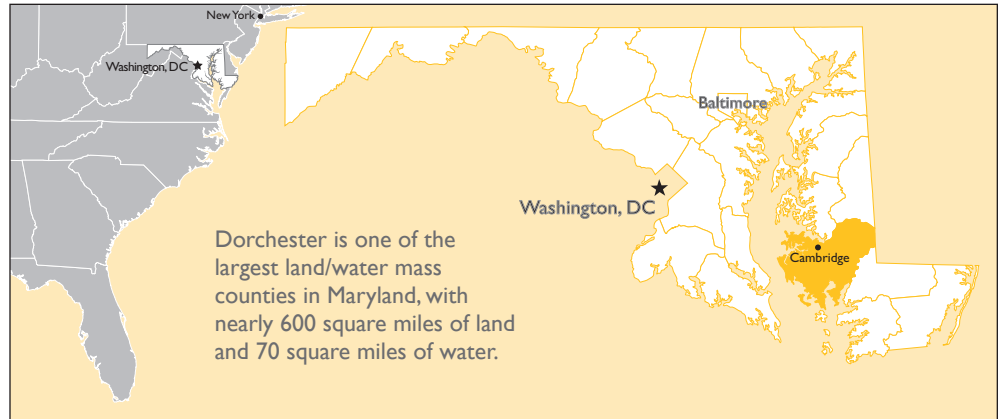


# Brief Economic Facts

## DORCHESTER COUNTY, MARYLAND

Dorchester County is located in close proximity to metropolitan Washington, D.C. and Baltimore, and is ideally situated on the central Atlantic seaboard allowing easy access to over one-fifth of the U.S. population residing in the New York to Richmond mega market. The county's private sector industries generate \$1.3 billion in economic output.

The **Dorchester Regional Technology Park**, serving the county and region, is home to the Eastern Shore Innovation Center (ESIC) incubator which is open to startups and offers several amenities including a wet lab. The park is in one of the county's two State Enterprise Zones. Dorchester has an Opportunity Zone and is a federally designated HUBZone. Several businesses in the county continue to expand including Protenergy, Day Star Manufacturing, and Ice Lab LLC. In addition, there are new, early-stage companies located within ESIC, including Beat the Rush Delivery, Bridging the Gap Gaming, Maritimatrix, Scosa



Marketing, and SunX Analytical. Over the past several years capital investment into the community has exceeded \$1.35M. Dorchester County is home to industrious, innovative and creative individuals, and boasts attractive and affordable housing options including waterfront estates to rural developments and city condos, townhouses and apartments. Local amenities include shops, restaurants, parks, marinas, and public entertainment venues within walking or biking distance.

### LOCATION

| Driving distance from Cambridge: | 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 |

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

|        | Dorchester County Households | Dorchester County Population | Upper Eastern Shore* | Maryland  |
|--------|------------------------------|------------------------------|----------------------|-----------|
| 2010   | 13,525                       | 32,618                       | 197,980              | 5,773,552 |
| 2020   | 13,300                       | 31,853                       | 213,699              | 6,055,802 |
| 2030** | 14,750                       | 34,550                       | 223,470              | 6,254,500 |

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

\*\*Projections

Selected places population (2020): Cambridge 13,096; Hurlock 2,066; Algonquin 1,110

### POPULATION DISTRIBUTION<sup>2,3</sup> (2021)

| Age         | Number | Percent    |
|-------------|--------|------------|
| Under 5yrs  | 1,726  | 5.3%       |
| 5 - 19 yrs  | 5,748  | 17.7%      |
| 20 - 44 yrs | 8,954  | 27.6%      |
| 45 -64 yrs  | 9,038  | 27.8%      |
| 65 and over | 7,020  | 21.6%      |
| Total       | 32,486 | 100.0%     |
| Median Age  |        | 44.1 Years |

# Brief Economic Facts DORCHESTER COUNTY, MARYLAND

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

| Civilian Labor Force (2022 avg.) | County | Labor Mkt. Area* |
|----------------------------------|--------|------------------|
| Total civilian labor force       | 15,983 | 227,346          |
| Employment                       | 15,408 | 219,082          |
| Unemployment                     | 575    | 8,264            |
| Unemployment rate                | 3.6%   | 3.6%             |

| Residents commuting outside the county to work (2017-2021) | Percent |
|--|---------|
|  | 36.2%   |

| Employment in selected occupations (2017-2021) |       |       |
|--|-------|-------|
| Management, business, science and arts         | 4,887 | 32.5% |
| Service  | 3,288 | 21.9% |
| Sales and office                               | 2,893 | 19.2% |
| Production, transp. and material moving        | 2,242 | 14.9% |

\*Caroline, Cecil, Dorchester, Kent, Queen Anne's, Somerset, Talbot, Wicomico, and Worcester Counties

