

Dorchester County, Maryland's Value Proposition



- Dorchester County is a resort, rural, tranquil community located on the Chesapeake Bay and Chesapeake Bay tributaries; within close proximity to Washington, DC and Metropolitan Baltimore City. Within the region, which boasts 22% of the U.S. Population, are two international airports; major federal facilities including Fort Meade, where Defense Information Systems Agency (DISA) headquarters is located; Wallops Island Flight Facility (Federal aerospace facility); and other major Federal Government entities and Federal laboratories in and around Washington, DC. Finally, Dorchester County is an hour drive from one of the Mid-Atlantic's most popular beach resort cities, Ocean City, Maryland.
- Dorchester County's Resort amenities feature the beautiful [Hyatt Regency Chesapeake Bay Golf Resort Spa, Marina and Conference Center](#)
- The County boasts a superior quality of life, and is an excellent family-oriented community.
- The Entire County is a ["Federally Designated HUBZone"](#), offering firms realistic opportunities to pursue and secure lucrative federal government set-a-side and sole-source contracts.
- Local businesses experience a pro-business climate, with a leadership committed to the success of technology industry-sectors, as well as traditional and innovative-manufacturing/processing industry sectors.
- Dorchester County's new Business and Technology Park located across from the "Cambridge Dorchester Regional Airport" has new water, sewer, and fiber infrastructure, and (14) competitively priced building lots available.
- Local businesses experience comparatively lower operating cost.
- Region has a comparatively low cost of living.
- Region has a comparatively low crime rate.
- Local businesses experience competitive utility rates.
- Businesses may qualify for lucrative state economic development incentives, based on the number of jobs created.
- Local businesses manufacturing and food processing operations have access to significant water capacity.
- Dorchester County possesses a progressive educational system, that features a \$36 million, recently constructed newly opened state-of-the-art [Career and Technology Center](#) to develop and train students for "new economy jobs" in technology and skill-trades professions.
- The County has an excellent regional community college and university system, and a committed, dedicated, and diversely-skilled regional workforce, attracting workers from three contiguous counties, and neighboring states.

www.choosedorchester.org

Table of Contents

Dorchester County, Maryland's Value Proposition	1
Document Overview	2
County Overview	2
The New Dorchester Regional Business and Technology Park.....	3
Other Real Estate Options	3
Quality of Life	3
Dorchester County Major Employers.....	4
Education.....	5
Public School System	5
Regional Private Schools	6
Higher Education.....	6
Utility Rates.....	8
Cost of Living	11
General Demographic Data	11
Crime Rate.....	13
Major Economic Incentives	14

Document Overview

The Dorchester County Economic Development Office provides services that facilitate successful regional economic development business expansion and attraction projects. The following document provides site-location and corporate real estate executives with critical information regarding taxes, infrastructure, labor, incentive programs, utilities, transportation, telecommunications, quality of life, and other key-location factors that facilitate successful location decisions. Additional information may be obtained by calling (410) 228-0155.

County Overview

Dorchester County's more than 740 businesses employ nearly 9,000 workers. An estimated 12 companies employ more than 100 workers. The county's three state Enterprise Zones (the newest one being the new [Dorchester County Regional Technology Park](#)) are located in Cambridge, and Hurlock, the county's most northern region. The Maryland/Delaware Rail line serves the Chesapeake Industrial Park in Cambridge. The County's close proximity to Washington D.C., Baltimore, and Philadelphia, geographically provides local businesses easy access to private and public-sector business development opportunities. Additionally, being located 58 miles from Annapolis, 75 miles from Baltimore, and 82 miles from the nation's capital, easily places businesses within reach of 22% of the U.S. population, via newly constructed and vastly improved state and local highway systems. Four major airports, Baltimore Washington International (BWI), Reagan National, Dulles International and Philadelphia International, serve the region.

The City of Cambridge (the County Seat) continues to be a strategic location for small and midsize businesses. The city's recent [Enterprise Zone Expansion](#), planned [Waterfront Mixed-Use Development](#)

[Project](#), and the new Business and Technology Park are just three reasons why Cambridge is positioned to be the channel for the County's future economic growth. The City of Cambridge's [Maryland Main Street Program](#), provides technical assistance for the revitalization of the downtown Central Business District (CBD). Cambridge recently earned national accreditation by meeting the 10 criteria set forth by the National Main Street Center. Truly, Dorchester County is "growing" business and technology-sectors.

