Welcome to Wicomico!
Centrally located on Maryland’s Eastern Shore.

With its strategic location along the East Coast and situated at the crossroads of Maryland’s Lower Eastern Shore, Wicomico County serves as a hub for commerce, industry, health care, education and transportation. With expanses of farmland interspersed with scenic rivers and creeks, the region is bound by both land and water. The area is rich in colonial and post revolutionary American history. Agriculture, health care and education provide a solid foundation for our economy while new and diverse businesses have fostered a well-balanced economic base.

**Highway Distance from Wicomico**

<table>
<thead>
<tr>
<th>City</th>
<th>Distance</th>
</tr>
</thead>
<tbody>
<tr>
<td>New York</td>
<td>220 miles</td>
</tr>
<tr>
<td>Philadelphia</td>
<td>128 miles</td>
</tr>
<tr>
<td>Baltimore</td>
<td>106 miles</td>
</tr>
<tr>
<td>Washington</td>
<td>119 miles</td>
</tr>
<tr>
<td>Richmond</td>
<td>193 miles</td>
</tr>
<tr>
<td>Norfolk</td>
<td>132 miles</td>
</tr>
</tbody>
</table>
The County Seat of Salisbury is the largest city on Maryland’s Eastern Shore.
The County Seat of Salisbury

National Events

✓ National Folk Festival
✓ Salisbury Marathon
### Demographics

**Wicomico County**

Source: U.S. Census, Maryland Data Center

<table>
<thead>
<tr>
<th>Category</th>
<th>Estimate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population Estimate</td>
<td>102,577</td>
</tr>
<tr>
<td>Estimated Households (Census 2010)</td>
<td>37,170</td>
</tr>
<tr>
<td>Estimated Persons Per Household</td>
<td>2.62</td>
</tr>
<tr>
<td>Estimated Median Household Income</td>
<td>$53,508</td>
</tr>
<tr>
<td>Estimated Average Household Income</td>
<td>$69,010</td>
</tr>
<tr>
<td>Estimated Average Family Income</td>
<td>$75,738</td>
</tr>
<tr>
<td>Estimated Median Family Income</td>
<td>$62,181</td>
</tr>
<tr>
<td>Estimated Per Capita Income</td>
<td>$26,498</td>
</tr>
<tr>
<td>Median Age</td>
<td>35.7</td>
</tr>
</tbody>
</table>

Source: U.S. Census, Maryland Data Center
Agriculture is a major industry in the County. Wicomico’s 494 farms covered 88,559 acres in 2017 according to the United States Department of Agriculture. In 2017, total market value of agricultural products sold within the County exceeded $303,000,000. Livestock, poultry and their products comprised approximately 77% of the total agricultural income for 2017. According to the Delmarva Poultry Industry, Wicomico County ranks 28th among America’s counties in broiler chicken production. The value of livestock, poultry and their products grown in the County was $235,642,000 in 2017. (Source: 2017 Census of Agriculture, USDA.)
Education

SALISBURY UNIVERSITY
• Founded in 1925
• 8,500 students
• 182 Acre Campus
• U.S. News and Report Ranking
• 2.5 hours from Washington DC and Baltimore

WOR-WIC COMMUNITY COLLEGE
• Founded in 1975
• 10,000 students
• State approved two year college
• Accredited by the Middle States Commission
• Customized training

WICOMICO COUNTY PUBLIC SCHOOLS
• 14,000 + students
• 4 High Schools
• 5 Middle Schools
• 17 Elementary Schools
• Career and Technology Center
• Honors / Advanced Placement
• Dual enrollment opportunities
Health Care
Peninsula Regional Medical Center

- The leader in Minimally Invasive and Robotic Surgery
- Comprehensive Services, Compassionate Cancer Care
- One of the Nation’s Top Heart and Vascular Institutes
- The Only Designated Trauma Center on the Eastern Shore
- Joint Commission Certified in Total Hip and Knee Replacement
- Welcoming over 2,000 Babies into the World Each Year
- Wicomico’s Single Location Largest Employer
Entrepreneurial Ecosystem

Entrepreneurship is a key component of our economic development strategy. Check out our growing ecosystem below and congratulations to Delmarva Veteran Home Builders and the Maryland – Delaware Group of Long and Foster for making Inc.’s Fastest Growing List!
## Selected Area Employers

<table>
<thead>
<tr>
<th>Employer</th>
<th>Sector</th>
<th>Employees</th>
<th>Years in Wicomico</th>
</tr>
</thead>
<tbody>
<tr>
<td>Peninsula Regional Medical Center</td>
<td>Hospital</td>
<td>2,900</td>
<td>118</td>
</tr>
<tr>
<td>Salisbury University</td>
<td>University</td>
<td>1,790</td>
<td>90</td>
</tr>
<tr>
<td>Perdue Farms</td>
<td>Food Products Agribusiness</td>
<td>1,500</td>
<td>95</td>
</tr>
<tr>
<td>Cadista Pharmaceuticals</td>
<td>Pharmaceuticals</td>
<td>340</td>
<td>10</td>
</tr>
<tr>
<td>Genesis Healthcare</td>
<td>Rehabilitation &amp; Nursing Center</td>
<td>340</td>
<td>46</td>
</tr>
<tr>
<td>K &amp; L Microwave</td>
<td>Electronics</td>
<td>265</td>
<td>43</td>
</tr>
<tr>
<td>Delmarva Power</td>
<td>Utility</td>
<td>300</td>
<td>123</td>
</tr>
<tr>
<td>Pepsi Bottling Ventures</td>
<td>Bottling</td>
<td>200</td>
<td>100</td>
</tr>
<tr>
<td>Verizon</td>
<td>Communications</td>
<td>160</td>
<td>23</td>
</tr>
</tbody>
</table>
Transportation
Go anywhere in the world from Salisbury, Maryland
Transportation
Distribution Hub of the Eastern Shore

