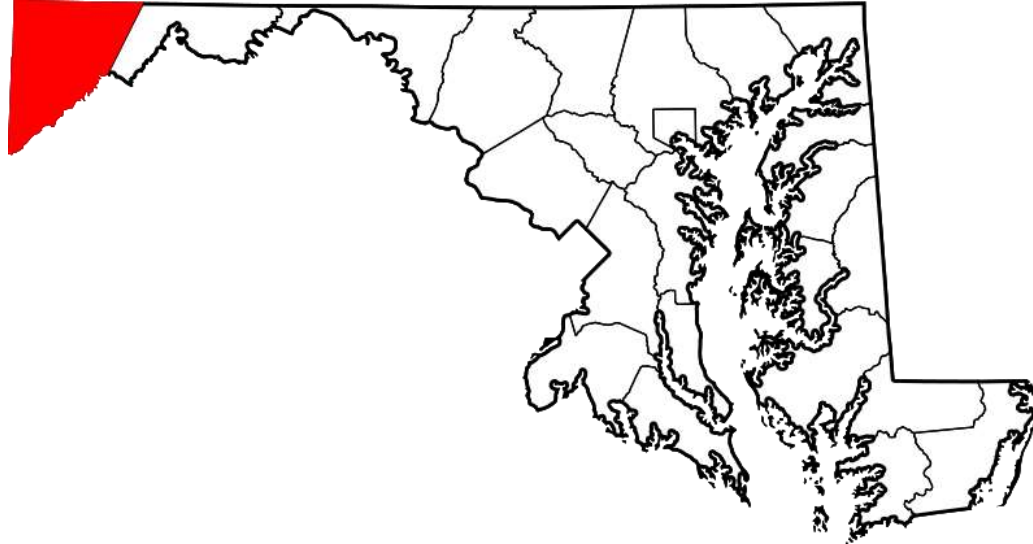




GARRETT COUNTY DATA SUMMARY



Nestled in the mountains of Western Maryland, Garrett County features high elevations—and higher opportunities for prosperity. Lured by an abundance of resources and natural beauty, nearly 900 businesses elevate their workforce—and profit margins—in Garrett County. Boasting a solid workforce and affordable real estate, Garrett County blends modern conveniences with country living. Efficient by design, our technology and transportation infrastructure redefine rural life, offering convenience and proximity to key markets.

In Garrett County, we're reinventing rural. Mindful of our agrarian roots, we support the organic growth of innovation. Our businesses are inventive and are reinventing rural.

Visit: www.reinventingrural.com or www.gcedonline.com to learn more.

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: 30,014
- Total Households: 11,974
- Average Household Size: 2.45
- Average Family Size: 2.96
- Median Household Income: \$45,206
- Mean Household Income: \$60,778
- Per Capita Income: \$24,932
- Approx. 32 million people reside within a 200-mile radius of Garrett County

Source: U.S. Census Bureau, 2009-2013 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

