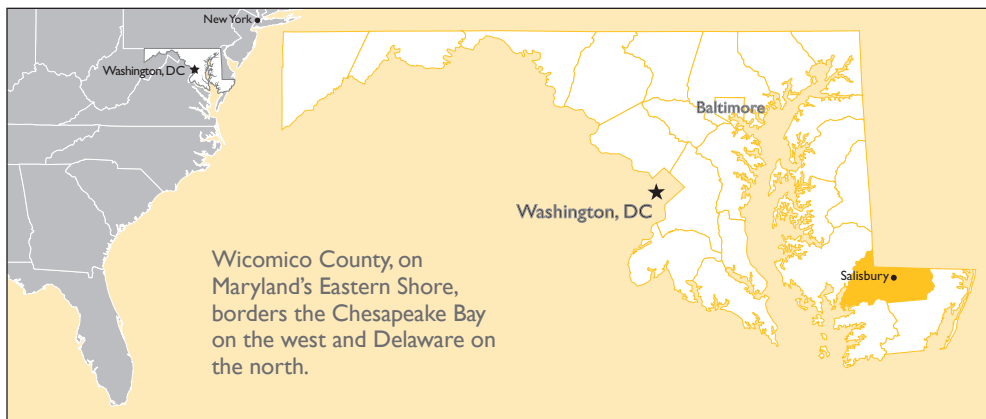


Brief Economic Facts

WICOMICO COUNTY, MARYLAND

With its strategic location along the East Coast and situated at the crossroads of Maryland's Lower Eastern Shore, Wicomico County serves as a hub for commerce, industry, health care, education and transportation. Situated halfway between the Atlantic Ocean and the Chesapeake Bay, cultural, recreational and civic amenities add to the lure of Wicomico, offering citizens a lifestyle second to none.

Wicomico is the number two agricultural producing county in Maryland, and ranks third in broiler chicken production. Popular crops include corn, soybeans, wheat and vegetables. In addition to agriculture and poultry, health care, educational sectors and a diverse industrial base offer stability and a firm foundation for Wicomico's economy. Cadista Pharmaceuticals recently announced the addition of 200 new jobs associated with the expansion of its Salisbury headquarters and manufacturing facility.



LOCATION

Driving distance from Salisbury:	Miles	Kilometers
Atlanta, Georgia	692	1,114
Baltimore, Maryland	102	165
Boston, Massachusetts	430	692
Chicago, Illinois	793	1,276
New York, New York	219	353
Philadelphia, Pennsylvania	131	210
Pittsburgh, Pennsylvania	324	521
Richmond, Virginia	212	341
Washington, DC	114	183

CLIMATE AND GEOGRAPHY¹

Yearly Precipitation (inches)	47.0
Yearly Snowfall (inches)	11.6
Summer Temperature (°F)	75.0
Winter Temperature (°F)	37.9
Duration of Freeze-Free Period (days)	196
Land Area (square miles)	379.1
Water Area (square miles)	14.4
Shoreline (miles)	361
Elevation (feet)	sea level to 73

Wicomico's 2,580 businesses employ 36,400 workers; nearly 50 of these businesses have 100 or more workers. Major employers are Jubilant Cadista Pharmaceuticals, Delmarva Power, Labinal Salisbury, K&L Microwave, MaTech, Peninsula Regional Medical Center, Perdue Farms, Salisbury University and Tishcon.

Wicomico County has two State Enterprise Zones, one in Salisbury and one in Fruitland.

