

2009 ECONOMIC DATA SUMMARY



Location

Location: West Central Maryland, bounded by Pennsylvania, Virginia, and West Virginia; extending east to South Mountain, south to the merging of the Shenandoah and Potomac rivers, north to the Mason-Dixon Line, and west to Sideling Hill Creek. Hagerstown-Washington County is located 70 miles west of Baltimore, MD and Washington, DC with Interstates 81 and 70 intersecting in Hagerstown.

Area: 458 square miles.

Topography: Bordered by the Appalachian Highlands, situated in the Great Valley. Low rolling hills, cultivated valleys, little woodland, 500–800 feet above sea level.

Natural Resources: Limestone, clays, glass sand, and potassium salts. Rich timber source in adjacent counties. Agricultural resources large and varied.

Climate: Average temperatures – Summer, 73.0°F; Winter, 32.1°F. Average annual rainfall, 37.96 inches; snowfall, 29.7 inches. Average growing season (frost free) days, 163. (Data based on a recent 30-year average.)

SOURCE: Maryland State Office of Climatology

Highway Distances from Hagerstown, Maryland

City	Miles	Kilometers
Baltimore	72	117
Boston	449	728
Chicago	609	987
New York	243	394
Norfolk	252	408
Philadelphia	165	268
Pittsburgh	156	253
Richmond	176	285
Washington, DC	70	113

Transportation

Air: Hagerstown Regional Airport (HGR) provides commercial passenger service, corporate and military aircraft services, charter, freight, fixed base operations and other services through the airfield's businesses. Cape Air provides daily passenger service to Baltimore/Washington International Thurgood Marshall Airport (BWI). Allegiant Air offers flights to Orlando Sanford International Airport (SFB) in Florida. The runway at HGR is 7,000 ft making it the second-longest runway in the State of Maryland. HGR has over 40 defense and aviation firms that employ more than 1,000 aerospace professionals including AgustaWestland, Inc., Sierra Nevada Corporation, Northrop Grumman, and Fugro EarthData, Inc. HGR has approximately 40 acres of airfield accessible land for commercial development.

Bus: Washington County Commuter for local service; Greyhound Bus Lines for intercity service; two charter services.

Highways: Interstates 68, 70, 81; US Routes 11, 40, Alternate 40, 340, 522.

Intermodal Container Transfer: The Port of Baltimore (72 miles east of Hagerstown) has an intermodal container facility (ICTF) adjacent to Seagirt Marine Terminal, which serves import and export accounts, accommodating loading and discharge at the seaport. Another ICTF is located at Dundalk Marine Terminal – a general cargo facility with direct rail access. The Virginia Inland Port at Front Royal, VA (48 miles south of Hagerstown) serves the region as an interface between truck and rail for the transport of ocean-going containers to and from the Port of Norfolk, VA.

Rail: CSX Transportation and Norfolk Southern. The mainlines of CSX and Norfolk Southern provide economical shipment to anywhere on the Atlantic Seaboard. CSX, with a public siding, operates daily trains and connects with other major carriers for long-distance shipping from Washington County. The Norfolk Southern mainline is just outside of Hagerstown. A CSX interchange with Norfolk Southern is in Hagerstown for nationwide access. Daily Amtrak service is available from Martinsburg, WV (23 miles southwest of Hagerstown). Weekday MARC service is available from Frederick, MD (27 miles east of Hagerstown) and Martinsburg, WV.

Water: Port of Baltimore, MD – 50-foot channel; Port of Norfolk, VA – 50-foot channel.

Population

Population		
Year	County	Hagerstown
1980*	113,086	34,132
1990*	121,393	35,306
2000*	131,923	36,891
2007**	145,113	39,640
2010***	149,250	
2015***	160,500	
2020***	170,950	

SOURCES: * U.S. Census Bureau (2000). ** Estimates by the MD Department of Planning (2008). *** Projections by the Maryland Department of Planning (2008).