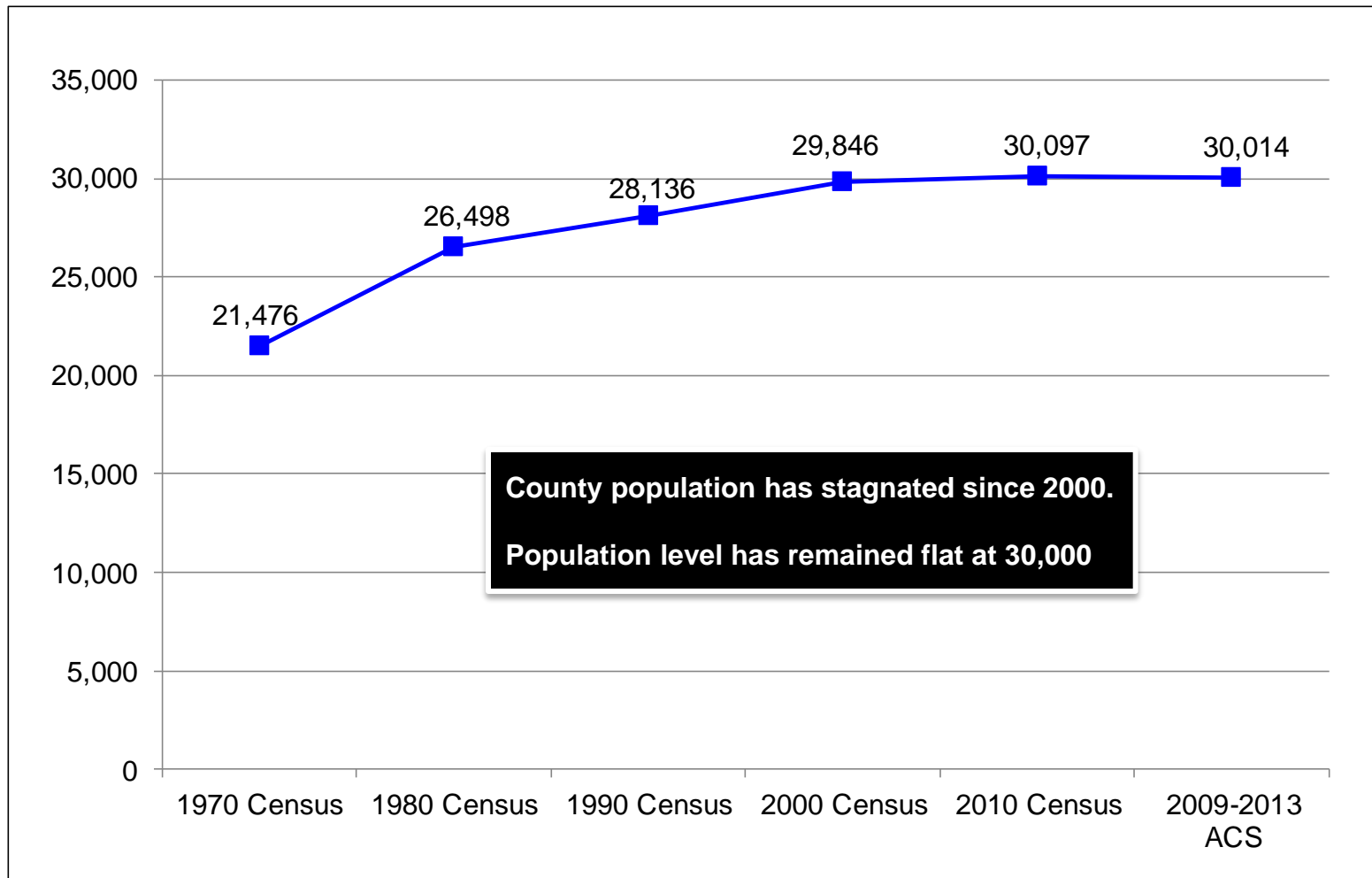


(Distance From McHenry, MD)	
– Port	
– Port of Baltimore	
– Foreign Trade Port	
– Distance – 182 miles	
– Nearest Interstate Highway	
– Interstate 68	
– Distance – 25 miles	

