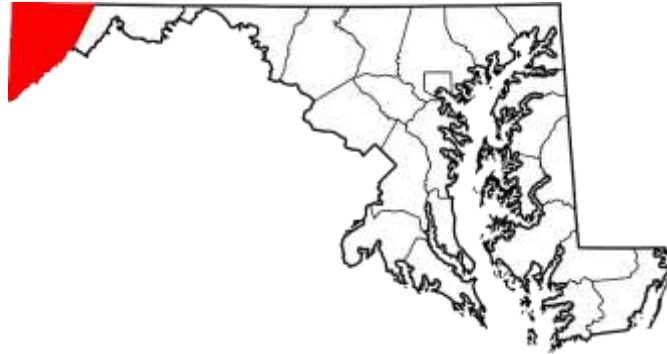




GARRETT COUNTY DATA SUMMARY



Garrett County is a progressive community that welcomes business. The westernmost county in Maryland, Garrett County offers a central location to many major markets, an interstate, available community-owned business parks, one of Maryland's best K-12 school systems, a variety of housing options, and an excellent workforce.

Work in Garrett County: The Department of Economic Development works to attract, retain, and expand businesses to our area. Our workforce, location, and affordable community-owned business parks have attracted some of the best business that Maryland has to offer. We're an attractive location for manufacturing, distribution, back office, call center, energy, agricultural, and recreation firms.

Learn in Garrett County: Our public schools are consistently rank as one of Maryland's best. The STEM curriculum, within both our public schools and Garrett College, prepares graduates for career achievement and skilled local jobs.

We provide an opportunity to all students to achieve higher education. The Garrett County Commissioners Scholarship Program makes post-secondary education within reach of area high school students and their families. Yet educational efforts do not end there, Garrett College actively seeks private employers to partner with to provide enhanced job skills for area workers.

Play in Garrett County: With 90,000 acres of parks, trails, and lakeside amenities, Garrett County has many entertainment options. We offer year-round recreation from ski slopes to lake shores, as well as many public spaces to swim, ski, golf, and relax. Our county festivals, farmers' markets, and cultural celebrations provide year-round enjoyment.

In Garrett County, we continue to define what it means to live, work, and play. We invite you to see what we have to offer. Please visit us at www.gcedonline.com, call us at 301-334-1921, or email us at economicdevelopment@garrettcountry.org.

Quick Facts

Geography

- Rural; westernmost county in Maryland
- Area: 657 square miles; 420,480 acres
- Elevation: 900-3,360 feet
- Terrain: predominately wooded/mountainous

Demographics

- Population: 29,813
- Total Households: 11,863
- Average Household Size: 2.47
- Average Family Size: 2.98
- Median Household Income: \$45,432
- Mean Household Income: \$61,081
- Per Capita Income: \$25,348
- Approx. 32 million people reside within a 200-mile radius of Garrett County

Source: U.S. Census Bureau, 2011-2015 ACS 5-Year Estimates

Economy

- Abundant natural resources/recreational opportunities
- Transitioning from agriculture and natural resource-based to tourism, service, retail, light manufacturing, and technology
- Regional Economy: neighboring counties in PA, WV, MD
- Historically high unemployment, underemployment and low wages

Quality of Life

- Great schools
- Low crime rate
- Abundant natural resources/recreational opportunities
- Strong communities
- Picturesque panoramas
- Vibrant business sector

