan is attached as Exhibit 1.
- B. The Planning Envelope is attached as Exhibit 2.
- C. A Property Summary - Descriptions, Covenants, and Permitted Uses is attached as Exhibit 3.
- D. A report of Dorchester County Economic Facts is attached as Exhibit 4.
- E. Critical Area / flood zone map is attached as Exhibit 5.
- F. The Branding developed for the site is attached as Exhibit 6. Full brand documentation available upon request.

LURED BY THE  
*Water*  
KEPT BY OUR  
*Heritage*





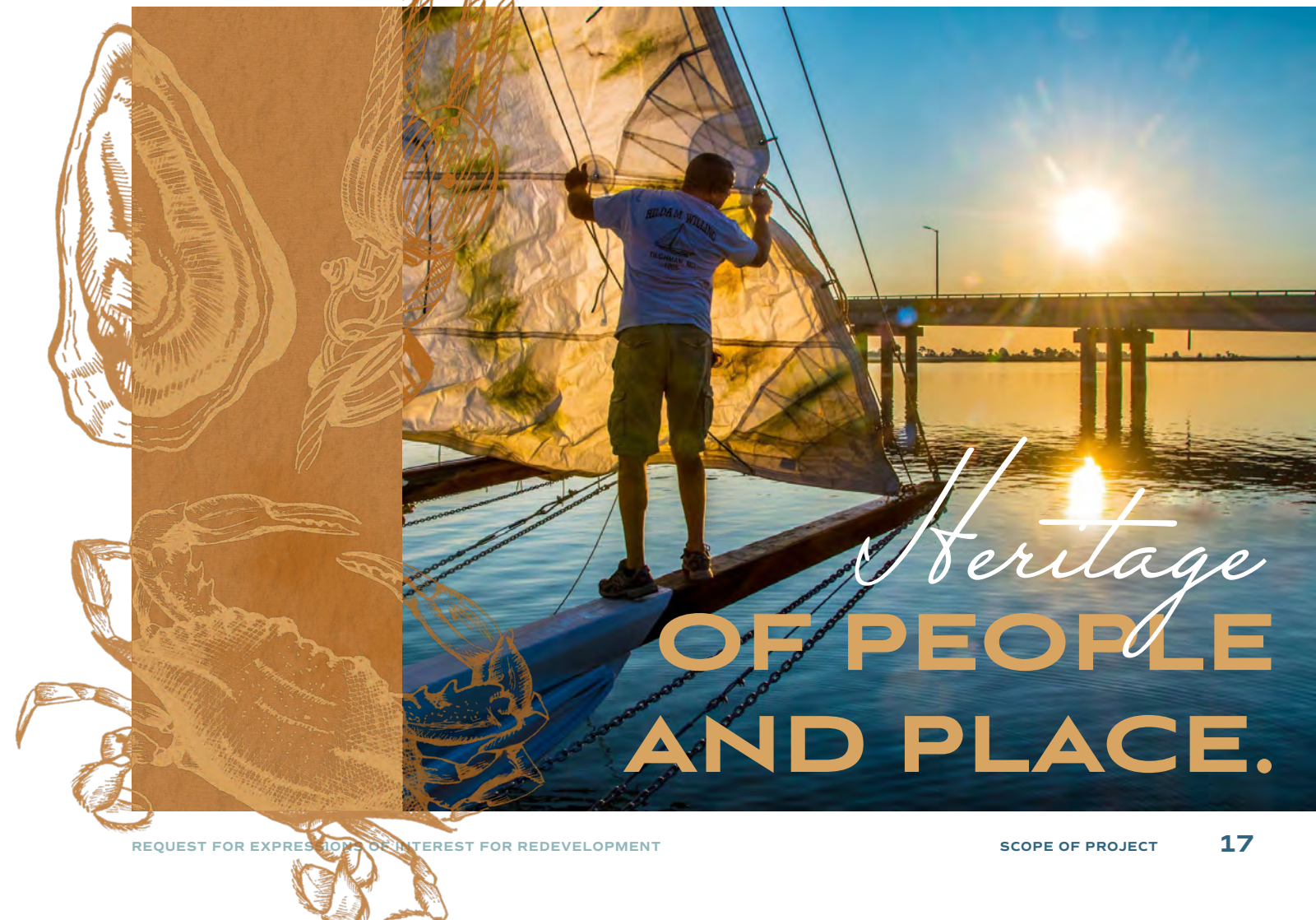
## VIII. DEVELOPER RESPONSIBILITIES

- A. Concept Site Plan.** The Concept Site Plan is attached as **Exhibit 1**. All proposals must be consistent with the Concept Site Plan, including streetscape standards, and shall not reduce or encroach upon the portions dedicated to public uses and amenities (green areas). Projects may be proposed for the entire Development Area, concept parcels, or subdivided concept parcels.
- B. Design.** Developer will adhere to vertical design guidelines to be jointly developed with CWDI and reflecting the community's vision for the property and will maintain conformance with the standards and schemes per the City UDC, Section 4.3, Mixed Use Waterfront Overlay District and the forthcoming Master Plan Pattern Book of general design guidelines.
- C. Development Approvals.** Developer will be responsible for procuring all necessary regulatory approvals, environmental documentation, building permits, and other government approvals. CWDI will assist as needed. See City Zoning, Chapter 20, [Unified Development Code](#).
- D. Financing.** Developer should not rely on CWDI for financing of their project. Developer is free to pursue both private and public funding as appropriate.
- E. Construction.** Developer will be responsible for the construction of its project(s).
- F. Maintenance and Operation.** Developer will be responsible for the on-going operation and maintenance of the buildings and grounds it owns or leases from public right-of-way (ROW) into the vertical development and exclusive of public spaces and amenities.
- Note: CWDI intends to establish a common area maintenance (CAM) charge or other forms of consideration to be equitably applied to developers/developments within the Planning Envelope. Developer agrees to good faith negotiations regarding CAM charges, or the like, applicable to Developer's proposal.*
- G. Development Schedule / Phasing.** Developer will be responsible for developing detailed schedules for the planning, design, financing, construction, sales / leasing, and maintenance activities. This activity includes the coordination of all agencies, consultants, architects, engineers, contractors and property management functions.