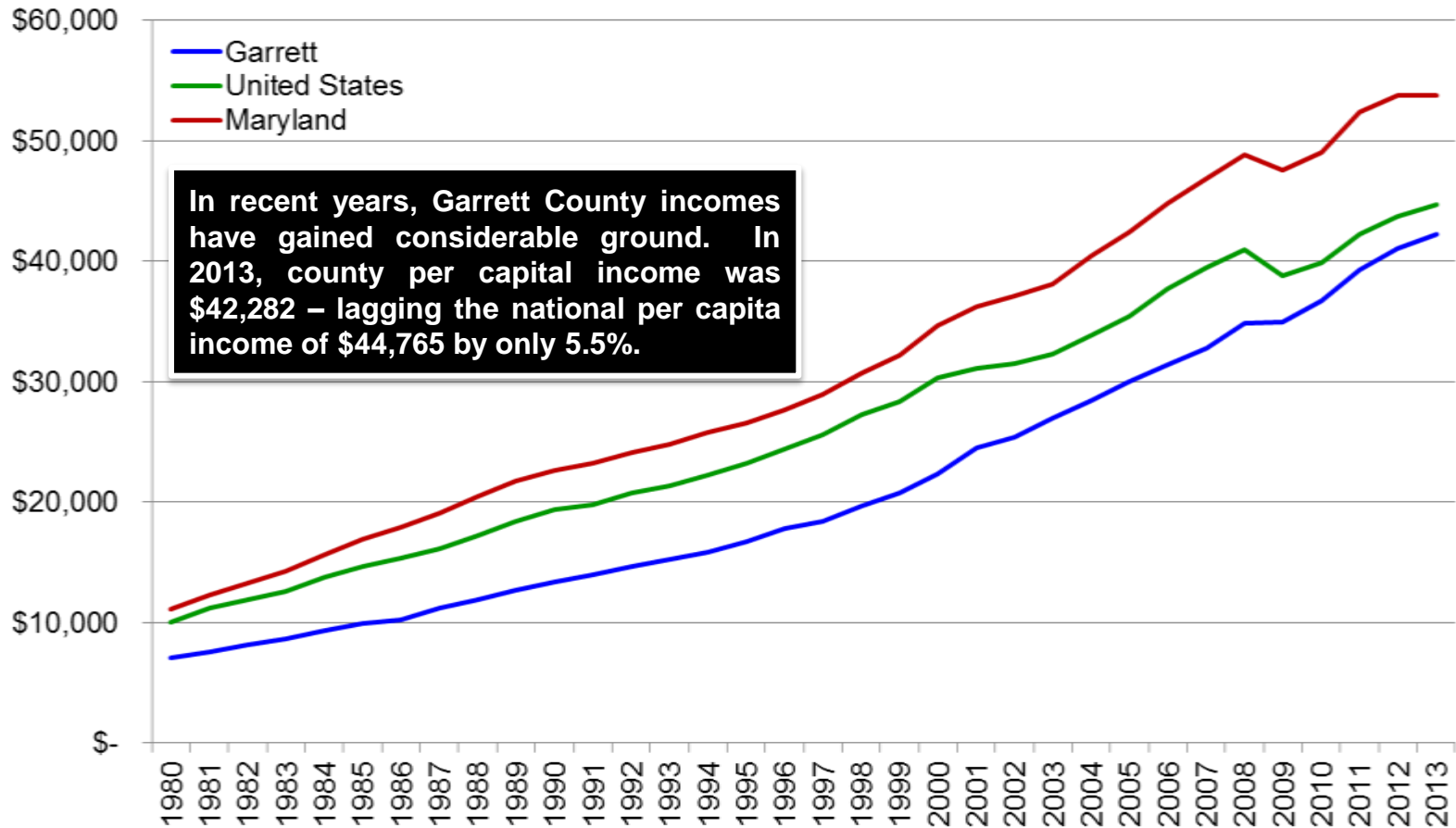
– Nearest Commercial Airports
– Pittsburgh International (PIT) Distance – 126 miles
– Baltimore-Washington International (BWI) Distance - 182 miles
– Washington-Dulles International (IAD) Distance – 171 miles

