

# **2010 Economic Development Report Talbot County, Maryland**



**Talbot County Office of Economic Development  
Paige R. Bethke, Director**

**410-770-8058  
[www.talbotcountymd.gov](http://www.talbotcountymd.gov)**

Resources used for this report: 2005-2007 and 2010 U.S. Census Tract Updates; Maryland Department of Labor; Maryland Department Business and Economic Development; Maryland Department of Planning; Maryland Department of Assessment and Taxation; Talbot County Office of Planning & Zoning; Talbot County Department of Public Works, Talbot County Finance Office and Sage Policy Group.

Compiled in 2011 by the Talbot County Department of Economic Development

## Talbot County Courthouse



## Talbot County Government

11 North Washington Street  
Easton, Maryland 21601  
(410) 770-8010

### Talbot County Council - 2010 to 2014

Dirck K. Bartlett, President  
Corey W. Pack, Vice President/Economic Development Liaison  
Thomas G. Duncan  
R. Andrew Hollis  
Laura E. Price

Talbot County Manager: John C. Craig

### Talbot County Government

Talbot County is a Charter form of government, governed by an elected Council composed of five at-large members. The Talbot County Charter establishes all rights and powers of local self-government and home rule provided by this document and by the Constitution and the laws of the State of Maryland. In the exercise of these powers, the citizens of Talbot County are accorded equal treatment in all matters under the jurisdiction of the County government regardless of race, creed, sex, or national origin.

### Office of Economic Development

The Talbot County Office of Economic Development is responsible for implementing County economic development initiatives to support investment and growth in the economic base of the County. This includes the retention, expansion and attraction of business, and the promotion of a technically skilled workforce with family supporting wages. The Office of Economic Development prepares an Annual Economic Analysis to report on the County economy and is responsible for developing a strategic plan to accomplish goals and objectives.

Councilman Pack addresses Maryland-Asia Environmental Partnership Annual Dinner on December 2, 2010



## Talbot County Economic Development Commission

The Talbot County Economic Development Commission consists of eighteen members, seven of whom are appointed by the County Council for three-year terms as at-large members, and four representatives selected by the municipalities of the Town of Easton, the Town of Oxford, the Town of St. Michaels and the Town of Trappe. The remaining members, including the County Manager and the Council liaison, are Ex-Officio members. The role of the Economic Development Commission is to advise the Talbot County Council on economic matters and to support the initiatives of the Talbot County Office of Economic Development.

Commissioner	Representing	Term Expiration
John General, Chairman	Small Business	June 30, 2011
Walter Chase, Vice Chairman	Town of Trappe	June 30, 2011
Ron Frampton	At Large	June 30, 2011
Mark Ensor	Manufacturing	June 30, 2013
Phillip (Chip) Councell, Jr.	Agriculture	June 30, 2012
Len Wendowski	Town of Easton	June 30, 2011
Paul Makosky	At-Large	June 30, 2012
Geoff Oxnam	Utilities	June 30, 2013
Jay Stamerro	Manufacturing	June 30, 2011
David Thompson	Town of Oxford	June 30, 2012
Michael Brady	Town of St. Michaels	June 30, 2011
Shannon Dill	Agriculture	Ex-Officio
Debbi Dodson	Tourism	Ex-Officio
Mike Henry	Easton Airport	Ex-Officio
John Craig	County Manager	Ex-Officio
Corey Pack	County Council	Ex-Officio
Al Silverstein	Chamber of Commerce	Ex-Officio
Dr. Barbara Viniar	Chesapeake College	Ex-Officio

# Talbot County, Maryland.

**“... bring your Science Projects to our Backyard “**

Talbot County fronts the Chesapeake Bay and is located midway down the Delmarva Peninsula, just east of the Baltimore/Annapolis/Washington, DC metropolitan area and the I-95 corridor. The County is surrounded by over 600 miles of Chesapeake Bay and tributary waterfront with large tracts of fields, forests and wetlands. Talbot County serves as the financial, commercial, retail, and medical services hub for the Mid-Shore region.

Referred to as the Eastern Shore, the area is remarkable for its vast uninterrupted landscapes, due in part to Maryland's \$1.3 billion per year poultry industry. The poultry industry supports large chicken farms, production facilities and several thousand acres of grain farmland in Talbot County. Increasing environmental regulation has forced a balance between the demands for agricultural production and a minimal impact on the Chesapeake Bay Watershed. The majority of large scale grain farms in Talbot County have implemented advanced environmental technologies in order to maintain environmental sustainability. Talbot County recognizes the benefit in supporting agriculture and environmental science technologies and has identified this target market sector for future growth in its economy.

Talbot County supports an educated and talented workforce, and is poised to expand its diverse manufacturing base while attracting developing science and technology businesses. Its population, which has steadily increased at 1.4% per year for the last 25 years, draws on a regional employment base of 84,000 workers. The County is host to seven industrial parks with space available for emerging companies seeking a place to explore and expand. Emerging cyber, biometric and defense contractors are attracted to Talbot County for the availability of secure sites, high speed redundant fiber and access to over 90 critical federal labs and facilities within a two to three hour commute.

Historic Easton offers many amenities, including the Easton Airport. The general aviation airport supports corporate jet traffic in the Mid-Atlantic Region up to the Gulfstream 5 or Global Express and features an air traffic control tower with STARS LITE radar. Talbot County has room to grow 21<sup>st</sup> century businesses.



*Talbot County*

**“... bring your Science projects to our Backyard”**

**Talbot County location... proximate to the Annapolis/Baltimore/Washington, DC/I -95 corridor with an average commute time of 1.3 hours**



The Delmarva Peninsula is surrounded on three sides by the Chesapeake Bay, the Delaware Bay, and the Atlantic Ocean. Centrally located on the Delmarva Peninsula, Talbot County is bounded by the Choptank River and Dorchester County to the south, Caroline County to the east, Queen Anne’s County and the Wye River to the north, and the Chesapeake Bay to the west.

Within close proximity to the Baltimore/Washington, DC corridor and the Mid-Atlantic metropolitan market, Talbot County is accessible to major cities, international airports and ports. U.S. Route 50 serves as a major north/south transportation thoroughfare for the Delmarva Peninsula and bisects Talbot County. U.S. Route 301 is a truck transport corridor linking Wilmington, DE with points north, and Washington, DC with points south. Talbot County supports an economic hub within a 25-mile radius from downtown Easton, attracting workers into the county. Approximately 30% of the workforce commutes out of the County on a daily basis.

