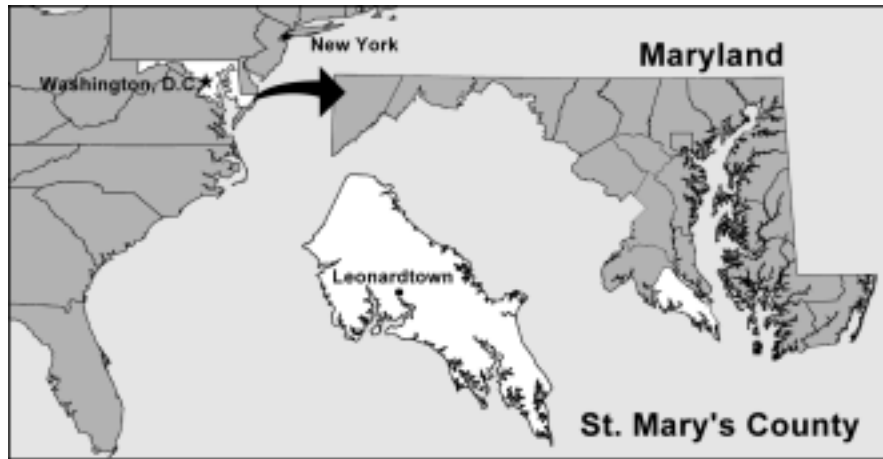


ST. MARY'S COUNTY, MARYLAND

BRIEF ECONOMIC FACTS



St. Mary's County is situated on a peninsula in Southern Maryland with over 400 miles of shoreline on the Patuxent River, Potomac River and Chesapeake Bay. Home to the U.S. Naval Air Systems Command (NAVAIR), the Naval Air Warfare Center Aircraft Division (NAWCAD), and over 200 high-tech defense contractors, the County has emerged as a world-class center for maritime aviation research, development and testing. Due mainly to the influx of technical jobs resulting from the consolidation of several Navy activities, the County had one of the largest increases in its median household income during the past decade in the State.

The area combines access to technology with a rich heritage and a myriad of outdoor 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 1,730 businesses employ 24,900 workers; an estimated 37 of these businesses have 100 or more workers. Businesses include Lockheed Martin, BAE Systems, Boeing, Advanced Information Engineering Services and many others. Non-defense employers include the Lundeborg School of Seamanship, St. Mary's Hospital, St. Mary's College of Maryland and Merkle Mailing. The Lexington Park area has been designated a State Enterprise Zone and Focus Area, 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 Projection	93,600	5,583,650
2010 Projection	100,800	5,823,300
2015 Projection	107,900	6,028,250

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

(2000 Census)		
Age	Number	Percent
Under 18	24,080	27.9
18 - 34	20,157	23.4
35 - 54	27,014	31.3
55 - 74	11,471	13.3
75 and over	3,489	4.0
Total	86,211	100.0

Note: Percentages may not add due to rounding.

U.S. Bureau of the Census.

ST. MARY'S COUNTY, MARYLAND

LABOR AVAILABILITY

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

Civilian Labor Force (2002 annual averages):

Total civilian labor force	56,715
Employment	55,025
Unemployment	1,690
Unemployment rate	3.0%

Residents commuting outside the County to work (2000): 11,130 25.7%

Employment in selected occupations (2000):

Management, professional and related	16,228	39.1%
Service	5,436	13.1%
Sales and office	9,751	23.5%
Production, transp. and material moving	3,837	9.3%

Maryland Department of Labor, Licensing and Regulation, Office of Labor Market Analysis and Information; Maryland Department of Planning in conjunction with U.S. Bureau of the Census.

