

Calvert County Department of Economic Development

The Basics

The Department of Economic Development strives to initiate quality economic development in Calvert County, Maryland by retaining and supporting existing business, attracting new employers, providing a pro-business climate for success, and by offering services to small and start-up business. This section outlines current information about infrastructure, taxes, labor, incentive programs, utilities, transportation, telecommunications, and quality of life.

Any information not provided can be obtained through an e-mail request at info@ecalvert.com, or by calling (800) 331-9771.

Labor and Labor Costs

Calvert's location in the Washington, DC PMSA provides access to an extensive labor force that stretches well outside the County's boundaries. A labor force of over 1.8 million reside within a one hour drive from northern Calvert, representing 70% of the Washington, DC PSMA labor force. 310,000 people are available within a 30 minute drive from Dunkirk and as many as 155,000 workers are able to access Prince Frederick, central Calvert, within 30 minutes. This experience, knowledge and diversity of skills is readily available to organizations locating operations in Calvert County.

Labor Supply

Labor Supply (As of November 2011)

Civilian Labor Force	47,861
Employment	45,396
Unemployment	2,465 (5.2%)

Sources: Md. Dept. of Labor, Licensing & Regulation

Available Executive, Professional, and Managerial Labor Force - 1990 60 Minute Commute Zone From:

Labor	Calvert County	Dunkirk	Prince Frederick	Solomons	Washington, DC MSA
Executive	3,591	314,658	122,515	33,414	456,178
Professional	3,392	323,339	110,362	30,017	457,158
Technician	1,202	83,331	37,757	9,623	117,924
Total:	8,185	721,328	270,634	73,054	1,031,260

Calvert County Area Population & Labor Force Characteristics - 1995

Commute Zones	30 Minutes	60 Minutes
Dunkirk	550,453	3,204,834
Prince Frederick	274,271	1,539,798
Solomons	117,109	438,194

Educational Attainment

Educational Attainment Levels (2000 Census) of population 25 years and over

High School Graduate	34.4%
Some College, No Degree	24.3%
Associate Degree	5.8%
Bachelors Degree	14.2%
Graduate/Professional Degree	8.3%

Major Employers

Major Employers	Approximate # Employees
Calvert Co Board of Education	2,236
Calvert County Government	1,301
Calvert Memorial Hospital	1,146
Calvert Cliffs Nuclear Pwr Plant	892
Wal-Mart	460
ARC of Southern Maryland	425
Giant Food	385
Navy Recreation Center	292
Safeway	290
Asbury Solomons Island	229
Chesapeake Beach Resort & Spa	215
McDonalds	200
All American Ambulance/Trnspt	200
Calvert County Nursing Center	200
Recorded Books	179
Food Lion	175
Fantasy World Amusements	165
Stoney's Solomons Pier Rest.	165
Solomons Nursing Center	151
Chesapeake Biological Lab	150
Dyncorp International	145
Edward B. Howlin	128
DirectMail.com	125
College of Southern Maryland	121
Calvert Internal Medicine Group	112
Dominion Cove Point LNG	109
The Gott Company	103
Holiday Inn Solomons	100

Taxes

Income Taxes

State Corporate Income Tax	8.25%.
<i>Base - Federal taxable income</i>	No County tax.
State Personal Income Tax	Graduated tax peaking at 6.25%
<i>Base - Federal adjustable gross income</i>	on taxable income over \$1 million.
County Personal Income Surtax	2.80%.
<i>Base - Federal adjustable gross income</i>	

Property Taxes	Calvert	Maryland
Real Property		
<i>Effective rate per \$100 of assessed value</i>	\$0.892	\$0.112
Business Personal Property Rate		
<i>Rate per \$100 of depreciated value</i>	\$2.23	\$0.00
Manufacturing and R&D machinery, equipment, materials and supplies	Exempt	\$0.00
Manufacturing, R&D, and warehousing inventory	Exempt	\$0.00

Sales & Use Tax	Calvert	Maryland
<i>Exempt: sales for resale; manufacturer's purchase of raw materials; manufacturing machinery and equipment; purchases of materials and equipment used in R&D and testing of finished products; purchases of computer programs for reproduction or incorporation into another computer program for resale.</i>	None	6%

Notes: *There are some miscellaneous taxes and/or special taxing areas in the County.
 *In an incorporated area, the County rate may vary and a municipal rate will also apply.

Utilities

Providers

Electricity	Southern Maryland Electric Co., (SMECO) and Constellation Energy Group
Gas	Dominion Energy. Natural gas service is available in the central and southern portions of the County. Expansion plans are underway to extend gas to other sections of the County as demand increases.
Water and Sewer	Provided in the major town centers of Prince Frederick, Solomons, Chesapeake Beach, North Beach, the Calvert County Industrial Park, and the Patuxent Business Park (PBP).
Waste Disposal	Public Works
Recycling	Public Works

Energy Costs

Southern Maryland Electric Cooperative – Rates

KW = Kilowatt kWh = Kilowatt-hours

*NOTE: Other surcharges and service charges may apply.