**Highway Distances from Easton:**

<b>Baltimore, MD</b>	<b>59 miles</b>
<b>Wilmington, DE</b>	<b>65 miles</b>
<b>Washington, DC</b>	<b>73 miles</b>
<b>Philadelphia, PA</b>	<b>110 miles</b>
<b>New York, NY</b>	<b>195 miles</b>
<b>Newport News, VA</b>	<b>207 miles</b>

**Talbot County serves the Mid-Shore Region as the commercial, financial, retail and medical services hub supporting a workforce of 84,000 within a 25-mile radius from downtown Easton**



<b>Mid-Shore Regional</b>	<b>2010</b>	<b>2008</b>	<b>2000</b>
Population	166,400	160,000	
Regional Workforce	90,911	87,414	
<b>Talbot County</b>			
Population	<b>37,995</b>	<b>36,215</b>	<b>33,812</b>
Civilian Labor Base	18,036	18,884	16,880
Total Employment	16,622	17,786	
Unemployment Rate	7.8%	5.8%	
County Based Employers	1,677	1,751	
Based on the 2010 Maryland Department of Labor License and Regulation Civilian Wage Reports & US Census Quick Facts			
<b>Earned Income</b>	<b>Talbot Co.</b>	<b>Maryland</b>	<b>United States</b>
Less than \$15,000	10.2 %	11.1%	13.0%
\$15,000 to \$24,999	11.6 %	9.5%	10.8%
\$25,000 to \$34,999	9.6 %	10.7%	10.6%
\$35,000 to \$49,999	15.8 %	15.4%	14.3%
\$50,000 to \$74,999	23.5 %	21.6%	18.7%
\$75,000 to \$99,999	13.3 %	13.9%	12.3%
\$100,000 to \$149,999	8.4%	12.1%	11.6%
\$150,000 and up	7.6%	6.5%	8.2%
<b>Total Income</b>	<b>Talbot Co.</b>	<b>Maryland</b>	<b>United States</b>
Mean Household	<b>\$71,836</b>	\$80,669	\$70,173
Median Household	<b>\$52,592</b>	\$69,272	\$54,442
Per Capita	<b>\$30,912</b>	\$48,275	\$26,739

**Talbot County’s demographic characteristics include an annual average growth rate of 1.4% per year for the past 25 years and a total population in 2010 of 37,995, with a predominately older age group being a majority.**

<b>2010 Population</b>	<b>37,995</b>	
<b>2000 Population</b>	<b>33,812</b>	
Male Population	18,162	47.8%
Female Population	19,833	52.2%

The 55 to 64 age group is the largest age group represented in Talbot County at 16.2%, or 6,155, and is attributed to the influx of retirees. The County is, however, witnessing an influx of 25 to 40 year olds.

The African American population is the largest minority population and is estimated to be 6,079, or 16%, of the total population.

The Hispanic population is estimated to be 1,254, or 3.3%, of the total population.

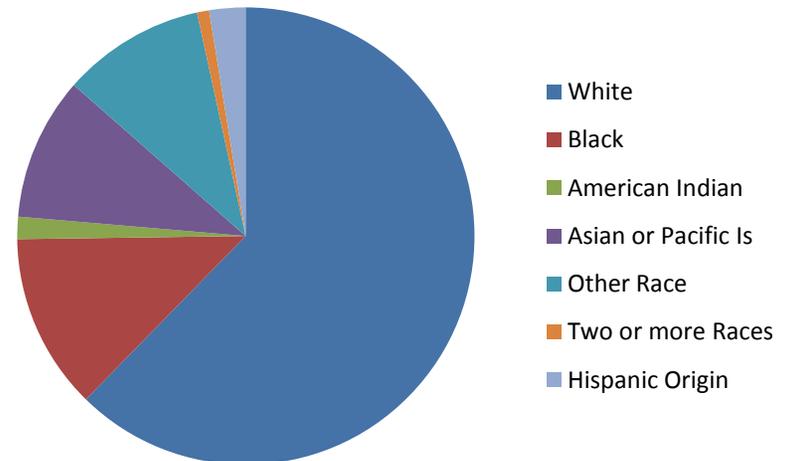
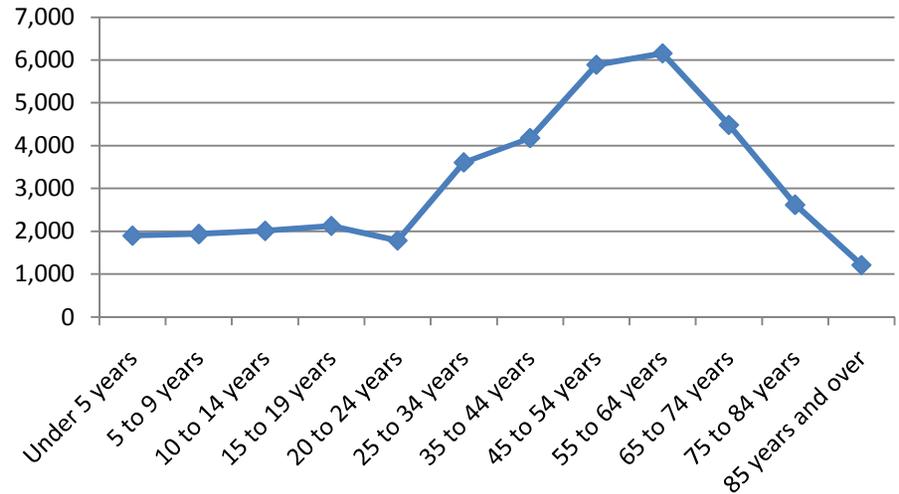
The Caucasian population is the majority and is estimated to be 30,434, or approximately 80.1%, of the total population.

Data based on ESRI Market Profile 2010

**Average Travel Time to Work is 22.4 minutes**

5.4%	Worked at home
3.5%	Commuted 90 minutes or more
4.2%	Commuted 90 to 60 minutes
19.0%	Commuted 25 to 60 minutes
61.5%	Commuted 25 minutes or Less

(Based on 2000 data from ESRI Market Profile Report)

