

# 2011 ECONOMIC DATA SUMMARY



HAGERSTOWN  
WASHINGTON COUNTY, MD  
Economic Development Commission

## 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, 73.4°F; Winter, 33.0°F. Average annual rainfall, 42.36 inches; snowfall, 28.5 inches. Average growing season (frost free) days, 164. (Data based on a recent 60-year average.)

SOURCE: Maryland State Office of Climatology

## Transportation

**Air:** Hagerstown Regional Airport (HGR) provides commercial passenger service, corporate and military aircraft services, 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) and starting in Summer 2011 Direct Air will provide service to Lakeland, FL and Myrtle Beach, SC. The main runway at HGR is 7,000 ft., making it the second-longest runway in the State of Maryland. HGR has approximately 20 defense and aviation firms that employ over 650 aerospace professionals including AgustaWestland, Inc., Fugro EarthData International, and Sierra Nevada Corporation. HGR has 40 acres of airfield accessible land that is available for commercial development. The airport is part of the County's Foreign Trade Zone and Enterprise Zone programs.

**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 Railway  
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. This year Norfolk Southern Rail broke ground on a 200-acre intermodal terminal to be operational in Spring 2012 in nearby Greencastle, PA. 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.

### 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

# Population

Population		
Year	County	Hagerstown
1980*	113,086	34,132
1990*	121,393	35,445
2000*	131,923	36,687
2009**	145,910	39,996
2010***	147,430	39,662
2015****	160,500	
2020****	170,950	

SOURCES: \* U.S. Census Bureau (2000). \*\* Estimates for 2009 by the MD Department of Planning (2010). \*\*\* U.S. Census Bureau, Census 2010 \*\*\*\* Projections by the Maryland Department of Planning (2009).

<b>Population Density</b>	319 persons/square mile	
<b>Age</b>	19 years and under	25.5%
	20-64 years (workforce age group)	60.3%
	65 years and older	14.2%
<b>Median age</b>	39.1 years	
<b>Gender</b>	Male	51.2%
	Female	48.8%
<b>Race</b>	White	85.9%
	Black	9.7%
	Others	4.4%

SOURCE: U.S. Census Bureau, 2009 American Community Survey (+) 1 year estimate.

## Population by Age Group

Age	County	Hagerstown*	Hagerstown MSA**
Under 20	25.5%	26.4%	26.1%
20-44	33.5%	36.8%	33.9%
45-64	26.8%	22.5%	26.6%
65+	14.2%	14.3%	13.4%

SOURCE: U.S. Census Bureau, 2009 American Community Survey (+) 1 year estimate for Washington County and Hagerstown MSA, \* American Community Survey (+) 3 year estimate for Hagerstown

\*\*Metropolitan Statistical Area includes Washington County, MD; Berkeley County, WV; and Morgan County, WV.

## Population of Municipalities

Municipality	2000	2010
Boonsboro	2,803	3,336
Clear Spring	455	358
Funkstown	983	904
Hagerstown	36,687	39,662
Hancock	1,725	1,545
Keedysville	482	1,152
Sharpsburg	691	705
Smithsburg	2,146	2,975
Williamsport	1,868	2,137

SOURCES: \* U.S. Census Bureau, Census 2010 and 2000 Census, PL94-171 release, prepared by the MD Department of Planning (2/2011)

# Housing

## 2010 Median Selling Price

Washington County	\$149,900
Maryland	\$245,726

SOURCE: Maryland Association of Realtors

## Households

Number of Households	56,659
Number of Family Households	36,505
Number of Nonfamily Households	20,154

SOURCE: U.S. Census Bureau, 2009 American Community Survey. (+)

## Income

Per Capita Income*	\$35,130
Median Household Income**	\$53,600
Mean (Average) Household Income**	\$67,800
Median Family Income ***	\$57,452

SOURCES: \* U.S. Dept. of Commerce, Bureau of Economic Analysis (2008). \*\* Estimates for 2009 by the MD Department of Planning (2010). \*\*\* U.S. Census Bureau, 2009 American Community Survey. (+)

## 2010 Effective Buying Income\*

Income	County Total
Total EBI (\$000)	\$2,878,663
Per Capita EBI	\$19,541
Median Household EBI**	\$42,755

\* 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: Nielsen-Claritas, Inc.

