

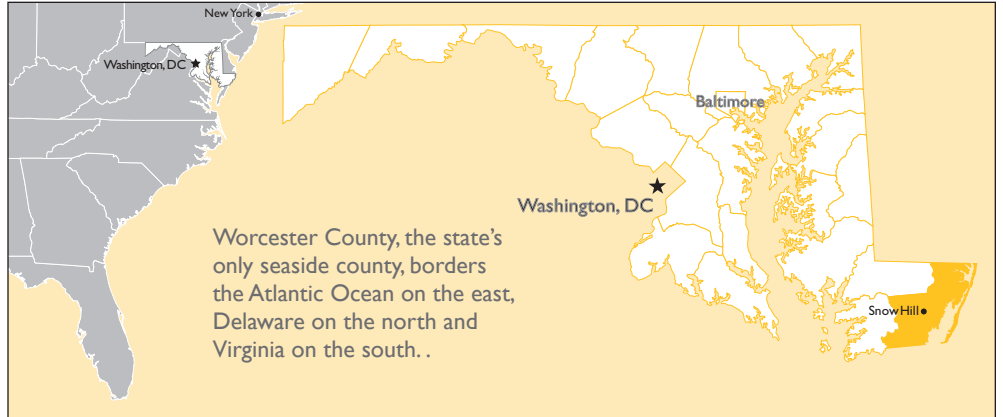
# Brief Economic Facts

## WORCESTER COUNTY, MARYLAND

Worcester is a dynamic, pro-business county with opportunities for business development, expansion and relocation. As Maryland's only seaside community, Worcester is strategically located in the heart of the Delmarva Peninsula, offering a superb, family-friendly lifestyle, and ready access to major metropolitan markets, including Washington D.C., Baltimore and Philadelphia. Low property tax rates, an abundant workforce, and a transportation network of highways, rail, and airports serve the needs of business.

Incentives to create jobs include state income and real property tax credits for businesses locating or expanding in three Enterprise Zones (Berlin, Snow Hill, and Pocomoke City).

Worcester County is a U.S. SBA designated HUBZone. Low interest financing for working capital and fixed assets is available through a local revolving loan fund. Worcester



### LOCATION

Driving distance from Snow Hill:	Miles	Kilometers
Atlanta, Georgia	681	1,095
Baltimore, Maryland	120	193
Boston, Massachusetts	436	702
Chicago, Illinois	812	1,307
New York, New York	220	354
Philadelphia, Pennsylvania	149	240
Pittsburg, Pennsylvania	343	551
Richmond, Virginia	200	322
Washington, DC	132	212

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

Yearly Precipitation (inches)	44.2
Yearly Snowfall (inches)	7.7
Summer Temperature (°F)	74.8
Winter Temperature (°F)	39
Days Below Freezing	73.6
Land Area (square miles)	474.9
Water area (square miles)	110
Shoreline (miles)	774
Elevation (ft)	sea level to 65

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

	Worcester County Households	Worcester County Population	Lower Eastern Shore*	Maryland
2010	22,225	51,454	197,980	5,773,552
2020	21,375	52,403	213,699	6,055,802
2030**	23,450	56,230	223,470	6,254,500

\*Somerset, Wicomico and Worcester counties

\*\*Projections

Selected places population (2010): Ocean Pines 11,710; Ocean City 7,102; Berlin 4,485; West Ocean City 4,375; Pocomoke City 4,184; Snow Hill 2,103

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

Age	Number	Percent
Under 5yrs	2131	4.1
5 - 19 yrs	7744	15.0
20 - 44 yrs	12739	24.6
45 -64 yrs	15012	29.0
65 and over	14139	27.3
Total	51765	100.0
Median Age		50.4 Years

# Brief Economic Facts WORCESTER COUNTY, MARYLAND

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

Civilian Labor Force (2019 avg.)	County	Labor Mkt. Area*
Total civilian labor force	51,724	194,496
Employment	49,327	185,572
Unemployment	2,397	8,924
Unemployment rate	4.63%	4.59%