POPULATION^{2,3}

	Wicomico County Households	Wicomico County Population	Lower Eastern Shore*	Maryland
2000	32,218	84,644	155,934	5,296,486
2010	37,220	98,733	176,657	5,773,552
2020**	41,725	109,200	193,050	6,224,550

*Somerset, Wicomico and Worcester counties

**Projections

Selected places population (2010): Salisbury 30,343; Fruitland 4,866; Delmar 3,003; Pittsville 1,417; Hebron 1,084

POPULATION DISTRIBUTION³ (2010)

Age	Number	Percent
Under 5	6,142	6.2
5 - 19	21,117	21.4
20 - 44	32,991	33.4
45 - 64	25,636	26.0
65 and over	12,847	13.0
Total	98,733	100.0
Median age		35.7 years

WICOMICO COUNTY, MARYLAND

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

Civilian Labor Force (2013 avg.)	County	Labor Mkt. Area*
Total civilian labor force	52,799	183,975
Employment	48,510	169,311
Unemployment	4,289	14,664
Unemployment rate	8.1%	8.0%

Residents commuting outside the county to work (2010-2012)	Number	Percent
	11,429	25.6%

Employment in selected occupations (2010-2012)

Management, business, science and arts	16,161	35.5%
Service	9,247	20.3%
Sales and office	10,443	23.0%
Production, transp. and material moving	5,165	11.4%

*Wicomico, Somerset and Worcester counties, MD and Sussex County, DE

MAJOR EMPLOYERS^{6,7} (2013)

Employer	Product/Service	Employment
Peninsula Regional Med. Ctr.	Medical services	3,300
Salisbury University	Higher education	1,684
Perdue Farms	HQ / poultry processing	1,600
Labinal Salisbury	Electronics assembly	825
Walmart / Sam's Club	Consumer goods	750
Wor-Wic Comm. College	Higher education	425
K&L Microwave	Electronics assembly	400
Genesis / Salisbury Rehab.	Nursing care	340
Delmarva Power	Energy products and svcs.	300
Jubilant Cadista Pharma.	Generic pharmaceuticals	275
Dove Pointe	Services for the disabled	250
SHORE UP!	Social services	250
BBSI	Staffing services	249
Boscov's	Consumer goods	249
Pepsi-Cola Bottling	Beverages	249
Verizon	Telecommunications	249
Piedmont / US Airways Exp.	HQ / airline	210
McDonald's	Restaurants	185
Delaware Elevator	HQ / elevator installation	170
Macy's	Consumer goods	160
Darden Restaurants	Restaurants	150
Gannett	Newspaper publishing	150
Giant Food	Groceries	150
Lorch Microwave	Electronic components	150
Lowe's	Home improvement prods.	150
MaTech	Precision machining	150
Sears, Roebuck / Kmart	Consumer goods	150

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

EMPLOYMENT⁴ (2013, BY PLACE OF WORK)

Industry	Estab-lishments	Annual Avg. Empl.	Emp. %	Avg. Wkly. Wage
Federal government	29	297	0.7	\$1,132
State government	13	2,728	6.2	806
Local government	47	4,737	10.7	759
Private sector	2,575	36,364	82.4	763
Natural resources and mining	32	304	0.7	628
Construction	290	1,883	4.3	891
Manufacturing	94	3,760	8.5	748
Trade, transportation and utilities	621	9,419	21.3	622
Information	23	578	1.3	975
Financial activities	267	1,599	3.6	892
Professional and business services	431	4,182	9.5	1,300
Education and health services	322	8,643	19.6	898
Leisure and hospitality	255	4,508	10.2	283
Other services	240	1,488	3.4	509
Total	2,664	44,126	100.0	768

Includes civilian employment only

HOURLY WAGE RATES⁴ (2014)

Selected Occupations	Median	Entry	Experienced
Accountants	\$25.25	\$16.00	\$33.00
Bookkeeping/accounting clerks	15.25	11.75	18.25
Computer support specialists	18.75	13.00	24.00
Customer service representatives	13.00	10.00	16.50
Electrical/electronic equipment assemblers	9.50	8.25	12.00
Electronics engineering technicians	32.50	17.75	38.00
Freight, stock and material movers, hand	11.00	9.00	14.00
Industrial truck operators	13.25	9.00	15.25
Maintenance workers, machinery	17.00	12.75	23.00
Network administrators	30.00	16.75	37.50
Packaging and filling machine operators	9.00	8.00	11.50
Packers and packagers, hand	9.25	8.25	10.25
Secretaries	14.75	10.50	17.75
Shipping/receiving clerks	13.50	9.50	15.75
Team assemblers	12.25	9.00	15.00
Telemarketers	9.25	8.25	11.25