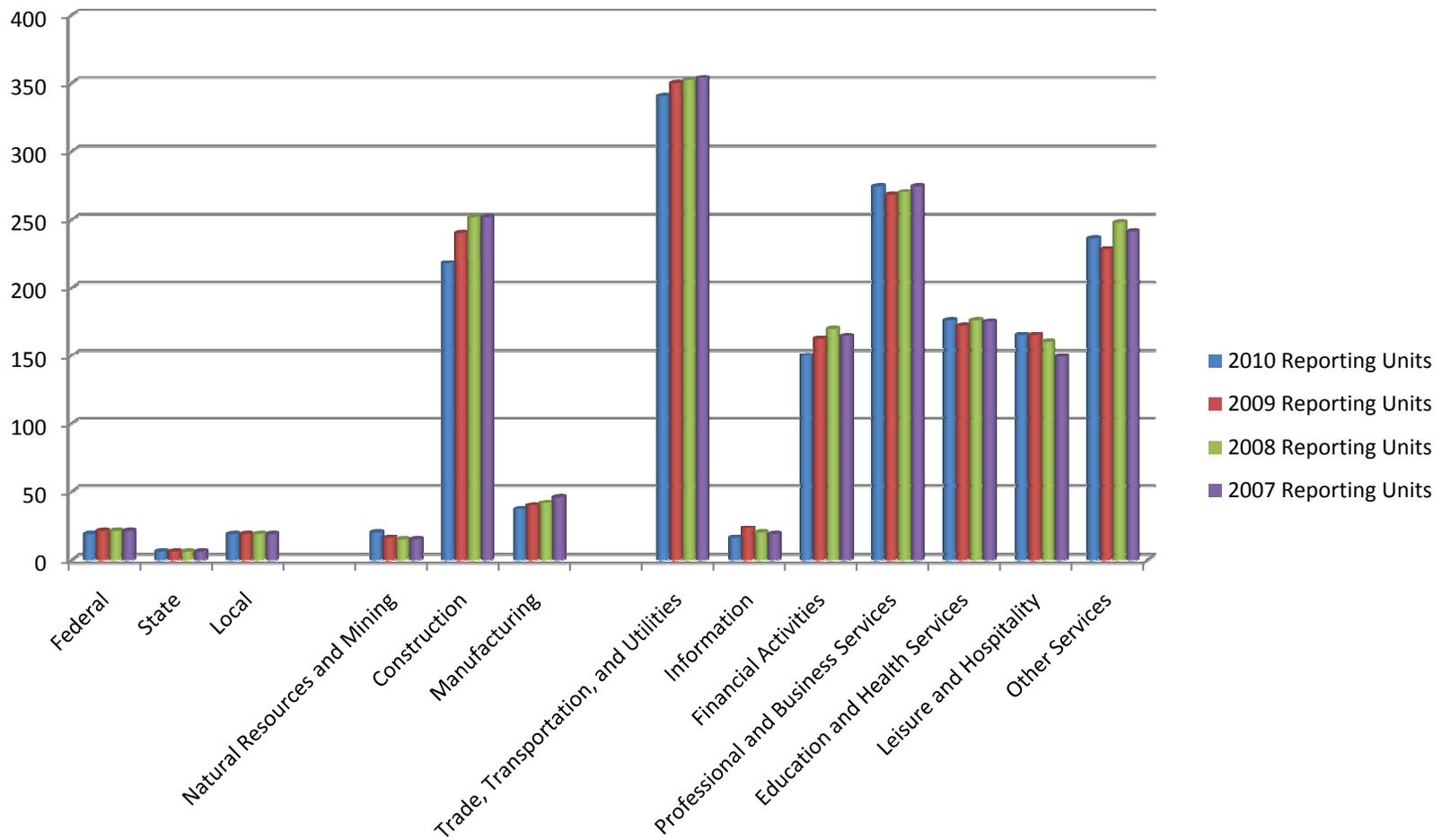


**Talbot County's total number of operating business units in 2010 decreased to 1,677 units. This is down from a high in 2008 Annual Average of 1,751 units and represents a total reduction of 74 units. (Based on 3<sup>rd</sup> Qtr DLLR Data)**

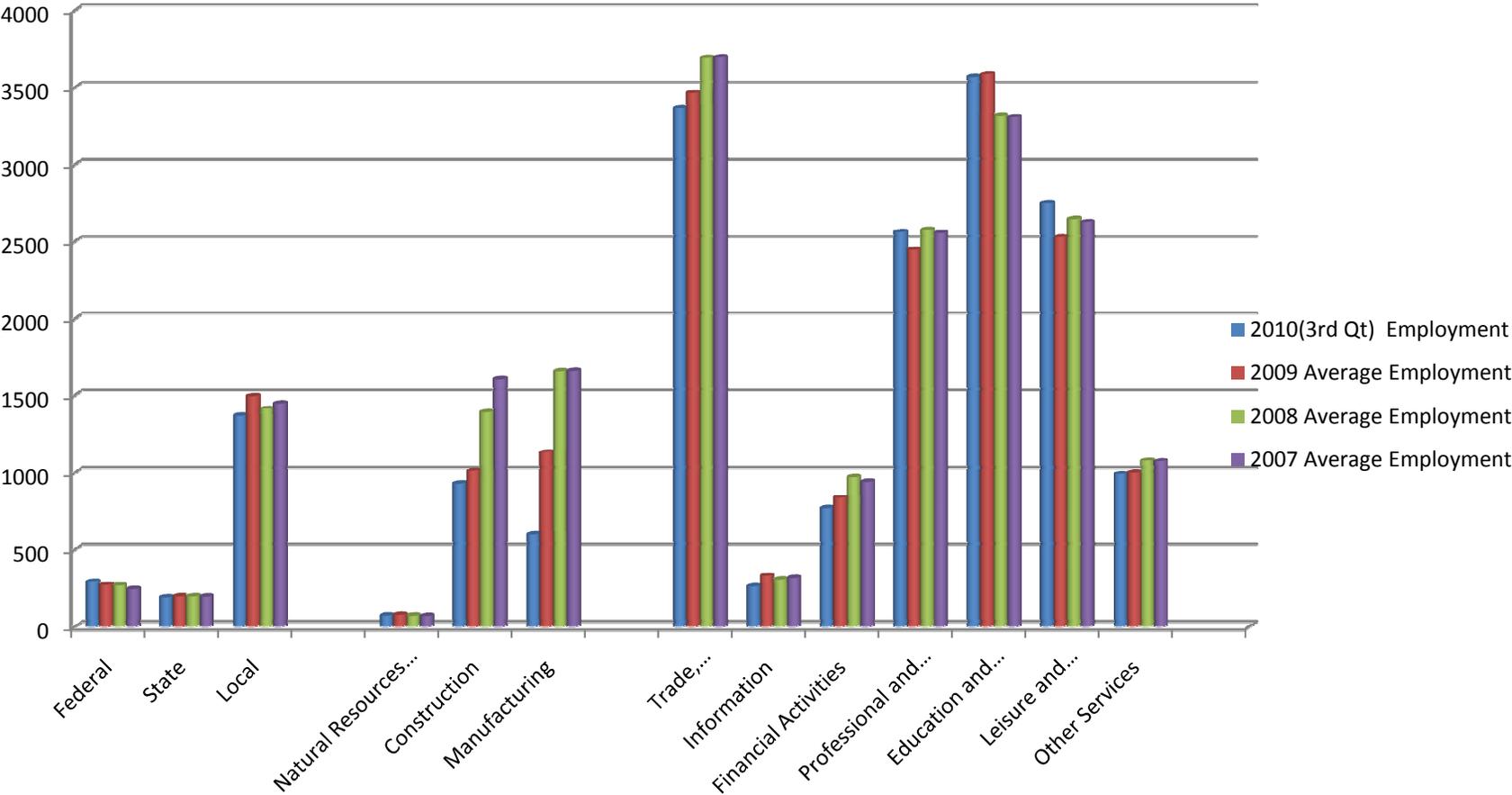
2010 3rd Qtr  
 2009 Annual Average  
 2008 Annual Average  
 2007 Annual Average

