

# 2013 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 approximately 70 miles west of Baltimore, MD and Washington, DC with Interstates 81 and 70 intersecting in Hagerstown.

**Area:** 458 square miles in land; and 12.1 square miles in water.

**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, 32.2°F. Average annual rainfall, 39.5 inches; snowfall, 25.3 inches. Average growing season (frost free) days, 187. *(Data based on a recent 60-year average.)*

SOURCE: Maryland State Office of Climatology

## Transportation

**Air:** Washington County is conveniently located within 70 miles of three international airports - Baltimore/Washington International Thurgood Marshall Airport (BWI), Ronald Reagan Washington National Airport (DCA), and Washington Dulles International Airport (IAD).

**Hagerstown Regional Airport (HGR)** provides commercial passenger service, corporate and military aircraft services, fixed base operations and other aviation related services through the airfield's businesses. Sun Air provides daily passenger service to Dulles International Airport and Allegiant provides seasonal non-stop flights to Orlando/Sanford International Airport. The airport has an air traffic control tower and a 7,000 ft. runway, which is the second longest runway in the State of Maryland. HGR has approximately 20 defense and aviation firms employing more than 600 aerospace professionals including 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; two charter services.

**Highways:** Interstates 68, 70, and 81; U.S. Routes 11, 40, Alternate 40, 340, and 522.

**Seaport:** **The Port of Baltimore**, a 50-foot channel located 70 miles east of Hagerstown, has intermodal container facilities which serve import and export accounts, accommodating loading and discharge at the seaport. 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** (50-foot channel).

**Rail:** Washington County is served by two regional rail intermodal facilities. The 85 acre CSX Intermodal facility is located approximately 20 miles north in Chambersburg, PA and Norfolk-Southern is constructing a 200 acre intermodal facility in nearby Greencastle, PA. 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.

### Highway Distances from Hagerstown, MD

City	Miles	Kilometers
Baltimore	71	114
Boston	451	725
Chicago	614	987
New York	239	384
Norfolk	252	408
Philadelphia	152	245
Pittsburgh	156	250
Richmond	164	264
Washington, DC	68	109

## Population

Population		
Year	County	Hagerstown
1980*	113,086	34,132
1990*	121,393	35,445
2000*	131,923	36,687
2010**	147,430	39,662
2015***	158,450	
2020***	163,100	
2025***	172,180	

SOURCES: U.S. Census Bureau \* 2000 and \*\* 2010; \*\*\* Projections by the Maryland Department of Planning 2010

<b>Population Density</b>	322 persons/square mile	
<b>Age</b>	19 years and under	25.3%
	20-64 years (workforce age group)	60.4%
	65 years and older	14.5%
<b>Median age</b>	39.7 years	
<b>Gender</b>	Male	50.9%
	Female	49.1%
<b>Race</b>	White	84.3%
	Black	9.9%
	Others	5.8%

SOURCE: U.S. Census Bureau, 2010 American Community Survey 1-year estimates

## Population by Age Group

Age	County	Hagerstown	Hagerstown MSA
Under 19	23.2%	23.9%	25.0%
20-54	51.3%	49.5%	48.1%
55-74	18.7%	20.0%	18.0%
75+	6.8%	6.5%	6.1%

Metropolitan Statistical Area (MSA) includes Washington County, MD; Berkeley County, WV; and Morgan County, WV

SOURCES: U.S. Census Bureau, 2011 American Community Survey 1-year estimates for Washington County and Hagerstown MSA, \* American Community Survey 3-year estimates for Hagerstown

## 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, Demographic Profile 2000; and 2010 U.S. Census Bureau, American Fact Finder

## Housing

### 2012 Median Selling Price

Washington County	\$149,000
Maryland	\$244,912

SOURCE: Maryland Association of Realtors

## Households

Number of Households	56,204
Number of Family Households	37,831
Number of Non-family Households	16,908

SOURCE: Nielson-Claritas, Inc. 2013

## Income

Per Capita Income	\$25,597
Median Household Income	\$51,579
Mean (Average) Household Income	\$65,718
Median Family Income	\$61,419

