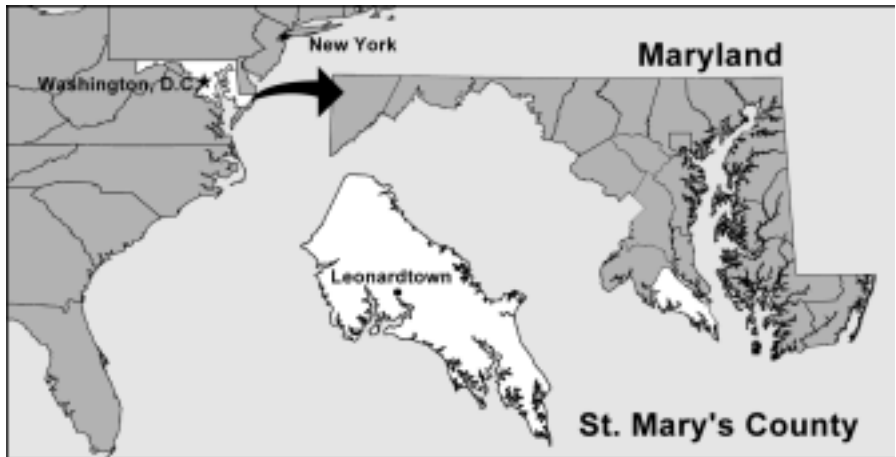


ST. MARY'S COUNTY, MARYLAND

BRIEF ECONOMIC FACTS



St. Mary's County is situated on a peninsula in Southern Maryland with over 500 miles of shoreline on the Patuxent River, Potomac River and Chesapeake Bay. The Naval Air Station Patuxent River, employing 22,200 military, civilians and defense contractors, is home to the U.S. Naval Air Systems Command (NAVAIR), including the Naval Air Warfare Center Aircraft Division (NAWCAD). With over 200 high-tech aerospace and defense contractors, the county has emerged as a world-class center for maritime aviation research, development, testing and evaluation.

The area combines access to technology with a rich heritage and a myriad of outdoor sports and recreational opportunities. The county's location allows for easy access to major metropolitan areas while offering residents a high quality of life and affordable lifestyles. St. Mary's County's 2,020 businesses employ 27,800 workers; an estimated 40 of these businesses have 100 or more workers. Businesses include BAE Systems, Boeing, Lockheed Martin, L-3, Northrop Grumman, Wyle and many others. Non-defense employers include the Paul Hall Center for Maritime Training and Education, St. Mary's Hospital and St. Mary's College of Maryland. The Lexington Park area has been designated a State Enterprise Zone, affording a number of incentives for expanding businesses.

LOCATION

Driving distance from Leonardtown:

| | (in miles) | (in kilometers) |
|------------------|------------|-----------------|
| Atlanta, GA | 610 | 981 |
| Baltimore, MD | 80 | 129 |
| Boston, MA | 470 | 756 |
| Chicago, IL | 737 | 1,186 |
| New York, NY | 263 | 423 |
| Philadelphia, PA | 174 | 280 |
| Pittsburgh, PA | 282 | 454 |
| Richmond, VA | 95 | 153 |
| Washington, DC | 54 | 87 |

CLIMATE

| | |
|--|----------|
| Yearly Precipitation (inches) | 47.5 |
| Yearly Snowfall (inches) | 17.8 |
| Summer Temperature (°F) | 74.4 |
| Winter Temperature (°F) | 37.4 |
| Duration of Freeze-Free Period | 199 days |
| Note: Temperature and precipitation data based on 30-year averages. | |
| National Oceanic and Atmospheric Administration; Maryland State Office of Climatology. | |

POPULATION

| | St. Mary's County | Maryland |
|-----------------|-------------------|-----------|
| 1990 Census | 75,974 | 4,780,753 |
| 2000 Census | 86,211 | 5,296,486 |
| 2005 Estimate | 96,450 | 5,577,450 |
| 2010 Projection | 105,400 | 5,779,400 |
| 2015 Projection | 118,200 | 6,086,850 |

Selected areas population (2000 Census): California, 9,307; Leonardtown, 1,896; Lexington Park, 11,021.

U.S. Bureau of the Census; Maryland Department of Planning.

POPULATION DISTRIBUTION

(2010 Projection)

| Age | Number | Percent |
|--------------|----------------|--------------|
| Under 5 | 8,020 | 7.6 |
| 5 - 19 | 21,960 | 20.8 |
| 20 - 44 | 34,960 | 33.2 |
| 45 - 64 | 28,880 | 27.4 |
| 65 and over | 11,590 | 11.0 |
| Total | 105,400 | 100.0 |

Note: Columns may not add due to rounding.