1,677 Total Business Units  
 1,710 Total Business Units  
 1,751 Total Business Units  
 1,736 Total Business Units

**Distribution of Units by Industry Sector**



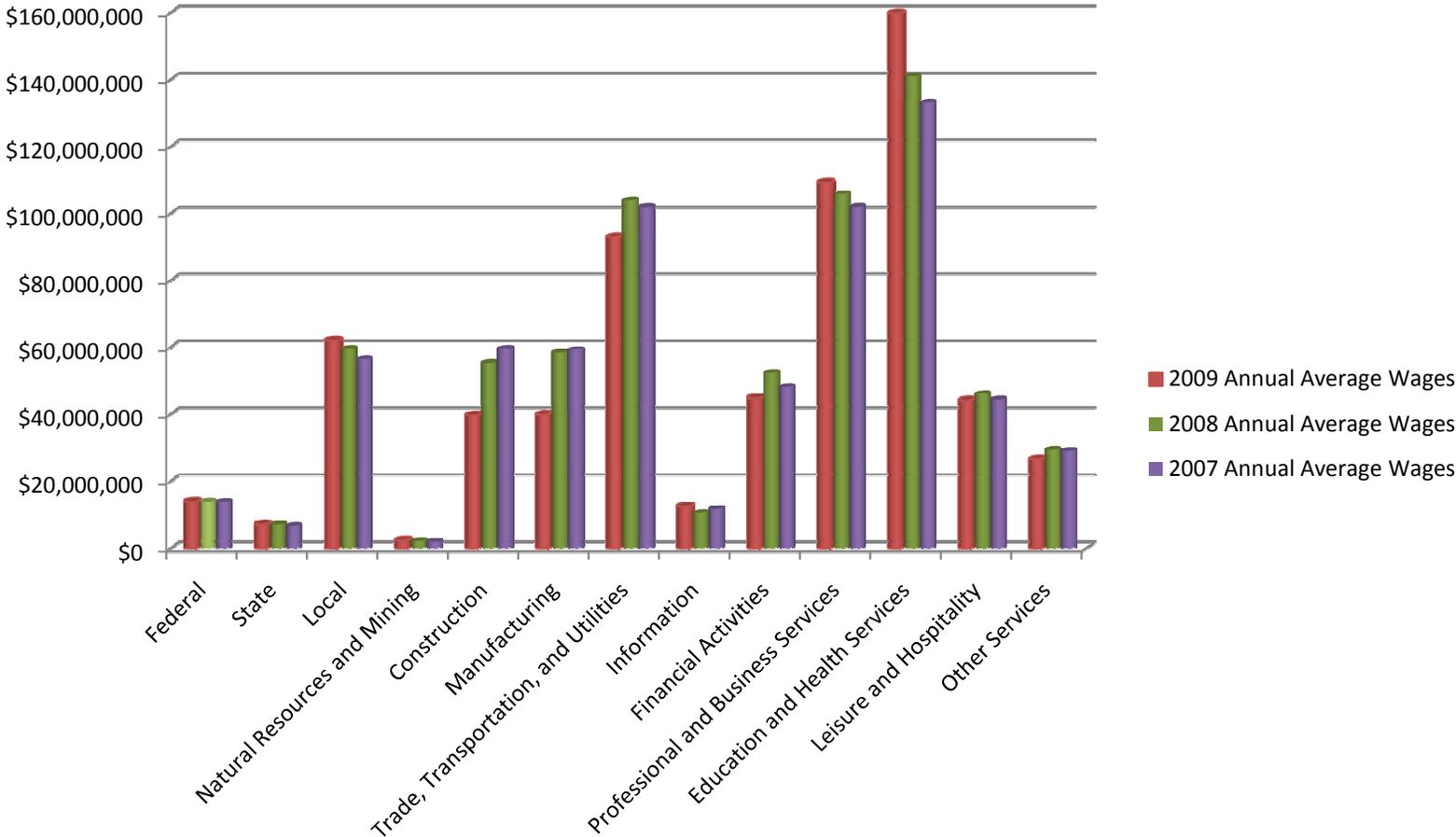
**Talbot County’s Employment Trend indicates a rising demand for jobs in the Education and Healthcare sector which has 3,568 workers. Federal Government, Professional and Business Services, and Leisure and Hospitality sectors increased employment in 2010. Employment trended down in Local Government, Construction, Manufacturing, Financial Activities, Trade/Transportation/Utilities and Other Services.**