SOURCES: U.S. Census Bureau 2007-2011 American Community Survey 5-year estimates for Washington County

## 2013 Effective Buying Income

Income	County Total
Total EBI (\$000)	\$3,035,253
Average Household EBI	\$54,921
Median Household EBI*	\$43,006

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. 2013

## 2012 Distribution of Income

Households by EBI Group	County	Hagerstown	Hagerstown MSA
Under \$35,000	34.5%	42.8%	26.9%
\$35,000 - 74,999	38.2%	49.7%	58.3%
\$75,000 & over	27.4%	7.5%	14.8%

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

SOURCE: Nielsen-Claritas, Inc. 2013

## Retail Sales

### 2013 Retail Sales By Store Group (\$000)

Store Group	County	Hagerstown	Hagerstown MSA*
<b>TOTAL</b>	<b>\$3,035,253</b>	<b>\$1,237,245</b>	<b>\$4,417,811</b>
Food & Beverage	\$379,133	\$134,908	\$648,495
General Mdse.	\$379,807	\$248,009	\$505,646
Health/Personal Care	\$154,565	\$46,595	\$222,981

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

SOURCE: Nielsen-Claritas, Inc. 2013

## Labor

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

County	Population	Labor	Employed	Unemployed	%
<b>Maryland</b>					
Washington	149,180	71,003	65,218	5,785	8.1
Allegany	74,012	36,645	33,781	2,864	7.8
Frederick	239,582	129,726	122,297	7,429	5.7
<b>Pennsylvania</b>					
Franklin	151,275	81,400	76,400	5,000	6.2
Fulton	14,772	7,900	7,200	700	7.7
<b>West Virginia</b>					
Berkeley	107,098	47,000	43,710	3,290	7.0
Jefferson	54,504	25,230	23,950	1,280	5.1
Morgan	17,471	7,330	6,770	530	7.3
<b>Total Regional Workforce</b>					
	807,894	406,234	379,326	26,878	6.9

SOURCES: U.S. Census Bureau, 2010 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 2012

## 2012 Top 15 Employers in Washington County

Rank	Employer	Employment
1.	Washington County Public Schools	2,965
2.	Meritus Health, Inc.	2,860
3.	Citi	2,750
4.	State of Maryland*	2,568
5.	First Data	2,322
6.	Volvo Group	1,350
7.	Washington County Government	1,159
8.	Hagerstown Community College	893
9.	The Bowman Group, LLP	755
10.	Federal Government*	705
11.	FedEx Ground	648
12.	Staples Distribution Center	567
13.	Merkle Response Management Group	520
14.	Sierra Nevada Corporation	486
15.	City of Hagerstown	461

SOURCES: \* MD Department of Labor, Licensing & Regulation; Year-end data provided by employers to the Hagerstown-Washington County Economic Development Commission

## Distribution of Employment by Occupation

<b>Total Employed</b>	<b>70,473</b>	<b>100.0%</b>
Management, Professional & Related	21,527	30.5%
Service	12,920	18.3%
Sales & Office	19,081	27.1%
Construction, Extraction, Maintenance & Repair	7,834	11.1%
Production, Transportation, & Material Moving	9,111	12.9%

SOURCE: U.S. Census Bureau, 2007-2011 American Community Survey 5-year estimates for Washington County

## Distribution of Employment by Place of Work

2012 Annual Average

	Employment	%	Weekly Wage
<b>Total Employment</b>	<b>64,656</b>	<b>100.0</b>	<b>\$721</b>
Federal Government	723	1.1	906
State Government	2,556	4.0	821
Local Government	5,827	9.0	808
<b>Private Employment</b>	<b>55,550</b>	<b>85.9</b>	<b>706</b>
Natural Resources & Mining	145	.2	484
Construction	2,826	4.4	801
Manufacturing	6,465	10.3	1,085
Trade, Transportation & Utilities	16,219	25.1	586
Information	817	1.3	838
Financial Activities	6,518	10.1	869
Professional & Business Services	4,729	7.3	741
Education & Health Services	10,127	15.7	797
Leisure & Hospitality	6,121	9.5	269
Other Services	1,583	2.4	507