The New Dorchester Regional Business and Technology Park

Through the collaborative effort of Federal, State, County and City agencies, the newly developed 113-acre Dorchester Regional Technology Park, completed in 2012, is located in a federally designated HUBZone, which allow businesses access to unique procurement opportunities with federal government agencies.

New tenants will enjoy full utility services, which includes water, sewer, natural gas, and fiber connection. The park consists of building lots ranging from four to five acres. The County's regional airport has plans to expand the current runway from 4,476 to 5,400 feet to accommodate larger aircraft. The airport location outside of the restricted zone virtually eliminates long waits for take-off and landing.

Other Real Estate Options

A wide range of office, manufacturing, warehouse and distribution, retail space, as well as developed and undeveloped land are available throughout the County. Visit our property search module at www.choosedorchester.org to find readily available properties for sale and lease.

Quality of Life

The County's diverse and dedicated workforce, moderate cost of living, and reputation for an exceptional quality of life that include endless recreational and cultural amenities such as fishing, power boating, sailing, hunting, cycling, and golfing to name a few. Dorchester County is an exceptional place to live, work, play and grow your business.

One of the many recreational and relaxation options in Dorchester County is the [Blackwater National Wildlife Refuge](#), located 12 miles south of Cambridge. [Blackwater National Wildlife Refuge](#) occupies 27,000 acres of land and offers the opportunity to view resident and seasonal birds in their natural environment. The refuge consists of woodland, rich tidal marsh, freshwater ponds and managed cropland, and is one of the chief wintering areas for migrating ducks and Canada geese using the Atlantic Flyway. It's a great place for hiking and biking. Smaller, traditional parks are scattered throughout the County, with the largest being [Great Marsh Park in Cambridge](#), which has a picnic area, play area, beach, fishing, and boat launch, and a well used circular track for exercising. [The Cambridge Marina at Long Wharf Park](#) is a wonderful place to fish, crab, or just relax and enjoy the view and the breeze from the Choptank River. Various other recreational venues are located in Secretary, Church Creek, East New Market, and Vienna. With 1,700 miles of coastline along the Chesapeake Bay, Choptank, Warwick, and Blackwater Rivers, all forms of boating are a popular sport in Dorchester County. From kayaking to sailing on the [Skipjack Nathan](#), to the [Annual Cambridge Regatta Powerboat Racing](#), the options are virtually endless. Team sports are an additional recreational option. From children's T-ball to adult baseball and softball leagues, as well as soccer, tennis, and competitive swimming through the YMCA, and excellent golf course venues featuring the [Hyatt Chesapeake Bay Resort's championship course](#), Dorchester's County quality of life is unsurpassed.

Other Points of interest include the Harriet Tubman Underground Railroad, Dorchester Center for the Arts and other various museums, and beautiful historic districts within towns throughout the county. Special events include the "Taste of Cambridge" annual crab cooking event, the National Outdoor Show, the Grand National Waterfowl Hunt, Wings & Wheels Showcase, and the Annual Seafood Feast-I-Val.

Dorchester County Major Employers

<u><i>Company</i></u>	<u><i>Number Employed</i></u>	<u><i>Product / Service</i></u>	<u><i>Industry</i></u>
Amick Farms	975	Poultry processing	Manufacturing
Hyatt Regency Chesapeake Bay Golf	585	Resort, golf and conference center	Accommodation and food services
Shore Health System	385	Medical services	Health care
Delmarva Community Services	350	Vocational and day habilitation services	Other services
Cambridge International	278	Metal mesh belt & wire cloth	Manufacturing
Wal-Mart	230	Consumer goods	Retail trade
Mallard Bay Care Center	175	Nursing care	Health care
Adventist Behavioral Health System Eastern	150	Medical services	Health care
Bloch & Guggenheimer	112	Food processing	Manufacturing
Genesis HealthCare/ Chesapeake Woods	100	Nursing care	Health care
John W. Tieder	100	Electrical contractor	Professional services
Horn Point Laboratory	98	Fisheries research	Educational services
Interstate Container	97	Corrugated boxes	Manufacturing
Suicide Bridge Restaurant	92	Restaurant	Accommodation and food services
Air Liquide America	70	Calgaz, specialty gases	Manufacturing
Kool Ice & Seafood	70	Seafood processing	Manufacturing
CAMTEC	68	Medical equipment	Manufacturing
Egide USA	68	Electronic packaging	Manufacturing
LWRC International	67	Military firearms	Manufacturing
Perdue Farms	65	Grain and oil seeds	Agriculture
The Mushroom Company	65	Mushroom processing	Manufacturing
Fresh & Green's	60	Groceries	Retail trade
JCR Enterprises	60	Poultry rendering & processing services	Manufacturing
ISG International	55	Insurance	Finance and insurance
National Bank of Cambridge	51	Banking services	Finance and insurance
Cadmus/Cenveo Publisher Services	50	Printing services	Manufacturing
Food Lion	50	Groceries	Retail trade
McDonald's	50	Restaurant	Accommodation and food services
Sensata Technologies	50	Electronic circuit breakers	Manufacturing
Koski Enterprises	48	Warehousing & storage	Transportation and warehousing
GKD-USA	46	Wire mesh	Manufacturing
Warwick Fulfillment Solutions	40	Fulfillment services	Transportation and warehousing
Warwick Manor Behavioral Health	40	Medical services	Health care
Dorchester Lumber	39	Millwork, woodchips, soft wood, lumber	Manufacturing
Protenergy	25	Food processing	Manufacturing