Wages are an estimate of what workers might expect to receive on the Lower Eastern Shore (Somerset, Wicomico and Worcester counties) and may vary by industry, employer and locality

WICOMICO COUNTY, MARYLAND

SCHOOLS AND COLLEGES^{3,8}

Educational Attainment - age 25 & over (2010-2012)

High school graduate or higher	85.8%
Bachelor's degree or higher	27.8%

Public Schools

Number: 16 elementary; 5 middle/combined; 3 high
Enrollment: 14,431 (Sept. 2013)
Cost per pupil: \$12,241 (2011-2012)
Students per teacher: 13.1 (Oct. 2013)
High school career / tech enrollment: 854 (2013)
High school graduates: 863 (July 2013)

Nonpublic Schools

Number: 18 (Sept. 2013)

Higher Education (2013)	Enrollment	Degrees
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2-year institution

Wor-Wic Community College	3,417	470
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4-year institution

Salisbury University	8,643	2,153
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The University of Maryland Eastern Shore is located in neighboring Somerset County.

TAX RATES⁹

	Wicomico Co.	Maryland
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Corporate Income Tax (2014)	none	8.25%
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Base – federal taxable income

Personal Income Tax (2014)	3.20%	2.0%-5.75%*
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Base – federal adjusted gross income

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

Sales & Use Tax (2014)	none	6.0%
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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 15)	\$0.9516	\$0.112
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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 15)	\$2.1715	none
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Rate per \$100 of depreciated value

Exempt – manufacturing and R&D machinery, equipment, materials and supplies; manufacturing and R&D inventory

Partially exempt – warehousing inventory (79% - being phased out at 7% per year)

In an incorporated area, a municipal rate will also apply

Major Tax Credits Available

Enterprise Zone, Job Creation, R&D, Biotechnology and Cybersecurity Investment, A&E District

INCOME³ (2010-2012)

Distribution	Wicomico Co.	Percent Households Maryland	U.S.
Under \$25,000	24.6	16.1	24.1
\$25,000 - \$49,999	24.8	18.4	24.2
\$50,000 - \$74,999	20.4	17.6	18.1
\$75,000 - \$99,999	10.9	13.3	11.9
\$100,000 - \$149,999	12.6	17.9	12.5
\$150,000 - \$199,999	3.4	8.4	4.6
\$200,000 and over	3.3	8.3	4.5
Median household	\$50,523	\$71,707	\$51,771
Average household	\$65,900	\$93,415	\$71,579
Per capita	\$25,028	\$35,328	\$27,385
Total income (millions)	\$2,374	\$200,010	\$8,248,889

HOUSING^{2,3,10}

Occupied Units (2010-2012)	36,019 (63.5% owner occupied)
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Housing Transactions	Units	Median Selling Price
All arms-length transactions (2012)	611	\$145,500
All multiple-listed properties (2012)*	699	\$136,696

*Excludes auctions and FSBO

BUSINESS AND INDUSTRIAL PROPERTY⁶

Industrial sites in the county range from one to 300 acres.

Northwood Industrial Park, in the Salisbury area, has a total of 350 acres with 50 acres available.

Air Business Center (ABC) has sites with direct runway access for air-related business uses. Long-term land leases are available.

Fruitland Industrial Park has a total of 110 acres with municipal services and rail access.

Westwood Commerce Park, at the intersection of U.S. Route 50 and the Salisbury Bypass, offers 260 acres served by Salisbury city water and sewer, as well as natural gas and high-speed voice and data lines.