SELECTED EMPLOYERS

Firm	Product	Employment
Advanced Information Engineering Services (Veridian)	Aeronautics, R,D,T&E systems engineering	700
BAE Systems	Technical prod. and serv.	810
Bell-Boeing	V-22 T&E	37
Booz Allen Hamilton	Systems engineering and management	290
Burch Oil Company	Gas and oil	300
Charlotte Hall Veteran Home	Nursing home	280
DynCorp, a CSC Co.	Professional and technical services	1,500
Eagan, McAllister Assoc.	Engineering, scientific and management services	550
Mantech Systems Engineering Corp.	Professional and technical services	350
Maritime Dynamics	Marine motion control system technology	25
McKays Food & Drug	Retail	219
Naval Air Station, Patuxent River	Home of Naval Air Systems Command	10,500*
Northrop-Grumman/PRB	Systems and software devt.	350
St. Mary's College of Maryland	Liberal arts education	400
St. Mary's Hospital	Health care	825
TITAN Systems Corp.	Engineering, technology services	250
Triton Metals	Precision metal products	30

*Civilian and military; approximately 9,000 additional contract employees work on the base.

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

EMPLOYMENT

(2002, by place of work)	Annual Average Employment	%	Average Weekly Wage
Industry			
Federal government	6,910	19.3	\$1,317
State government	799	2.2	700
Local government	3,221	9.0	674
Private sector	24,868	69.5	648
Nat'l resources and mining	15	0.0	367
Construction	1,687	4.7	591
Manufacturing	461	1.3	865
Trade, transp., and utilities	6,687	18.7	535
Information	219	0.6	788
Financial activities	989	2.8	661
Prof. and business services	7,468	20.9	967
Educ. and health services	3,613	10.1	590
Leisure and hospitality	2,899	8.1	217
Other services	805	2.2	413
Unclassified	25	0.1	261
Total	35,798	100.0	781

Note: Percentages may not add due to rounding.

Maryland Department of Labor, Licensing and Regulation, Office of Labor Market Analysis and Information.

HOURLY WAGE RATES

(2002)	Median	Entry	Experienced
Selected Occupations:			
Accountants	\$23.60	\$17.00	\$29.10
Bookkeeping/accounting clerks	14.00	10.30	16.50
Computer systems analysts	29.10	21.40	32.20
Customer service representatives	12.20	7.60	15.20
Electrical engineers	31.70	24.60	35.40
Electronic engineering technicians	24.60	19.00	27.80
Freight, stock and material movers, hand	9.80	7.70	11.30
Industrial truck operators	13.00	8.80	15.90
Machinists	16.50	10.00	20.50
Network administrators	24.00	19.20	32.80
Packers and packagers, hand	7.20	6.40	8.60
Secretaries	13.30	8.90	15.50
Shipping/receiving clerks	11.10	7.50	13.60
Team assemblers	10.20	8.40	11.70

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 Labor Market Analysis and Information.

ST. MARY'S COUNTY, MARYLAND

PERSONAL INCOME

Per Capita Personal Income - 2001

St. Mary's County	\$32,481
Maryland	\$35,279
U.S.	\$30,413

Total Personal Income (millions) - 2001

St. Mary's County	\$2,844
Maryland	\$190,015
U.S.	\$8,677,490
U.S. Department of Commerce, Bureau of Economic Analysis.	

EDUCATION

Educational Attainment - age 25 and over (2000):

High School Graduate or Higher	85.3%
Bachelor's Degree or Higher	22.6%

Public Schools

Number: 16 Elementary; 4 Middle; 4 High

Enrollment: 16,110 (Sept. 2002)

Cost per Pupil: \$7,852 (2001-2002)

Students per Teacher: 15.9 (Oct. 2002)

High School Career/Tech Enrollment: 1,251 (2002)

SAT Scores: 515-Verbal; 527-Math; 1,041-Total (2003)

High School Graduates: 911 (June 2003)

(Private schools: Number - 31; Enrollment - 3,562 Sept. '02)

Higher Education

Enrollment ('02) Degrees ('02)

2-Year Institutions

Harry Lundeberg School of Seamanship	179	147
College of Southern Maryland*	7,127	647

4-Year Institution

St. Mary's College of Maryland	1,823	328
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Other universities offering programs in the County at the Frank Knox Center include: Embry Riddle Univ., Univ. of Tennessee Space Institute, and the Univ. of Maryland University College. At the Southern Maryland Higher Education Center, programs are offered by: Bowie State Univ., College of Notre Dame, George Washington Univ., Johns Hopkins Univ., Univ. of Maryland College Park, Univ. of Maryland University College and Towson Univ.