## 2010 Distribution of Income

Households by EBI Group	County	Hagerstown	Hagerstown MSA*
Under \$25,000	25.1%	38.1%	25.2%
\$25,000 - 74,999	56.6%	52.8%	56.8%
\$75,000 & over	18.3%	9.1%	18.0%

\* Metropolitan Statistical Area includes Washington County, MD; Berkeley County, WV; and Morgan County, WV.

SOURCE: Nielsen-Claritas, Inc.

# Retail Sales

## 2010 Retail Sales By Store Group (\$000)

Store Group	County	Hagerstown	Hagerstown MSA*
<b>TOTAL</b>	<b>\$2,517,150</b>	<b>\$1,004,507</b>	<b>\$3,661,329</b>
Food & Beverage	\$241,345	\$85,268	\$406,939
General Mdse.	\$377,448	\$237,360	\$582,345
Health/Personal Care	\$122,258	\$18,891	\$164,896

\* Metropolitan Statistical Area includes Washington County, MD; Berkeley County, WV; and Morgan County, WV.

SOURCE: Nielsen-Claritas, Inc.

## 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	%
<b>Maryland</b>					
Washington	145,910	66,715	59,864	6,851	10.3
Allegany	72,532	34,495	31,280	3,215	9.3
Frederick	227,980	123,031	115,095	7,936	6.5
<b>Pennsylvania</b>					
Franklin	144,994	80,000	73,400	6,500	8.1
Fulton	14,852	7,800	6,800	900	11.9
<b>West Virginia</b>					
Berkeley	103,854	44,740	40,500	4,240	9.5
Jefferson	52,750	23,880	22,190	1,690	7.1
Morgan	16,385	6,630	5,970	670	10.1
<b>Total Regional Workforce</b>					
	779,257	387,291	355,099	32,002	9.1

SOURCES: U.S. Census Bureau, 2009 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 2010.

## 2010 Top 15 Employers in Washington County

Rank	Employer	Employment
1.	Washington County Public Schools	2,958
2.	Meritus Health, Inc.	2,860
3.	State of Maryland*	2,304
4.	First Data	2,170
5.	Citi	2,067
6.	Volvo Powertrain North America	1,165
7.	Washington County Government	1,149
8.	FedEx Ground	734
9.	Hagerstown Community College	695
10.	The Bowman Group, LLP	689
11.	Federal Government*	637
12.	Staples Distribution Center	567
13.	Merkle Response Services, Inc.	541
14.	City of Hagerstown	519
15.	Unilever Ice Cream	442

\* 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

<b>Total Employed</b>	<b>67,061</b>	<b>100.0%</b>
Management, Professional & Related	19,107	28.5%
Service	14,110	21.0%
Sales & Office	17,901	26.7%
Farming, Fishing & Forestry	41	0.1%
Construction, Extraction, Maintenance & Repair	7,513	11.2%
Production, Transportation, & Material Moving	8,389	12.5%

SOURCE: U.S. Census Bureau, 2009 American Community Survey. (+)

## Distribution of Employment by Place of Work

2009 Annual Average

	Employment	%	Weekly Wage
<b>Total Employment</b>	<b>63,571</b>	<b>100.0</b>	<b>\$688</b>
Federal Government	717	1.1	815
State Government	2,588	4.1	819
Local Government	5,801	9.1	787
<b>Private Employment</b>	<b>54,465</b>	<b>86.5</b>	<b>669</b>
Natural Resources & Mining	150	0.2	611
Construction	3,207	5.0	789
Manufacturing	6,656	10.5	969
Trade, Transportation & Utilities	15,288	24.1	559
Information	1,477	2.3	590
Financial Activities	5,885	9.3	815
Professional & Business Services	4,325	6.8	727
Education & Health Services	9,834	15.5	784
Leisure & Hospitality	5,992	9.4	258
Other Services	1,645	2.6	464
Unclassified	6	0.0	263

\* 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 (2010).