Location



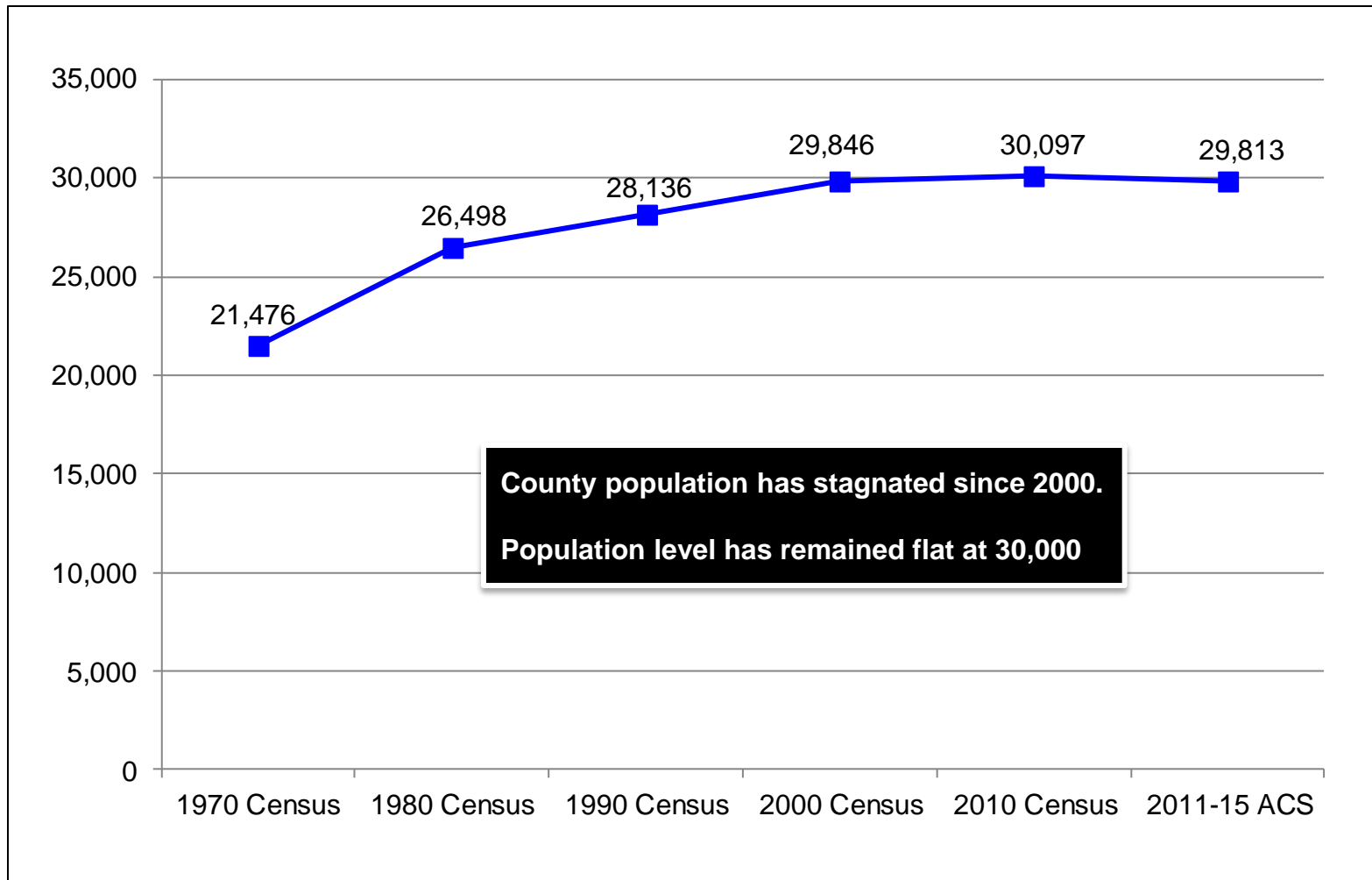
(Distance From McHenry, MD)	
– Baltimore, MD	182 miles
– Washington , DC	179 miles
– Pittsburgh, PA	122 miles
– Cleveland, OH	243 miles
– Columbus, OH	251 miles
– Charleston, WV	196 miles
– Winchester, VA	99 miles

(Distance From McHenry, MD)	
– Port	
– Port of Baltimore	
– Foreign Trade Port	
– Distance – 182 miles	
– Nearest Interstate Highway	
– Interstate 68	
– Distance – 25 miles	

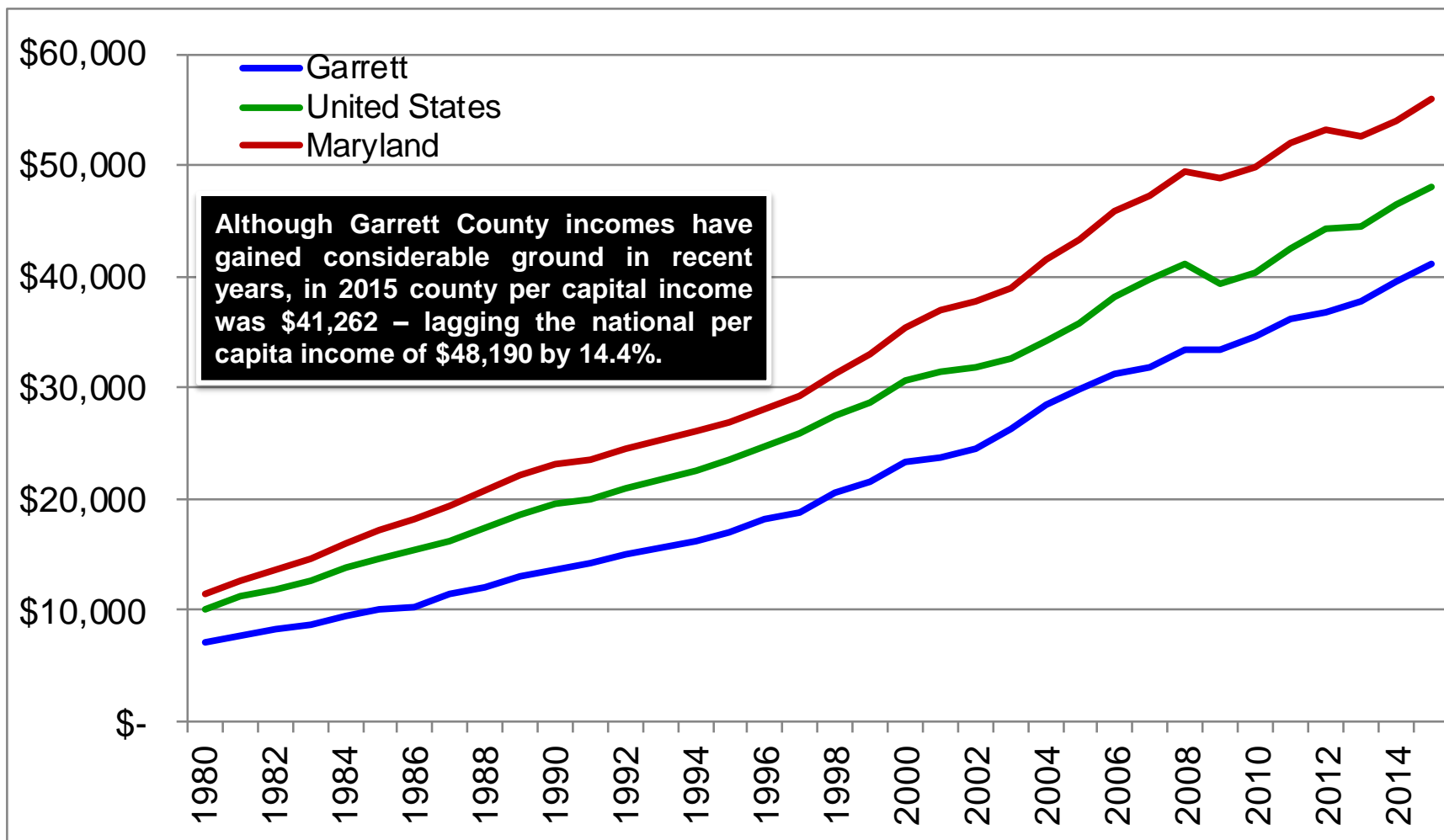
– Nearest Commercial Airports	
– Pittsburgh International (PIT)	Distance – 126 miles
– Baltimore-Washington International (BWI)	Distance - 182 miles
– Washington-Dulles International (IAD)	Distance – 171 miles