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	280	Metal fabrication, excavating & mine equipment manufacture
Wal-Mart of MD, Inc.	270	Retail sale – consumer products
First United Corporation	217	Banking & insurance services
Wisp Resort	200*	4-season resort
Goodwill Retirement Community	189	Short & long-term nursing care
ClosetMaid Corporation	162	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
Garrett Container Systems, Inc.	125	Aluminum shipping containers & accessories
Lowes Home Improvement Center	118	Retail sale – building materials & supplies
Oakland Nursing & Rehab Center	116	Short & long-term nursing care
Phenix Technologies, LLC	109	High-voltage test equipment manufacture
Global Hardwoods/Wood Products, Inc.	100	Kiln-dried hardwood lumber manufacturer
Pillar Innovations, LLC	99	Mine equipment manufacture
Total Biz Fulfillment, Inc.	97	Order fulfillment services
Fechheimer	68	Uniform manufacture
Morningstar, Inc.	65	IT & administrative support; software development
Rigidply Rafters	65	Roof & floor trusses
GCC Technologies, LLC	63	IT & administrative support

**Increases to approximately 600 during winter ski season*

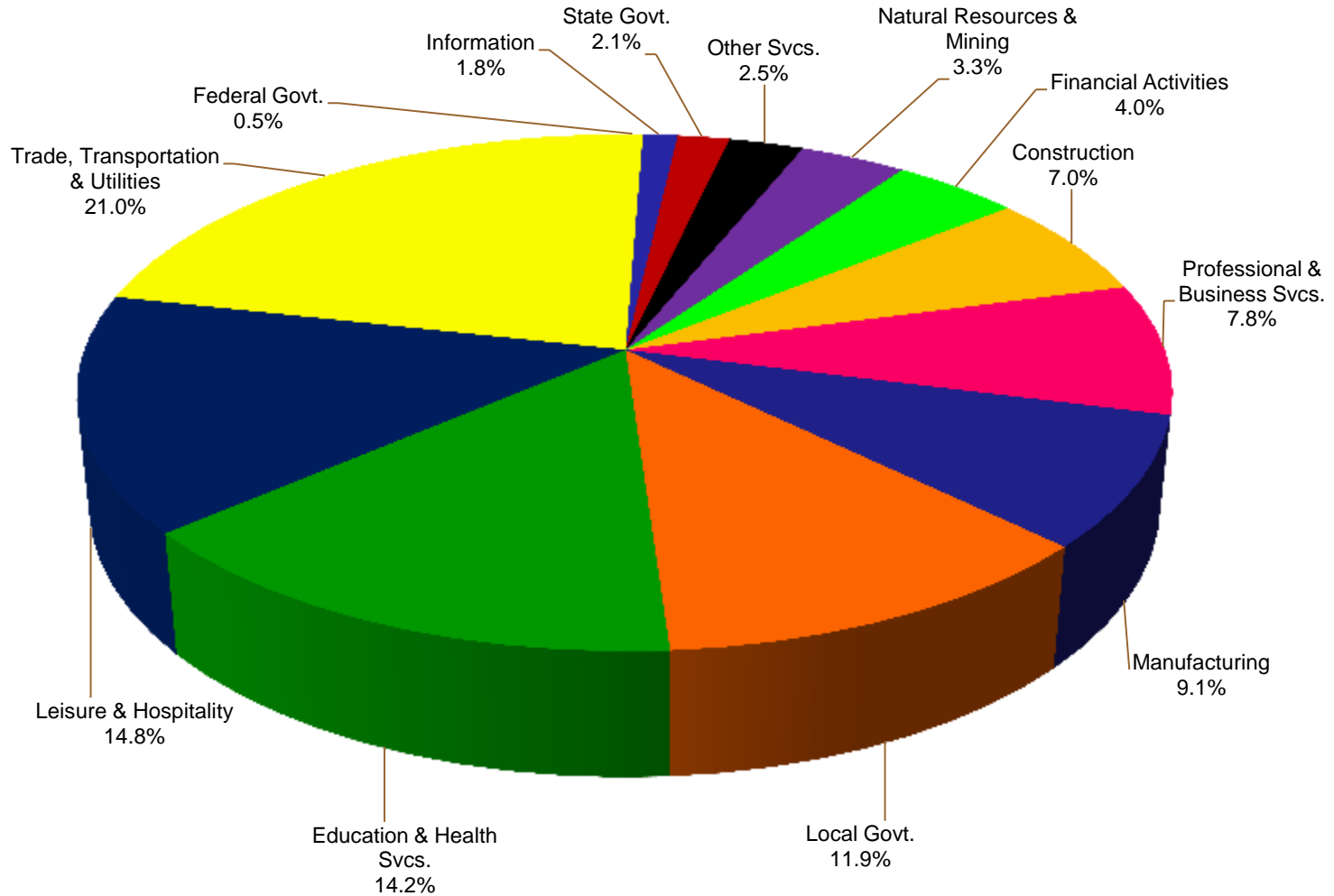
Sources: Human Resource Offices, Individual Employers

Employment by Sector (2013 Annual Averages)

Industry	Garrett County			Maryland
	Average Annual Employment	Percent of Total Employment	Average Weekly Wage	Average Weekly Wage
Government Employment	1,693	14.5%	\$ 770	\$ 1,210
Federal	62	0.5%	\$ 1,003	\$ 1,733
State	240	2.1%	\$ 788	\$ 1,010
Local	1,391	11.9%	\$ 756	\$ 980
Private Employment	9,972	85.5%	\$ 580	\$ 999
Natural Resources/Mining	380	3.3%	\$ 1,056	\$ 728
Construction	812	7.0%	\$ 761	\$ 1,079
Manufacturing	1,065	9.1%	\$ 764	\$ 1,331
Trade/Transportation/Utilities	2,452	21.0%	\$ 512	\$ 799
Information	213	1.8%	\$ 527	\$ 1,560
Financial Activities	472	4.0%	\$ 483	\$ 1,545
Professional/Business Services	912	7.8%	\$ 545	\$ 1,364
Educational/Health Services	1,658	14.2%	\$ 601	\$ 938
Leisure/Hospitality	1,721	14.8%	\$ 279	\$ 389
Other Services	287	2.5%	\$ 549	\$ 707
Unclassified	0	0%	N/A	N/A
Total	11,665	100.0%	\$ 607	\$ 1,040

Source: Maryland Department of Labor, Licensing & Regulation, Employment & Payrolls,
2013 Annual Averages (farm wages not available)

Employment by Sector (2013 Annual Averages)