Population Density	317 persons/square mile	
Age	19 years and under	25.4%
	20-64 years (workforce age group)	60.8%
	65 years and older	13.8%
Median age	37.5 years	
Gender	Male	50.2%
	Female	49.8%
Race	White	86.6%
	Black	9.6%
	Others	3.7%

SOURCE: U.S. Census Bureau, 2007 American Community Survey. (+)

Population by Age Group

Age	County	Hagerstown*	Hagerstown MSA**
Under 18	22.0%	23.1%	22.7%
18-44	39.4%	41.4%	39.0%
45-64	24.8%	22.5%	25.4%
65+	13.8%	13.0%	12.8%

*Hagerstown data only encompasses the 21740 zip code. **Metropolitan Statistical Area includes Washington County, MD; Berkeley County, WV; and Morgan County, WV.

Note: Percentage may not total 100% due to rounding.

SOURCE: *Demographics USA*® 2008, a publication of ACNielsen Trade Dimensions, Wilton, CT.

Population of Municipalities

Municipality	2000*	2007**
Boonsboro	2,888	3,379
Clear Spring	455	464
Funkstown	983	942
Hagerstown	36,891	39,640
Hancock	1,725	1,741
Keedysville	498	840
Sharpsburg	691	662
Smithsburg	2,165	2,902
Williamsport	1,868	2,285

SOURCES: * U.S. Census Bureau (2000). ** Estimates by the MD Department of Planning (2008).

Housing

2008 Median Selling Price

Washington County	\$195,000
Maryland	\$284,968

SOURCE: Maryland Association of Realtors

Households

Number of Households	54,370
Number of Family Households	36,606
Number of Nonfamily Households	17,764

SOURCE: U.S. Census Bureau, 2007 American Community Survey. (+)

Income

Per Capita Income*	\$31,527
Median Household Income**	\$52,150
Mean (Average) Household Income**	\$68,700
Median Family Income ***	\$65,943

SOURCES: * U.S. Dept. of Commerce, Bureau of Economic Analysis (2006). ** Estimates for 2007 by the MD Department of Planning (2008). *** U.S. Census Bureau, 2007 American Community Survey. (+)

2007 Effective Buying Income*

Income	County Total
Total EBI (\$000)	\$2,938,848
Per Capita EBI	\$20,012
Median Household EBI**	\$43,415

* Effective Buying Income (EBI) equals money income less personal and non-tax payments, also known as "disposable" or "after-tax" income. ** Median Household EBI has proven to be a more statistically reliable indicator of an area's income levels than mean (average) figures.

SOURCE: *Demographics USA*® 2008, a publication of ACNielsen Trade Dimensions, Wilton, CT.

2007 Distribution of Income

Households by EBI Group	County	Hagerstown*	Hagerstown MSA**
Under \$25,000	24.5%	32.1%	24.2%
\$25,000 - 74,999	57.5%	56.4%	58.9%
\$75,000 & over	18.0%	11.5%	16.9%

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SOURCE: *Demographics USA*® 2008, a publication of ACNielsen Trade Dimensions, Wilton, CT.

Retail Sales

2007 Retail Sales By Store Group (\$000)

Store Group	County	Hagerstown*	Hagerstown MSA**
TOTAL	\$3,144,634	\$2,247,524	\$4,587,182
Food & Beverage	\$273,607	\$88,872	\$500,285
Eating & Drinking	\$245,917	n/a	\$377,729
General Mdse.	\$424,033	\$310,663	\$599,070
Furnish./Appliance	\$156,942	n/a	\$195,485
Automotive	\$611,331	n/a	\$836,316

* Hagerstown data only encompasses the 21740 zip code. ** Metropolitan Statistical Area includes Washington County, MD; Berkeley County, WV; and Morgan County, WV.

SOURCE: *Demographics USA*® 2008, a publication of ACNielsen Trade Dimensions, Wilton, CT.

Labor

Regional Labor Supply: Washington County draws its workforce from counties within the Maryland/Pennsylvania/West Virginia tri-state region.