Summer	Winter
(June – October)	(November – May)

Residential Service

Standard Offer Service	\$0.0975 per kWh	\$0.0911 per kWh
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A Power Cost Adjustment (PCA) also applies which is an adjustment to reflect how the actual monthly cost of power is more or less than the base rate charge.

Distribution Charges	\$0.03606 per kWh	\$0.03606 per kWh
Facilities Charge	\$8.60 per month (minimum bill)	\$8.60 per month (minimum bill)
Public Service Company Franchise Tax	\$0.062 per kWh	\$0.062 per kWh

General Service Demand

Standard Offer Service	First 25 kW No charge	Over 25 kW \$5.62 per kW	First 25 kW No charge	Over 25 kW \$5.62 per kW
	First 8,500 kWh	Over 8,500 kWh	First 8,500 kWh	Over 8,500 kWh
	\$0.985 per kWh	\$0.0811 per kWh	\$0.0940 per kWh	\$0.0734 per kWh
Distribution Charge	All kW \$4.00 per kW	All kWh \$0.01102 per kWh	All kW \$4.00 per kW	All kWh \$0.01102 per kWh
Facilities Charge				
Secondary – 1 Phase	\$16.09 per month (minimum bill)		\$16.09 per month (minimum bill)	
Secondary – 3 Phase	\$23.01 per month (minimum bill)		\$23.01 per month (minimum bill)	
Primary	\$44.99 per month (minimum bill)		\$44.99 per month (minimum bill)	
Public Service Company Franchise Tax	\$0.062 per kWh		\$0.062 per kWh	

For more information call: (888) 440-3311 or visit www.smeco.com

Transportation

Highway Access

MD Route 2 connects with U.S. 50/301, and MD Route 4 connects with U.S. 301 and the Capital Beltway (I-495). The Thomas Johnson Bridge over the Patuxent River connects MD Routes 2/4 in the southern part of the County with MD Routes 5/235 in St. Mary's County.

Traffic Volume Maps

Traffic Volume Maps for each County are available from the Maryland Department of Transportation's web site at:

<http://www.sha.state.md.us/SHAServices/mapsBrochures/maps/OPPE/tvmaps.asp>

Trucking

67 local and long-distance trucking establishments are located in Southern Maryland.

Rail

The closest rail depot (CSXT) is in adjacent Prince George's County in Upper Marlboro, approximately 30 minutes

Airports

Calvert is served by three (3) major airports:

- Baltimore-Washington International (BWI) Thurgood Marshall Airport is located between Baltimore and Washington, DC.
- Reagan Washington National Airport (DCA) is located adjacent to Washington, DC, and
- Dulles International Airport (IAD) is located west of Washington, DC

and one local airport:

- St. Mary's County Regional Airport is located southeast of Washington, DC

Airports - Travel Time & Contact

Baltimore Washington International (BWI)	1 hr.6 minutes	(800) 435.9294
Reagan Washington National (DCA)	51 minutes	(703) 417.8000
Dulles International (IAD)	1hr.25 minutes	(703) 572.2700
St. Mary's County Regional	45 minutes	(301) 373.5416

Ports

Calvert is served by one of the nation's largest seaports, The Port of Baltimore, with a 50' channel (64 miles from Prince Frederick). It is the only port in the United States that can be reached by two distinct routes. It's sea lanes remain ice-free throughout the year. It is a leading U.S. automobile and break-bulk port with 6 public terminals including the state-of-the-art Intermodal Container Transfer Facility.

Telecommunications

Local Carrier	Verizon Communications - MD
Long Distance Carriers	AT&T, MCI WorldCom, Sprint, and over 250 additional carriers and resellers of WATS and MTS
Internet Access Providers	Southern Maryland Internet Online Gateway
ISDN Digital Switching and Fiber Optics	Immediately available

Quality of Life

Calvert County's cost of living continues to be one of the lowest in the metropolitan Washington, DC area. Calvert's metropolitan location provides unlimited access to a variety of cultural and recreational activities including museums, theater, professional sports, symphony orchestras, and natural attractions.

Calvert also boasts an excellent public school system and first-rate health care services. A low crime rate creates a safe place to live and economic planning protects the County's rural character while allowing for favorable economic growth.

These quality factors provide employers and families an environment where they can live, work, and prosper.

Crime rate

Calvert County: Calvert's crime rate continues to be one of the lowest in the State of Maryland. For more specific information, please contact the Calvert County Sheriff's Office at (410) 535-1600 ext. 465.