Source: MapQuest

Population



Per Capita Personal Income



Workforce

- Historically high unemployment rates mean there is a readily available labor force.
- When evaluating workforce demographics, keep in mind that the workforce is regional in nature.
- Area residents routinely commute 25+ miles for good paying jobs.
- Manufacturing labor rates in Garrett County are very affordable compared to other jurisdictions.
- Underemployment is widespread.
- A large number of people would relocate to the area if good jobs were available.

Wage Rates

- Entry-level wages for manufacturing companies average between \$7.50 and \$9.00 per hour.
- Semi-skilled wages for manufacturing companies average between \$9.50 and \$12.00 per hour.
- Skilled/professional wages for manufacturing companies average between \$12.50 and \$17.00 per hour
- Wage rates shown do not include benefits.

Quality

- The Garrett County workforce has a reputation for having an excellent work ethic.
- Absenteeism and turnover rates are very low for employers offering good wages and benefits.
- The local skill base is well suited for light manufacturing and assembly.
- Garrett County boasts one of the top school systems in the State of Maryland

Major Private Sector Employers

Employer	Employees	Product/Services
Beitzel Corporation/Pillar Innovations	286	Metal fabrication, excavating & mine equipment manufacture
Wal-Mart of MD, Inc.	270	Retail sale – consumer products
Wisp Resort	200*	4-season resort
Goodwill Retirement Community	189	Short & long-term nursing care
First United Corporation	180	Banking & insurance services
ClosetMaid Corporation	178	Storage & shelving product manufacture
Uno Chicago Grill/Arrowhead Deli/Garrett 7 Cinema	156	Restaurant; deli/convenience store & movie theater
Umbel & Umbel	152	Restaurant, groceries, consumer goods & construction
Pine Lodge Steakhouse/Smiley's Fun Zone	152	Restaurant & entertainment
GMS/Pioneer Conveyor/Garrett Industrial Supply	135	Mine repair /maintenance, conveyor manufacturing & industrial supply
Railey Mt. Lake Vacations	130	Real estate management
Dennett Road Manor, Inc.	125	Short & long-term nursing care
Lowes Home Improvement Center	118	Retail sale – building materials & supplies
Oakland Nursing & Rehab Center	116	Short & long-term nursing care
Garrett Container Systems, Inc.	110	Aluminum shipping containers & accessories
Global Hardwoods/Wood Products, Inc.	100	Kiln-dried hardwood lumber manufacturer
Phenix Technologies, LLC	95	High-voltage test equipment manufacture
Total Biz Fulfillment, Inc.	90	Order fulfillment services
Fechheimer	68	Uniform manufacture
Morningstar, Inc.	68	IT & administrative support; software development
Rigidply Rafters	65	Roof & floor trusses
GCC Technologies, LLC	60	IT & administrative support