- H. Community Relations.** Developer shall commit to working collaboratively with CWDI, City, County, State, adjacent property owners, neighborhoods and stakeholders.

## IX. SITE INVESTIGATION

Developer acknowledges that it has acquainted itself with the available information and has investigated conditions affecting its proposed project; including, but not limited to, those bearing upon transportation, disposal, handling and storage of materials; availability of labor, water, electric power, roads and uncertainties of weather, or similar physical conditions at the site; the

conditions of the ground and the character of equipment and facilities needed in advance of and during prosecution of work. CWDI makes no representation about the environmental conditions or the presence or absence of contaminated materials at the sites included in this REOI. (Note: Proper due diligence periods will be provided for interested parties during the engagement phase following selections.)



WE WANT TO CREATE A *well-crafted mix*

WE'RE ALL ABOUT LIVING

*Life on the water*

Water is and always has been a way of life here. The community is connected to the water: in their minds, hearts, and experiences.



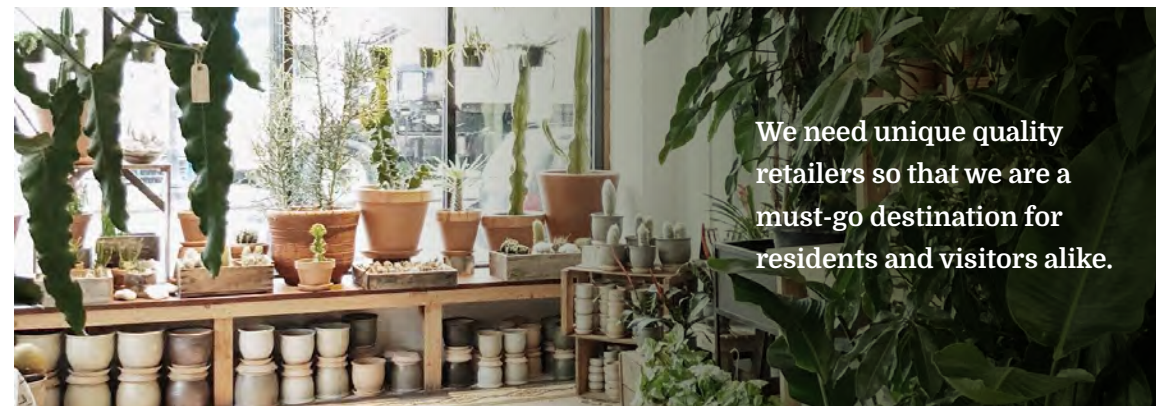
**ABUNDANT  
PUBLIC AMENITIES  
ON-SITE**



MUSIC &

*Entertainment*

We envision unique programming and spectacular festivals and events to attract the crowds year-round—drawing visitors and fans from near and far on a regular basis. This will feed into visitation to our site.



We need unique quality retailers so that we are a must-go destination for residents and visitors alike.

WE MUST CURATE UNIQUE

*Shopping experiences*



**CRABS &  
FOOTBALL THAT'S...  
WAIT!  
WE'VE GOT SO MUCH MORE,  
OYSTERS  
SOFT SHELL CRAB  
ROCKFISH  
FRIED CATFISH  
MUSSELS & CLAMS  
EVEN MUSKRAT**



'Farm-to-table' meets 'Bay-to-table' here in the Eastern Shore. We want to offer authentic local culinary experiences for visitors. We need a collection of eateries for the casual and sophisticated diner

VARIED AUDIENCE REQUIRE VARIED

*Dining offerings*

# 3 Submission Requirements

## X. SUBMITTAL INSTRUCTIONS

An **in-person Pre-Submission Conference** will be held and all interested parties should attend:

Date: 08/15/22 Time: 9:00 am EST Location: 300 Bryn Street, Cambridge, MD 21613

Register for the Pre-Submission Conference at: [gwen.fike@cwdimd.org](mailto:gwen.fike@cwdimd.org).