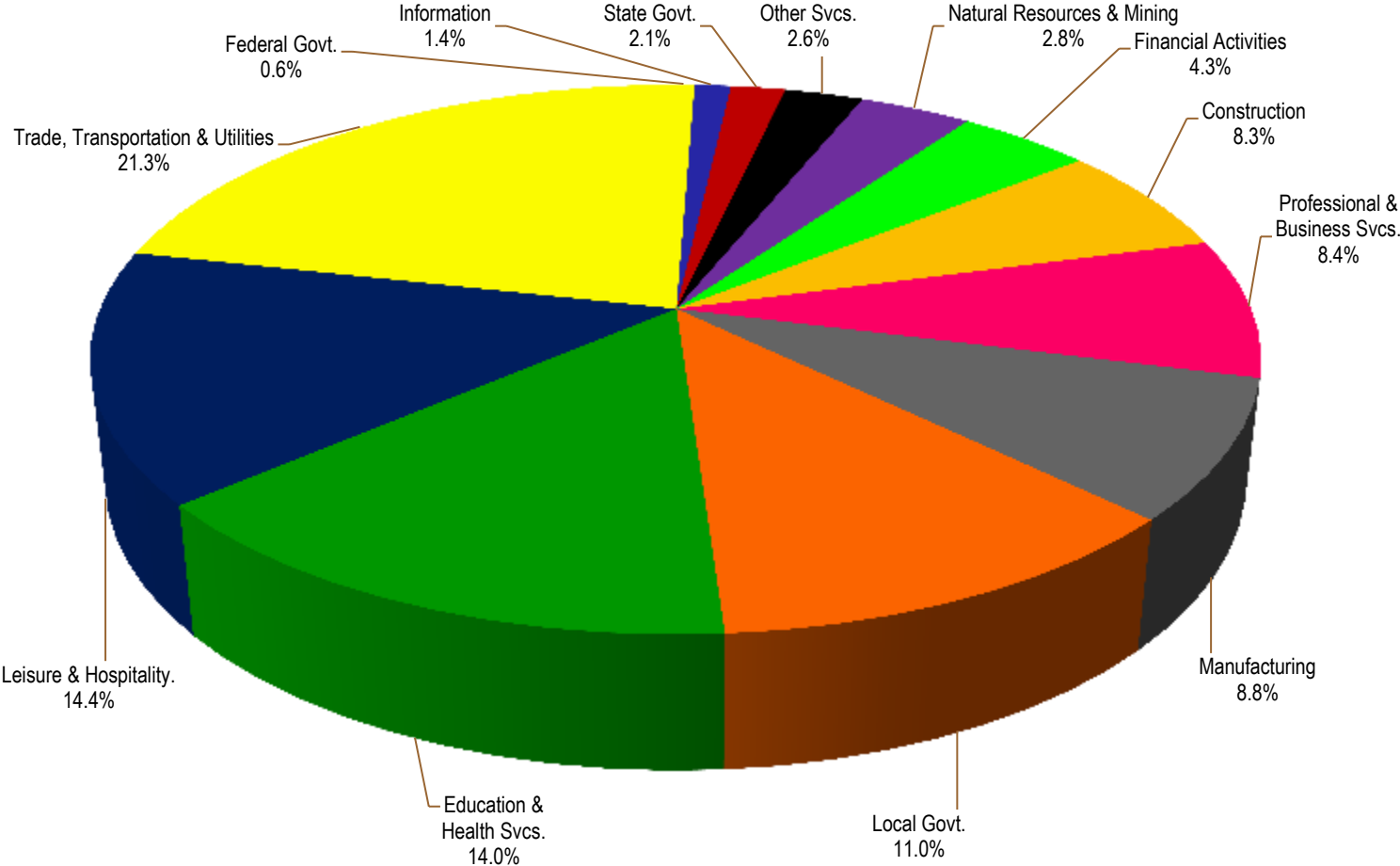
Source: Maryland Department of Labor, Licensing & Regulation, Employment & Payrolls, 2013 Annual Averages (farm wages not available)

Employment by Sector (2014 Third Quarter Averages)

Industry	Garrett County			Maryland
	Average Quarterly Employment	Percent of Total Employment	Average Weekly Wage	Average Weekly Wage
Government Employment	1,596	13.7%	\$ 829	\$ 1,310
Federal	65	0.6%	\$ 1,000	\$ 1,952
State	249	2.1%	\$ 869	\$ 1,143
Local	1,282	11.0%	\$ 811	\$ 966
Private Employment	10,093	86.3%	\$ 572	\$ 983
Natural Resources/Mining	331	2.8%	\$ 964	\$ 701
Construction	965	8.3%	\$ 738	\$ 1,104
Manufacturing	1,026	8.8%	\$ 681	\$ 1,288
Trade/Transportation/Utilities	2,490	21.3%	\$ 534	\$ 799
Information	166	1.4%	\$ 578	\$ 1,504
Financial Activities	508	4.3%	\$ 556	\$ 1,377
Professional/Business Services	984	8.4%	\$ 697	\$ 1,331
Educational/Health Services	1,640	14.0%	\$ 601	\$ 969
Leisure/Hospitality	1,684	14.4%	\$ 318	\$ 399
Other Services	299	2.6%	\$ 508	\$ 731
Unclassified	0	0%	N/A	N/A
Total	11,689	100.0%	\$ 605	\$ 1,042