**Increases to approximately 600 during winter ski season*

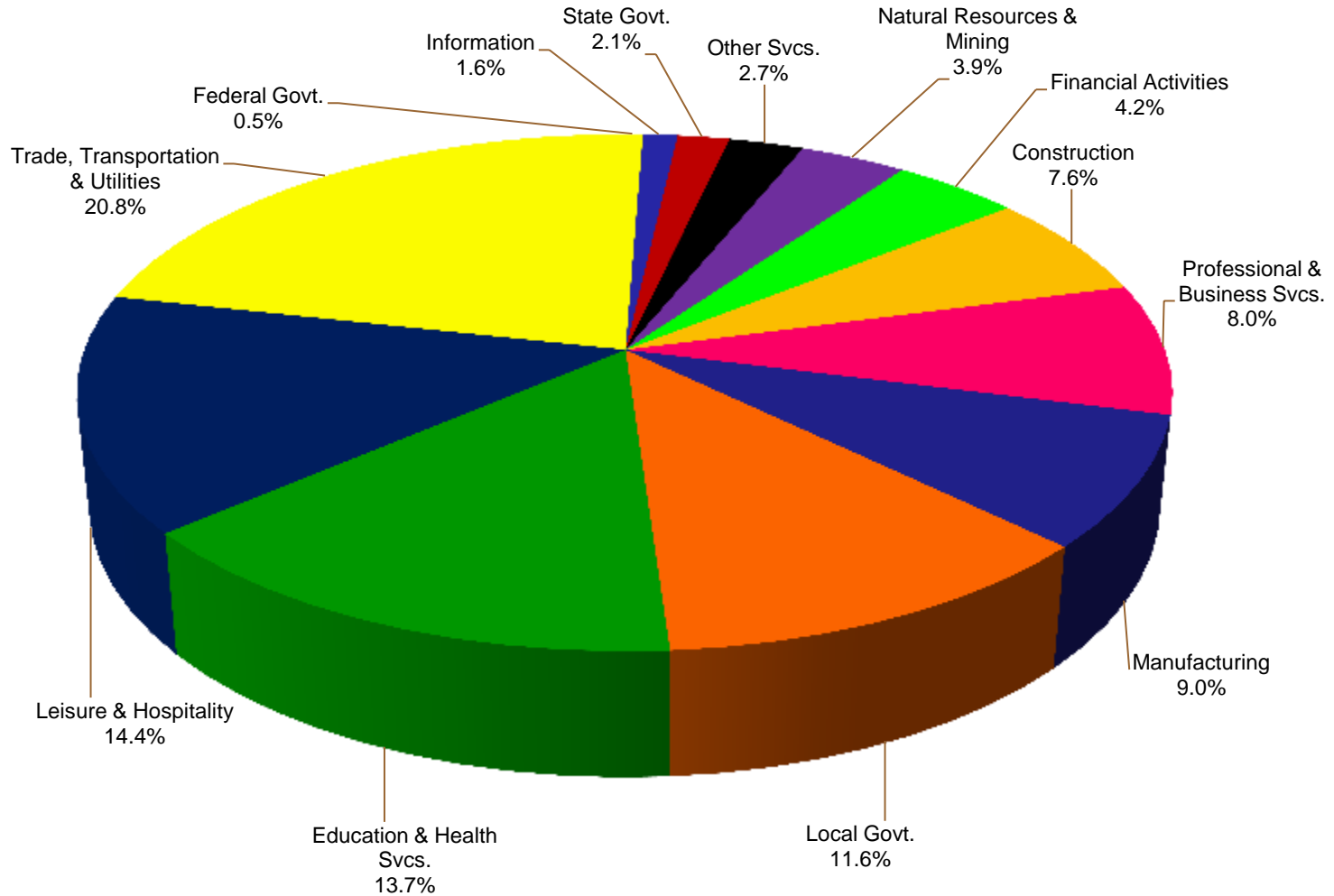
Sources: Human Resource Offices, Individual Employers, as of December 31, 2016

Employment by Sector (2015 Annual Averages)

Industry	Garrett County			Maryland
	Average Annual Employment	Percent of Total Employment	Average Weekly Wage	Average Weekly Wage
Government Employment	1,667	14.1%	\$ 790	\$ 1,298
Federal	66	0.5%	\$ 1,043	\$ 1,864
State	246	2.1%	\$ 809	\$ 1,100
Local	1,355	11.5%	\$ 774	\$ 1,042
Private Employment	10,139	85.9%	\$ 613	\$ 1,054
Natural Resources/Mining	459	3.9%	\$ 1,058	\$ 759
Construction	951	8.0%	\$ 770	\$ 1,157
Manufacturing	1,060	9.0%	\$ 754	\$ 1,410
Trade/Transportation/Utilities	2,453	20.8%	\$ 553	\$ 850
Information	185	1.6%	\$ 548	\$ 1,615
Financial Activities	495	4.2%	\$ 577	\$ 1,662
Professional/Business Services	892	7.6%	\$ 745	\$ 1,424
Educational/Health Services	1,706	14.4%	\$ 652	\$ 995
Leisure/Hospitality	1,615	13.7%	\$ 299	\$ 415
Other Services	323	2.7%	\$ 595	\$ 753
Unclassified	0	0%	N/A	N/A
Total	11,806	100.0%	\$ 638	\$ 1,100

Source: Maryland Department of Labor, Licensing & Regulation, Employment & Payrolls,
2015 Annual Averages (farm wages not available)

Employment by Sector (2015 Annual Averages)