Submitters must provide one comprehensive PDF of their submission electronically by email addressed to: [matt.leonard@cwdimd.org](mailto:matt.leonard@cwdimd.org), and cc [gwen.fike@cwdimd.org](mailto:gwen.fike@cwdimd.org).

Any and all questions should be submitted to [matt.leonard@cwdimd.org](mailto:matt.leonard@cwdimd.org), and cc [gwen.fike@cwdimd.org](mailto:gwen.fike@cwdimd.org), before 5:00 pm EST, October 14th, 2022. CWDI will issue a single addendum with responses to all questions by 5:00 pm EST, October 24th.

To be considered, a submission response must be received no later than 5:00 pm EST, November 15, 2022. It is the Developers responsibility to confirm that their submission was received.

## XI. CONTENTS OF SUBMITTAL

Submittals must include the following to be deemed responsive for evaluations.

### A. Cover letter

Submittal must include a cover letter transmitting the Submittal and acknowledging receipt of any and all amendments to the REOI. The letter should be addressed to:

CWDI Holdings, LLC  
P.O. Box 1144  
Cambridge, MD 21613  
Attn: Matt Leonard, Executive Director

### B. Project Team

Provide information about the proposed Developer team. This should include the lead Developer and any other sub-developers and key team members such as architects, engineers, economists, contractors, financing sources, etc. Provide complete information that explains the relationship between the team members and their respective roles and contributions. Indicate whether any Minority Business Enterprises (MBEs) or Women Businesses Enterprises (WBEs) are part of your team.

### C. Capacity

Identify the existing commitments of the Developer to other development projects, as measured by the number and type of projects and proposed development programs and dollar value. Discuss how the team members would manage the additional work that would result if the team is selected for negotiations with CWDI.

### D. Experience & Background

Describe projects completed by the Developer that are similar in scope within the past five (5) years. For each project included as a reference, describe the project size, project scope, project location, development value, project length from inception to completion, roles of project team members during project execution and client reference name, phone number and authorization to contact given references.

Describe the extent of the experience of specific individuals on the respondent's proposed project team in development with specific attention to public/private partnership projects and highlight those who will be used for the Cambridge Harbor project.

Provide resumes of all key Developer team members and include: education and professional licensing qualifications, relevant experience, and details regarding their specific role for the proposed project.

Identify any other relevant organizational, consultant or other available resources that will be committed to the project.

### E. Developers Preferred Parcels

Developers should identify the Developer's preferred location(s) for development, the Developer's intended investment based on the proposed conceptual project, and a statement which provides the Developer's general expectation from CWDI as a partner. No proposal may impact or encroach upon any of the areas of the Concept Site Plan that are identified as public space.

### F. Conceptual Approach and Methodology

Developers are requested to submit a conceptual approach and methodology for project implementation, including proposed uses, location, acreage, parking, and connectivity to public spaces. If housing is proposed, also include product type, number of units and market demand analysis. No proposal may impact or encroach upon any of the areas of the Concept Site Plan that are identified as public space.

As a part of the submission, Developers are requested to submit conceptual building layouts and massing, proposed building heights and sizes, precedent imagery or any other collateral possible to inform the vision, quality, and character of the proposed project. This will be important in determining which Developers share the most appropriate vision for the proposed project.

### G. Financial Capability

Describe the Developer team's experience in obtaining private equity and debt for developments of the scale proposed.

Indicate the source(s) of both debt and equity financing for each referenced project stated above and describe the Developer's commitment and capability to provide capital for the proposed project.



It is not expected that a purchase price will be provided with the submission, but the Developer will provide the structure and general terms under which they would propose to acquire the property as it relates to delivery condition, approvals, etc.

It is expected that public financing may be required for certain proposed projects, though no transfer or exclusive control of property will occur prior to all public funding necessary for the project being secured. As such, CWDI will remain a party to all activities associated with securing the necessary public funding for the project.

Developers submitting responses must be capable of pursuing and obtaining financing and approvals within a reasonable timeframe after being selected which is a condition precedent to CWDI transferring property control to the Developer.

Provide the names and phone numbers of two commercial lender references and two financial partner references.

Under separate cover and marked confidential, provide audited or reviewed financial statements for the most recent fiscal year.

# Selection Process

## XII. REVIEW, SELECTION AND USE OF SUBMITTALS

Submittals will be reviewed by a selection panel of CWDI Board members, staff and consultants. CWDI reserves the right to contact Developers with requests for clarification or additional information or to arrange other follow up activities.