Note: Excludes post offices, state and local governments; includes public higher education institutions.

Education

Public School System

Dorchester County Public Schools

700 Glasgow St.

Cambridge, MD 21613

Phone: 410-228-4747

Regular Local School District Grade: Prekindergarten to Grade 12

13 Schools Students: 4,628 Teachers: 368 Student-Teacher Ratio: 12.57

Highlights of the Dorchester County Public School System DCPS are:

Thirteen Schools

- Two high schools
 - High schools offer a full College preparatory curriculum as well as options in occupational skills.
 - IBM-compatible computers are used in individual and computer labs.
 - Dual enrollment program with Chesapeake College for high school students desiring early college credits

Dorchester Career and Technology Center (DCTC)



The new \$36 million 98,000-square-foot Dorchester Career and Technology Center (DCTC), located next to Cambridge-South Dorchester High School building offers traditional career training programs, and has expanded its curriculum to offer technology training to prepare students for “new economy jobs” in technology and professional careers. The facility accommodates 340 students per year. Through Economic Development Office partnership with education, the Dorchester Career and Technology Center is a potential employee feeder to businesses locating in the new Dorchester County Regional Technology Park.

- School of Technology and Career Center Programs
 - Computer Repair and Networking – (Cisco)
 - Computer Assisted Drafting and Design – (CADD) Simulation and Gaming
 - Interactive Media Production
 - IT Essentials I: PC Hardware and Software
 - IT Essentials II: Network Operating Systems
 - PAI option in the IT Essentials Academy
 - Cisco Network Academy I – Networking Basics Competencies
 - Cisco Network Academy II – Routers and Routing Basics Competencies
 - Cisco Network Professional I – Advanced Networking
 - Food Service
 - Masonry, Carpentry
 - Electrical Operations
 - HVAC
 - Automotive Body
 - Welding
 - Horticulture
 - Medical Services

Regional Private Schools

Countryside Christian School

5333 Austin Rd

Cambridge, MD 21613

Regular Elementary or Secondary School Grade: Prekindergarten to Grade 12

Students: 136 Teachers: 11.00 Student-Teacher Ratio: 12.08

171 days/year - 7 hours/day

College Admissions Rate: 100.00%

Religious Orientation: Yes

Religious Affiliation: Church of Christ

Cambridge Christian Academy (5.3 miles)

612 Locust St

Cambridge, MD 21613

Regular Elementary or Secondary School Grade: Kindergarten to Grade 3

Students: 29 Teachers: 5.00 Student-Teacher Ratio: 7.25

170 days/year - 6 ½ hours/day

Religious Orientation: Yes

Open Bible Academy (5.4 miles)

1619 Race St

Cambridge, MD 21613

Regular Elementary or Secondary School Grade: Prekindergarten to Grade 12

Students: 41 Teachers: 5.00 Student-Teacher Ratio: 7.80

180 days/year - 6 ½ hours/day

College Admissions Rate: 67.00%

Religious Orientation: Yes Religious Affiliation: Christian (no specific denomination)

Visionquest Morning Star Youth Academy (11.8 miles)

1441 Taylors Island Rd

Woolford, MD 21677

Regular Elementary or Secondary School Grade: Grade 9 to Grade 12

Students: 21 Teachers: 3.00 Student-Teacher Ratio: 7.00

234 days/year - 5 hours/day

Religious Orientation: No

Higher Education

Post High School education is offered by Chesapeake College (two-year community college) at both its Cambridge Center and Wye Mills campuses and Sojourner Douglas College. Chesapeake College also provides customized workforce training programs that can be tailored to meet the needs of local businesses.