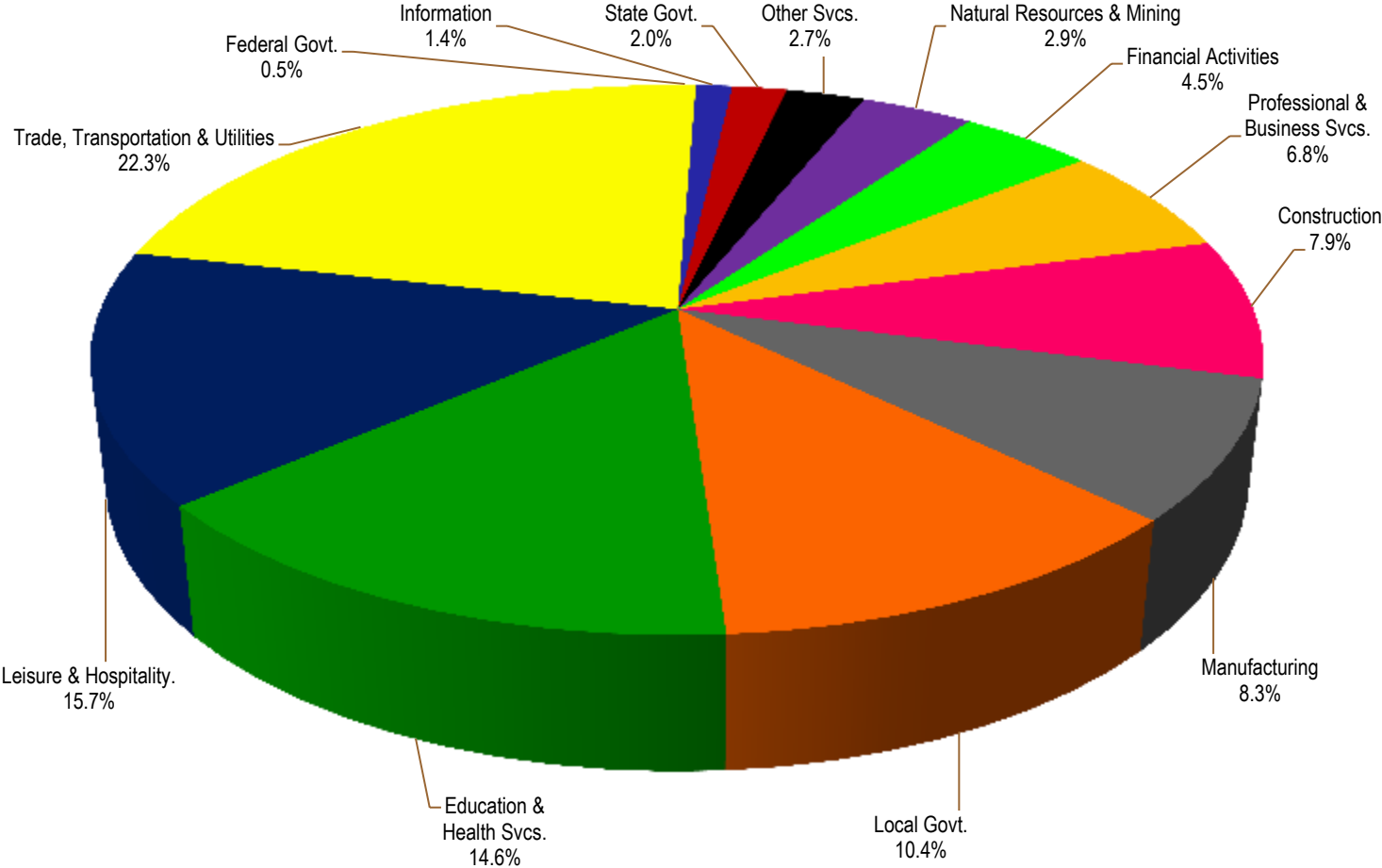
Source: Maryland Department of Labor, Licensing & Regulation, Employment & Payrolls, 2015 Annual Averages (farm wages not available)

Employment by Sector (2016 Third Quarter Averages)

Industry	Garrett County			Maryland
	Average Quarterly Employment	Percent of Total Employment	Average Weekly Wage	Average Weekly Wage
Government Employment	1,542	12.9%	\$ 796	\$ 1,391
Federal	63	0.5%	\$ 1,156	\$ 2,048
State	234	2.0%	\$ 803	\$ 1,105
Local	1,245	10.4%	\$ 776	\$ 1,074
Private Employment	10,414	87.1%	\$ 624	\$ 1,067
Natural Resources/Mining	341	2.9%	\$ 1,224	\$ 778
Construction	946	7.9%	\$ 789	\$ 1,221
Manufacturing	988	8.3%	\$ 751	\$ 1,405
Trade/Transportation/Utilities	2,666	22.3%	\$ 553	\$ 870
Information	169	1.4%	\$ 633	\$ 1,615
Financial Activities	541	4.5%	\$ 586	\$ 1,547
Professional/Business Services	809	6.8%	\$ 752	\$ 1,403
Educational/Health Services	1,749	14.6%	\$ 728	\$ 1,050
Leisure/Hospitality	1,880	15.7%	\$ 329	\$ 450
Other Services	325	2.7%	\$ 591	\$ 808
Unclassified	0	0%	N/A	N/A
Total	11,956	100.0%	\$ 646	\$ 1,123