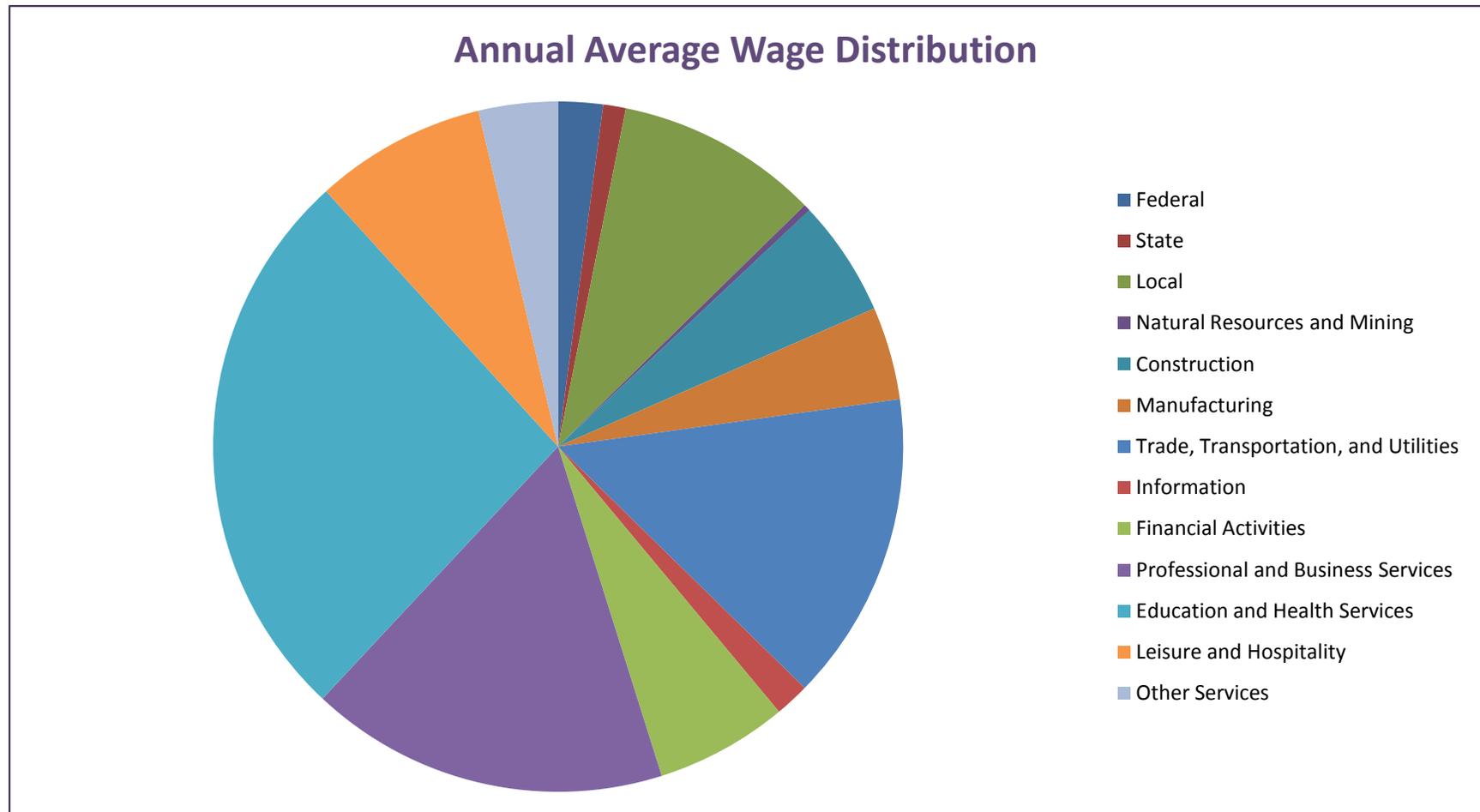
Talbot County Total Annual Average Wages by Industry Sector from 2007 to 2009 indicate a decline in earnings. The total 2010 Annual Wages are estimated to be approximately \$631,058,317, representing a \$50,000,000 decrease from a high of \$685,489,738 in 2008.

2009 Total Annual Wages \$654,937,093  
 2008 Total Annual Wages \$685,489,738  
 2007 Total Annual Wages \$668,332,560

Wage Distribution by Industry Sector



**Talbot County Annual Average Wage Distribution by Sector shows that the largest business sectors are also contributing the most wages. The Annual Average Wage Distribution does not account for the loss of high paying jobs in industry sectors with smaller numbers of business units.**



**The incorporated towns of Talbot County are Easton, Oxford, Queen Anne, St. Michaels and Trappe. Tilghman Island, one of 22 villages in the County, offers County-managed wastewater sewer capacity.**

Talbot County enforces zoning restrictions on residential development in the rural and environmentally sensitive areas of the County and supports infill development in the Priority Funding Areas within the five incorporated towns of Easton, Oxford, Queen Anne, St. Michaels and Trappe.

**2010 Talbot County Housing Status**

<b>Total Units</b>	<b>19,611</b>
<b>Total Households</b>	<b>16,192</b>

**Median Disposable Income**                      **\$40,222**

**Occupied Households**

<b>Owner Occupied</b>	<b>58.6% Units</b>
<b>Renter Occupied</b>	<b>24.0% Units</b>
<b>Vacant Housing</b>	<b>17.4% Units</b>

**2010 Talbot County Median Home Value: \$305,000 (MRIS)**

Talbot County Reported 35 New Residential Units in 2010 at a total cost of \$13,222,970.00.

**Benson & Mangold shares the following residential real estate trends in their December 2010 Real Estate Business Intelligence Report:**

Dollar Volume Sold (December 2010)	\$22,112,590
Average Sold Price	\$526,490
Median Sold Price (Average 2010)	\$360,500
Detached Units Sold	42
Active Listings	621
New Construction Active Listings	64
New Construction Sold Listings	4



## Talbot County hosts regional knowledge-based resources to support technology development...

**Cooperative Oxford NOAA Lab – National Center for Coastal Oceanic Science, Coastal Environmental Health and Bimolecular Research** – Co-located with the Maryland Department of Natural Resources and the U.S. Coast Guard Station, the Cooperative Oxford Lab employs 40 scientists and technicians in Oxford, MD. The joint partners are responsible for monitoring the entire health and safety of the Chesapeake Bay ecosystem.

**Calhoon MEBA Engineering School (MEBA)** – Located on a 600 acre campus on St. Michaels Road in Talbot County, MEBA operates as a private maritime educational facility, training members of the Marine Engineers Beneficial Association as well as all maritime and related industry professionals. MEBA offers internationally recognized, state-of-the-art training and experience that enhances the safety, reliability, and profitability of vessels and equipment while preserving and protecting the natural environment.

### **Institutes of Higher Learning proximate to Talbot County:**

Chesapeake College, Wye Mills, MD offers Certificate and AA Degree Programs  
Higher Education Center, Wye Mills, MD offers BA/BS and MS Degree Programs  
Salisbury University, Salisbury, MD offers BA/BS/MS/PhD Degree Programs  
University of Maryland Eastern Shore, Princess Anne, MD offers BA/BS/MS/PhD Degree Programs  
Washington College, Chestertown, MD offers BA and MS Degree Programs

**SHS/UMMS Medical Facilities:** Serves the Upper Eastern Shore with The Memorial Hospital at Easton and major medical facilities. Employs 1,700 workers with \$161 million in net operating revenues (FY 06)

**Paul S. Sarbanes Restoration and Reclamation Project at Poplar Island** demonstrates reclamation and restoration of a 500 acre island that had eroded to less than 5 acres. The project uses dredge spoils from the Baltimore Port channel and is managed by the Army Corp of Engineers and Maryland Environmental Service. The Talbot County Office of Economic Development conducts two tours a year to promote Environmental Technologies

**Proximate to NASA Wallops Flight Facility/Goddard Space Flight Center: (located in Wallops, Virginia)** NASA's primary facility for suborbital missions, sounding rockets, scientific balloons and performance of aircraft research. Wallops has been awarded contracts for cargo shipments to the International Space Station. **Talbot County is located strategically between Wallops and the Patuxent Naval Research Center in St. Mary's County.**





US Army Corps  
of Engineers

# PAUL S. SARBANES ECOSYSTEM RESTORATION PROJECT AT POPLAR ISLAND TALBOT COUNTY, MARYLAND

## MASTER PLAN FEBRUARY 2009



**Legend:**

- CELL BOUNDARY
- EXISTING FEATURE
- UNDER CONSTRUCTION 2009
- PLANNED FOR 2010

**Restriction Notes:**

**AMERICAN OYSTER:**  
HYDRAULIC EXCAVATION IS PROHIBITED WITHIN 1500' OF NATURAL OYSTER BARS 8-10, 8-11, AND 11-3 FROM 1 JUNE TO 30 SEPTEMBER.