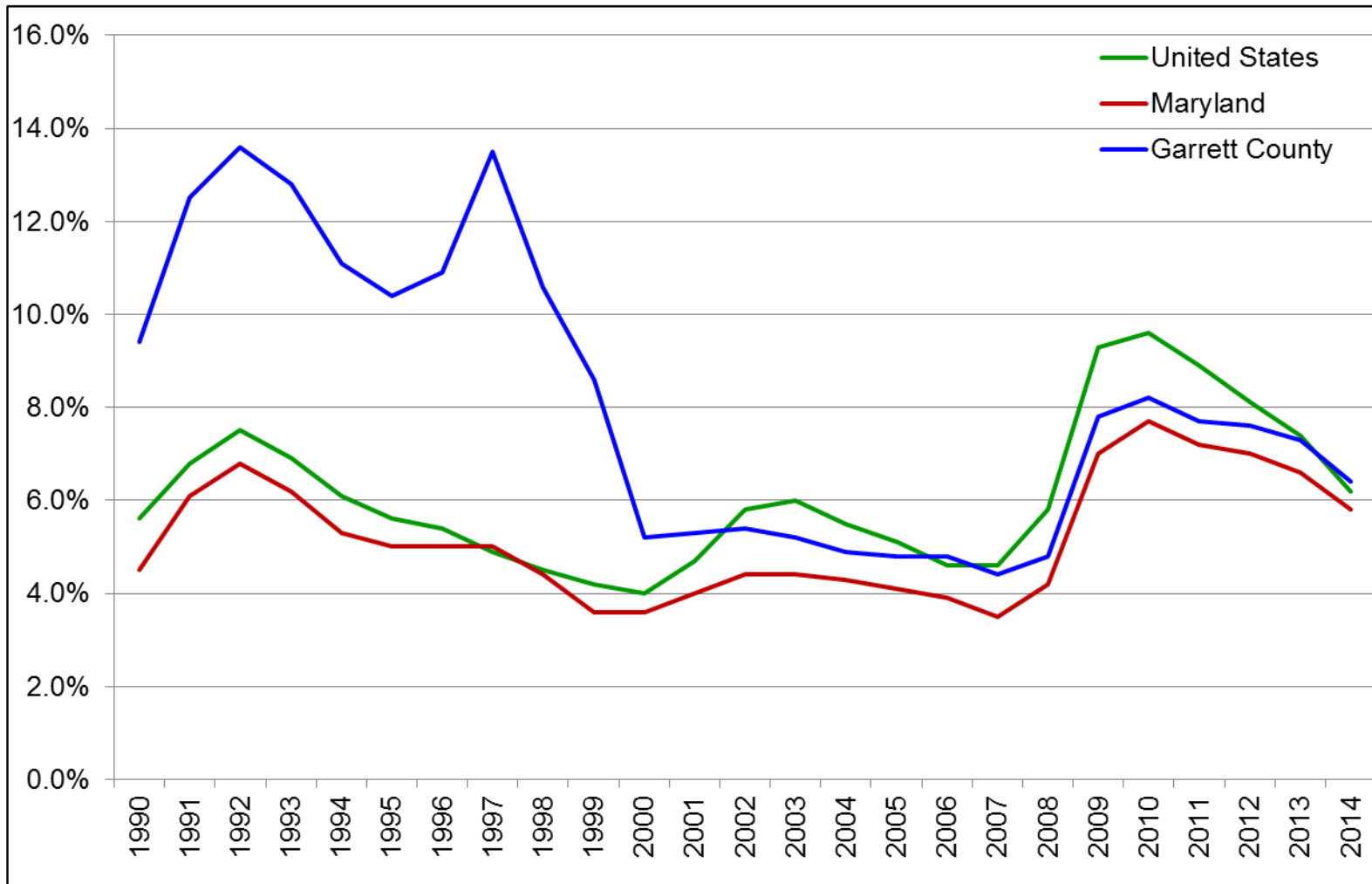
Source: Maryland Department of Labor, Licensing & Regulation, Employment & Payrolls,
2014 Third Quarter Averages (farm wages not available)

Employment by Sector (2014 Third Quarter Averages)