*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 (2004) Base - Federal taxable income.	none	7.0%
Personal Income Tax (2004) Base - Federal adjusted gross income. *Graduated tax peaking at 4.75% on taxable income over \$3,000.	3.10%	4.75%*
Sales and Use Tax (2004) 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	5.0%
Real Property Tax (FY 2004) 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.	\$0.908	\$0.132
Business Personal Property Tax (FY 2004) Rate per \$100 of depreciated value. Exempt - manufacturing and R&D machinery, equipment, materials and supplies; manufacturing, R&D, and warehousing inventory.	\$2.27	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 and natural gas are available at most locations.

The greatest concentration of manufacturing is in St. Mary's Industrial Park in California, 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, 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	\$40,000	\$100,000	\$60,000
Office	\$60,000	\$125,000	\$80,000
Rental Rates - per square foot			
Warehouse / Industrial	\$7.00	\$13.00	\$10.00
Flex / R&D / Technology	\$7.00	\$13.00	\$10.00
Class A Office	\$9.00	\$17.50	\$13.25
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 and I-95.

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

Truck: 17 motor freight common carriers serve the County.

Water: Served by the Port of Baltimore, 50' channel; a leading U.S. automobile and break-bulk port; 6 public terminals including the state-of-the-art Intermodal Container Transfer Facility; 81 miles from Leonardtown.

Air: Served by Baltimore/Washington International Airport (BWI), Dulles International Airport and Reagan Washington National Airport. Charter service is available locally at Capt. Duke Regional Airport at St. Mary's (www.stmarysmd.com/dpw/airport).

UTILITIES

Electricity: Southern Maryland Electric Cooperative, Inc.

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 Communications-MD. Long Distance Carriers - AT&T, MCI WorldCom, Sprint, and over 250 additional carriers and resellers of WATS and MTS. Cable internet service available.



Robert L. Ehrlich, Jr., Governor
Michael S. Steele, Lt. Governor
Aris Melissaratos, Secretary

GENERAL INFORMATION

County Seat - Leonardtown

Government - Five commissioners elected for four-year terms.

Elevation - Sea level to 188 feet

Land Area - 373 square miles

RECREATION and CULTURE

Residents and visitors to St. Mary's County enjoy boating, fishing, biking, hunting, hiking, camping, swimming and golfing in this scenic peninsula. Over 400 miles of shoreline offer spectacular water views from the two public golf courses and the County's many parks.

Many historical treasures can be found in St. Mary's County. Sotterley Plantation, Historic St. Mary's City, and the Godiah Spray Plantation allow visitors to experience life from the past. Historic St. Mary's City features a replica of "The Dove," one of two ships that brought settlers in 1634. It is moored near a replica of the old State House in St. Mary's City. Museums include the Patuxent River Naval Air Museum, Old Jail Museum, St. Clements Island-Potomac River Museum, and Piney Point Lighthouse Museum and Park.

The County's Recreation and Parks Department maintains 19 county parks. Public facilities include boat ramps, beaches, fishing piers, lighted tennis courts and sports fields, picnic facilities, playgrounds and a skatepark. The County is also home to four state parks: Point Lookout, St. Mary's River, St. Clements Island and Greenwell State Parks.

Festivals and fairs celebrate the County's unique way of life. Weekly throughout the summer St. Mary's College sponsors the River Concert series. Yearly events include the Crab Festival in June, County Fair in September, Blessing of the Fleet and Oyster Festival/National Oyster Shucking Championships and National Oyster Cook-off in October. The Governor's Cup Yacht Race, the largest overnight race on the East Coast, finishes at St. Mary's College in August. St. Mary's City events include Maryland Day, Woodland Indian Culture Days, Grand Militia Muster, Hearth and Home in Early Maryland, and an Archaeology Weekend.

Contact St. Mary's County Division of Tourism at (800) 327-9023 for more information.

ECONOMIC DEVELOPMENT CONTACTS:

Division of Business Development
Maryland Department of Business & Economic Development
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Fax: (410) 333-6792
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