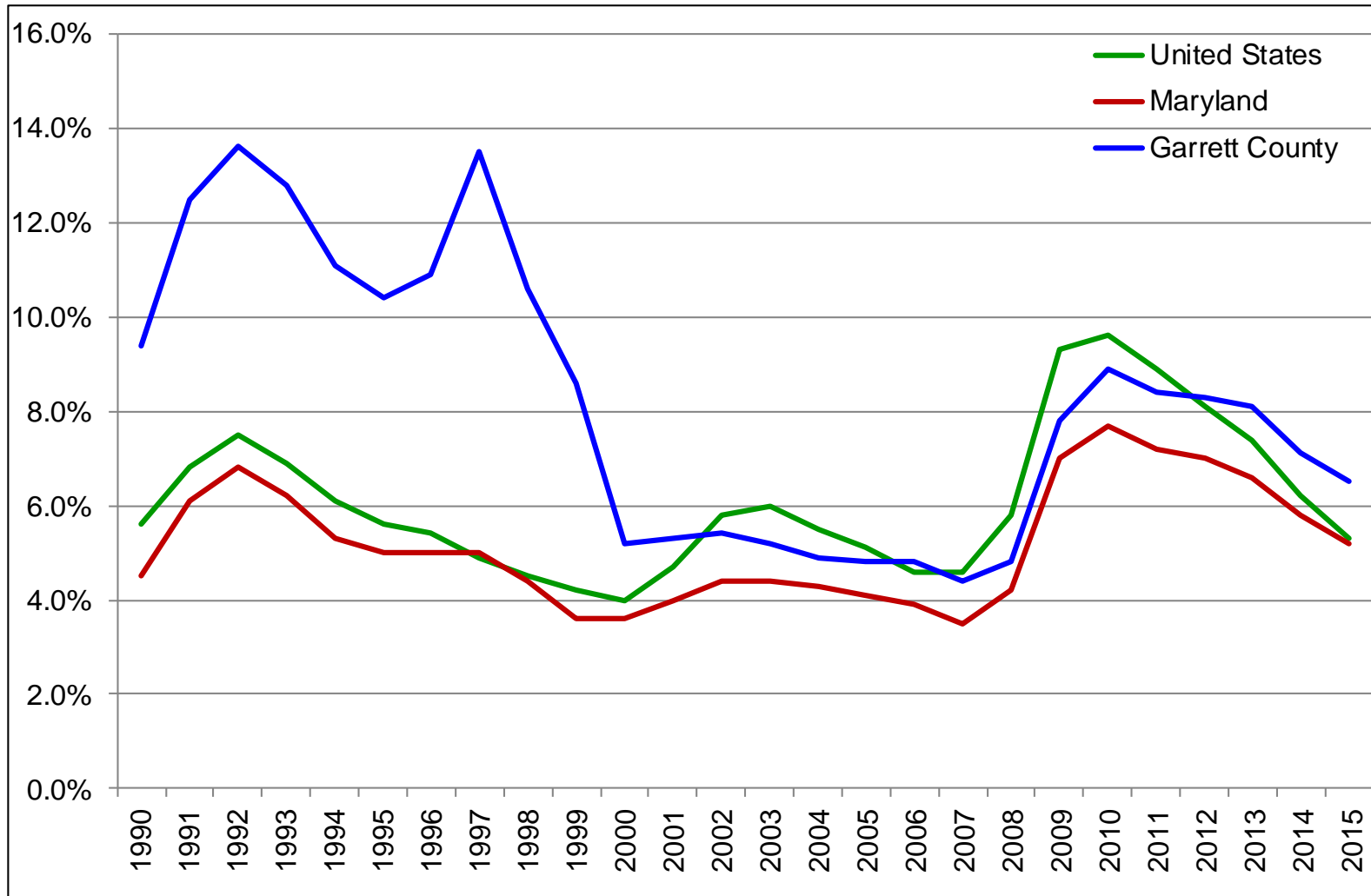
Source: Maryland Department of Labor, Licensing & Regulation, Employment & Payrolls,
2016 Third Quarter Averages (farm wages not available)

Employment by Sector (2016 Third Quarter Averages)