CWDI has complete discretion in determining the value of each submittal based on the totality of the submittal as it aligns with the goals of this REOI and the development.

CWDI shall have the right in its sole and absolute discretion to select a Developer(s), or no Developer, for all or any portion of the development area with which to engage in further discussions. Developers selected for further engagement will be notified within 90 (Ninety) days following the close of the REOI period, the date of which is stated above in Section IV.

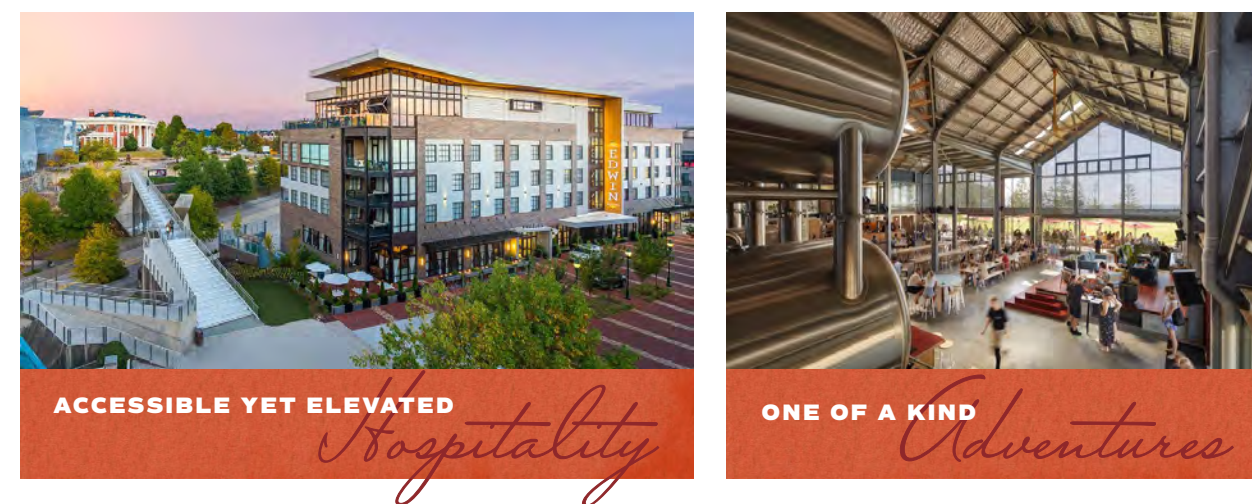
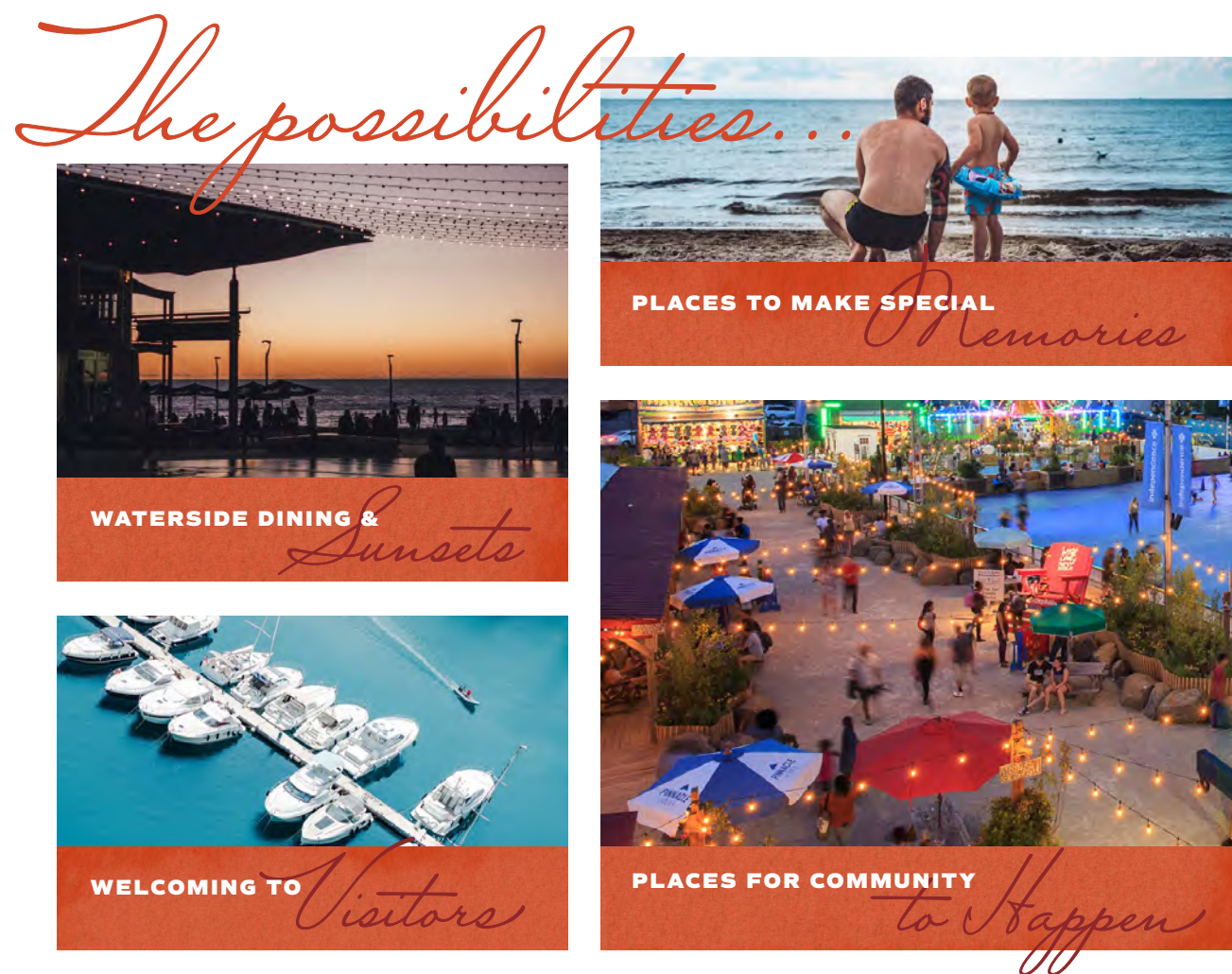
*This REOI does not constitute an offer by CWDI, the City of Cambridge or Dorchester County. No binding contract, obligation to negotiate, or any other obligation shall be created unless CWDI and a Developer execute a definitive agreement. CWDI is not responsible for any broker commissions associated with Developer submission or land sales.*