## Business Patterns of Washington County

Number of establishments by employment-size class

Industry	Total No. Estab.	1-19	20-99	100-499	500+
<b>TOTAL</b>	<b>3,594</b>	<b>3,029</b>	<b>461</b>	<b>96</b>	<b>8</b>
Agricultural	5	3	2	0	0
Mining	3	3	0	0	0
Utilities	5	3	1	1	0
Construction	448	405	38	5	0
Manufacturing	147	94	33	19	1
Wholesale Trade	161	131	26	4	0
Retail Trade	648	535	92	20	1
Transp./Warehousing	158	119	25	13	1
Information	52	41	8	2	1
F.I.R.E.*	327	311	13	1	2
Services	1,222	985	204	31	2
Other	418	399	19	0	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 2008. Agricultural and mining data is based on information provided by employers to Hagerstown-Washington County Economic Development Commission.

## Workforce Training

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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**, and **Maryland Business Works**, 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

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

**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, including degrees and certificates in biotechnology and alternative energy technology. 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 college is building a five-story, 65,000 square foot Science, Technology, Engineering and Math (STEM) center and expanding the Kepler Performing and Visual Arts Center. Construction on the new buildings is scheduled to be complete by December 2011. Once complete, renovations to the existing Classroom and Science buildings will begin, with expected completion by January 2013. The **Small Business Development Center (SBDC)** is also located at Hagerstown Community College, providing counseling and training opportunities to existing and aspiring entrepreneurs.

**Barr Construction Institute**, education division of Associated Builders and Contractors, Inc., offers professional management education and 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 (affiliate of the University of Florida).

**Kaplan University-Hagerstown (KU-H)**, a private institution founded in 1938, offers four bachelor degree, 12 associate degree and three certificate programs in the areas of business, allied health, criminal justice, paralegal studies, graphic design, human services and information technology. Online and traditional, on-campus courses are available.

**Pittsburgh Institute of Aeronautics (PIA)**, recognized as a premier training school for aviation maintenance, opened its newest location at the Hagerstown Regional Airport in Spring 2011. Students will take a 16-month diploma program and become eligible to test for the FAA's Airframe and Power plant Certification test.

**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).

## Washington County Public Schools (WCPS)

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Washington County Public Schools continue to deliver world-class education. Most notably, for the third consecutive year "2010 America's Best High Schools," a report issued by *U.S. News & World Report* analyzing more than 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 consistently ranks among the top public school systems in Maryland in areas including attendance and graduation rates. Washington County Public schools had the fifth highest attendance rate in the state and achieved its all-time highest graduation rate in 2010.

Students in Washington County have unique opportunities for career and academic exploration at the high school level with programs focusing on academic rigor and workforce development. WCPS is constantly striving to provide advanced and enriched programs for students, by creating magnet schools including STEM programs. Participation in rigorous coursework continues to increase with higher numbers of high school students taking the advanced placement (AP) and International Baccalaureate (IB) tests in 2010.

**Washington County Technical High School** is a two-year technical high school offering 32 academic courses and 17 career and technology programs, including biomedical science and pre-engineering. 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. Approximately 4,000 students are enrolled in Career Technology Education (CTE) courses throughout the WCPS.

For detailed information regarding the schools, curriculum, and programs that make up the Washington County Public School System visit [www.wcps.k12.md.us](http://www.wcps.k12.md.us).