Maryland Department of Planning.

ST. MARY'S COUNTY, MARYLAND

LABOR AVAILABILITY

(by place of residence) St. Mary's County

Civilian Labor Force (2007 annual averages):

| | |
|----------------------------|--------|
| Total civilian labor force | 50,319 |
| Employment | 48,779 |
| Unemployment | 1,540 |
| Unemployment rate | 3.1% |

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

Residents commuting outside the county to work (2007): 14,636 29.3%

Employment in selected occupations (2007):

| | | |
|---|--------|-------|
| Management, professional and related | 21,769 | 43.6% |
| Service | 7,120 | 14.3% |
| Sales and office | 10,943 | 21.9% |
| Production, transp. and material moving | 3,618 | 7.2% |

U.S. Bureau of the Census.

MAJOR EMPLOYERS

| Employer | Product/Service | Employment |
|--|-------------------------------|------------|
| Naval Air Station Patuxent River* | Military installation | 10,500 |
| St. Mary's Hospital | Medical services | 1,158 |
| DynCorp International | Profess. and tech. services | 1,085 |
| BAE Systems | Tech. prods. and services | 806 |
| Wyle | Tech., sci. research services | 757 |
| Wal-Mart | Consumer goods | 620 |
| General Dynamics | Aeronautics, systems engr. | 519 |
| Eagan, McAllister Assoc. | Engr., sci., mgmt. services | 473 |
| CSC | Profess. and tech. services | 455 |
| Charlotte Hall Vets. Home | Nursing care | 454 |
| St. Mary's Coll. of Maryland | Higher education | 425 |
| McKay's Foodland | Groceries | 395 |
| ManTech International | Systems and software devt. | 375 |
| Booz Allen Hamilton | Systems engr. and mgmt. | 362 |
| Food Lion | Groceries | 283 |
| Sabre Systems | Engineering services | 250 |
| J.F. Taylor | Technology simulations | 250 |
| Northrop Grumman | Systems, software devt. | 247 |
| Burch Oil | Fuel oil | 237 |
| St. Mary's Nursing Center | Nursing care | 218 |
| DCS | Technology simulations | 217 |
| Target | Consumer goods | 216 |
| Paul Hall Center for Maritime Training and Education | Seamanship training | 210 |
| National Technol. Assoc. | Systems engr. and mgmt. | 200 |
| Eagle Systems | Systems engr. and mgmt. | 192 |
| Lowe's | Home improvement prod. | 192 |

Note: Excludes post offices, state and local governments; includes public higher education institutions.

*Employee counts for federal and military facilities exclude contractors.

St. Mary's County Department of Economic & Community Development; Maryland Department of Business and Economic Development.

EMPLOYMENT

| (2007, by place of work) | Annual Average Employment | % | Average Weekly Wage |
|-------------------------------------|---------------------------|--------------|---------------------|
| Federal government | 6,989 | 17.8 | \$1,749 |
| State government | 801 | 2.0 | 795 |
| Local government | 3,625 | 9.2 | 803 |
| Private sector | 27,826 | 70.9 | 807 |
| Nat'l. resources and mining | 28 | 0.1 | 614 |
| Construction | 1,930 | 4.9 | 752 |
| Manufacturing | 539 | 1.4 | 1,065 |
| Trade, transp. and utilities | 6,794 | 17.3 | 586 |
| Information | 256 | 0.7 | 816 |
| Financial activities | 952 | 2.4 | 714 |
| Prof. and business services | 8,991 | 22.9 | 1,261 |
| Educ. and health services | 3,914 | 10.0 | 741 |
| Leisure and hospitality | 3,453 | 8.8 | 236 |
| Other services | 968 | 2.5 | 506 |
| Total | 39,241 | 100.0 | 974 |

Note: Percentages may not add due to rounding.

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

HOURLY WAGE RATES

| (2008) | Median | Entry | Experienced |
|---|---------|---------|-------------|
| Selected Occupations: | | | |
| Accountants | \$31.25 | \$22.00 | \$38.75 |
| Aerospace engineers | 45.50 | 34.00 | 50.00 |
| Bookkeeping/accounting clerks | 17.50 | 12.50 | 20.75 |
| Computer support specialists | 23.50 | 17.25 | 26.25 |
| Computer systems analysts | 36.00 | 27.00 | 43.00 |
| Customer service representatives | 14.00 | 8.50 | 21.00 |
| Electrical engineers | 44.50 | 33.50 | 49.00 |
| Electronic engineering technicians | 32.50 | 20.00 | 37.25 |
| Freight, stock and material movers, hand | 11.25 | 8.25 | 13.50 |
| Industrial truck operators | 16.75 | 12.50 | 19.75 |
| Machinists | 22.00 | 19.25 | 25.00 |
| Network administrators | 34.25 | 26.75 | 39.25 |
| Packers and packagers, hand | 9.25 | 7.25 | 12.25 |
| Secretaries | 16.00 | 11.75 | 19.00 |
| Shipping/receiving clerks | 14.50 | 10.25 | 17.50 |
| Team assemblers | 13.25 | 9.25 | 16.50 |