Residents commuting outside the county to work (2015-2019)	Number	Percent
	6,866	28.9%

### Employment in selected occupations (2015-2019)

Occupation	Number	Percent
Management, business, science and arts	8,426	34.9
Service	5,505	22.8
Sales and office	5,964	24.7
Production, transp. and material moving	1,859	7.7

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

## MAJOR EMPLOYERS<sup>6,7</sup> (2020-2021)

Employer	Product/Service	Employment
Harrison Group*	Hotels and restaurant	1,170
Atlantic General Hospital	Medical services	860
Bayshore Development	Entertainment, recreation	520
O.C. Seacrets*	Hotel and restaurant	470
Dough Roller*	Restaurant	360
Ocean Enterprise 589 / Casino at Ocean Downs	Casino gaming	350
Carousel Resort Hotel & Condominiums*	Hotel and condominiums	340
Clarion Resort Fontainebleau*	Hotel and restaurant	340
Fager's Island*	Hotel and restaurant	300
91st Street Joint Venture / Princess Royale*	Hotel and conference center	290
Phillips Seafood Restaurants*	Restaurant	290
Ocean Pines Association	Nonprofit civic organization	270
Trimper's Rides*	Entertainment, recreation	245
Berlin Nursing and Rehabilitation Center	Nursing care	195
Castle in the Sand*	Hotel and restaurant	185
Candy Kitchen	Candy products retail	150
Bel-Art Products	Plastics, lab equipment, chemicals	145

Excludes post offices, state and local governments, national retail and national foodservice

\*Reflects summer employment levels

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

Industry	Estab-lishments	Annual Avg. Empl.	Empl. %	Avg. Wkly. Wage
Federal Government	15	188	0.75	\$1,103
State Government	6	167	0.67	802
Local Government	47	3,109	12.43	971
Private Sector	2,163	21,553	86.15	633
Natural resources and mining	23	81	0.32	740
Construction	237	1,223	4.89	839
Manufacturing	46	720	2.88	849
Trade, Transportation, and utilities	473	4,003	16.00	544
Information	18	140	0.56	932
Financial activities	266	1,183	4.73	840
Professional and business services	300	1,603	6.41	833
Education and health services	149	2,619	10.47	863
Leisure and hospitality	500	9,281	37.10	496
Other Services	151	698	2.79	616
<b>Total</b>	<b>2,230</b>	<b>25,017</b>	<b>100.00</b>	<b>679</b>

Includes civilian employment only

## HOURLY WAGE RATES<sup>4</sup> (2020)

Selected Occupations	Median	Entry	Skilled
Accountants	\$28.24	\$20.92	\$35.77
Biochemist and biophysicists	\$24.32	\$16.55	\$26.57
Bookkeeping/accounting clerks	\$18.33	\$13.70	\$21.52
Computer systems analysts	\$37.51	\$26.59	\$45.36
Computer user support specialists	\$22.93	\$15.11	\$26.74
Customer service representatives	\$15.03	\$12.14	\$18.03
Electrical engineers	\$42.01	\$33.06	\$50.81
Electronics engineering technicians	\$52.42	\$46.76	\$67.76
Freight, stock and material movers	\$13.77	\$11.68	\$16.23
Industrial truck operators	\$15.30	\$12.10	\$17.05
Information security analyst	\$41.68	\$29.36	\$52.36
Inspectors, testers, sorters	\$19.48	\$13.93	\$22.26
Machinists	\$21.35	\$15.40	\$25.24
Maintenance workers, machinery	\$15.56	\$12.93	\$21.40
Mechanical Engineers	\$46.08	\$37.16	\$53.62
Network support specialists	\$29.47	\$21.08	\$35.22
Packaging/filling machine operators	\$14.14	\$12.47	\$15.91
Packers and packagers hand	\$12.17	\$11.39	\$13.82
Secretaries	\$17.93	\$13.25	\$21.11
Shipping/receiving clerks	\$15.25	\$13.29	\$17.75
Stock clerks and order fillers	\$14.14	\$11.70	\$17.92
Team assemblers	\$13.47	\$11.35	\$16.39