Salisbury Airport Incubator provides below market lease rates with flexible terms to technology-oriented firms.

Business Incubator

Salisbury Airport Incubator, Salisbury

Market Profile Data	Low	High	Average
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Land – cost per acre

Industrial	\$17,000	\$125,000	\$40,000
Office	\$22,000	\$250,000	\$60,000

Rental Rates – per square foot

Warehouse / Industrial	\$2.00	\$7.00	\$4.50
Flex / R&D / Technology	\$5.00	\$14.00	\$9.50
Class A Office	\$6.50	\$15.00	\$11.00

WICOMICO COUNTY, MARYLAND

TRANSPORTATION

Highways: U.S. 13 and U.S. 50

Rail: Norfolk Southern Railway

Truck: 68 local and long-distance trucking establishments are located on the Lower Eastern Shore

Water: Wicomico River, 14 ft. channel at Salisbury; Port of Salisbury is the second largest in Maryland; also served by the Port of Baltimore, 50' channel; a leading U.S. automobile and break-bulk port; seven public terminals including the state-of-the-art Intermodal Container Transfer Facility

Air: The Salisbury-Ocean City Wicomico Regional Airport, 4.5 miles east of Salisbury, offers runway lengths of 5000' and 6400', a full instrument landing service (ILS), aviation fuel, charter service, and an industrial park with runway access; commercial passenger service provided by USAirways Express to Philadelphia and Charlotte; airport is home to numerous corporate clients, a small business incubator and a FedEx distribution center; UPS has a regional distribution center in Salisbury

RECREATION AND CULTURE

Parks and Recreation: Five state parks provide camping and natural beauty; other activities include swimming, fishing—including deep sea fishing—boating, golfing, skeet, trap and silhouette shooting, hiking, biking, canoeing, bird watching, and country and yacht club activities

Sports: Collegiate athletic events, tennis and professional golf tournaments; horse racing (trotting) at Ocean Downs; a Hunt Club/Pony Club; Wicomico County is home to the Delmarva Shorebirds, a Class A minor league affiliate of the Baltimore Orioles

Cultural: Summer band, big band, and rock music concerts; national country western shows; the Salisbury Symphony; dinner theater plays; a Council of Arts serves the area, as does the largest civic center on the Delmarva Peninsula

Arts & Entertainment District: Salisbury

Attractions: Wildlife Museum, antique auto clubs and shows, and a first-class zoo

Events: Salisbury Festival, Pork in the Park, Autumn Wine Festival, Good Beer Festival celebrating craft beers, World Carving Show, and tours of historic homes

UTILITIES

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

Gas: Natural gas supplied by Chesapeake Utilities Corporation; customers may choose their gas supplier

Water: Municipal systems in Delmar, Fruitland, Hebron, Pittsville, Salisbury, Sharptown and Willards

Sewer: Municipal systems in Delmar, Fruitland, Hebron, Pittsville, Salisbury, Sharptown, Willards and Air Business Center

Telecommunications: Predominant local carrier - Verizon Maryland; long distance carriers - AT&T, Verizon, Sprint Nextel and others; AT&T, Verizon and Sprint Nextel PoPs are located in Salisbury

GOVERNMENT¹¹

County Seat: Salisbury

Government: County executive; seven council members (two elected at large and five from districts) 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

Richard M. Pollitt, Jr., County Executive 410.548.4801

Matthew R. Holloway, President, County Council 410.548.4696

Website: www.wicomicocounty.org

County Delegation to Maryland General Assembly:

Richard F. Colburn, Senate Chair 410.841.3590

Rudolph C. Cane, House Chair 410.841.3427

U.S. Congressional Election District: 1st

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

Salisbury-Wicomico Economic Development, Inc.

David Ryan, Executive Director

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Email: info@swed.org

www.swed.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 Salisbury-Wicomico Economic Development, Inc.

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