NOTE: Percentages may not total 100% due to rounding

SOURCE: MD Department of Labor, Licensing & Regulation, Division of Labor Market Analysis & Information 2012

## 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>3,425</b>	<b>2,431</b>	<b>861</b>	<b>189</b>	<b>16</b>
Agricultural	1	1	0	0	0
Mining	2	1	1	0	0
Utilities	5	3	1	1	0
Construction	363	339	22	2	0
Manufacturing	126	82	27	16	1
Wholesale Trade	153	123	26	4	0
Retail Trade	610	505	91	14	0
Transp./Warehousing	160	125	22	13	0
Information	56	45	8	3	0
F.I.R.E.*	337	316	17	2	2
Services	1,223	989	204	29	1
Other	389	372	17	0	0

An establishment is a single physical location where business is conducted or services or industrial operations performed

\* Finance, Insurance, and Real Estate

SOURCE: U.S. Census Bureau, County Business Patterns 2011

## Workforce

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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.

## 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, alternative energy technology, and cybersecurity.

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 recently opened a five-story, 65,000 sq. ft. Science, Technology, Engineering, and Math (STEM) building and renovated the Kepler Theater, with the addition of the Performing and Visual Arts Education Center.

**Barr Construction Institute**, education division of Associated Builders and Contractors, Inc., offers professional management education and industrial, commercial and apprenticeship and craft trades 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 of 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 since 1929, opened its newest location at the Hagerstown Regional Airport in Spring 2011. Students 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)**, is a regional higher education center offering more than 20 undergraduate and graduate degree programs in one convenient

location in downtown Hagerstown. Six Maryland universities offer select programs in the state-of-the-art facility. Many programs, such as nursing, education, social work and health information management, are chosen because they meet area workforce demand. Partner institutions include Coppin State University (CSU); Frostburg State University (FSU); Salisbury University (SU); Towson University (TU); University of Maryland, College Park (UM); and the University of Maryland University College (UMUC).

## Washington County Public Schools (WCPS)

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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 2012.

**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

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

SOURCES: Washington County Public Schools; MD Department of Education

## Primary and Secondary Public Schools

### Enrollment

Public*	22,206
Private**	2,294

### Number of Schools

Elementary	27
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	37

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

High school graduate or higher	85.2%
Bachelor's degree or higher	20.1%

**Pupil:Teacher Ratio\*** 23:1

### Graduation Rates\*

	2007	2008	2009	2010	2011	2012
Graduation	90.1%	91.4%	91.5%	89.8%	90.1%	90.4%

NOTE: The teacher/pupil ratio is an estimated average for 2012-2013. SOURCES: \* Washington County Public Schools 2012; \*\* MD Department of Education 2013; \*\*\* U.S. Census Bureau, 2010 American Community Survey 1-year estimates for Washington County

## Health and Safety

**Health Care:** Meritus Health sustains a total healthcare system with branches of care including primary care physician practices, specialists in disciplines from obstetrics to cardiology and satellite services from diagnostics to home medical equipment.

These services complement **Mertitus Medical Center's** efforts to provide quality care. The hospital itself includes cutting-edge technology and services for inpatients and outpatients provided by a multi-generational workforce from around the region. Services offered include a regional trauma center, a cardiac catheterization lab, a stroke center, a family birthing center, a bariatric surgery center, a wound center, a nationally-recognized joint replacement program and a new center for breast health.

Meritus Health is the largest healthcare provider in the region and serves as a leader in the continuing evolution of a comprehensive approach to wellness in the tri-state area and beyond.

**Brook Lane Health Services** is a private, not for profit, continuum of mental health services including hospitalization for children, adolescents and adults; outpatient services and partial hospitalization programs for all ages. The organization also provides special education programs and residential services for children and adolescents.