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

# Brief Economic Facts WORCESTER COUNTY, MARYLAND

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

### Educational Attainment - age 25 & over (2015-2019)

High school graduate or higher	91.32%
Bachelor's degree or higher	29.05%

### Public Schools

Number: 6 elementary; 3 middle/comb.; 3 high, 1 career/tech  
 Enrollment: 6,711  
 Cost per pupil: \$17,186  
 Students per teacher: 11.5  
 High school career / tech enrollment: 949  
 High school graduates: 514

Nonpublic Schools Number: 7

Higher Education (2019)	Enrollment	Degrees
2-year institution		
Wor-Wic Community College	2,705	460

Two University System of Maryland institutions are located nearby, including the University of Maryland Eastern Shore in neighboring Somerset County (enrollment 3,193) and Salisbury University in Wicomico County (enrollment 8,556). \* Main campus in neighboring Wicomico County.

## TAX RATES<sup>9</sup>

	Worcester County	Maryland
<b>Corporate Income Tax (2021)</b>	none	8.25%
Base – federal taxable income		
<b>Personal Income Tax (2021)</b>	2.25%	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 (2021)</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 (FY 21)</b>	\$0.8450	\$0.1120
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 may also apply		
<b>Business Personal Prop. Tax (FY 21)</b>	\$2.1125	none
Rate per \$100 of depreciated value		
Exempt – manufacturing and R&D machinery, equipment, materials and supplies; manufacturing, R&D and warehousing inventory. In an incorporated area, a municipal rate 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> (2015-2019)

Distribution	Percent Households		
	Worcester County	Maryland	U.S.
Under \$25,000	17.90	13.10	19.20
\$25,000 - \$49,999	22.70	17.00	21.20
\$50,000 - \$74,999	17.40	15.30%	17.20
\$75,000 - \$99,999	13.60	13.20	12.70
\$100,000 - \$149,999	15.80	19.00	15.10
\$150,000 - \$199,999	6.00	10.50	6.80
\$200,000 and over	6.50	12.70	7.70
Median household	\$63,499	\$84,805	\$62,843
Average household	\$87,259	\$111,417	\$88,607
Per Capita	\$38,080	\$42,122	\$34,103
Total income (millions)	\$1,971	\$245,697	\$10,699,831

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

Occupied Units 2015-2019 22,089 (75.10% owner occupied)

### Housing Transactions

Units Sold	3,132
Median Selling Price	\$322,961

\*All multiple listed properties excludes auctions and FSBO

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

Worcester County has commercial and industrial zoned buildings and sites located in all areas of the county ranging from 2 to 80 acres. The county has three Maryland designated **Enterprise Zones**, Berlin, Snow Hill, and Pocomoke, which can offer property and job tax credits for new and expanding businesses. Worcester County is also a federally designated **SBA HUBZone**, which allows small and medium sized businesses an advantage in contracting with the U.S. government. Pocomoke City is the largest manufacturing hub in the county, and is home to the 175-acre Pocomoke Industrial Park. In addition, the county has three federally designated **Opportunity Zones** in Snow Hill, Berlin and downtown Ocean City designed to spur economic development by providing tax benefits to investors. Worcester County's Department of Economic Development can offer new businesses attractive financing through a variety of sources including packaging state and federal programs for job creation.