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

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

ST. MARY'S COUNTY, MARYLAND

PERSONAL INCOME

Per Capita Personal Income - 2006

| | |
|-------------------|----------|
| St. Mary's County | \$35,120 |
| Maryland | \$43,788 |
| U.S. | \$36,714 |

Total Personal Income (millions) - 2006

| | |
|-------------------|--------------|
| St. Mary's County | \$3,463 |
| Maryland | \$245,303 |
| U.S. | \$10,968,393 |

U.S. Department of Commerce, Bureau of Economic Analysis.

EDUCATION

Educational Attainment - age 25 and over (2007):

| | |
|--------------------------------|-------|
| High School Graduate or Higher | 88.7% |
| Bachelor's Degree or Higher | 27.8% |

Public Schools

Number: 16 Elementary; 4 Middle; 4 High

Enrollment: 16,890 (Sept. 2007)

Cost per Pupil: \$9,771 (2006-2007)

Students per Teacher: 15.8 (Oct. 2007)

High School Career/Tech Enrollment: 2,044 (2008)

High School Graduates: 1,036 (June 2007)

Private Schools

Number: 33 **Enrollment:** 3,006 (Sept. 2007)

Higher Education

| (2007) | Enrollment | Degrees |
|--------|------------|---------|
|--------|------------|---------|

2-Year Institutions

| | | |
|--|-------|-----|
| Paul Hall Center for Maritime Training and Education | 162 | NA |
| College of Southern Maryland* | 7,741 | 724 |

4-Year Institution

| | | |
|--------------------------------|-------|-----|
| St. Mary's College of Maryland | 2,002 | 441 |
|--------------------------------|-------|-----|

Other universities offering programs in the county at the Frank Knox Center include: Embry Riddle Aeronautical Univ., Florida Institute of Technol., Univ. of Tennessee Space Institute, and the Univ. of Maryland University College. At the Southern Maryland Higher Education Center, programs are offered by: George Washington Univ., Johns Hopkins Univ., Univ. of Maryland College Park, and eight other regional colleges and universities.

*Includes 4 campuses in Calvert, Charles and St. Mary's Counties.

Maryland State Department of Education and Higher Education Commission; U.S. Bureau of the Census.

TAX RATES

| | St. Mary's County | Maryland |
|--|----------------------|-------------|
| Corporate Income Tax (2009) Base - Federal taxable income. | none | 8.25% |
| Personal Income Tax (2009) Base - Federal adjusted gross income. *Graduated rate peaking at 6.25% on taxable income over \$1 million. | 3.00% | 2.0%-6.25%* |
| Sales and Use Tax (2009) 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. | none | 6.0% |
| Real Property Tax (FY 2009) 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. | \$0.857 | \$0.112 |
| Business Personal Property Tax (FY 2009) 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. | \$2.143 | none |
| Major Tax Credits Available Enterprise Zone; Job Creation; Research and Development. Maryland State Department of Assessments and Taxation; Comptroller of the Treasury. | | |

BUSINESS/INDUSTRIAL PROPERTY

A variety of business sites are available in St. Mary's County. Industrial and office parks offer raw acreage, furnished office space and everything in between. Utilities including fiber optic lines, public water, sewer, broadband service and natural gas are available at most locations.

The greatest concentration of manufacturing is in St. Mary's Industrial Park in Hollywood, near the regional airport. High technology firms are clustered in and around Lexington Park. Major business parks are located at Wildewood, Lexington Park Corporate Center, Exploration, Expedition, Willows Run and Pine Hill.

St. Mary's County Department of Economic and Community Development maintains a listing of available office, warehouse and industrial sites and space and publishes an annual directory of technology companies and resources. Both are available in PDF format on www.stmarysmd.com/decd.

Market Profile Data

| Land - cost per acre | Low | High | Average |
|--------------------------------|-----------|-----------|-----------|
| Industrial | \$80,000 | \$120,000 | \$100,000 |
| Office | \$100,000 | \$350,000 | \$225,000 |
| Rental Rates - per square foot | | | |
| Warehouse / Industrial | \$8.00 | \$12.00 | \$10.00 |
| Flex / R&D / Technology | \$8.00 | \$14.00 | \$11.00 |
| Class A Office | \$16.50 | \$22.00 | \$19.25 |

St. Mary's County Department of Economic & Community Development.