County	Population	Labor	Employed	Unemployed	%
Maryland					
Washington	145,113	69,072	65,228	3,844	5.6
Allegany	72,594	35,520	33,468	2,052	5.8
Frederick	224,705	123,927	119,424	4,503	3.6
Pennsylvania					
Franklin	141,665	82,950	79,183	3,733	4.5
Fulton	14,939	8,142	7,483	658	8.1
West Virginia					
Berkeley	99,734	45,930	43,570	2,360	5.1
Jefferson	50,832	25,160	24,130	1,030	4.1
Morgan	16,351	7,220	6,810	400	5.6
Total Regional Workforce					
	765,933	397,921	379,296	18,580	4.7

SOURCES: U.S. Census Bureau, 2007 Population Estimates; MD Department of Labor, Licensing & Regulation; WV Bureau of Employment Programs; and, PA Department of Labor and Industry. Data is an average for 2008.

2008 Top 15 Employers in Washington County

Rank	Employer	Employment
1.	Washington County Health System, Inc.	3,053
2.	Washington County Public Schools	2,921
3.	State of Maryland*	2,592
4.	Citi	2,244
5.	First Data	2,059
6.	Washington County Government	1,259
7.	Volvo Powertrain North America	1,115
8.	FedEx Ground	700
9.	Federal Government*	642
10.	Hagerstown Community College	620
11.	Staples Distribution Center	606
12.	The Bowman Group, LLP	601
13.	Lehigh Phoenix	600
14.	City of Hagerstown	523
15.	Unilever Ice Cream	521

* Data from the MD Department of Labor, Licensing & Regulation.

SOURCE: Hagerstown-Washington County Economic Development Commission, based on year-end data provided by employers.

Distribution of Employment by Occupation

Total Employed	72,871	100.0%
Management, Professional & Related	22,965	31.5%
Service	11,907	16.3%
Sales & Office	21,819	29.9%
Farming, Fishing & Forestry	121	0.2%
Construction, Extraction, Maintenance & Repair	7,475	10.3%
Production, Transportation, & Material Moving	8,584	11.8%

SOURCE: U.S. Census Bureau, 2007 American Community Survey. (+)

Distribution of Employment by Place of Work

2007 Annual Average

	Employment	%	Weekly Wage
Total Employment	66,771	100.0	\$686
Federal Government	642	0.9	849
State Government	2,592	3.9	809
Local Government	5,528	8.3	743
Private Employment	58,009	86.9	673
Natural Resources & Mining	162	0.2	684
Construction	4,092	6.1	753
Manufacturing	7,663	11.5	952
Trade, Transportation & Utilities	16,496	24.7	565
Information	1,482	2.2	560
Financial Activities	6,467	9.7	887
Professional & Business Services	4,409	6.6	752
Education & Health Services	9,385	14.1	747
Leisure & Hospitality	6,014	9.0	255
Other Services	1,823	2.7	443
Unclassified	16	0.0	364

* Figures represent the number of employees in the county from any origin.

NOTE: Percentages may not total 100% due to rounding.

SOURCE: MD Department of Labor, Licensing & Regulation, Division of Labor Market Analysis & Information (2008).

Business Patterns of Washington County

Number of establishments by employment-size class

Industry	Total No. Estab.	1-19	20-99	100-499	500+
TOTAL	3,573	2,986	488	92	7
Agricultural	7	6	1	0	0
Mining	3	2	1	0	0
Utilities	5	3	1	1	0
Construction	476	426	46	4	0
Manufacturing	147	86	40	20	1
Wholesale Trade	151	119	28	4	0
Retail Trade	662	548	96	17	1
Transp./Warehousing	157	121	21	15	0
Information	52	40	9	3	0
F.I.R.E.*	308	289	16	1	2
Services	1,190	952	209	26	3
Other	415	394	20	1	0

An establishment is a single physical location where business is conducted or services or industrial operations performed. Paid employment includes full and part-time employees, including salaried officers and executives on payroll (excludes most government, railroad, and self-employed workers). * Finance, Insurance, and Real Estate.

SOURCES: U.S. Census Bureau, County Business Patterns 2006. Agricultural data is based on information provided by employers to Hagerstown-Washington County Economic Development Commission.

Workforce Training

The **Western Maryland Consortium** provides a wide range of workforce development services for job seekers and employers. Employer services include referral of applicants, customized training, financial aid for on-the-job training, recruitment, and screening assistance. Services are generally provided at no cost to employers.