Salisbury University, Washington College, The University of Maryland Eastern Shore, and the Eastern Shore Higher Education Center located at Chesapeake Colleges' Wye Mills Campus, are institutions of higher learning that offer four-year and advanced degree programs, and are in close proximity to Dorchester County. The Higher Education Center offers upper-division courses towards bachelor's and graduate degrees. The mission of the Center is to promote higher education and economic development in the region by offering a range of postsecondary programs and services in its state-of-the-art facility. Registration is conducted by each credit granting institution. Prospective students typically contact Salisbury University, The University of Maryland Eastern Shore (UMES), The University of Maryland University College (UMUC), or the Regional Training Center, to complete the application and registration process. Students must have an Associate of Arts degree and/or meet program entrance requirements in order to qualify for bachelor's degree programs. Sufficient class enrollment is required to offer listed courses. Official schedules, changes, or cancellations are listed on each home-university's website.

The following degrees and programs are currently offered at the Eastern Shore Higher Education Center:

- [Salisbury University](#)
 - Bachelor's Degree in Elementary Education
 - Bachelor's Degree in Social Work
 - Master's Degree in Educational Leadership
 - Master's Degree in Social Work
 - Master's Degree in Business Administration (MBA)

- [University of Maryland Eastern Shore](#)
 - Bachelor's courses for Trades and Industry Certification
 - Master's courses in Career and Technology Education
 - Work-based Learning Endorsement courses
 - University of Maryland University College (UMUC) (www.umuc.edu)
 - Bachelor's Degree in Business Administration
 - Bachelor's Degree in Criminal Justice
 - The Regional Training Center with credit issued by Gratz College (www.theRTC.net)
 - Master's courses in Education with a concentration in Instruction
 - Bachelor's of Science degree in Nursing (This program is taught onsite at the Memorial Hospital in Easton, or can be completed online.)
 - Master's Program in Forensic Studies (This is an online program.)

The Eastern Shore Higher Education Center is also available as a professional development center for local public and private educational and training organizations, private business, and government agencies. The Center is the ideal location for regional meetings.

Parking is free and catering services are available onsite. Additionally, four classrooms are available for small meetings and seminars, and the center's computer lab will accommodate up to 20 participants who may be receiving technology training. A large amphitheatre is also available and can be set up in theatre or workshop-style seating.

Prospective students can contact Deborah Urry, Executive Director, at 410-827-5761 or durry@chesapeake.edu for more information regarding the Eastern Shore Higher Education Center contact

Several of the finest colleges and universities in the mid-Atlantic region are located within an easy commute of Dorchester County. The following is a list of higher education institutions within a 90 minute drive from Dorchester County:

American University	Marymount University
Anne Arundel Community College	Stevenson University (formerly Villa Julie College)
Catholic University of America	Prince George's Community College
College of Southern Maryland	St. Mary's College of Maryland
Gallaudet University	Towson University
Georgetown University	Prince George's Community College
George Mason University	Trinity College
George Washington University	University of the District of Columbia
Goucher College	University of Maryland, College Park
Howard University	University of Maryland at Baltimore County
Johns Hopkins University	

Utility Rates



Choptank Electric Cooperative provides service to
Dorchester County's New Regional Business and Technology Park,
 delivering competitive utility rates.

Businesses may join the Electric Cooperative offered through the Dorchester Chamber of Commerce.

For more information please contact the Chamber at 410-228-3575

http://www.choptankelectric.com/meminfo/rates/commercial_c_2009.pdf

<http://www.choptankelectric.com/meminfo/rates/rates.html>

MONTHLY CHARGES AND RATES

DELIVERY SERVICE CHARGES

CONSUMER CHARGE:	\$ 13.00 per month
ENERGY DELIVERY CHARGES:	\$ 0.04735 per KWh
STANDARD OFFER SERVICE (SOS) CHARGES:	
SUPPLY, CAPACITY, ENERGY	
ALL KWh SOLD:	\$ 0.08038 per KWh
TRANSMISSION SERVICE	
ALL KWh SOLD:	\$ 0.00580 per KWh