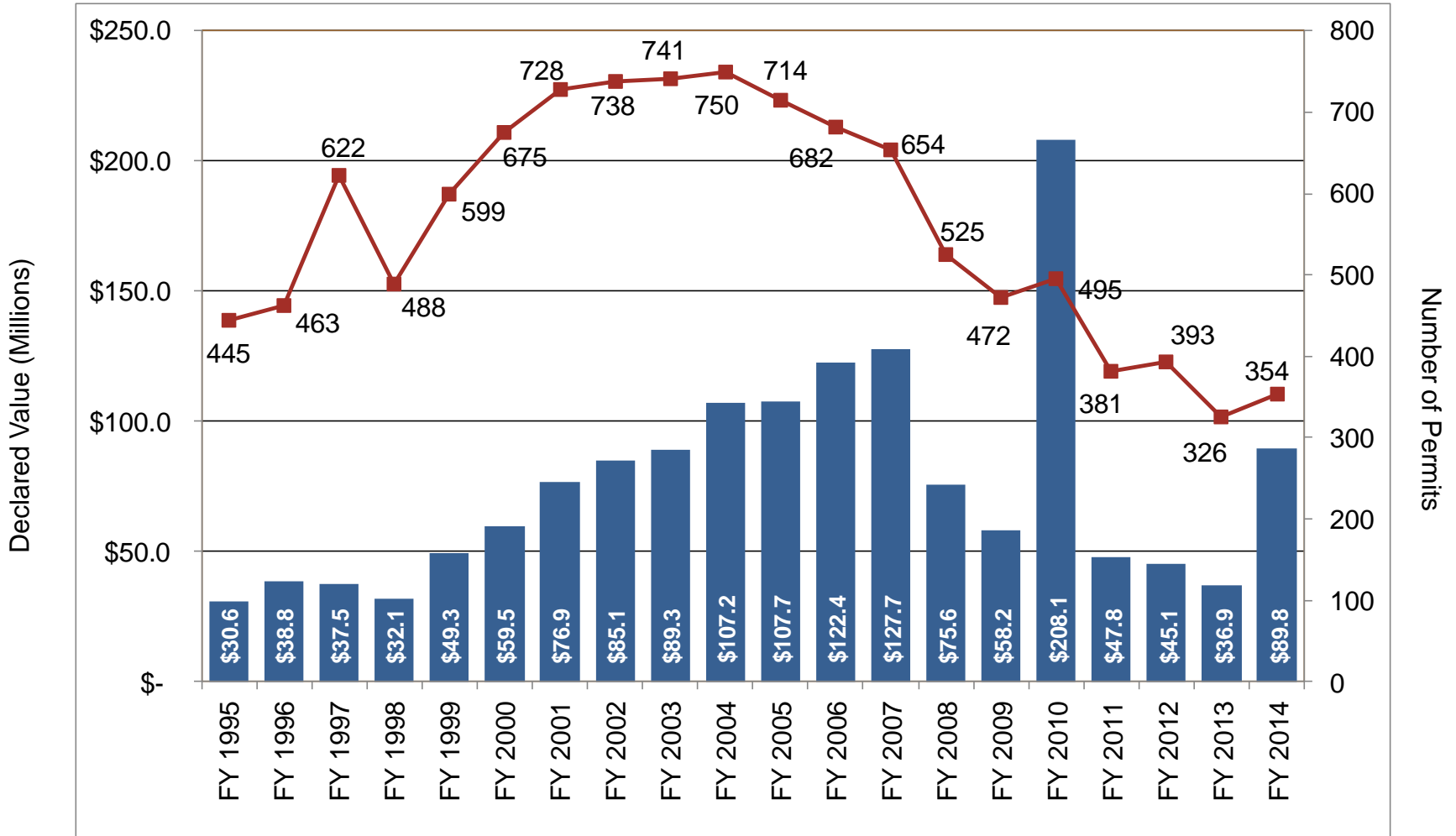


Source: Maryland Department of Labor, Licensing & Regulation, Employment & Payrolls, 2014 Third Quarter Averages (farm wages not available)

Annual Unemployment



Building Permits (1995 – 2014)



Housing – New Home Builds (Single Family Homes)

Entire County			
	2014 Annual	2013 Annual	Percentage of Change
No. of Builds	83	59	+ 40.7%
Builder Declared Value	\$ 30.7	\$ 20.7 mil	+ 48.3%
Average Declared Value	\$ 369,879	\$ 350,847	+ 5.4%

Deep Creek Lake Watershed			
	2013 Annual	2013 Annual	Percentage of Change
No. of Builds	38	35	+ 8.6%
Builder Declared Value	\$ 20.4	\$ 16.6 mil	+ 22.9%
Average Declared Value	\$ 536,842	\$ 474,286	+ 13.2%

Balance of County			
	2013 Annual	2013 Annual	Percentage of Change
No. of Builds	45	24	+ 87.5%
Builder Declared Value	\$ 10.3	\$ 4.1 mil	+ 151.2%
Average Declared Value	\$ 228,889	\$ 170,833	+ 34.0%

