

# Wicomico County, MARYLAND





# 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

New York	220 miles
Philadelphia	128 miles
Baltimore	106 miles
Washington	119 miles
Richmond	193 miles
Norfolk	132 miles

# The County Seat of Salisbury



The County Seat of Salisbury is the largest city on Maryland's Eastern Shore.







## National Events

- ✓ National Folk Festival
- ✓ Salisbury Marathon



# Demographics

## Wicomico County



Population Estimate	103,609
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Estimated Households (Census 2010)	37,793
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Estimated Persons Per Household	2.60
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Estimated Median Household Income	\$56,596
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Estimated Average Household Income	\$69,010
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Estimated Average Family Income	\$75,738
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Estimated Median Family Income	\$62,181
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Estimated Per Capita Income	\$28,080
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Median Age	35.7
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Source: U.S. Census, Maryland Data Center



# Agriculture / Poultry

A solid foundation!

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 \$303,984,000. Livestock, poultry and their products comprised approximately 78% of the total agricultural income for 2017. According to the Delmarva Poultry Association, Wicomico County ranks 28<sup>th</sup> 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.)





## 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





## TidalHealth

- 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

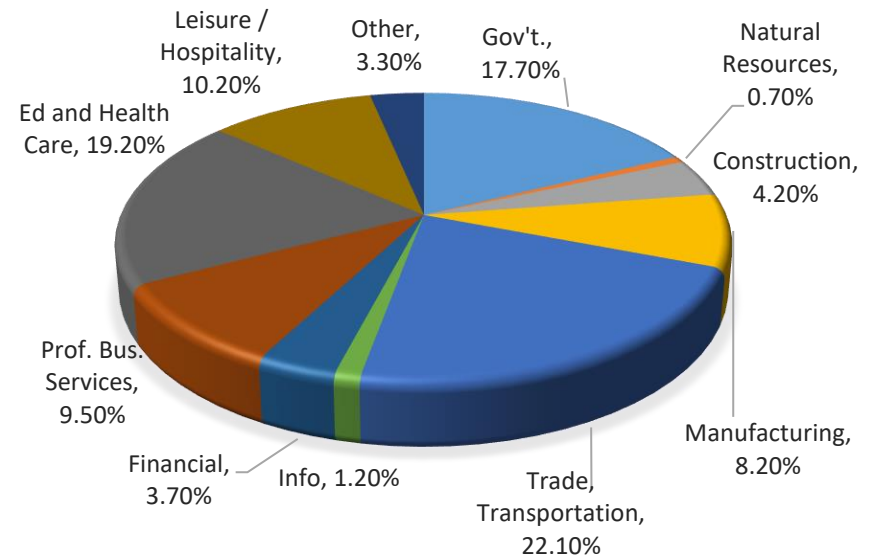


Entrepreneurship is a key component of our economic development strategy. Check out our growing ecosystem below and congratulations to Delmarva Veteran Home Builders and the Maryland – Delaware Group of Long and Foster for making Inc.'s Fastest Growing List!



## Selected Area Employers

Employer	Sector	Employees	Years in Wicomico
Peninsula Regional Medical Center	Hospital	2,900	118
Salisbury University	University	1,790	90
Perdue Farms	Food Products Agribusiness	1,500	95
Cadista Pharmaceuticals	Pharmaceuticals	340	10
Genesis Healthcare	Rehabilitation & Nursing Center	340	46
K & L Microwave	Electronics	265	43
Delmarva Power	Utility	300	123
Pepsi Bottling Ventures	Bottling	200	100
Verizon	Communications	160	23





# 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

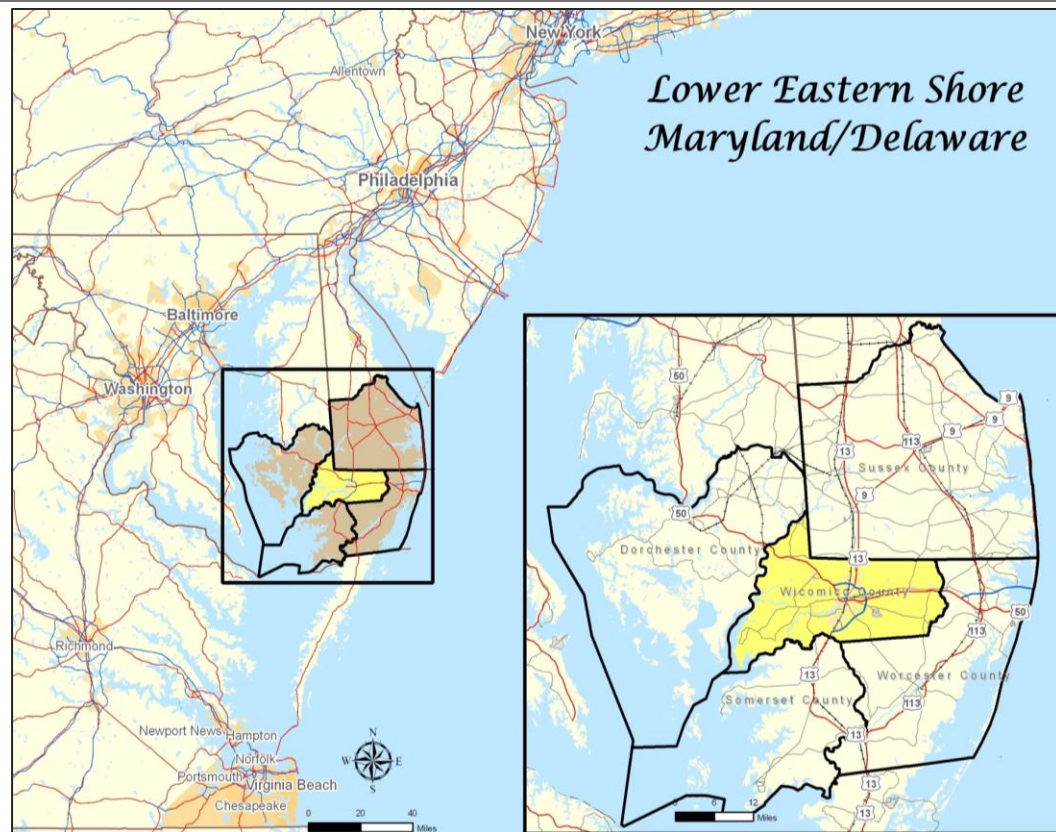
- Maryland's second largest Port.
- Nearly 400 barge trips annually transporting petroleum, grain, beans and building aggregates