A PHI Company

SERVICE CLASSIFICATION "SGS-S" SMALL GENERAL SERVICE - SECONDARY RATE

	SUMMER	WINTER
	June Through September	October Through May
SERVICE CLASSIFICATION		

SMALL GENERAL SERVICE – SECONDARY SERVICE “SGS-S”

Delivery Service Charges:	\$16.85/Month	\$16.85/Month
Customer Charge		
Distribution Rates:		
Demand Rate First 20 kW	\$2.946550/kWh	\$2.946550/kWh
Demand Rate Greater Than 20 kW	\$2.946550/kWh	\$2.946550/kWh
Energy Rate First 3,500 kWh	\$0.014001/kWh	\$0.014001/kWh
Energy Rate Excess 3,500 kWh	\$0.014001/kWh	\$0.014001/kWh
Administrative Credit for Type I or Type	Refer to the “AC” Rider	Refer to the “AC” Rider
Franchise Tax	\$0.000620/kWh	\$0.000620/kWh
Environmental Surcharge	\$0.000150/kWh	\$0.000150/kWh
Bill Stabilization Adjustment	Refer to the “BSA” Rider	Refer to the “BSA” Rider
Empower Md. Charge	Refer to the “E-MD” Rider	Refer to the “E-MD” Rider

Supply Service Charges with Transmission and Ancillary Services:

Transmission Service Rates:

Demand Rate First 20 kW	No Charge	No Charge
Demand Rate Greater Than 20 kW	\$1.715543/kW	\$1.715543/kW
Energy Rate First 3,500 kWh	\$0.005576/kWh	\$0.005576/kWh
Energy Rate Excess 3,500 kWh	\$0.000000/kWh	\$0.000000/kWh

Standard Offer Service for Type I Customers: Summer 2012 Winter 2011-2012

Supply Capacity, Energy and Ancillary Rates:

Energy Rate	\$0.087369/kWh	\$0.079436/kWh
Procurement Cost Adjustment	Refer to the "SOS" Rider	Refer to the "SOS" Rider
Quarterly Type II Billing Months	09/01/2011 – 11/30/2011	12/01/2011 – 02/29/2012

Standard Offer Service for Type II**Customers:**

Supply Capacity, Energy and Ancillary Rates:

Energy Rate	\$0.074470/kWh	\$0.082175/kWh
Procurement Cost Adjustment	Refer to "SOS" Rider	Refer to "SOS" Rider

Total Supply Service price is the sum of Standard Offer Service, Transmission, Ancillary and the Procurement Cost Adjustment.

OFF PEAK SERVICE – SECONDARY "SGS-S"	Billing Months June Through September	Billing Months October Through May
Same Charges and Rates as SGS-S Plus an Additional Charge	\$8.85/Month	\$8.85/Month

MONTHLY CHARGES AND RATES

SERVICE CLASSIFICATION

TELECOMMUNICATIONS NETWORK SERVICE "TN"

Delivery Service Charges:	\$10.36/Month	\$10.36/Month
Customer Charge		
Energy Rate kWh	\$0.008752/kWh	\$0.008752/kWh
Administrative Credit for Type I or Type II	Refer to the "AC" Rider	Refer to the "AC" Rider
Universal Service Program Rate	Refer to the "USP" Rider	Refer to the "USP" Rider
Franchise Tax	\$0.000620/kWh	\$0.000620/kWh
Environmental Surcharge	\$0.000150/kWh	\$0.000150/kWh
Empower Md. Charge	Refer to the "E-MD" Rider	Refer to the "E-MD" Rider

Supply Service Charges with Transmission and Ancillary Services:

Transmission Service Rates:

Energy Rate kWh	\$0.002592/kWh	\$0.002592/kWh
-----------------	----------------	----------------

Standard Offer Service for Type I Customers: Summer 2012 Winter 2011-2012

Supply Capacity, Energy and Ancillary Rates:

Energy Rate	\$0.087369/kWh	\$0.079436/kWh
Procurement Cost Adjustment	Refer to the "SOS" Rider	Refer to the "SOS" Rider

Total Supply Service price is the sum of Standard Offer Service, Transmission, Ancillary and the Procurement Cost Adjustment.