Washington, D.C. Metropolitan Statistical Area (includes D.C., Maryland, Virginia, and West Virginia): The Washington area total crime, violent crime, and property crime rates are below the national average, and well below the U.S. metropolitan area average. For more information, visit: <http://www.fbi.gov>

Cost of living

Unexpectedly affordable, the cost of living in Calvert County continues to be one of the lowest in the Washington, D.C. Metropolitan Area. The area has received favorable reviews from the following publications:

Places Rated Almanac - #2 Place to Live in North America (1999) and the #1 Place to Start Your Career (January 1997)

Money - #1 Place to Live in the Northeast (July 1998)

Fortune - Top Ten City for Balancing Work & Family (November 1996)

Public School System

Calvert County offers an outstanding public school system, which operates 13 elementary schools, 6 middle schools and 4 high schools. A comprehensive curriculum combining basic subjects, advanced studies and a fundamental understanding of how technology interfaces in both personal and professional lives of students helps prepare them for future success.

As part of the public school system, the Calvert Career Center in Prince Frederick, serves students throughout the County, providing course work in automotive mechanics, carpentry, data processing, drafting, electronics, food services, health occupations, heating, air conditioning and refrigeration mechanics, masonry, printing and graphic arts, and cooperative business education.

Private Schools

There are also 5 private schools located in Calvert County.

The Calverton School, Huntingtown (410) 535-0216

Cardinal Hickey Academy, Owings (410) 286-0404

Chesapeake Montessori Center, Huntingtown (410) 257-0535

Our Lady Star of the Sea, Solomons (410) 326-3171

Tidewater School, Huntingtown (410) 257-0533

Higher Education

College of Southern Maryland operates the Community College at Calvert located in Prince Frederick. The Community College offers technical studies, occupational programs, and enrichment courses leading to an Associate of Arts degree. Several colleges offer graduate programs through the Southern Maryland Higher Education Center. For information contact (301)737-2500.

The following universities offer programs at Southern Maryland Higher Education Center:

Capitol College

Catholic University

College of Notre Dame of Maryland

Coppin State University

George Washington University

Johns Hopkins University

Old Dominion University

The Regional Training Center

Towson University

University of Maryland

University of Maryland University College

Several of the finest Colleges and Universities in the mid-Atlantic region are located within an easy commute of the County. Evening classes and satellite courses are offered at many locations throughout the Southern Maryland region.

Higher Education (90 minutes driving or less)

American University

Anne Arundel Community College

Catholic University of America

College of Southern Maryland

Gallaudet University

Georgetown University

George Mason University

George Washington University

Goucher College

Howard University

Johns Hopkins University

Marymount University

Prince George's Community College

St. Mary's College of Maryland

Towson University

Trinity College
University of the District of Columbia
University of Maryland, College Park
University of Maryland at Baltimore County

Health Care

Health care and Emergency Services are available via state-of-the-art equipment and highly trained medical staff. Certified EMS volunteers provide rescue and emergency services throughout the County. All emergency services are provided through a central dispatch system (911) and the Maryland State Police provides MEDEVAC service in emergency evacuation situations.

Housing

Calvert County offers a variety of housing options. New home communities are located throughout the County and residents are able to find a great selection of affordable single-family homes, apartments and townhomes. In 2009 the average sales price of homes in Calvert County was \$323,871.

For more information, contact the Southern Maryland Board of Realtors at (410) 535-3445 or e-mail: information@smarweb.org

Recreation

Calvert County is best known for its attractive location on the Chesapeake Bay and Patuxent River. Because of its unique, natural and man-made attractions, Calvert provides excellent recreational opportunities for boating, sailing, charter boat fishing, swimming, crabbing, canoeing, kayaking, biking, camping, golf and fossil hunting. Miles of Chesapeake Bay & Patuxent River shoreline make Calvert County the ideal destination to enjoy the great outdoors. For further information on outdoor activities, please review our visitors guide online.

Cultural amenities

An active Cultural Arts Council and community-based groups support outdoor and theme concerts, theatrical productions, art shows, crafts and antique festivals and the County is only a short drive away from the many cultural attractions of our Nation's Capitol. Historical buildings and landmarks dot the countryside and a wide range of special events and festivals are scheduled throughout the year reflecting the diverse and distinctive flavor of the County.

Incentives

The Department of Economic Development offers an array of services to the business community. Department staff acts as advocates for the County's businesses and those businesses looking to locate or expand in Calvert County. We work with a variety of agencies such as: the Economic Development Commission, the Economic Development Authority, the Chamber of Commerce, the Small Business Development Center, the Tourism Advisory Committee, and state and federal agencies to provide assistance to businesses.

Starting or expanding your business can be overwhelming. We have developed the Calvert County Business Resource Guide as a tool to assist new and expanding businesses throughout the County. To receive a copy of the guide, call (800) 331-9771.