## XIII. DISCLOSURE AND USE OF DATA

Issuance of this REOI places no obligation on CWDI to proceed with any proposal. Response to the REOI does not entitle a Developer to any right with respect to property.

Proposals should clearly identify any proprietary or confidential commercial data that the Developer does not want disclosed, duplicated or used outside of CWDI's review and evaluation of the proposal.

All information submitted will be treated as Confidential by CWDI. If any submitter desires to execute a Non-Disclosure Agreement, they should submit it with their proposal for review.



# 4 Appendix

**XV. EXHIBITS**

EXHIBIT 1: CONCEPT SITE PLAN

EXHIBIT 2: THE PLANNING ENVELOPE

EXHIBIT 3: PROPERTY SUMMARY

EXHIBIT 4: DORCHESTER COUNTY ECONOMIC FACTS

EXHIBIT 5: CRITICAL AREA / FLOOD ZONE MAP

EXHIBIT 6: CAMBRIDGE HARBOR BRAND

## Parcel Legend

- A:** MARINA
- B:** BOUTIQUE HOTEL
- C:** FOOD & BEVERAGE
- D-H:** MIXED-USE\*

\*Mixed-use may include any combination of Residential, Commercial, and/or Retail.



**EXHIBIT 2: THE PLANNING ENVELOPE**



**EXHIBIT 3: PROPERTY SUMMARY**

DEFINING CHARACTERISTICS OF THIS OPPORTUNITY INCLUDE:

- Spectacular mixed-use, working waterfront redevelopment project
- Unique investment potential – developers, investors, community
- Public-private partnership
- Public sector funding potential
- Opportunity Zone (OZ)
- Private sector interest – equity, commercial / retail leasing, residential demand

DEFINING CHARACTERISTICS OF THIS PROPERTY INCLUDE:

- Daily Traffic Count: Direct visibility and access from Route 50, with an average traffic count of 30,000± vehicles per day. (MDOT SHA Traffic Volume Map 2020)
- Within one day’s drive of 60% of the US population
  - Washington DC: < 2 Hours
  - Baltimore: < 2 Hours
  - Philadelphia: 2 Hours
  - New York City: 3.5 Hours
- Accessible by boat via Chesapeake Bay
- Regularly scheduled stop on American Cruise Lines River Cruises
- Nearly 30 acres of prime waterfront property
- Short walk from historic downtown Cambridge
- Favorable planning, zoning, and environmental factors
  - 95% Out of Floodplain
  - All Building Pads Above 2050 Pad Elevation Recommendations
  - Favorable “Critical Area” Designation
- Existing utilities – gas, electric, water, broadband, sewer, and stormwater
- Cleared site by January 2023
- Abundant public amenities: visitor center, waterfront promenade and park, boat ramp, deep water port and wharf

**EXHIBIT 4: DORCHESTER COUNTY ECONOMIC FACTS**

**Brief Economic Facts // DORCHESTER COUNTY, MARYLAND**

**LOCATION**

Driving distance from Rockville:	Miles	Kilometers
Atlanta, Georgia	703	1,131
Baltimore, Maryland	75	121
Boston, Massachusetts	424	683
Chicago, Illinois	760	1,222
New York, New York	213	343
Philadelphia, Pennsylvania	125	201
Pittsburg, Pennsylvania	296	477
Richmond, Virginia	184	296
Washington, DC	87	139