SEPARATELY METERED SPACE HEATING SECONDARY SERVICE “SGS-S” and “LGS-S”

Delivery Service Charges:	\$5.37/Month	\$5.37/Month
Minimum Charge		
Distribution Rate	\$0.013026/kWh	\$0.013026/kWh
Administrative Credit for Type I	Refer to the “AC” Rider	Refer to the “AC” Rider
Franchise Tax	\$0.000620/kWh	\$0.000620/kWh
Environmental Surcharge	\$0.000150/kWh	\$0.000150/kWh
Bill Stabilization Adjustment	Refer to the “BSA” Rider	Refer to the “BSA” Rider
Empower Md. Charge	Refer to the “E-MD” Rider	Refer to the “E-MD” Rider

Supply Service Charges with Transmission and Ancillary Services:

Transmission Rate	\$0.004554/kWh	\$0.004554/kWh
-------------------	----------------	----------------

Standard Offer Service for Type I Customers: Summer 2012 Winter 2011-2012

Supply Capacity, Energy and Ancillary Rate	\$0.087558/kWh	\$0.079823/kWh
Procurement Cost Adjustment	Refer to the “SOS” Rider	Refer to the “SOS” Rider

Total Supply Service price is the sum of Standard Offer Service, Transmission, Ancillary and the Procurement Cost Adjustment.

SEPARATELY METERED WATER HEATING SECONDARY SERVICE “SGS-S” and “LGS-S”

Delivery Service Charges:	Closed to new Customers	Closed to new Customers
Minimum Charge	\$5.37/Month	\$5.37/Month
Distribution Rate	\$0.011053/kWh	\$0.011053/kWh
Administrative Credit for Type I	Refer to the “SOS” Rider	Refer to the “SOS” Rider
Franchise Tax	\$0.000620/kWh	\$0.000620/kWh
Environmental Surcharge	\$0.000150/kWh	\$0.000150/kWh
Bill Stabilization Adjustment	Refer to the “BSA” Rider	Refer to the “BSA” Rider
Empower Md. Charge	Refer to the “E-MD” Rider	Refer to the “E-MD” Rider

Supply Service Charges with Transmission and Ancillary Services:

Transmission Rate	\$0.005175/kWh	\$0.005175/kWh
-------------------	----------------	----------------

Standard Offer Service for Type I Customers: Summer 2012 Winter 2011-2012

Supply Capacity, Energy and Ancillary Rate	\$0.087097/kWh	\$0.079850/kWh
Procurement Cost Adjustment	Refer to the “SOS” Rider	Refer to the “SOS” Rider

Total Supply Service price is the sum of Standard Offer Service, Transmission, Ancillary and the Procurement Cost Adjustment.

Note: The above Delivery Service charges apply to those customers who have an electricity supplier, other than the Company, as their energy provider. The above Delivery and Standard Offer Service with Transmission and Ancillary Service charges apply to those customers who have the Company as their energy provider.

In addition to the charges and rates stated above, Maryland Sales Tax shall apply to all applicable services, rendered hereunder, unless the customer is exempt from such tax.

GENERAL SERVICE – PRIMARY “GS-P”

Delivery Service Charges:	\$98.60/Month	\$98.60/Month
Customer Charge	\$0.00/Month	\$0.00/Month
Minimum Charge		
Distribution Charge	\$4.358052/kW	\$4.358052/kW
Demand Rate		
Power Factor Charge or Credit	\$0.030000/kW	\$0.030000/kW
Administrative Credit for Type II	Refer to the “AC” Rider	Refer to the “AC” Rider
Universal Service Program Rate	Refer to the “USP” Rider	Refer to the “USP” Rider
Franchise Tax	\$0.000620/kWh	\$0.000620/kWh
Environmental Surcharge	\$0.000150/kWh	\$0.000150/kWh
Bill Stabilization Adjustment	Refer to the “BSA” Rider	Refer to the “BSA” Rider
Empower Md. Charge	Refer to the “E-MD” Rider	Refer to the “E-MD” Rider

Supply Service Charges with Transmission and Ancillary Services:

Transmission Demand Rate	\$1.538348/kW	\$1.538348/kW
Quarterly Type II Billing Months	09/01/2011 – 11/30/2011	12/01/2011 – 02/29/2012

Standard Offer Service for Type II Customers:

Supply Capacity, Energy and Ancillary Rates:

On-Peak Energy Rate	\$0.074470/kWh	\$0.082175/kWh
Off-Peak Energy Rate	\$0.074470/kWh	\$0.082175/kWh
Procurement Cost Adjustment	Refer to the “SOS” Rider	Refer to the “SOS” Rider

Total Supply Service price is the sum of Standard Offer Service, Transmission, Ancillary and the Procurement Cost Adjustment.