## MAJOR EMPLOYERS<sup>6,7</sup> (2021-2022)

| Employer                                     | Product/Service                               | Employment |
|--|---|------------|
| Amick Farms                                  | Poultry Processing                            | 1000       |
| Hyatt Regency Chesapeake Bay Golf Resort     | Resort, Golf & Conference Center              | 400        |
| Eastern Shore Hospital Center                | Health care                                   | 253        |
| B&G Foods                                    | Food Manufacturer                             | 238        |
| Preston Autoplex                             | Car Dealership                                | 200        |
| Univ. of Maryland Horn Point Laboratory      | Wetlands and Estuaries Research               | 175        |
| Protenergy Natural Foods                     | Food Manufacturer                             | 165        |
| Walmart Supercenter - Cambridge              | Consumer Goods                                | 150        |
| Signature Healthcare at Mallard Bay          | Skilled Nursing Care Facility                 | 150        |
| Darling Ingredients                          | Animal By-Products Producer                   | 145        |
| LP Cambridge                                 | Inpatient Nursing and Rehabilitative Services | 140        |
| DS Smith                                     | Sustainable Packaging Solutions               | 136        |
| Culta  | Canabis Cultivator/Extractor                  | 112        |
| The Mushroom Company                         | Food Processing                               | 108        |
| Egide USA                                    | Hermetic Packaging Solutions                  | 85         |
| LWRC   | Firearms Manufacturer                         | 76         |
| Genesis HealthCare / Chesapeake Woods Center | Skilled Nursing Care Facility                 | 75         |

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

## EMPLOYMENT<sup>4</sup> (2022)

| Industry                             | Estab-lishments | Annual Avg. Empl. | Empl. %       | Avg. Wkly. Wage |
|--------------------------------------|-----------------|-------------------|---------------|-----------------|
| Federal Government                   | 21              | 189               | 1.6%          | \$1,700         |
| State Government                     | 8               | 794               | 6.6%          | 1,263           |
| Local Government                     | 22              | 1,241             | 10.3%         | 1,098           |
| Private Sector                       | 703             | 9,855             | 81.6%         | 889             |
| Natural resources and mining         | 22              | 140               | 1.2%          | 886             |
| Construction                         | 87              | 508               | 4.2%          | 967             |
| Manufacturing                        | 38              | 2,538             | 21.0%         | 1,009           |
| Trade, Transportation, and utilities | 162             | 1,901             | 15.7%         | 822             |
| Information                          | 9               | 192               | 1.6%          | 629             |
| Financial activities                 | 68              | 331               | 2.7%          | 1,081           |
| Professional and business services   | 101             | 715               | 5.9%          | 978             |
| Education and health services        | 76              | 2,052             | 17.0%         | 1,022           |
| Leisure and hospitality              | 72              | 1,233             | 10.2%         | 467             |
| Other Services                       | 69              | 246               | 2.0%          | 702             |
| <b>Total</b>                         | <b>753</b>      | <b>12,078</b>     | <b>100.0%</b> | <b>948</b>      |

Includes civilian employment only

## HOURLY WAGE RATES<sup>4</sup> (2021)

| Selected Occupations                | Median  | Entry   | Skilled |
|-------------------------------------|---------|---------|---------|
| Accountants                         | \$33.72 | \$22.59 | \$42.08 |
| Assemblers and Fabricators          | \$17.98 | \$13.43 | \$20.26 |
| Biological technicians              | \$24.42 | \$18.95 | \$28.21 |
| Bookkeeping/accounting clerks       | \$21.05 | \$14.90 | \$24.13 |
| Computer systems analysts           | \$38.01 | \$26.86 | \$51.56 |
| Computer user support specialists   | \$22.32 | \$16.39 | \$25.45 |
| Customer service representatives    | \$17.48 | \$13.38 | \$20.58 |
| Electrical engineers                | \$43.50 | \$32.08 | \$63.64 |
| Freight, stock and material movers  | \$14.39 | \$12.86 | \$17.94 |
| Industrial truck operators          | \$18.10 | \$13.99 | \$20.02 |
| Inspectors, testers, sorters        | \$18.23 | \$14.29 | \$22.14 |
| Machinists                          | \$23.05 | \$19.45 | \$27.90 |
| Maintenance workers, machinery      | \$27.79 | \$15.34 | \$30.22 |
| Mechanical Engineers                | \$36.85 | \$25.89 | \$39.32 |
| Network support specialists         | \$42.00 | \$29.35 | \$53.50 |
| Packaging/filling machine operators | \$14.48 | \$12.18 | \$16.06 |
| Packers and packagers hand          | \$13.63 | \$12.67 | \$14.98 |
| Secretaries                         | \$18.19 | \$14.56 | \$22.61 |
| Shipping/receiving clerks           | \$17.48 | \$13.22 | \$20.10 |
| Stock clerks and order fillers      | \$13.64 | \$11.77 | \$16.01 |

Wages are an estimate of what workers might expect to receive on the Upper Eastern Shore (Caroline, Dorchester, Kent, Queen Anne's and Talbot counties) and may vary by industry, employer and locality