## SAT Scores - 2010

	Reading	Mathematics	Writing
Washington County	501	518	487
Maryland	501	506	495
National	501	516	492

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

## Primary and Secondary Public Schools

### Enrollment

Public*	21,899
Private**	2,288

### Number of Schools

Elementary	26
Middle	7
Middle/Senior High	1
Senior High	7
Outdoor Education Center	1
Technical High School	1
Special Education	1
Evening High School	1
Private	24

### Educational Attainment (age 25 & over)\*\*\*

High school graduate or higher	82.8%
Bachelor's degree or higher	18.3%

Pupil:Teacher Ratio\* 23:1

### Graduation Rates\*

	2005	2006	2007	2008	2009	2010
Graduation	91.3%	90.5%	90.1%	91.4%	91.5%	92.5%

NOTE: The teacher/pupil ratio is an estimated average for 2010-11. Actual class size varies according to grade, subject and enrollment.

SOURCES: \* Washington County Board of Education (2010). \*\* MD Department of Education (2009)

\*\*\* U.S. Census Bureau, 2009 American Community Survey. (+)

## Health and Safety

**Fire and Emergency Services:** The **Division of Emergency Services (DES)** 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 DES 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:** Meritus Health, the largest healthcare provider in Western Maryland, delivers patient care through two primary components, Meritus Medical Center (formerly Washington County Hospital) and Meritus Enterprises.

**Meritus Medical Center** is a 278-bed acute care hospital located in Hagerstown, MD. Services include a special care nursery, level III trauma program, primary stroke center, wound center, center for bariatric surgery, as well as a cardiac diagnostic laboratory. State-of-the-art medical technologies at Meritus Medical Center include advanced 3T MRI, SPECT scanners, and cardiac interventions. Hospital services include a cancer center, rehabilitative care, and clinical research. The hospital is conveniently located adjacent to Robinwood Professional Center, a medical mall operated by Meritus Enterprises.

**Meritus Enterprises** is a leading provider of ambulatory healthcare in the tri-state region. It includes a number of businesses and medical practices including three urgent care clinics. Meritus Enterprises also manages Robinwood Professional Center and provides services including durable medical equipment, ambulance transport, child care and a retail pharmacy. For more information on Meritus Health, visit [www.meritushealth.com](http://www.meritushealth.com)

**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, 105 sworn police officers, including 2 community based police officers, and 4 school resource police officers.

**Washington County** – 1 Sheriff, 94 sworn law enforcement officers, including 17 judicial deputies at Washington County Circuit Court, 1 community deputy for Sharpsburg/Keedysville, 1 community deputy for Williamsport, and 3 school resource deputies.

**State of Maryland** – 41 sworn state police officers.

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

**Hancock** – 1 Police Chief, 2 full-time and 2 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 28,945; Hancock News, weekly circulation 2,400; The Picket News, weekly circulation 25,000.

**Radio Stations:** WARK (1490 AM); WAYZ (104.7 FM); WCRH (90.5 FM); WDLD (96.7 FM); WGMS (89.1 FM); WHAG (1410 AM); WHGT (1590 AM); WICL (95.9 FM); WJEJ (1240 AM); WW228AB (93.5 FM); WZXH (91.7 FM). Broadcasts from stations elsewhere in MD, DC, PA, VA, and WV are also received.

**Television:** 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.

<b>Bond Rating:</b>	City	A2	(Moody's)
		AA-	(Standard & Poor's)
	County	Aa2	(Moody's)
		AA	(Standard & Poor's)
		AA	(Fitch)

## Financial Profile of the County

### Fiscal Year Ending 6/30/10

Assessed Property Value	\$14,636,492,000
Current Tax Collections	98.34%

### Unreserved and Designated General Fund (GF)

Balance as Percent of GF Revenue	17.9%
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### Major Sources of General Fund Revenue

Property Taxes	64.0%
Income Taxes	30.6%
Other Revenue	5.4%

## Tax Rates

	State	County	City
<b>Sales Tax</b>	6%	None	None
<b>Real Property*</b> <i>Rate per \$100 of assessed value</i>	\$.112	\$.948	\$.788
<b>Business Personal Property*</b> <i>Rate per \$100 of assessed value</i>	None	\$2.37	\$1.97
<b>Machinery, Tools &amp; Equipment (Mfg.)</b>	Exempt	Exempt	Exempt
<b>Manufacturer Inventories</b>	Exempt	Exempt	Exempt
<b>Warehousing Inventories</b>	Exempt	Exempt	Exempt
<b>Corporate Income Tax (2008)</b>	8.25%	None	
<b>Personal Income Tax (2008)</b>	2.0-6.25%**	2.8%	

\*Assessment ratio 100%.