Housing – Existing Home Sales

Entire County			
	2014 Annual	2013 Annual	Percentage of Change
No. of Sales	577	507	+ 13.8%
Total Sales Value	\$ 155.5 mil	\$ 132.1 mil	+ 17.7%
Average Sales Price	\$ 269,497	\$ 260,552	+ 3.4%

District No. 18 (Deep Creek Lake)			
	2014 Annual	2013 Annual	Percentage of Change
No. of Sales	229	187	+ 22.5%
Total Sales Value	\$ 104.8 mil	\$ 84.3 mil	+ 24.3%
Average Sales Price	\$ 457,642	\$ 450,802	+ 1.5%

Balance of County			
	2014 Annual	2013 Annual	Percentage of Change
No. of Sales	348	320	+ 8.8%
Total Sales Value	\$ 50.7 mil	\$ 47.8 mil	+ 6.1%
Average Sales Price	\$ 145,690	\$ 149,375	- 2.5%

Housing – Residential Land Sales

Entire County			
	2014 Annual	2013 Annual	Percentage of Change
No. of Sales	400	329	+ 21.6%
Total Sales Value	\$ 34.0 mil	\$ 28.0 mil	+ 21.4%

District No. 18 (Deep Creek Lake)			
	2014 Annual	2013 Annual	Percentage of Change
No. of Sales	185	110	+ 68.2%
Total Sales Value	\$ 20.8 mil	\$ 17.1 mil	+ 21.6%

Balance of County			
	2014 Annual	2013 Annual	Percentage of Change
No. of Sales	215	219	- 1.8%
Total Sales Value	\$ 13.2 mil	\$ 10.9 mil	+ 21.1%

Education

High School Graduates

- Garrett County: 86.8%
- 9-county region: 84.9%

Source: Maryland State Board of Education

Annual regional high school graduates > 4,200

Sources: Maryland, Pennsylvania & West Virginia State Boards of Education

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: 18.3%
- 9-county region: 14.2%

Source: U.S. Census Bureau, 2009-2013 ACS 5-Year Estimates

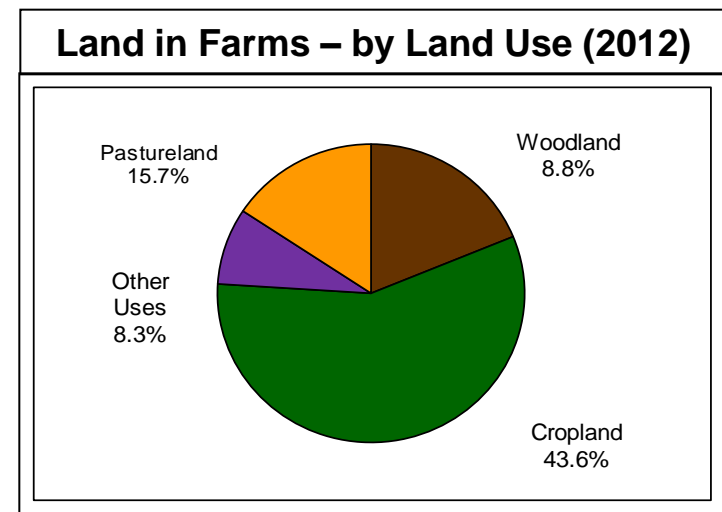
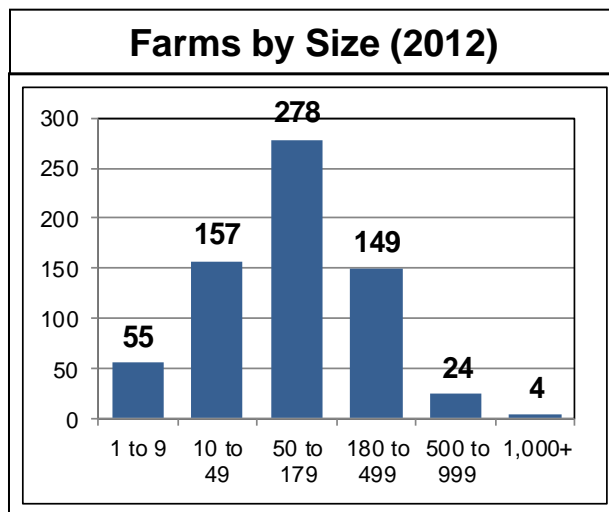
Agriculture

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
- Garrett Information Enterprise Center (GIEC) Real Property Tax Credit
- Maryland Enterprise Zone Tax Credits
 - Real Property Tax Credits
 - Income Tax Credits
- Maryland Job Creation Tax Credit
- Training Assistance
 - Maryland Industrial Training Partnership Program
 - Partnership for Workforce Quality Program
- 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@garrettcounty.org

Website: www.gcedonline.com or www.reinventingrural.com