**BALD EAGLE:**  
ZONE 1 EXTENDS 330' FROM NEST. YEAR-ROUND RESTRICTIONS INCLUDE ANY HABITAT CHANGES SUCH AS TIMBER CUTTING, LAND CLEARING, BUILDING, AND ROAD CONSTRUCTION. NO HUMAN ACTIVITIES FROM 15 DECEMBER TO 15 JUNE. LIMITED ACTIVITIES PERMITTED FROM 16 JUNE TO 14 DECEMBER.

**ZONE 2 EXTENDS 885' FROM NEST. NO HUMAN ACTIVITIES FROM 15 DECEMBER TO 15 JUNE. LIMITED ACTIVITIES PERMITTED FROM 16 JUNE TO 14 DECEMBER. MAINTENANCE ACTIVITIES PERMITTED FROM 15 AUGUST TO 16 NOVEMBER.**

**GREAT BLUE HERON:**  
LIMITED ACTIVITIES ARE ALLOWED, WITH SPECIFIC STIPULATIONS. CONSTRUCTION EQUIPMENT IS NOT PERMITTED WITHIN THE RESTRICTED AREA FROM 15 FEBRUARY TO 31 JULY.

**LEAST TERNS:**  
NESTS SHOULD BE AVOIDED AND ACTIVITY LIMITED DURING NESTING AND FLEDGING.

**CULTURAL RESOURCE:**  
NO DISTURBANCE OF BAY BOTTOM IS PERMITTED WITHIN THE RESTRICTED AREA.

AERIAL PHOTOGRAPHY FLOWN BY  
AERO-METRIC, INC. IN SEPTEMBER 2008



**Talbot County accommodates growth and development in the designated priority funding areas with excess infrastructure capacity and high speed redundant fiber. The Talbot County Public School System has successfully integrated computer instruction in the high schools and provides a laptop for each student.**

**Easton Utilities Commission**

Easton Utilities Commission is owned and operated by the Town of Easton, as an enterprise operation providing electricity, water, wastewater treatment, natural gas, cable television, high speed Internet and advertising services for the Town of Easton. The Town invested \$36 million to provide for expansion of the wastewater sewer treatment facility which is expected to support development requirements in Easton through 2030.

**Delmarva Power (PEPCO) and Choptank Electric Cooperative** provide electric service to Talbot County.

**Municipal Water/Wastewater Sewage Systems** - The Towns of Oxford, Trappe and Easton operate their own sewer and wastewater treatment systems. St. Michaels and the Village of Tilghman have County-owned and operated wastewater treatment systems. The County continues to invest in new technologies and programs to reduce nitrogen levels of on-site septic systems and to encourage homeowners to maintain septic systems in good operating order.

**Chesapeake Utilities provides Natural Gas** to Talbot County along the Route 50 corridor, including the Town of Easton.

**Talbot County Bio-Solids Facility** - Located on Klondike Road, Talbot County has completed a state-of-the-art Green Energy demonstration project with three wind turbines and a solar farm. The \$3 Million project was made possible with grants from the American Reinvestment and Redevelopment Appropriations and the Maryland Department of Energy.

<b>Tax Structure</b>	<b>Talbot Co.</b>	<b>Maryland</b>
Corporate Income Tax	None	8.25%
Personal Income Tax	2.25%	2.0-6.25%
Sales and Use	None	6.0%
Real Property	\$0.432	\$0.112
Business Personal Property Tax	None	None



**Education Attainment  
Talbot County  
High School Education Rate**

Graduation rate for high school seniors	89.6%
High School Graduates entering workforce upon graduation	29.8%
Graduates going on to higher education	70.4%

<b>Workforce</b>	<b>Talbot Co.</b>	<b>U. S.</b>
White Collar Jobs	63.3%	61.6%
Service Jobs	16.5%	17.3%
Blue Collar Jobs	20.2%	21.1%

**Population by Education**

Not earned a HS Diploma	10.4%	14.8%
High School Graduates	29.8%	29.6%
Completed AA Degree	7.2%	7.7%
Bachelors Degree	19.8%	17.7%
Masters/Doctorate	13.7%	10.4%

**The heart of Talbot County, Easton is an arts and cultural center with a population of 15,000. Voted “the 8<sup>th</sup> Best Small town in America,” \* Historic Downtown Easton has adopted an infill redevelopment plan that is attracting new investments and businesses to complement the cultural arts community.**



The Town of Easton is the County seat of government for Talbot County and is considered a Mid-Shore regional hub for commercial, financial and medical services. Recently completed mixed use projects include the Easton Market Square located on Washington Street which augments the outdoor Farmers Market and the Talbottown Shopping Center and supports several venues.

Historic Easton has adopted a plan for redevelopment proposed by AKRF and Street Works. The plan proposes approximately 170,000 sq. ft. of new residential and 160,000 sq. ft. of commercial development with accommodations for parking. The Easton Market Square has redeveloped mixed use space at the north end of the Historic District. Much of the planned infill is anticipated to be occupied by young professionals entering the job market, two-income relocating families, and early retirees.

Entertainment and the arts are enhanced by The Avalon Foundation’s promotion of live venues at the historic Avalon Theater and support of cultural events, including the summer Plein Air Festival. The Waterfowl Festival, Inc. stages an annual wildlife arts festival the second weekend in November, hosting over 400 exhibitors. The Academy of the Arts and the Talbot County Historic Society host Museums with local and national exhibits.



The Tidewater Inn has re-established itself as the anchor for historic downtown Easton with extensive renovation and the reopening of the Gold Room Banquet facility. Downtown Easton includes art galleries, retail shops and award-winning restaurants in an eight block area. The Town of Easton is supported by seven retail centers, including Waterside Village, Tred Avon Square, Easton Plaza, Marlboro Plaza, Park Place, Shoppes at Easton and Talbottown of Easton.

\* As voted by author Norm Crampton in 1995 “The 100 Best Small Towns in America”

<b>Easton Population and Growth</b>		
2000 Census	Easton Population	11,708
2006	Easton Population	14,666
2008	Easton Population	15,000

**Talbot County agriculture contributed \$50.5 Million to the local economy with \$25 Million in grain production.**

**Delmarva’s** poultry industry used nearly 73 million bushels of corn and the equivalent of 25 million bushels of soybeans in 2009. The feed bill exceeded \$852 million, down 8% from 2008. Talbot County Market Value of agricultural production contributed \$50,541,000 to the economy in 2008.