Through the **Maryland Industrial Training Partnership** and the **Partnership for Workforce Quality Program**, the State of Maryland's staff works directly with businesses, reviews operational plans, and designs or identifies appropriate training. Companies have complete control over the programs and can modify or extend program design. Matching grants are available for skills upgrade training.

Higher Education

Within a 70-mile radius of Hagerstown, there are more than 30 institutions of higher learning, including:

University System of Maryland at Hagerstown (USMH), located in historic downtown Hagerstown, offers more than 20 undergraduate and graduate degree programs through the following Maryland institutions: Frostburg State University (FSU); Salisbury University (SU); Towson University (TU); University of Maryland College Park (UMCP); and University of Maryland University College (UMUC).

Kaplan College-Hagerstown (KC-H), a private college since 1938, offers two bachelor degrees, 12 associate degrees and two certificate programs in the areas of business, allied health, criminal justice, legal assisting, graphic design, and computer information technology. All degree programs incorporate an externship.

Hagerstown Community College (HCC), founded in 1946, offers more than 100 programs of study for university transfer or for immediate career preparation, as well as continuing education courses and adult basic education. Associate degrees, certificates and letters of recognition are awarded. HCC's business incubator, the Technical Innovation Center, is the largest, most comprehensive technology-based business incubator in Western Maryland. It provides space and other services and amenities to entrepreneurs, start-ups, and existing companies. Its facilities consist of office space, open manufacturing space, conference rooms, and 4,000 square feet of biotech research labs. The Small Business Development Center (SBDC) is also located at Hagerstown Community College, providing counseling and training opportunities to existing and aspiring entrepreneurs.

Washington County Public Schools (WCPS)

With more than 21,000 students, 44 schools, and over 2,900 employees, Washington County Public Schools continues to deliver world-class education. Most notably, "2009 America's Best High Schools," a report issued by *U.S. News & World Report* analyzing over 21,000 high schools across the country, included four of Washington County's public high schools as among the best. Analysis was based on state test performance, success in providing college-level coursework, and how well each school's disadvantaged students performed.

WCPS ranks among the top four public school systems in Maryland and has the second highest attendance rating in the State. Students in Washington County have unique opportunities for career and academic exploration at the high school level. Programs focus on academic rigor and workforce development to prepare students to succeed after graduation. Approximately 4,800 are currently enrolled in Career Technology Education (CTE) courses and well over 300 students participate in specialized career academies.

Primary and Secondary Public Schools

Enrollment

Public*	21,731	(2008-09)
Private**	2,928	(2008-09)

Number of Schools

Early Childhood	1
Elementary	26
Middle	7
Middle/Senior High	1
Senior High	6
Technical High School	1
Outdoor Education	1
Special Education	1
Academy	7
Magnet	7
Private	26

Educational Attainment (age 25 & over)***

High school graduate or higher	84.1%
Bachelor's degree or higher	18.5%

Pupil:Teacher Ratio*

Elementary	20:1
Secondary	23:1

Graduation Rates**

	2003	2004	2005	2006	2007	2008
Graduation	84.6%	86.6%	91.3%	90.5%	90.1%	91.4%

NOTE: The teacher/pupil ratio is an estimated average for 2008-09. Actual class size varies according to grade, subject and enrollment.

SOURCES: * Washington County Board of Education. ** MD Department of Education. *** U.S. Census Bureau, 2007 American Community Survey. (+)

SAT Scores - 2008

	Reading	Mathematics	Writing
Washington County	500	515	493
Maryland	499	502	497
National	502	515	494

SOURCES: Washington County Board of Education; MD Department of Education

Washington County Technical High School is a two-year technical high school offering 27 academic courses and 17 career and technology programs. Programs prepare 11th and 12th grade students for professional/technical careers based on current industry skill standards. Thirteen out of the 17 career and technology programs are articulated with colleges.

Barr Construction Institute offers professional industrial, commercial and apprenticeship trade training. Construction and maintenance training is recognized by the U.S. Department of Labor, Bureau of Apprenticeship & Training, and is accredited by the National Center for Construction Education and Research.