\*\*Graduated tax peaking at 6.25% on taxable income over \$1,000,000.

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

## Utilities and Public Services

**Electricity:** Potomac Edison, A FirstEnergy Company, with its Western Maryland headquarters located in Washington County, serves the county with a system of transmission and distribution lines of various voltages connected to its generating stations. The **City of Hagerstown's Electric Division** 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 60 years of land filling capacity for Washington County.

### Water/Wastewater/Wastewater Pretreatment:

#### City of Hagerstown Wastewater Divisions

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 Demand:** 10.8 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:** 10.5 MGD

**Average Daily Flow:** 6.95 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 homeowners.

#### Conococheague Wastewater Treatment Plant

**Permitted Flow:** 4.1 MGD

**Average Daily Flow:** 2.185 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:** 83,582 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 2.5 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](http://www.costar.com). The **Hagerstown-Washington County Economic Development Commission (EDC)** also maintains an inventory of available buildings and sites on its GIS-enabled web site at [www.hagerstownedc.org](http://www.hagerstownedc.org)

### Market Data Profile

	Low	High	Average
<b>Land – cost per acre:</b>			
Industrial	\$30,000	\$240,000	\$100,000
Office	\$150,000	\$700,000	\$340,000
<b>Rental Rates – per square foot:</b>			
Warehouse/Industrial	\$2.75	\$7.00	\$3.69
Flex/R&D/Technology	\$4.00	\$14.00	\$10.00
Class A Office	\$10.69	\$19.00	\$14.50

## 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 Fort Ritchie at Cascade (formerly the Fort 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.

The amount of the real property tax credit a business may claim against City and County taxes imposed on the increase in assessed value of the new or expanded premises is

Year(s)	Credit Amount
1 - 5	80%
6	70%
7	60%
8	50%
9	40%
10	30%

Qualified businesses may receive state income tax credits for creating new jobs in the form of a one-time credit of \$1,000 for most new jobs and additional credits for hiring "disadvantaged employees," as vouchered by the State of Maryland.

### 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, TopFlight Air Park, the Washington County Business Air Park, 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.

(+) 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.

## New Jobs Tax Credit

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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 is:

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

## 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@hagerstowndec.org](mailto:edcinfo@hagerstowndec.org)

**Web Site:** [www.hagerstowndec.org](http://www.hagerstowndec.org)



## National Rankings

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- Dedicated Destinations for Defense- *Southern Business & Development* magazine
- Top Five Warehouse/Distribution National Ranking- *Expansion Solutions* magazine
- Top 10 Metro Areas for Best Cost of Living ( under 500K pop..) - *Business Facilities* magazine
- "Tweener" Market Designation - *Southern Business & Development* magazine
- Four of the Nations's best High Schools are in Washington County - *U.S. News and World Report*
- Hagerstown, MD designated International Safe Community by Safe Communities America

## Financing

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Washington County is known for its pro-business climate. With incentives and financing programs from a variety of sources, we are ready to help businesses open, expand or relocate in our community. We strive to fully understand a business's needs and work with our partners to develop custom programs that will help them accomplish their goals. Public, private, and quasi-public sources provide financing to new and expanding industrial companies in Maryland. Our local and state financing options offer a number of business programs and incentives, including gap financing, loan guarantees, and grants for industrial training and historic preservation. Benefits for companies include lower interest rates, loans for a greater portion of facility costs, and longer terms than are usually available.