# Brief Economic Facts DORCHESTER COUNTY, MARYLAND

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

### Educational Attainment - age 25 & over (2017-2021)

|                                |       |
|--------------------------------|-------|
| High school graduate or higher | 87.4% |
| Bachelor's degree or higher    | 19.9% |

### Public Schools

|   |
|---|
| Number: 6 elementary; 3 middle/comb.; 2 high; career/tech 1 |
| Enrollment: 4,523   |
| Cost per pupil: \$20,036                                    |
| Students per teacher: 15.3                                  |
| High school career / tech enrollment: 750                   |
| High school graduates: 290                                  |

### Nonpublic Schools Number: 5

| Higher Education (2020) | Enrollment | Degrees |
|-------------------------|------------|---------|
|-------------------------|------------|---------|

### 2-year institution

|                     |       |     |
|---------------------|-------|-----|
| Chesapeake College* | 1,904 | 298 |
|---------------------|-------|-----|

### 4-year institutions

|   |    |    |
|---|----|----|
| University of Maryland Center for Environmental Science (UMCES)** | NA | NA |
|---|----|----|

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 |
|------------------------------------|-------------------|----------|
| <b>Corporate Income Tax (2023)</b> | none              | 8.25%    |

Base – federal taxable income

|                                   |       |           |
|-----------------------------------|-------|-----------|
| <b>Personal Income Tax (2023)</b> | 3.20% | 2.0-5.75% |
|-----------------------------------|-------|-----------|

Base – federal adjusted gross income

\*Graduated rate peaking at 5.75% on taxable income over \$300,000

|                                   |      |      |
|-----------------------------------|------|------|
| <b>Sales &amp; Use Tax (2023)</b> | 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

|                                 |          |          |
|---------------------------------|----------|----------|
| <b>Real Property Tax (2023)</b> | \$1.0000 | \$0.1120 |
|---------------------------------|----------|----------|

Effective rate per \$100 of assessed value

In an incorporated area, a municipal rate will also apply

|   |      |      |
|---|------|------|
| <b>Business Personal Prop. Tax (2023)</b> | none | none |
|---|------|------|

No county personal property tax on ordinary business property \$2.44/\$100 applicable to utility operating property only In an incorporated area, a municipal rate will 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> (2017-2021)

| Distribution            | Percent Households |           |              |
|-------------------------|--------------------|-----------|--------------|
|                         | Dorchester County  | Maryland  | U.S.         |
| Under \$25,000          | 22.1               | 12.3      | 17.2         |
| \$25,000 - \$49,999     | 23.4               | 14.6      | 19.6         |
| \$50,000 - \$74,999     | 16.8               | 14.7      | 16.8         |
| \$75,000 - \$99,999     | 11.9               | 12.6      | 12.8         |
| \$100,000 - \$149,999   | 16.3               | 19.4      | 16.3         |
| \$150,000 - \$199,999   | 4.4                | 11.5      | 7.8          |
| \$200,000 and over      | 5                  | 15        | 9.5          |
| Median household        | \$55,652           | \$91,431  | \$69,021     |
| Average household       | \$75,871           | \$120,234 | \$97,196     |
| Per Capita              | \$31,983           | \$45,915  | \$37,638     |
| Total income (millions) | \$996              | \$275,849 | \$12,053,372 |

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

Occupied Units (2017-2021) 13,123 (68.9% owner occupied)

### Housing Transactions

|                      |           |
|----------------------|-----------|
| Units Sold           | 606       |
| Median Selling Price | \$254,000 |

\*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 (ESIC), 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 (2022)            | Low      | High      | Average  |
|---------------------------------------|----------|-----------|----------|
| <b>Land – cost per acre</b>           |          |           |          |
| Industrial                            | \$35,000 | \$70,000  | \$35,000 |
| Office                                | \$20,000 | \$150,000 | \$40,000 |
| <b>Rental Rates – per square foot</b> |          |           |          |
| Warehouse / Industrial                | \$1.50   | \$8.00    | \$3.75   |
| Flex / R&D / Technology               | \$4.50   | \$7.50    | \$6.00   |
| Class A Office                        | \$14.00  | \$30.00   | \$21.00  |

# Brief Economic Facts // DORCHESTER COUNTY, MARYLAND

## 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:** There are 39 miles of freight railroad track in Dorchester and neighboring county, managed by the Maryland Delaware Railroad, which connects with Norfolk Southern, to service the Mid Shore Region. The Maryland Delaware Railroad is in process of upgrading tracks from Hurlock (Dorchester County) to Seaford Delaware, and has an active campaign to grow freight business on the Eastern Shore.

**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 Downtown 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).

**Events:** Oyster & Ice Festival, 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

George Pfeffer, President, County Council 410.228.1700

Acting 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 Department**

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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 Dorchester County Economic Development Office
- 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