**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.

**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 14 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.

**Law Enforcement: City of Hagerstown** – 1 Chief of Police, 95 sworn police officers, including 2 community based police officers, and 4 school resource police officers.

**Washington County** – 1 Sheriff, 93 sworn law enforcement officers, including 16 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, 1 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 31,957; Hancock News, weekly circulation 2,000; The Picket News, weekly circulation 9,800.

**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:** **Antietam Cable** offers cable and digital television services. **HMTV6** provides news, weather and other information produced by the Herald-Mail newsroom. **WHAG** provides local news, weather, community information, sports coverage, and programming to the tri-state area. Satellite television is also 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	Aa3	(Moody's)
		AA-	(Standard & Poor's)
	County	Aa2	(Moody's)
		AA	(Standard & Poor's)
		AA	(Fitch)

## Financial Profile of the County

### Fiscal Year Ending 6/30/12

Assessed Property Value	\$13,282,950
Current Tax Collections	99.14%

### Committed and Unassigned

Balance as Percent of GF Revenue	19.2%
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### Major Sources of General Fund Revenue

Property Taxes	64.0%
Income Taxes	33.7%
Other Revenue	2.3%

## 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</b>	8.25%	None	
<b>Personal Income Tax</b>	2.0-5.75%**	2.8%	

\*Assessment ratio 100%.

\*\*Graduated tax peaking at 5.75% on taxable income exceeding \$250,000.

\*\*\* The Washington County "differential" tax rate for properties located within municipalities is .823 per \$100 of assessment(.948 outside municipalities).

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, a non-profit enterprise fund, distributes electricity to 95% 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 several recycling drop off sites for residential use. The **Forty West Landfill** is projected to provide 60 years of solid waste disposal capacity for the residents and businesses of 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:** 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:** 10.5 MGD

**Average Daily Flow:** 8.32 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:** 2.522 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 2 technology parks, 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 2.1 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)** maintains an inventory of available buildings and sites on its GIS-enabled website at [www.hagerstowndec.org](http://www.hagerstowndec.org).

### Market Data Profile

	Low	High	Average
<b>Land – cost per acre:</b>			
Industrial	\$30,000	\$240,000	\$100,000
Office	\$150,000	\$750,000	\$340,000
<b>Rental Rates – per square foot:</b>			
Warehouse/Industrial	\$2.85	\$9.50	\$5.18
Flex/R&D/Technology	\$8.50	\$12.50	\$10.19
Office	\$7.07	\$23.75	\$14.73

SOURCE: CoStar Group 2013

## 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 6,200 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 2012, this zone encompasses approximately 4,000 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.

## 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.

## Pad-Ready Stimulus Program

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The **Pad-Ready Stimulus** program is designed to encourage builders to bring undeveloped land to a shovel-ready site, but is also intended for sites with existing buildings in need of redevelopment. The program applies to sites with commercial, industrial, or industrial-flex zoning, and is not available to retail oriented projects.

Qualifying projects are entitled to priority plan review, deferral of site-plan and review fees, and a real estate tax credit issuance once the buildings are constructed. The tax credit is four tenths of a percent (.004) of the construction cost of the new improvement and will apply for three years.

## 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 attract high-tech industry and well-paying jobs to the business community. The program was originally established in November 2002.

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%

## High Performance Tax Credit

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The **High Performance** or "**Green Building**" Tax Credit is available for buildings that receive silver, gold, or platinum certification in the national LEED (Leadership in Energy and Environmental Design) ranking system. The amount of credit is determined by which level of certification the building receives and the increase in its assessed value after construction.

Silver buildings will be credited 20% of taxes due on that increase; gold buildings, 25%; and platinum, 30%.

Additional information on all incentive programs can be found at [www.hagerstowncdc.org](http://www.hagerstowncdc.org).

## National Rankings

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- Award of Excellence: Defense Industry- *Expansion Solutions Magazine*
- 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 Nation's best High Schools are in Washington County - *U.S. News and World Report*
- Hagerstown, MD designated International Safe Community by Safe Communities America

## Development Assistance

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For additional information or assistance, please contact:

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