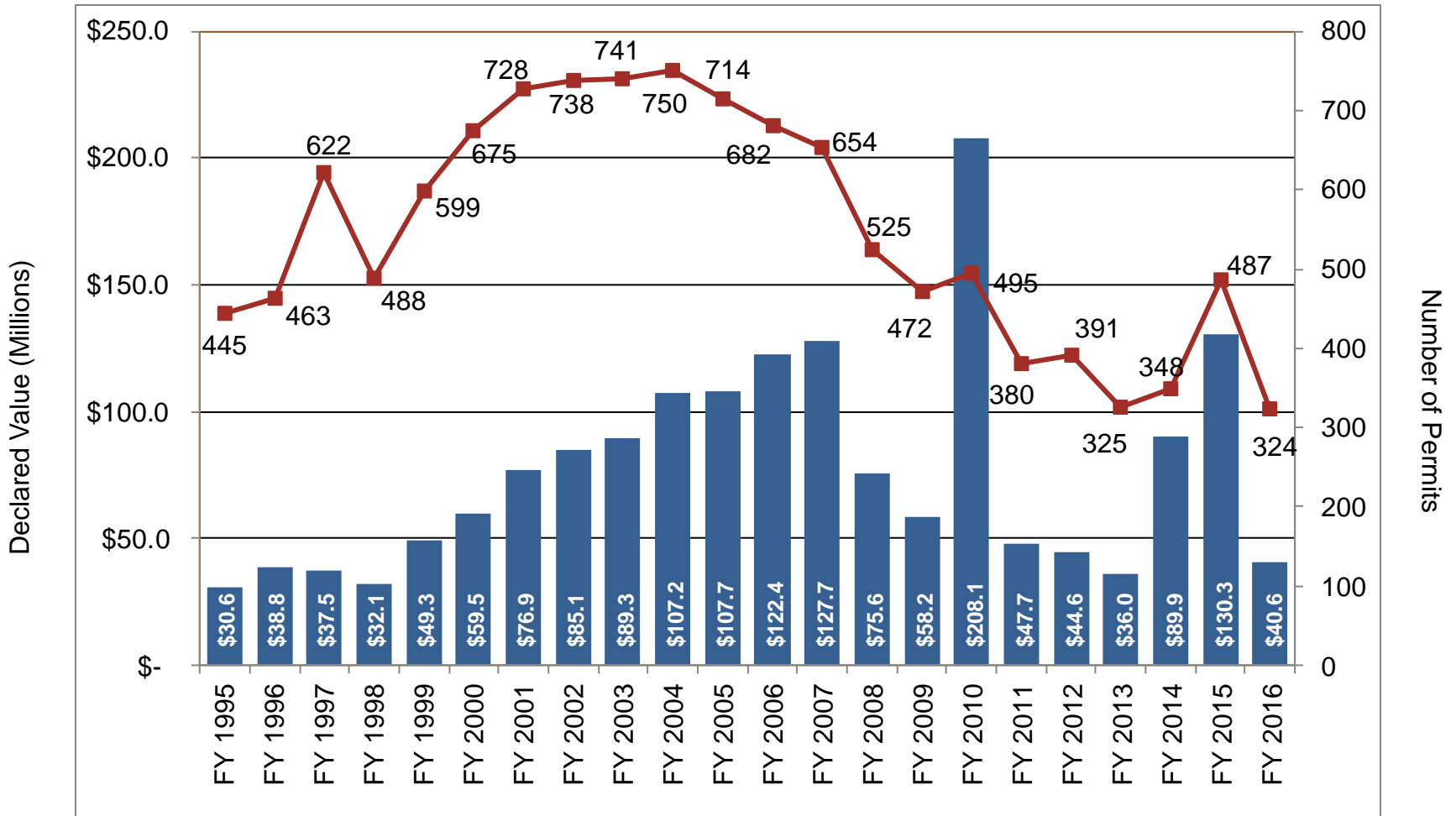


Source: Maryland Department of Labor, Licensing & Regulation, Employment & Payrolls, 2016 Third Quarter Averages (farm wages not available)

Annual Unemployment



Building Permits (1995 – 2016)



Housing – New Home Builds (Single Family Homes)

Entire County			
	2016 Annual	2014 Annual	Percentage of Change
No. of Builds	43	81	(46.9%)
Builder Declared Value	\$ 16.8	\$ 30.5	(44.9%)
Average Declared Value	\$ 391,133	\$ 376,850	3.8%

Deep Creek Lake Watershed			
	2016 Annual	2014 Annual	Percentage of Change
No. of Builds	23	37	(37.8%)
Builder Declared Value	\$ 12.6	\$ 20.3	(37.9%)
Average Declared Value	\$ 547,549	\$ 549,963	(0.4%)

Balance of County			
	2016 Annual	2014 Annual	Percentage of Change
No. of Builds	20	44	(54.5%)
Builder Declared Value	\$ 4.2	\$ 10.2	(58.8%)
Average Declared Value	\$ 211,254	\$ 231,279	(8.6%)

Housing – Existing Home Sales

Entire County			
	2016 Annual	2014 Annual	Percentage of Change
No. of Sales	628	577	8.8%
Total Sales Value	\$ 148.9 mil	\$ 155.5 mil	(4.2%)
Average Sales Price	\$ 237,102	\$ 269,497	(12.0%)

District No. 18 (Deep Creek Lake)			
	2016 Annual	2014 Annual	Percentage of Change
No. of Sales	226	229	(1.3%)
Total Sales Value	\$ 96.9 mil	\$ 104.8 mil	(7.5%)
Average Sales Price	\$ 428,761	\$ 457,642	(6.3%)

Balance of County			
	2016 Annual	2014 Annual	Percentage of Change
No. of Sales	402	348	15.5%
Total Sales Value	\$ 52.0 mil	\$ 50.7 mil	2.6%
Average Sales Price	\$ 129,353	\$ 145,690	(11.2%)

Source: MD Department of Assessments & Taxation

Housing – Residential Land Sales

Entire County			
	2016 Annual	2014 Annual	Percentage of Change
No. of Sales	278	400	(30.5%)
Total Sales Value	\$ 16.3 mil	\$ 34.0 mil	(52.0%)