**CLIMATE AND GEOGRAPHY<sup>1</sup>**

Yearly Precipitation (inches)	44.1
Yearly Snowfall (inches)	5.5
Summer Temperature (°F)	77.2
Winter Temperature (°F)	39.1
Days Below Freezing	70.7
Land Area (square miles)	593.2
Water area (square miles)	67.8
Shoreline (miles)	1,539
Elevation (ft)	sea level to 57

**LABOR AVAILABILITY<sup>3,4,5</sup> (BY PLACE OF RESIDENCE)**

Civilian Labor Force (2019 avg.)	County	Labor Mkt. Area*
Total civilian labor force	15,684	212,711
Employment	14,938	204,190
Unemployment	746	8,521
Unemployment rate	4.76%	4.01
Residents commuting outside the county to work (2014-2018)	Number	Percent
	5,466	38%
Employment in selected occupations (2014-2018)	Number	Percent
Management, business, science and arts	4948	33.3
Service	2853	19.2
Sales and office	3269	22
Production, transp. and material moving	2,274	15.3

\*Dorchester, Caroline, Talbot and Wicomico counties, MD and Sussex County, DE

**POPULATION<sup>2,3</sup>**

	Dorchester County Households	Dorchester County Population	Upper Eastern Shore*	Maryland
2010	13,525	32,112	197,980	5,773,552
2020	13,300	31,570	202,890	6,074,750
2030**	14,750	34,550	223,470	6,413,690

\*Caroline, Cecil, Dorchester, Kent and Talbot counties

\*\*Projections

Selected places population (2010): Cambridge 12,326; Hurlock 2,092; Algonquin 1,241

**POPULATION DISTRIBUTION<sup>2,3</sup> (2019)**

Age	Number	Percent
Under 5yrs	2,037	6.2
5 - 19 yrs	5,792	17.8
20 - 44 yrs	9,212	28.2
45 -64 yrs	9,806	30.1
65 and over	5,771	17.7
Total	32,618	100.0

**EMPLOYMENT<sup>4</sup> (2019)**

Industry	Estab-lishments	Annual Avg. Empl.	Avg. Wkly. Empl. %	Avg. Wkly. Wage
Federal Government	20	173	1.50	1,448
State Government	8	830	7.21	1,059
Local Government	23	1,301	11.30	920
Private Sector	658	9,209	79.98	740
Natural resources and mining	21	159	1.38	699
Construction	83	480	4.17	839
Manufacturing	37	2,692	23.38	850
Trade, Transportation, and utilities	173	1,971	17.12	686
Information	6	140	1.22	515
Financial activities	53	282	2.45	900
Professional and business services	82	416	3.61	791
Education and health services	64	1,500	13.03	881
Leisure and hospitality	74	1,283	11.14	418
Other Services	68	288	2.50	520
Total	794	11,514	100.00	794

Includes civilian employment only

**EXHIBIT 4: DORCHESTER COUNTY ECONOMIC FACTS**

**SCHOOLS AND COLLEGES<sup>3,8</sup>**

**Educational Attainment - age 25 & over (2014-2018)**

High school graduate or higher	87.93%
Bachelor's degree or higher	21.16%

**Public Schools**

Number: 6 elementary; 3 middle/comb.; 2 high; career/tech 1  
 Enrollment: 4,662  
 Cost per pupil: \$14,383  
 Students per teacher: 12.8  
 High school career / tech enrollment: 728  
 High school graduates: 279

**Nonpublic Schools Number: 6**

**Higher Education (2019)**

	Enrollment	Degrees
2-year institution		
Chesapeake College*	1,904	301

**4-year institutions**

University of Maryland Center for Environmental Science (UMCES)**	NA	NA
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Several major universities are located in the region, including Salisbury University, University of Maryland Eastern Shore and Washington College.

\*Located in nearby Queen Anne's County; coursework is offered in Dorchester County at the Chesapeake College Cambridge Center as well as other locations in the region

\*\*Accredited in March 2016; offers joint graduate programs with other USM institutions including the system-wide program in Marine-Estuarine Environmental Sciences, in which UMCES has a leading role

**TAX RATES<sup>9</sup>**

	Dorchester County	Maryland
Corporate Income Tax (2020)	none	8.25%

Base – federal taxable income

Personal Income Tax (2019)

Base – federal adjusted gross income  
 \*Graduated rate peaking at 5.75% on taxable income over \$300,000

Sales & Use Tax (2020)

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 21)

Effective rate per \$100 of assessed value  
 In an incorporated area, a municipal rate will also apply

Business Personal Prop. Tax (FY 21)

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; municipal exemptions may be available

**Major Tax Credits Available**

Enterprise Zone, Job Creation, More Jobs for Marylanders, R&D, New Jobs, Biotechnology and Cybersecurity Investment, A&E District