Health and Safety

Fire and Emergency Services: The **Division of Fire & Emergency Services (DFES)** coordinates oversight responsibilities on behalf of the Board of County Commissioners for fire and rescue operations by working with the Washington County Volunteer Fire and Rescue Association, and its 16 volunteer fire stations and 8 emergency medical service companies. The City of Hagerstown's Fire Department operates combination career/volunteer fire departments with six fire stations. In addition, the DFES provides enhanced 911 communications, emergency management/homeland security and special operations response. The Special Operations Team is a combination career/volunteer organization responsible for hazardous materials incidents, confined space rescues, construction/collapse incidents and technical rescue situations.

Health Care: **Washington County Health System** is a private, not-for-profit integrated delivery health care system. Its programs reach across the continuum of care from pre-natal to end-of-life care. The health system is a regional medical center, serving Western Maryland, the Eastern Panhandle of West Virginia, and southern Pennsylvania. The health system is the parent corporation for Washington County Hospital and Antietam Health Services. **Washington County Hospital** was chartered in 1904 and opened in 1905 as a nonprofit hospital. The broad spectrum of services include inpatient, outpatient, rehabilitation, cancer care, interventional radiology and Home Health Care. **Antietam Health Services** is a for-profit corporation that manages community health care businesses such as pharmacies, durable medical equipment and physician practices. **Robinwood Medical Center** houses comprehensive outpatient services including cancer treatment, physical rehabilitation, women's health, ambulatory surgery, diagnostic imaging services, a pharmacy, medical laboratory services, and private physician practices.

Brook Lane Health Services is a private hospital, providing inpatient and outpatient psychiatric services. Program areas include children and adolescents, elder care, special education services, substance abuse, and pastoral counseling.

Western Maryland Hospital Center, operated by the State of Maryland, is a specialty hospital and comprehensive care facility that provides a wide range of health and rehabilitative services.

Law Enforcement:

City of Hagerstown – 1 Chief of Police, 107 sworn police officers, including 2 community based police officers, and 3 school resource police officers.

Washington County – 1 Sheriff, 95 sworn law enforcement officers, including 17 judicial deputies at Washington County Circuit Court, 1 community deputy for Sharpsburg/Keedysville, 2 community deputies for Williamsport, and 3 school resource deputies.

State of Maryland – 39 sworn state police officers.

Boonsboro – 1 Chief of Police, 3 full-time police officers.

Hancock – 1 Police Chief, 2 full-time and 1 part-time police officers.

Smithsburg – 1 Police Chief, 3 full-time police officers.

Communications

Telecommunications: State-of-the-art communications infrastructure, including digital, fiber optic, wireless data, and cellular technologies. Services are provided via public and private local and regional vendors. AT&T, Sprint, and Verizon operate Points-of-Presence within the county.

Newspapers: The Herald-Mail, a daily newspaper, circulation 31,873; Hancock News, weekly circulation 2,500; The Picket News, weekly circulation 15,000.

Radio Stations: WARK (1490 AM); WAYZ (104.7 FM); WCRH (90.5 FM); WDLD (96.7 FM); WGMS (89.1 FM); WHAG (1410 AM); WICL (95.9 FM); WJEJ (1240 AM); WWEG (106.9 FM); WW228AB (93.5 FM). Broadcasts from stations elsewhere in MD, DC, PA, VA, and WV are also received.

Television: NBC 25 (WHAG) provides local news, weather, community information, sports coverage, and programming to the tri-state area. Antietam Cable Television offers cable and digital television services. Satellite television is available through private vendors.

Government and Taxes

County Seat: City of Hagerstown

Washington County Government: Five County

Commissioners elected every four years. County administrator employed by the county.

City of Hagerstown Government: Mayor and five City

Council members elected every four years. City administrator employed by the city.

Bond Rating:

City	A2	(Moody's)
County	Aa3	(Moody's)
	AA-	(Standard & Poor's)
	AA-	(Fitch)

Tax Rates			
	State	County	City
Sales Tax	6%	None	None
Real Property* <i>Rate per \$100 of assessed value</i>	\$.112	\$.948	\$.788
Business Personal Property* <i>Rate per \$100 of assessed value</i>	None	\$2.37	\$1.97
Machinery, Tools & Equipment (Mfg.)	Exempt	Exempt	Exempt
Manufacturer Inventories	Exempt	Exempt	Exempt
Warehousing Inventories	Exempt	Exempt	Exempt
Corporate Income Tax (2008)	8.25%	None	
Personal Income Tax (2008)	2.0-5.5%**	2.80%	

*Assessment ratio 100%.