Market Profile Data (2019)	Low	High	Average
<b>Land – cost per acre</b>			
Industrial	\$37,000	\$100,000	\$58,000
Office	\$100,000	\$175,000	\$135,000
<b>Rental Rates – per square foot</b>			
Warehouse / Industrial	\$3.00	\$6.00	\$4.50
Flex / R&D / Technology	\$5.00	\$10.00	\$7.50
Class A Office	\$14.00	\$18.00	\$16.00

# Brief Economic Facts // WORCESTER COUNTY, MARYLAND

## TRANSPORTATION

**Highways:** U.S. 13, U.S. 50, U.S. 113, and MD 12

**Rail:** Maryland & Delaware Railroad, Norfolk Southern Railway, and Bay Coast Railroad

**Truck:** More than 70 local and long-distance trucking establishments are located on the Lower Eastern Shore

**Water:** Served by the Port of Salisbury (14' channel); the Port of Baltimore (50' channel) is located 124 miles from Snow Hill; Pocomoke River is navigable (7' channel)

**Air:** Scheduled air service is available at the Salisbury-Ocean City Wicomico Regional Airport, 15 miles from Snow Hill (5000' and 6400' runways); the airport has daily flights to/from Philadelphia and Charlotte via American Airlines; Ocean City Municipal Airport, three miles from the resort town, can accommodate general aviation (3200' and 4070' runways)

## RECREATION AND CULTURE

Worcester is home to 15 championship golf courses, beautiful state parks and forests, and Assateague Island National Seashore.

**Ocean City:** Over eight million visitors flock to the resort city each year to enjoy a variety of beach, boardwalk and other oceanfront activities; special events include:

- Sunfest & Springfest
- White Marlin Open
- Winterfest of Lights
- Air Show
- New Performing Arts Center

**Berlin:** Historic community known for graceful Victorian architecture and many eclectic shops and restaurants including the Calvin B. Taylor House Museum, Mermaid Museum, and the Casino at Ocean

Downs; special events include:

- Berlin Fiddlers Convention
- Bath tub Races
- Oktoberfest Celebration

**Snow Hill:** Beautifully historic destination that is home to the Julia A. Purnell Museum and the nearby Furnace Town Living Heritage Museum; bustling streets filled with art and antique vendors, restaurants and small shops; Pocomoke River cruises provide a leisurely view of scenic beauty; special events include:

- Return to Goat Island Stand Up Paddle Board Race
- Ride to Sturgis
- Oktoberfest
- Blues Jam

**Ocean Pines:** Located just west of Ocean City and offering many community amenities, including golfing, nature trails, public parks, boating, swimming, fishing, racquet sports, restaurants and shopping; special events are:

- Annual Flounder Tournament
- Summer Concerts
- Golfing Tournaments

**Pocomoke City:** Home to the Delmarva Discovery Center and the Mar-Va Theater, as well as many scenic attractions in the downtown area; special events include:

- Annual Christmas Parade

**Arts & Entertainment Districts:** Berlin, Snow Hill

## UTILITIES

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

**Gas:** Pipeline vapor propane provided by Eastern Shore Gas and Sharp Energy to Ocean City, Ocean Pines, Pocomoke City and Snow Hill; Chesapeake Utilities/Sandpiper Energy provides natural gas to Berlin

**Water and Sewer:** Municipal water and sewer systems in Berlin, Newark, Ocean City, Ocean Pines, Pocomoke City and Snow Hill; municipal sewer West Ocean City to Herring Creek; several developments have their own water and sewer systems

**Telecommunications:** Predominant local carrier is Verizon through Maryland Broadband Cooperative, a rural broadband initiative; fiber broadband availability from Eastern Shore Communications and Comcast through Maryland Broadband Cooperative

## GOVERNMENT

**County Seat:** Snow Hill

**Government:** Seven commissioners elected for four-year terms; code home rule government allows for broad local legislative authority

Joseph M. Mitrecic, President, Board of County Commissioners  
410.632.1194

Weston Young, Chief Administrative Officer 410.632.1194

**Website:** [www.co.worcester.md.us](http://www.co.worcester.md.us)

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

**Worcester County Department of Economic Development**

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[www.chooseworcester.org](http://www.chooseworcester.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 Worcester County Department of Economic Development
- 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