District No. 18 (Deep Creek Lake)			
	2016 Annual	2014 Annual	Percentage of Change
No. of Sales	109	185	(41.1%)
Total Sales Value	\$ 9.2 mil	\$ 20.8 mil	(55.8%)

Balance of County			
	2016 Annual	2014 Annual	Percentage of Change
No. of Sales	135	215	(37.2%)
Total Sales Value	\$ 7.1 mil	\$ 13.2 mil	(46.2%)

Education

High School Graduates

- Garrett County: 93.5%
- 9-county region: 92.3%

Source: Maryland State Board of Education

Annual regional high school graduates > 4,200

Sources: Maryland, Pennsylvania & West Virginia State Boards of Education – 2014-2015 School Year

Area Post-Secondary Schools

- Garrett College
- Allegany College
- Frostburg State University
- Potomac State College
- West Virginia University
- Career Technology Training Center

Bachelor's Degree & Higher

- Garrett County: 19.0%
- 9-county region: 15.0%

Source: U.S. Census Bureau, 2011-2015 ACS 5-Year Estimates

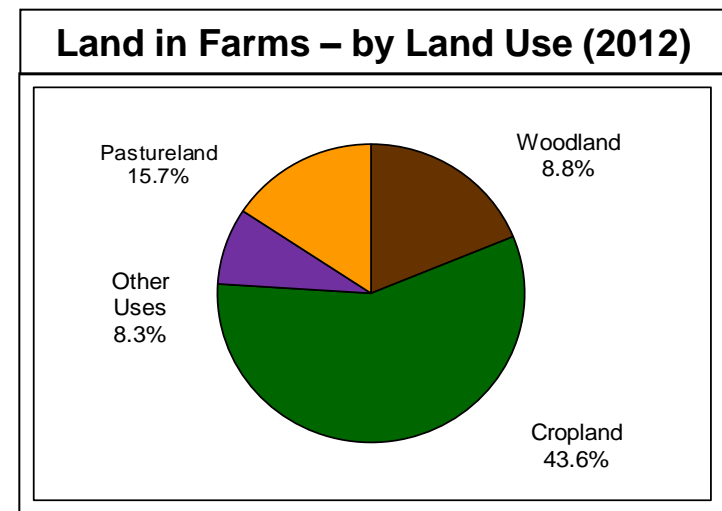
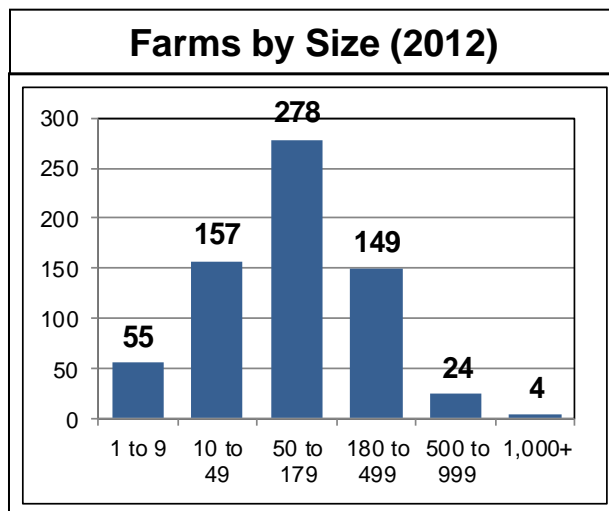
Agriculture

Number of Farms	
Year	Number
2012	667
2007	677

Average Size of Farm (Acres)	
Year	Acres
2012	143
2007	141

Land in Farms (Acres)	
Year	Acres
2012	95,197
2007	95,514

Market Value of Products Sold			
Year	Crop Sales	Livestock Sales	Average per Farm
2012	\$ 10,923,000	\$ 20,538,400	\$ 47,168
2007	\$ 6,465,000	\$ 19,261,000	\$ 38,000



Taxes and Incentives

Tax Rates

- Real Property Tax Rate (per \$100 assessed value)
 - County - \$0.99
 - State - \$0.112
 - Municipalities – Range \$0.200 to \$0.472
- Local Income Tax Rate – 0.265%
- Corporate Income Tax Rate – 8.25%
- Maryland Sales & Use Tax Rate – 6%
- Inventory Tax Rate – None
- Business Personal Property Tax Rate (per \$100 assessed value)
 - County – None
 - Municipalities – Range \$0.00 to \$1.20

Incentives

- Garrett County Business Real Property Tax Credit
- Maryland Enterprise Zone Tax Credits
 - Real Property Tax Credits
 - Income Tax Credits
- Maryland Job Creation Tax Credit
- Training Assistance
 - Maryland Business Works
- SBA HUB Zone-Designated County

The business may qualify for other local, regional, state or federal business assistance programs.

For additional information, please contact:

Garrett County Department of Economic Development
Frederick A. Thayer, III Courthouse
203 South Fourth Street, Room 208
Oakland, Maryland 21550
PH: (301) 334-1921 ● FX: (301) 334-7469
Email: economicdevelopment@garrettcountry.org
Website: www.gcedonline.com