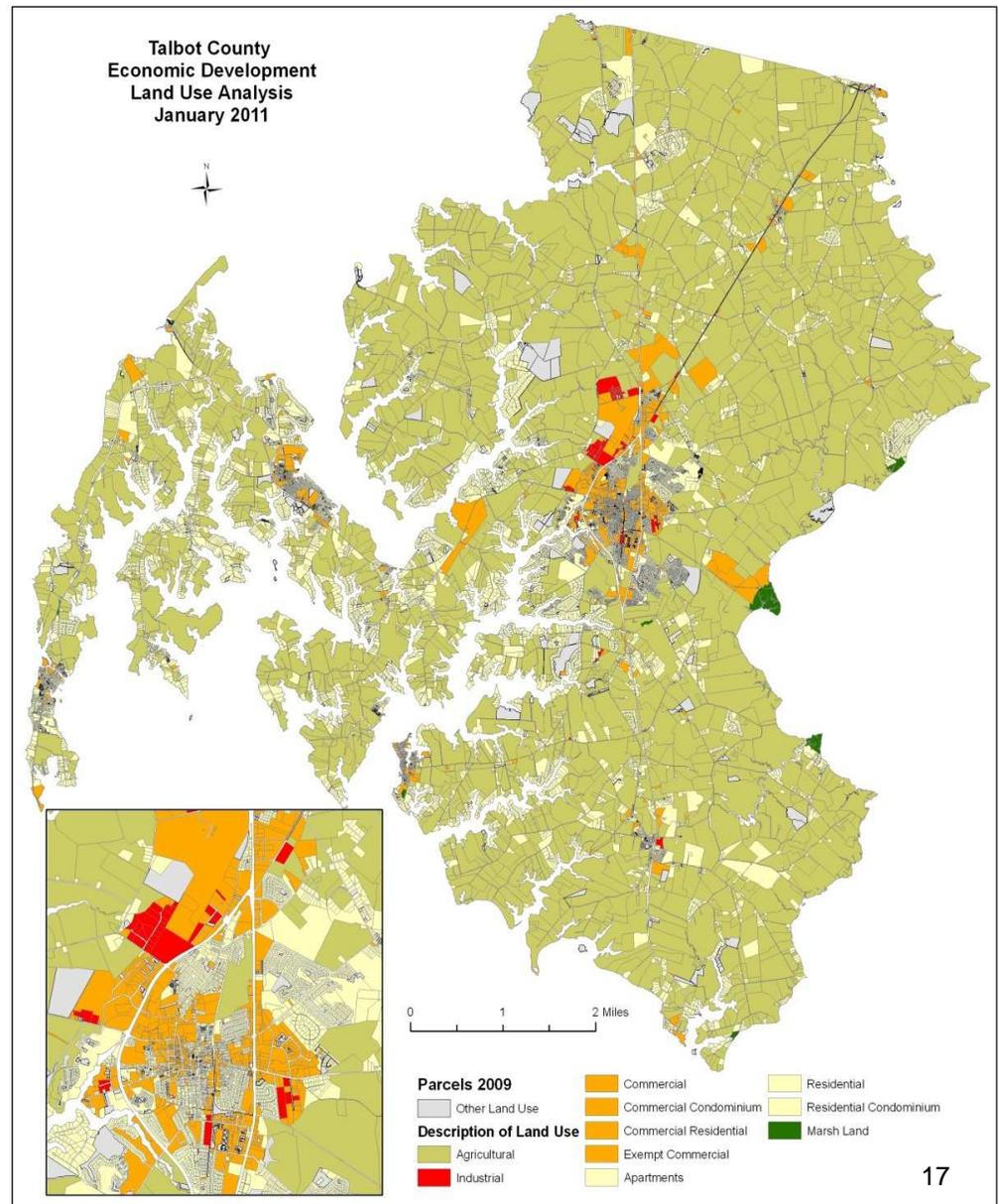
**Crop Sales: \$25,388,000**  
**Livestock Sales: \$25,153,000**

**2.7% of the total workforce is employed in agriculture**

**Talbot County** records a total of 170,000 acres for use in the 279 square miles within its jurisdiction. Over 60% of that land, or 109,002 acres (in 2008), is used for agriculture. The majority of the farming is in large grain production.

	<u>2008</u>	<u>2007</u>
<b>Number of Farms:</b>	<b>305</b>	<b>288</b>
<b>Land in Use (Acres)</b>	<b>109,002</b>	<b>105,729</b>
<b>Average Farm (Acres)</b>	<b>357</b>	<b>367</b>
<b>Operating Farms:</b>	<b>280</b>	
<b>Average Farm:</b>	<b>367 acres</b>	
<b>Total Agricultural Parcels:</b>	<b>2,150</b>	

The Talbot County Council adopted an Agriculture Visioning Plan in 2008 to preserve agricultural land and to support agriculturally-based industries. **“To retain Talbot County farms, the land must be used for agriculture production.”**  
 (Information provided by the University of Maryland Extension Office)



**Talbot County hosts seven industrial parks with abundant infrastructure capacity, availability of secure sites, high speed redundant fiber, transportation access, and opportunities for infill development.**



### Land Use in Talbot County

#### Total Acreage in Commercial Use

2009	3,023 acres
2007	3,023 acres
2006	3,021 acres

#### Total Commercial Parcels

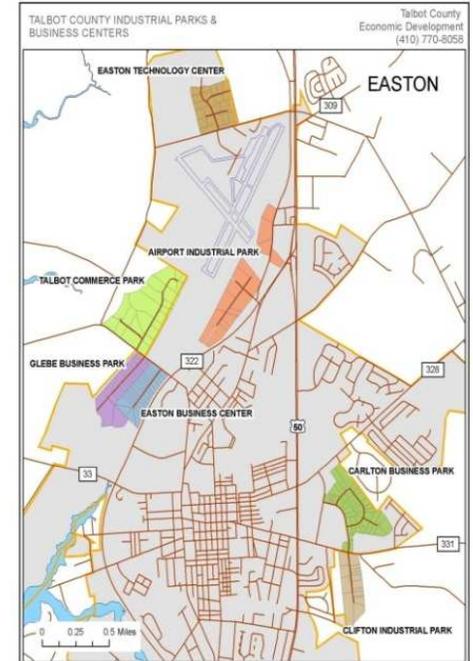
2009	1,348 parcels
2007	1,312 parcels
2006	1,298 parcels

#### Total Acreage in Industrial Use

2009	496 acres
2007	479 acres
2006	462 acres

#### Total Industrial Parcels

2009	71 parcels
2007	69 parcels
2006	68 parcels



### Industrial Parks

**Easton supports 6 industrial parks (illustrated above)**

**Talbot County supports 1 industrial park.**

Clifton Industrial Park	30 acres
Airport Industrial Park	126 acres
Easton Business Center	30 acres
Glebe Park	31 acres
Carlton Business Park	57 acres
Easton Technology Center	162 acres
Talbot Commerce Park	111 acres

**Talbot County commercial development included several renovations and expansion to existing structures.**



Talbot County continues to experience commercial development despite the recent tumultuous economic times. Much of the recent development has occurred with existing business expansion and improvements or renovations to existing buildings. The exception is the relocation of Chinese Thermal Film Maker, Kang De Xin to the Talbot Commerce Park where it has established its North America Headquarters.