**Graduated tax peaking at 5.5% on taxable income over \$500,000.

NOTE: Maryland does not impose a state personal property tax on business. Some business exemptions apply to state sales tax.

Financial Profile of the County

Fiscal Year Ending 6/30/08

Assessed Property Value	\$11,931,522,000
Current Tax Collections	99.41%

Unreserved and Designated General Fund (GF)

Balance as Percent of GF Revenue	17.3%
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Major Sources of General Fund Revenue

Property Taxes	55.0%
Income Taxes	32.4%
Other Revenue	12.6%

Utilities and Public Services

Electricity: Allegheny Power serves the county with a system of transmission and distribution lines of various voltages connected to its generating stations. The **City of Hagerstown** distributes electricity to many parts of the city.

Fuels: Industrial coal and fuel oil by tank or truck are available.

Gas: **Columbia Gas of Maryland, Inc.** services the area with natural gas. Propane is also readily available.

Solid Waste: The **Washington County Solid Waste Department** is dedicated to providing efficient and effective

services to the county's business and residential communities. The department is responsible for a safe and dependable solid waste disposal system that protects the environment and public health. The department operates five solid waste convenience centers and numerous recycling drop off sites for residential use. The **Forty West Landfill** is projected to provide 50 years of landfilling capacity for Washington County.

Water/Wastewater/Wastewater Pretreatment:

City of Hagerstown Water and Sewer Department

Public water service and fire protection water are available in the Urban Growth Area of Washington County. Public sewer service is available in the Antietam Drainage Basin.

R.C. Willson Water Treatment Plant (Primary Plant)

Capacity: 20.0 million gallons per day (MGD) from the Potomac River

Average Daily Flow: 11.3 MGD

William M. Breichner Water Treatment Plant (Secondary Plant)

Capacity: 4.8 MGD from the Edgemont Reservoir

Average Daily Flow: .02 MGD

City of Hagerstown Wastewater Treatment Plant

Permitted Flow: 8.0 MGD

Average Daily Flow: 7.11 MGD

Washington County Department of Environmental Management

Public water and sewer services are provided in the non-incorporated areas of Washington County and the incorporated town of Sharpsburg. Full sewer service is provided to the incorporated town of Keedysville and sewer treatment only is provided to Smithsburg and Williamsport. Laboratory services are available for Washington County municipalities, industries, and home owners.

Conococheague Wastewater Treatment Plant

Permitted Flow: 4.1 MGD

Average Daily Flow: 2.9 MGD

Service Area: 70/81 Industrial Park, Halfway, Hopewell Road Corridor, Hunters Green Business Center, Kemps Mill, Newgate Industrial Park, Route 63 Corridor, and St. James.

Spirit Services, Inc.

A private corporation that provides treatment services for industrial strength wastes at the **Conococheague Industrial Pretreatment Facility (CIPF)**.

Conococheague Industrial Pretreatment Facility

Design Flow: 125,000 GPD

Average Daily Flow: 102,600 gallons daily

Services: Treatment and disposal of non-regulated liquid waste containing petroleum products, metals, and high levels of Biochemical Oxygen Demand, emulsions, and other contaminants. CIPF is the designated treatment facility for septic tanks, holding tanks, and chemical toilet waste treatment in Washington County.

Municipal systems in Boonsboro, Clear Spring, Funkstown, and Hancock also provide water and sewer service.

Industrial & Business Parks

Washington County offers a variety of industrial and office properties for businesses. Approximately 20 business and industrial parks, including a technology park, are concentrated in the Hagerstown and Williamsport areas with easy access to Interstates 70 and 81. Approximately 2,180 acres are ready for development. Nearly 6.0 million square feet of office, commercial, warehouse, and manufacturing space is available for sale or lease, including some with airport runway access.