**INCOME<sup>3</sup> (2014-2018)**

**Percent Households**

Distribution	Dorchester County	Maryland	U.S.
Under \$25,000	23.50	13.10	19.20
\$25,000 - \$49,999	24.40	17.00	21.20
\$50,000 - \$74,999	17.70	15.30	17.20
\$75,000 - \$99,999	14.30	13.20	12.70
\$100,000 - \$149,999	13.50	19.00	15.10
\$150,000 - \$199,999	2.20	10.50	6.80
\$200,000 and over	4.40	12.70	7.70

Median household	\$52,917	\$84,805	\$62,843
Average household	\$71,968	\$111,417	\$88,607
Per Capita	\$30,293	\$42,122	\$34,103
Total income (millions)	\$974	\$245,697	\$10,699,831

**HOUSING<sup>3,10</sup>**

**Occupied Units (2014-2018)**

Housing Transactions	
Units Sold	525
Median Selling Price	\$238,143

\*All multiple listed properties excludes auctions and FSBO

**BUSINESS AND INDUSTRIAL PROPERTY<sup>6</sup>**

Dorchester County offers a variety of industrial and office properties for businesses. Two industrial parks with easy access to U.S. Routes 50 and 13 are within State Enterprise Zones and located in Cambridge and Hurlock. Water and sewer services are available to sites in both parks.

The 113-acre **Dorchester Regional Technology Park** is completed and building lots are available for sale. The park is served with water, sewer and fiber infrastructure, and offers excellent startup, relocation and expansion opportunities to technology, R&D, and innovative manufacturing companies.

**Business Incubator**  
 Eastern Shore Innovation Center, Cambridge Tech entrepreneurs have found a home at the Eastern Shore's first purpose-built incubator, and the first building in the Dorchester Regional Technology Park.

**Market Profile Data (2019)**

	Low	High	Average
Land – cost per acre			
Industrial	\$16,500	\$70,000	\$35,000
Office	\$20,000	\$150,000	\$40,000

**Rental Rates – per square foot**

Warehouse / Industrial	\$1.50	\$6.00	\$3.75
Flex / R&D / Technology	\$4.50	\$7.50	\$6.00
Class A Office	\$10.00	\$28.50	\$14.00

## EXHIBIT 4: DORCHESTER COUNTY ECONOMIC FACTS

### TRANSPORTATION

**Highways:** U.S. 50

**Mass Transit:** Delmarva Community Transit (DCT), a fixed route service, is a collaborative effort between several regional transit organizations; special services are available for persons unable to use the regional fixed routes

**Rail:** Maryland & Delaware Railroad Company with access to Norfolk Southern

**Truck:** More than 100 local and long-distance trucking establishments are located on the Upper Eastern Shore

**Water:** Port of Baltimore, 50' channel, 74 miles northwest of Cambridge; a leading U.S. automobile and break-bulk port; seven public terminals including the state-of-the-art Intermodal Container Transfer Facility

**Air:** The Cambridge-Dorchester Regional Airport runway is currently 4476' with plans to expand to 5400'; airport is outside of the restricted zones, resulting in shorter waits for landings and take-offs; charter service is offered at Easton Airport, 15 miles north of Cambridge; commuter service is available at Salisbury-Ocean City Wicomico Regional Airport, 35 miles east of Cambridge

### RECREATION AND CULTURE

**Parks and Recreation:** Wildlife refuge areas include Taylor's Island, LeCompte, and Blackwater National Wildlife Refuges; 16 community parks provide recreational opportunities; facilities include Hurlock Athletic Complex, Glasgow Street Athletic Complex/Tennis Courts, and the Dorchester County Pool, largest outdoor public pool on Maryland's Eastern Shore; fishing, boating, sailing, swimming, picnicking, hunting, cycling, canoeing and golfing are recreational pursuits in the county

**Attractions:** Blackwater National Wildlife Refuge; Harriet Tubman Underground Railroad Byway; Harriet Tubman Visitor Center; Chesapeake Mural Trail; Heritage Museums & Gardens of Dorchester; Dorchester Center for the Arts; Richardson Maritime Museum and the Ruark Boatworks in Cambridge; Historic High Street in Cambridge; Old Trinity Church; Spocott Windmill; East New Market National Register Historic District; Handsell (historic home) and Native American Longhouse; Historic Vienna (on the banks of the Nanticoke River)

**Arts & Entertainment District:** Cambridge

**Events:** National Outdoor Show, Everything Oyster, Cambridge Beer Festival, Choptank River Swim Fest, St. Paul's Flower Show & Fair, Grape Blossom Festival, Hoopers Island Fishing Tournament, Cambridge Classic Powerboat Regattas, GrooveFest: Blues Brews & BBQ, Cambridge Power Boat Challenge, Seafood Feast-I-Val, Dorchester Showcase, Grand National Waterfowl Hunt, Annual Native American Festival, Taste of Cambridge, Great Tomato Festival, Hurlock Fall Festival, Hot Sauce and Oyster Festival, Belgian Beer Festival, Cambridge Schooner Tall Ship Rendezvous, Nanticoke River Jamboree, IRONMAN Maryland