<u>Project</u>	<u>Total SF</u>	<u>Completion</u>
<b>Commerce Business Park</b> Wildlife International (State of the Art Lab Space Built by Willow Construction)	11,000 SF	August 2010
<b>Talbot Commerce Park</b> Kangde Xin, Beijing thermal film manufacturer establishes North America Headquarters at 8808 Mistletoe Drive	22,000 SF	October 2010
<b>Abel Marine and Yacht Sales</b> and defense contractor lease four newly constructed sites at 8949 Mistletoe Drive	12,000 SF	November 2010
<b>Easton Airport</b> SANSWIRE partners with EastCor Engineering for high altitude balloon production and payloads	6,000 SF	August 2010
<b>Waterside Village</b> CBIZ, MHM, LLC accounting firm leases 2 <sup>nd</sup> floor at 28614 Marlboro Avenue	11,800 SF	October 2010
<b>Bay Street Government Offices</b> Talbot County Offices Lease and renovation	7,634 SF	November 2010

## Retention and Expansion by existing Talbot County employers provides for continued economic stability

**Allen Family Foods, Inc.**, recognized as a top producer of poultry products, retains 450 jobs at its Cordova facility. The Delaware-headquartered company is a vertically-integrated poultry operation that includes breeding, hatching, feed milling, and processing of its chickens, selling 600 million pounds of chicken a year. [www.allenfamilyfoods.com](http://www.allenfamilyfoods.com)

**Global Strategies**, an ISO 9001/2000 certified manufacturer of rugged mobile support systems employs 154 workers in 200,000 sq. ft. of manufacturing space. Global Strategies Group is a leader in the delivery of integrated support services and products for hostile or austere environments. [www.globalgroup.com](http://www.globalgroup.com)

**Inquiries**, a Personnel Suitability & Security/Identity Management company, with headquarters in Easton, announced they are the recipient of several large federal contracts, including support for the BAE Systems FBI award. Inquiries employs 200 workers. [www.inquiriesinc.com](http://www.inquiriesinc.com)

**Quality Health Strategies (QHS)**, and its subsidiaries, provide Medicare/Medicaid fraud and abuse investigation at its Easton Headquarters. QHS has recently expanded to a second location on Canvasback Drive with total employment in Talbot County of 187 workers. [www.qualityhealthstrategies.com](http://www.qualityhealthstrategies.com)

**Orion Safety Products** acquired **Martin and Shaft**, expanding their manufacturing capabilities of highway, marine, wildfire and wilderness safety flares. The two companies employ 84 workers. [www.orionsignals.com](http://www.orionsignals.com)

**Aphena Pharma Solutions**, a subsidiary of PrePak Systems (owned by Enhanced Equity Fund) added 13,000 SF to its 97,000 SF production facility to accommodate the manufacture of liquid cold medications. [www.aphenapharma.com](http://www.aphenapharma.com)

**The Whalen Company**, with Easton headquarters, is the inventor of vertical stacked fan coil units and heat pumps and offers solutions to reduce costs and improve performance. The company employs 74 workers. [www.whalencompany.com](http://www.whalencompany.com)



**Shore Health System/University of Maryland Medical System provides medical services to the Mid Shore Region with 3 hospitals, 200 physicians and a network of outpatient facilities.**

Shore Health/UMMS employs 2,060 workers and 200 physicians in the Mid-Shore area. The Memorial Hospital at Easton, currently operates with 140 licensed beds, and is one of three hospitals operated by Shore Health System, Inc. on the Upper Shore.

The Hospital's primary service area includes the counties of Caroline, Dorchester, Queen Anne's, Kent, and Talbot. Hospital services span a broad range of primary and secondary inpatient acute care services, including acute rehabilitation, medical and surgical, obstetrical/gynecological, pediatrics, oncology, renal, neuroscience, and critical care services. Shore Regional Cancer Center and the Requard Center for Radiation Oncology provide state-of-the-art cancer care for the Mid-Shore Region. Shore Health System's cancer services also include outpatient chemotherapy at The Memorial Hospital at Easton.

Shore Health System, Inc., operates as a private, not-for-profit health system. Shore Health was created in 1996 with the merger of Dorchester General Hospital, founded in 1898, and The Memorial Hospital at Easton, founded in 1907. In 2006, Shore Health System merged with University of Maryland Medical System.

As a member of UMMS, and through partnerships with the University of Maryland Medical Center and the University of Maryland School of Medicine, Shore Health System is bringing world class medical care to the 170,000 residents of Maryland's Mid-Shore region and to the Delmarva Peninsula. Shore Health System operates a network of outpatient service across the Mid-Shore region, with facilities in Easton, Cambridge, Centreville and Denton. The outpatient services include primary and specialty care physician practices, diagnostic imaging, laboratory testing, and physical, occupational and speech therapy. Construction of a new regional medical center is being planned. At a projected cost of \$300 million, this represents the single largest economic development project on the Mid-Shore in the foreseeable future. The Talbot County Council purchased two parcels of land, totaling approximately 257 acres, located at the north entrance to the Town of Easton on U.S. Route 50 near the Talbot County Community Center and has offered the site to Shore Health System and the University of Maryland Medical System as an expression of interest in retaining the proposed new regional medical center campus in the Town of Easton. The site offers proximity to all Mid-Shore counties and to the Easton Airport complete with all the utilities and infrastructure that the Town of Easton has to offer a development of this magnitude.



**Easton Airport is located adjacent to U.S. Route 50 at the north entrance to the Town of Easton and provides general aviation services and storage with a terminal and full service restaurant.**



The **Easton Airport** is a general aviation airport which operates as a self-sufficient enterprise on revenues generated from fuel sales, ground lease rent, T-hangar rentals and jet fuel sales. In 2010, Easton Airport had 42,875 operations supporting 30 businesses with an employment base of 172 employees and a regional impact of 480 jobs generating an economic impact to the immediate community of \$26,263,000.

A contract air traffic control tower was completed in 2007 with STARS LITE radar upgrade in 2010. Operating from 6 a.m. to 10 p.m. seven days a week, the tower provides air traffic control services.

In keeping with Homeland Security requirements and specifications, the Airport, County and Town maintain state-of-the-art security levels for both business and personal travel to the area, serving as an FAA beta test site for future airport development.

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## *Talbot County, Maryland*

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