Hourly Priced Service (HPS):

HPS Supply with Transmission and Ancillary Services	Refer to the “HPS” Rider	Refer to the “HPS” Rider
---	--------------------------	--------------------------

Total Supply Service price for HPS Customers is the sum of Hourly Priced Service, including Transmission and Ancillary.

Cost of Living

The County's low cost of living and rural character allow for favorable economic growth. These quality factors provide employers and families an environment where they can live, work, and prosper. (See demographic table below).

General Demographic Data

ECONOMY	Dorchester	United States
<u>Unemployment Rate</u>	10.20%	9.10%
<u>Recent Job Growth</u>	1.82%	-0.12%
<u>Future Job Growth</u>	32.74%	31.25%
<u>Sales Taxes</u>	6.00%	6.80%
<u>Income Taxes</u>	7.37%	6.25%
<u>Income per Cap.</u>	\$25,141	\$27,067
<u>Household Income</u>	\$45,220	\$52,954

ESTIMATED HOUSEHOLDS BY		
<u>Income Less Than 15K</u>	15.28%	12.10%
<u>Income between 15K and 25K</u>	12.15%	10.18%
<u>Income between 25K and 35K</u>	11.94%	10.56%
<u>Income between 35K and 50K</u>	15.78%	14.98%
<u>Income between 50K and 75K</u>	19.65%	19.53%
<u>Income between 75K and 100K</u>	12.15%	12.52%
<u>Income between 100K and 150K</u>	8.70%	12.14%
<u>Income between 150K and 250K</u>	2.02%	3.91%
<u>Income between 250K and 500K</u>	1.92%	3.34%
<u>Income greater than 500K</u>	0.41%	0.75%
POPULATION BY OCCUPATION		
<u>Management, Business, and Financial Operations</u>	8.41%	13.81%
<u>Professional and Related Occupations</u>	19.53%	22.68%
<u>Service</u>	12.51%	14.51%
<u>Sales and Office</u>	23.10%	25.22%
<u>Farming, Fishing, and Forestry</u>	2.07%	0.68%
<u>Construction, Extraction, and Maintenance</u>	13.18%	9.37%
<u>Production, Transportation, and Material Moving</u>	21.42%	15.86%

Source: USA.Com <http://www.usa.com/dorchester-county-md.htm>

Median Household Income

less than 25	Dorchester County	Maryland	U.S.
less than 25	\$33,304	\$36,818	\$26,365
25 to 44	\$52,114	\$73,663	\$56,832
45 to 64	\$54,245	\$84,647	\$63,121
65 or over	\$30,531	\$42,496	\$32,753

Source: USA.Com <http://www.usa.com/dorchester-county-md.htm>

Employment by Industry

Industry	Dorchester County	%	Maryland	U.S.
Civilian Employed, 16 Years and Over	15,275	100%	2,866,430	141,303,145
Agriculture, Forestry, Fishing, Hunting, Mining	611	4.00%	0.55%	1.82%
Construction	1,266	8.29%	7.64%	7.45%
Manufacturing	2,078	13.60%	5.38%	11.24%
Wholesale Trade	581	3.80%	2.40%	3.20%
Retail Trade	1,646	10.78%	9.95%	11.52%
Transportation, Warehousing, Utilities	936	6.13%	4.53%	5.08%
Information	266	1.74%	2.73%	2.44%
Finance, Insurance, Real Estate, Rental, Leasing	804	5.26%	6.99%	7.10%
Professional, Scientific, Management, Administrative, Waste Management Services	836	5.47%	14.48%	10.29%
Educational Services, Health Care, Social Assistance	3,236	21.18%	21.81%	21.51%
Arts, Entertainment, Recreation, Accommodation, Food Services	1,206	7.90%	7.38%	8.77%

Public Administration	993	6.50%	10.82%	4.74%
Other Services, Except Public Administration	816	5.34%	5.35%	4.84%