Highways
- Two major highways intersecting in Salisbury. U.S Rt. 13(N,S) and U.S Rt. 50(E,W)
- Regional Distribution Center for:
  - UPS
  - Fed-Ex
  - Pepsi Bottling Ventures

Port
- Maryland’s second largest Port.
- Nearly 400 barge trips annually transporting petroleum, grain, beans and building aggregates

Rail
- Freight train service via Delmarva Central Railroad
- Selected products transported include chemicals, grain, paper and beans

Air
- Maryland’s second largest passenger-served airport
- Service provided by American Airlines
- Nearly 125,000 passengers annually
- Service to Philadelphia & Charlotte
- 150 acre Air Business Park
- FBO: Bayland Aviation
- Hertz, Avis and Alamo Rental Car Agencies
Salisbury Wicomico Economic Development

Housing
Get more home for your money

Average Home Prices

<table>
<thead>
<tr>
<th>County</th>
<th>Average Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wicomico County</td>
<td>$157,531</td>
</tr>
<tr>
<td>Montgomery County</td>
<td>$535,846</td>
</tr>
<tr>
<td>Queen Anne's County</td>
<td>$389,875</td>
</tr>
<tr>
<td>Anne Arundel County</td>
<td>$400,107</td>
</tr>
<tr>
<td>Talbot County</td>
<td>$448,593</td>
</tr>
<tr>
<td>Worcester County</td>
<td>$285,980</td>
</tr>
</tbody>
</table>

Source: Maryland Association of Realtors for the year end 2018

River front homes, Waterfront Condos, Downtown lofts, Fifty Five Plus Housing, Assisted living centers and much more...
Salisbury Wicomico Economic Development

Wallops Island, VA

- Established in 1945
- Gateway to space for 70 years
- Established supply chain
- NASA's principal facility for management and implementation of suborbital research programs
- Resupply missions to International Space Station
- 1,100 full-time civil service and contractor NASA Wallops employees

Ocean City, MD

- Major east coast resort
- 200+ Restaurants and Places to stay
- 300,000 + people daily in-season
- Water Activities, Fishing, Boardwalk
- Adjacent to Assateague National Seashore

University of Maryland Eastern Shore

- Founded in 1886, Land grant institution
- Undergraduate and graduate degree programs to nearly 5,000 students.
- Housed at UMES is the Rural Development Center, a strong partner in the region's economic development efforts
- Fully accredited by the Middle State Association
## Workforce Overview

<table>
<thead>
<tr>
<th></th>
<th>Wicomico</th>
<th>Region</th>
</tr>
</thead>
<tbody>
<tr>
<td>Workforce</td>
<td>51,488</td>
<td>204,067</td>
</tr>
<tr>
<td>Employment</td>
<td>48,566</td>
<td>192,776</td>
</tr>
</tbody>
</table>

Source: MD Dep’t of Labor, Licensing & Regulation; 2017 Annual Average. Region includes Wicomico, Worcester, Somerset, Dorchester and Sussex County, DE.

## Occupation: Wicomico County

<table>
<thead>
<tr>
<th>Occupation</th>
<th>Wicomico</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Management, business, science and arts occupations</td>
<td>16,289</td>
<td>32.7%</td>
</tr>
<tr>
<td>Service Occupations</td>
<td>10,359</td>
<td>20.8%</td>
</tr>
<tr>
<td>Sales and Office Occupations</td>
<td>12,198</td>
<td>24.5%</td>
</tr>
<tr>
<td>Natural resources, construction, and maintenance occupations</td>
<td>4,620</td>
<td>9.3%</td>
</tr>
<tr>
<td>Production, transportation and moving materials occupations</td>
<td>6,319</td>
<td>12.7%</td>
</tr>
</tbody>
</table>

Development Opportunities

Port Properties, Industrial Parks, Business Centers, Rail Access Sites, Office Parks, Taxiway Plots, Downtown Development & Redevelopment, Port Properties, Retail Pad Sites and more...
Incentives

• More Jobs for Marylanders Act
• Opportunity Zone
• Rise Zone
• Enterprise Zones (2)
• Manufacturing Equipment & Machinery
  Automatic Tax Exemption- Wicomico
• 100% exemption on Manufacturing Inventory
• Job Creation Tax Credits
• Arts & Entertainment District
• Sales Tax Exemptions
• Special Financing Programs
  • Agriculture Loans and Grants
  • Direct Loans, Conditional Loans
  • Equity Investments
  • Bond Financing / IRB’s
  • Tax Credits
  • Credit Connections
  • Loan Guarantees
  • Sale / Leasebacks

Creative Financing

• Equipment, Machinery
• Working Capital
• Real Property

• Contracts
• Inventory
How may we help you?

For more than 50 years of operation, we continue to strengthen our partnerships as we work toward a more stable, diverse and growing economy in our community and region. We look forward to working with you and your team!

Contact Information
David Ryan
410-749-1251
dryan@swed.org