CoStar Group, a national commercial real estate provider, features Washington County industrial and commercial properties in its extensive online database at www.costar.com. The **Hagerstown-Washington County Economic Development Commission (EDC)** also maintains an inventory of available buildings and sites on its web site at www.hagerstownedc.org.

Market Data Profile

	Low	High	Average
Land – cost per acre:			
Industrial	\$30,000	\$240,000	\$100,000
Office	\$150,000	\$700,000	\$340,000
Rental Rates – per square foot:			
Warehouse/Industrial	\$3.15	\$7.75	\$4.14
Flex/R&D/Technology	\$4.20	\$14.00	\$10.00
Class A Office	\$10.69	\$25.11	\$17.04

Foreign-Trade Zone

Foreign-Trade Zone (FTZ) #255, which is associated with the Baltimore Customs Port of Entry (Port of Baltimore), consists of seven sites with a total of 1,866 acres in Washington County. Those sites include Ft. Ritchie at Cascade (formerly the Ft. Ritchie Military Base); the Hagerstown Regional Airport complex; Hub Business Park; the Hunters Green/Hopewell Valley Industrial Complex; City of Hagerstown Industrial Park; Interstate Industrial Park; and, the Mellott Foreign-Trade Zone. The sites are ideally zoned for manufacturing, distribution, and warehousing activities. FTZs provide direct benefits to local businesses involved in foreign trade, through the reduction, elimination, or deferral of tariffs. Firms located within Washington County's FTZ are able to be more competitive in international markets.

Enterprise Zones

Approximately 3,600 acres in Washington County are within three state designated Enterprise Zones. Local and state incentives are available to new or expanding companies in these zones to promote growth of the industrial and commercial base. Qualified businesses can receive local real property tax credits for capital investment and state income tax credits for the creation of new jobs. Each Enterprise Zone is approved by the state for a ten-year period.

City of Hagerstown/Washington County Enterprise Zone

Renewed in 2002, this zone encompasses approximately 1,400 acres and includes the Washington County Business Park, CSX Valley Park, and the City of Hagerstown Business Park.

Hagerstown Regional Airport Enterprise Zone

Renewed in 2004, this 700-acre zone includes the Hagerstown Regional Airport, Bowman Air Park Center at Hagerstown, Top Flight Air Park, the Washington County Business Airpark, and several commercial properties along U.S. Route 11.

Hancock Enterprise Zone

Renewed in 2005, this 1,500-acre zone surrounds the Town of Hancock. The zone includes commercial and industrial development opportunities in select areas of town as well as commercial frontage along Main Street.

New Jobs Tax Credit

The *New Jobs Tax Credit* is a program initiated by the Washington County Board of County Commissioners to help attract companies to the local business community who are involved in a high-tech industry and who offer well-paying jobs. The program was originally established in November 2002, and then revised in October 2006.

The *New Jobs Tax Credit* program provides a six-year tax credit for businesses that either expand or relocate in Washington County. The credit applies to Washington County's real property tax that is imposed on real property owned or leased by the business and on personal property owned by that business, if the business qualifies under the program's guidelines.

The amount of the property tax credit a business may claim against County taxes imposed on the assessed value of the new or expanded premises are:

- 1st and 2nd taxable years - 52%
- 3rd and 4th taxable years - 39%
- 5th and 6th taxable years - 26%

Financing

Public, private, and quasi-public sources provide financing to new and expanding companies in Maryland. Many state programs offer assistance through insurance or guarantees of commercial loans. Benefits for companies include lower interest rates, loans for a greater portion of facility costs, and longer terms than are usually available. The amounts and availability of financing are often determined by the collateral requirements and lending policies of participating private financial institutions.

(+) The American Community Survey is a new approach to producing critical information about the characteristics of local communities. It will eliminate the need for a long form in the 2010 Census and is a key part of the Census Bureau's Decennial Census Program. Data are limited to the household population and exclude the population living in institutions, college dormitories, and other group quarters. Data are based on a sample and are subject to sampling variability.

Development Assistance

For additional information or assistance,
please contact:



100 West Washington Street, Room 103
Hagerstown, Maryland 21740-4710

Telephone: 240-313-2280

Fax: 240-313-2281

E-mail: edcinfo@hagerstownedc.org

Web Site: www.hagerstownedc.org