Source: USA.Com <http://www.usa.com/dorchester-county-md.htm>

Worker Commute

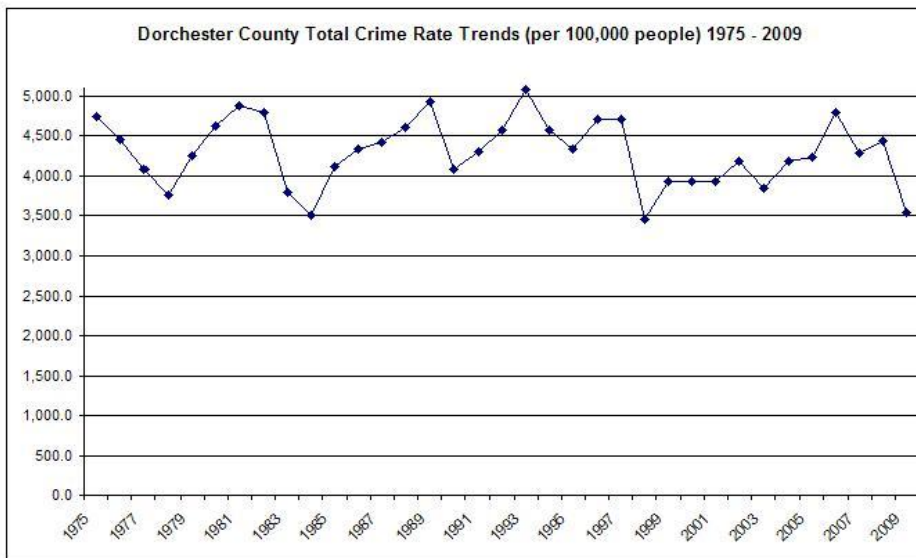
WORKERS COMMUTING	Dorchester County	%	Maryland	U.S.
Workers 16 Years and Over	14,836	100%	2,816,365	138,541,405
Car, Truck, or Van—Drove Alone	12,121	81.70%	73.24%	75.92%
Car, Truck, or Van—Carpooled	1,571	10.59%	10.59%	10.52%
Public Transportation	132	0.89%	8.67%	4.95%
Walked	305	2.06%	2.50%	2.86%
Other Means	282	1.90%	1.20%	1.72%
Worked at Home	425	2.86%	3.80%	4.02%

Source: USA.Com <http://www.usa.com/dorchester-county-md.htm>

Additional demographic information can be found at the [Brief Economics Facts](#) link.

Crime Rate

Dorchester County’s crime rate continues to be one of the lowest in the State of Maryland. For more specific information, please contact the Dorchester County’s Sheriff’s Office at (410) 228-4141.



Source: Governors Office of Crime Control and Prevention
<http://www.goccp.maryland.gov/msac/documents/FactSheets/Dorchester.pdf>

Over the last three years, through unprecedented federal, state, and local law enforcement collaboration, Dorchester County has seen a significant 24.3% reduction in total crime and a 28.0% reduction in property crime. In addition, there have been significant reductions in breaking & entering (-25.1%), and larceny/thefts (-24.4%) over the same 3-year period.

Governor O'Malley's Office of Crime Control and Prevention provided \$625,822 in grant funding to Dorchester County from 2007-2009 to prevent and control crime. As a result, Dorchester County has:

- Taken illegal guns off the street
- Arrested gun offenders
- Entered protective orders into state databases to ensure the protection of families
- Conducted sex offender compliance verifications to protect families

Now more than ever before, crime reduction depends on federal, state, and local collaboration. Real-time information sharing, more effective crime analysis, new technology, the strategic targeting of violent offenders, and improved community resources all contributed to Dorchester County's success.

CSAFE - Dorchester County's CSAFE Initiative has worked to prevent crime and the fear associated with crime. Assigned officers conduct foot and bicycle patrols, and attend regular meetings to share information with other officers and with division of Parole and Probation (DPP), and the Department of Juvenile Services (DJS).

Major Economic Incentives

HUBZone - Dorchester County is a designated HUBZone. This program provides federal contracting opportunities for qualified small businesses located in the zone.

One Maryland Incentive - Businesses that locate, invest, and create jobs in Dorchester County may qualify for project tax credits of up to \$5 million and start-up tax credits up to \$500,000.

Enterprise Zone - Businesses locating in a Maryland Enterprise Zone may be eligible for income tax credits and real property tax credits in return for capital investment and job creation.

Job Creation Tax Credit - Maryland's Job Creation Tax Credit program provides tax credits to new businesses locating in the county, and to existing businesses that expand their workforce.

Low-Interest Loans - Qualifying businesses may be eligible for low-interest loans to assist with financing start-up or expansion projects.

For additional information please contact the Dorchester County Economic Development Office at (410) 228-0155 or info@choosedorchester.org.