ST. MARY'S COUNTY, MARYLAND

TRANSPORTATION

Highways: Maryland arteries in the county connect with U.S. 301, I-95 and I-495 (Washington D.C. Beltway).

Rail: The closest rail depot, CSX Transportation, is in adjacent Charles County at Waldorf.

Truck: 72 local and long-distance trucking establishments are located in Southern Maryland.

Water: Served by the Port of Baltimore, 50' channel; a leading U.S. automobile and break-bulk port; six public terminals including the state-of-the-art Intermodal Container Transfer Facility; 81 miles from Leonardtown.

Air: Served by Baltimore/Washington International Thurgood Marshall Airport (BWI), Washington Dulles International Airport and Ronald Reagan Washington National Airport. St. Mary's County Regional Airport (www.stmarysmd.com/dpw/airport) is available for private planes.

UTILITIES

Electricity: Southern Maryland Electric Cooperative. Customers of investor-owned utilities and major cooperatives may choose their electric supplier.

Gas: Natural gas is available from Washington Gas.

Water: St. Mary's County Metropolitan Commission serves greater Lexington Park-Hollywood area, Charlotte Hall/Golden Beach and Piney Point. Municipal system serves Leonardtown.

Sewer: St. Mary's County Metropolitan Commission serves greater Lexington Park-Hollywood area and Piney Point. Municipal system serves Leonardtown.

Telecommunications: Local Carrier - Verizon Maryland. Long Distance Carriers - AT&T, Sprint, Verizon and numerous additional carriers and resellers of WATS and MTS. Cable internet service or broadband service is available from MetroCast or Comcast.



ECONOMIC DEVELOPMENT CONTACTS:

Maryland Department of Business & Economic Development
World Trade Center Baltimore
401 East Pratt Street • Baltimore, Maryland 21202
Telephone: (410) 767-6870 • Toll Free: 888-ChooseMD
Fax: (410) 333-6792
TDD/TTY: (410) 333-6926
<http://www.ChooseMaryland.org>

St. Mary's County Department of Economic & Community Development
23115 Leonard Hall Drive • P.O.B. 653, Potomac Building
Leonardtown, Maryland 20650
Telephone: (301) 475-4200 x1400 • Toll Free: (800) 327-9023
Fax: (301) 475-4414 • E-mail: decdd@stmarysmd.com
<http://www.stmarysmd.com/decdd>

HOUSING

Median Selling Price (2007):

| | | |
|---------------------------------|---------------|-----------|
| All arms-length transactions | (1,497 units) | \$321,200 |
| All multiple-listed properties* | (1,179 units) | \$329,000 |

*Excludes auctions and FSBO.

Sources: Maryland Department of Planning; Maryland Association of Realtors.

RECREATION and CULTURE

Maryland's mother county has a wealth of colonial and maritime history sites including St. Clement's Island, site of Maryland's founding, and Historic St. Mary's City, Maryland's first capital and one of the nation's premier archaeological and outdoor living history museums. The county is home to the oldest lighthouse on the Potomac River, the Piney Point Lighthouse, as well as Point Lookout Lighthouse.

Other historic sites and museums include 18th-century Sotterley Plantation and Patuxent River Naval Air Museum, an official U.S. Navy museum. Over 50 festivals and fairs celebrate the county's unique way of life and include the summertime River Concert Series, a Crab Festival in June, County Fair in September, Blessing of the Fleet and Oyster Festival/National Oyster Shucking Championships in October. Waterside restaurants and marinas dot the county's miles of shoreline. Historic Leonardtown, the county seat, features a variety of shops, galleries and restaurants.

St. Mary's County offers a variety of recreational activities including boating, fishing, camping, hiking, golf courses and three motor sports venues. Public facilities include twenty public parks, a year-round pool, boat ramps, beaches, fishing piers, tennis courts and sports fields, picnic facilities, playgrounds and a skate park. The county is also home to four state parks: Point Lookout, St. Mary's River, St. Clements Island and Greenwell State Parks. For more information, contact St. Mary's County Division of Tourism: (800) 327-9023, <http://tour.co.saintmarys.md.us>.

GENERAL INFORMATION

County Seat - Leonardtown

Government - Five commissioners elected for four-year terms.

Bond Rating - AA (S&P); Aa3 (Moody's); AA (Fitch)

Elevation - Sea level to 192 feet

Land Area - 372.5 square miles

Water Area - 37.7 square miles

Shoreline - 536 miles

Maryland State Archives; Maryland Association of Counties; Maryland Geological Survey.