Please contact us to learn more about how Calvert County can assist your business.
Contact: Maria Dorsett (410) 535-4583
e-mail: dorsettm@co.cal.md.us

Economic Development Incentive Fund

Calvert County currently offers the Economic Development Incentive Fund to companies looking to expand or locate their facility in Calvert. The Fund, provided by the Board of County Commissioners (BOCC), is available to qualifying companies that can show significant economic impact within the County's business community and can demonstrate that they are within the County's specific target industries. The interested party should be able to demonstrate that they are establishing new operations or facilities within the County or plan to significantly expand existing operations. The company must also:

- Create 25 new full-time jobs or full-time equivalent jobs; and
- Make a capital investment of at least \$1M; or remain in Calvert County for at least 5 years.

The request must be consistent with the comprehensive plan. The Incentive Fund is provided at the sole discretion of the BOCC. Terms and conditions vary.

Interested parties should petition the Director of the Calvert County Department of Economic Development, Linda Vassallo 410.535.4583 or 800.331.9771
e-mail: vassalls@co.cal.md.us

Business Counseling

Funding is provided by the Board of County Commissioners (BOCC) to the Small Business Development Center (SBDC) to offer business counseling services to County businesses at the local office in Prince Frederick. Most of their services are free of charge. Whether you are just thinking about starting a business or would like to expand your current business, the SBDC can help guide you through the steps necessary to be successful. To take advantage of this service, please contact the SBDC at 301.934.7583. For more information on the SBDC visit their web site at www.sbdchelp.com.

Calvert Economic Development Loan Fund (CEDLF)

The CEDLF is a revolving loan that provides an alternative-funding source for business expansion in Calvert County. The fund is designed to help fund new capital expansion projects, increase the commercial tax base and increase business and employment opportunities in Calvert County. Businesses may be eligible if: primary sales/activities are manufacturing, wholesale trade, retail trade, and/or business services, the business is a legal entity qualified to do business in the State of Maryland and has a minimum two-year operating history with a completed business plan. Selected business startups may be eligible. Help in preparing a business plan is available. The maximum loan request is limited to \$100,000; the minimum loan request is \$2,500. Loans considered desirable are those that are used to purchase fixed assets, equipment, inventory and finance contracts as well as loans to expand business in Calvert County. The Fund may NOT be used for debt refinancing.

Contact: Danita Boonchaisri (410) 535-4583
e-mail: danitab@co.cal.md.us

Fast-Track Permit Process

Fast-Track permitting provides an accelerated development review process to reduce the turn-around time in the County's development approval process and qualified projects receive the highest priority from County staff. To qualify, projects must: be served by public infrastructure or be in close proximity; be consistent with the Comprehensive Plan, Town Center Master Plans and County Zoning Ordinance. If the project is located within the Calvert County Industrial Park, the project must be consistent with the established Design and Usage Standards; qualify as a commercial or industrial use; and have a minimum of one million dollars in new capital investment in real and tangible personal property.

Consideration will be given to any ancillary or complimentary industries that may accompany the project. For information or to apply for the Fast-Track Program, please contact the Department of Economic Development at (410) 535-4583.

Contact: Danita Boonchaisri (410) 535-4583
e-mail: danitab@co.cal.md.us

Financing

The Department of Economic Development can assist in negotiating financing opportunities in your effort to locate your business in Calvert County. The Department will help businesses determine which state or local financing alternative is most appropriate for your business, work confidentially with you to help clarify your needs, and assist in preparing applications to the state and federal agencies. For more information about the State's economic development financing programs, please visit our State economic development partner, the Maryland Department of Business and Economic Development at <http://www.choosemaryland.org> for an array of State Economic Development incentive programs.

Contact: Danita Boonchaisri (410) 535-4583
e-mail: danitab@co.cal.md.us

Training

Certain training programs may be available for your organization. Please contact the Department of Economic Development at (410) 535-4583 for more information regarding your training needs.

Contact: Maria Dorsett (410) 535-4583

e-mail: dorsettm@co.cal.md.us

Workforce Housing Initiative/Calvert Housing Opportunities Fund

As part of the State of Maryland's More House 4 Less program, Calvert County was the first County in the State to join the *House Keys for Employees* initiative.

House Keys for Employees provides additional opportunity for affordable home ownership for the County's working population. It is an employer partnership initiative that matches funds for closing costs and down payments for eligible employees to purchase a home. Eligible employees are those who have not owned a principal residence in the last three years, and meet specific eligibility requirements. Local match for private sector and public sector employees could total up to \$5,000, equivalent to the State benefit/contribution.

The County government is also a participating employer in the program and provides matching funds for eligible County government and public school system employees. For complete information, take our online tutorial at <http://www.ecalvert.com/content/business/thebasics/incentives/workforcehousing.asp>.

Contact: Calvert County, Maryland Department of Community Resources
410.535.4370

E-mail: communityresources@co.cal.md.us