### UTILITIES

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

**Gas:** Natural gas is supplied to Cambridge by Chesapeake Utilities Corporation (Cambridge Gas Co. Division); customers may choose their gas supplier

**Water and Sewer:** Municipal systems in Cambridge, East New Market, Hurlock, Secretary, and Vienna

**Telecommunications:** Local carriers – Verizon Maryland and other local providers that offer service on proprietary or leased infrastructure; Fiber optic broadband capabilities – Bay Country Communications (cable television, internet), Comcast (phone, internet, cable television), Verizon (phone, internet, television); Long distance carriers – AT&T, Sprint, Verizon and others

### GOVERNMENT

**County Seat:** Cambridge

**Government:** Five council members elected for four-year terms; charter form of government allows for the separation of the executive from the legislative branch; lawmaking powers are vested in an elected legislative body

Jay Newcomb, President, County Council 410.228.1700

Keith Adkins, County Manager 410.228.1700

**Website:** [www.choosedorchester.org](http://www.choosedorchester.org)

**Bond Rating:** A+ (S&P); Aa3 (Moody's)

**Dorchester County Economic Development Office**

Susan Banks, Director

104 Tech Park Drive

Cambridge, Maryland 21613

Telephone: 410.228.0155

Email: [info@choosedorchester.org](mailto:info@choosedorchester.org)

[www.choosedorchester.org](http://www.choosedorchester.org)

Sources:

- 1 National Oceanic and Atmospheric Administration (1981-2010 normals); Maryland Geological Survey
- 2 Maryland Department of Planning
- 3 U.S. Bureau of the Census
- 4 Maryland Department of Labor, Office of Workforce Information and Performance
- 5 U.S. Bureau of Labor Statistics
- 6 Montgomery County Economic Development Corporation
- 7 Maryland Department of Commerce
- 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



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## EXHIBIT 5: CRITICAL AREA / FLOOD ZONE MAP





**EXHIBIT 6: CAMBRIDGE HARBOR BRAND**

The following is a sampling of the full brand. Full brand documentation available upon request.

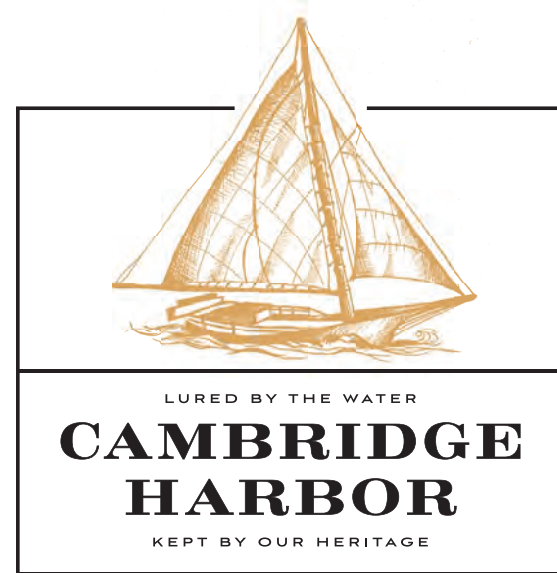
Primary Logo



Secondary Logo



Illustrated Content



Primary Sailwinds Logo



Primary Colors



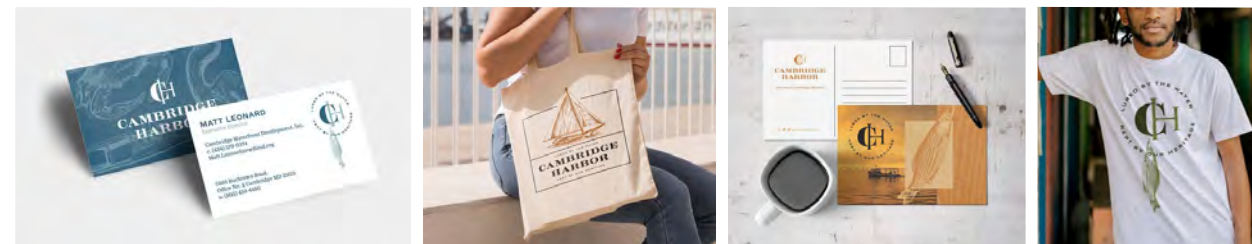
Secondary Sailwinds Logo



Secondary Colors



Collateral Examples





**CAMBRIDGE**  
Maryland

LURED  
KEPT  
BY

**For Questions Contact:**

[matt.leonard@cwdimd.org](mailto:matt.leonard@cwdimd.org)

**REOI Design By:**

BCT Design Group