### Rail

- Freight train service via Norfolk-Southern
- 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





# Housing

Get more home for your money



## Average Home Prices

Wicomico County	\$206,638
Montgomery County	\$589,409
Queen Anne's County	\$488,198
Anne Arundel County	\$450,652
Talbot County	\$640,614
Worcester County	\$322,961

Source: Maryland Association of Realtors for the year end 2020

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

# Regional Economic Engines



## 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

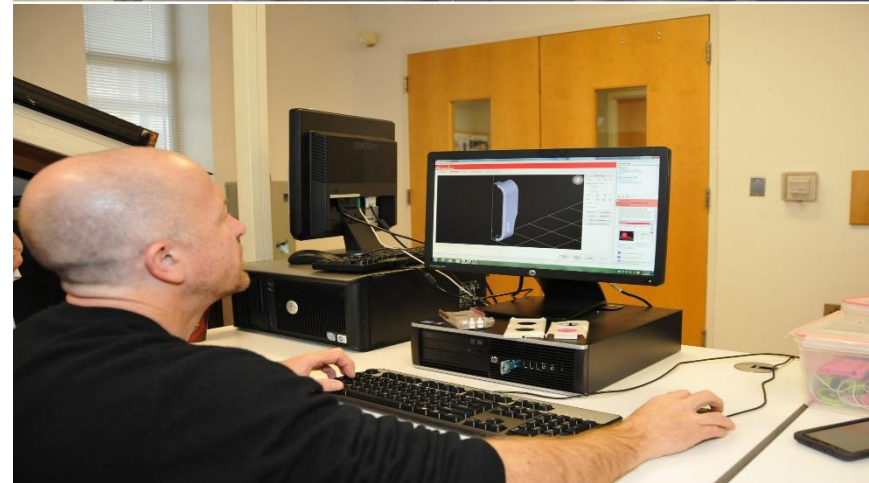
	Wicomico	Region
Workforce	51,041	191,345
Employment	48,365	182,024

Source: MD Dep't of Labor, Licensing & Regulation; 2018 Annual Average. Region includes Wicomico, Worcester, Somerset, Dorchester and Sussex County, DE.

## Occupation: Wicomico County

Management, business, science and arts occupations	16,289	32.7%
Service Occupations	10,359	20.8%
Sales and Office Occupations	12,198	24.5%
Natural resources, construction, and maintenance occupations	4,620	9.3%
Production, transportation and moving materials occupations	6,319	12.7%

Source: US Census of Maryland 2013-2017 American Community Survey 5-Year Estimates

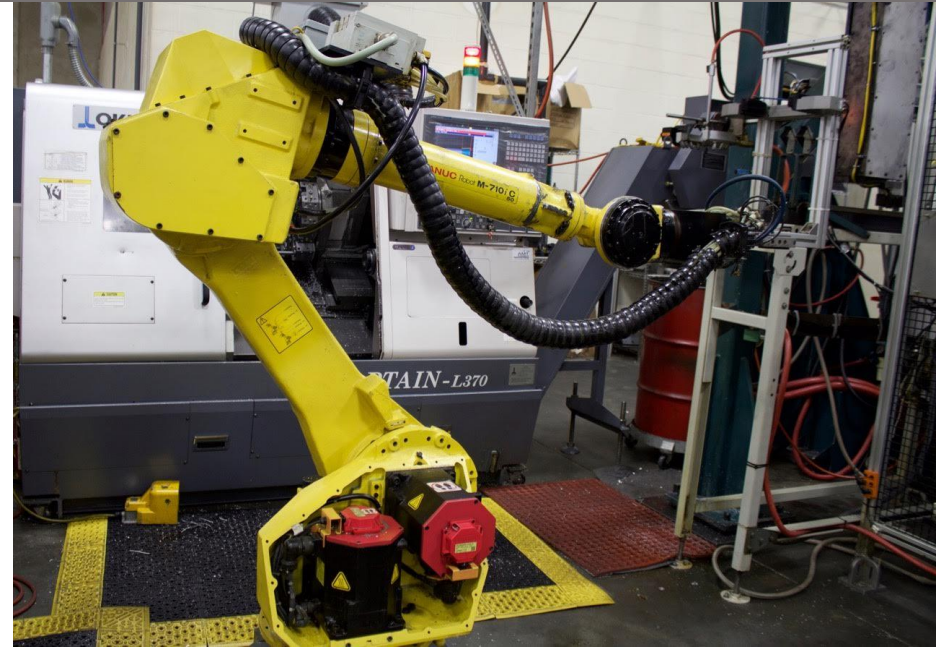




Port Properties, Industrial Parks, Business Centers, Rail Access Sites, Office Parks, Taxiway Plots, Downtown Development & Redevelopment, Port Properties, Retail Pad Sites and more...



- 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



S T A R T



G R O W



L O C A T E

# How may we help you?

In our 53<sup>rd</sup> year in 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!



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