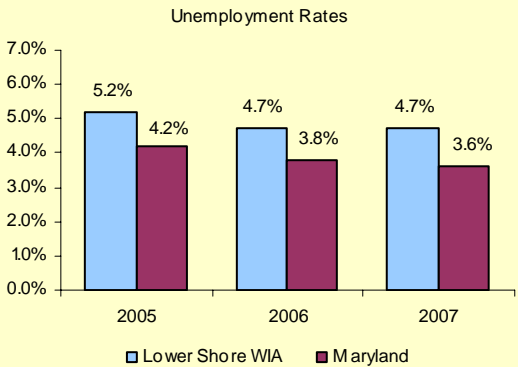
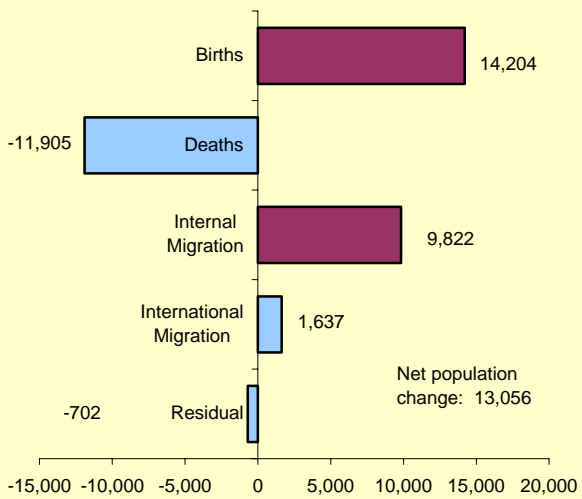


# LOWER SHORE FACT SHEET

| LABOR FORCE STATISTICS<br>2007 ANNUAL AVERAGES  | JOBS BY INDUSTRY DIVISION<br>2007 ANNUAL AVERAGES  | INDUSTRY HIGHLIGHTS<br>2007                    |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
|---|--|--|-------------------|----------------------|--------|------------------|--------|---------------------------------|-----|-----------------|-------|-------------|-------|--------------------------------------|--------|------------------------------|------|---|-----------------|------------------|-----------|------------------------------------|----------------------------|-------------|--------------------------------|----------------------|--------------------|----------------------------------|------------------------------|-----------------------------|---------------------------------|-----------------------|------------------------------------|-----------------------------|------------------------------------|---|-----------------|-------------|---------------------------------|-------|-----------------------------|-------|-----------|-------|---------------------------------|-------|---------------|-------|----------------------------|-------|
| <p>Civilian Labor Force            91,841<br/>Employed                            87,504<br/>Unemployed                        4,337<br/>Unemployment Rate            4.7%</p> <p style="text-align: center;">Unemployment Rates</p>  <p style="text-align: center;"> <span style="color: blue;">■</span> Lower Shore WIA    <span style="color: maroon;">■</span> Maryland         </p> | <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;"><u>Industry</u></th> <th style="text-align: right;"><u>Employment</u></th> </tr> </thead> <tbody> <tr><td>Total Employment</td><td style="text-align: right;">78,662</td></tr> <tr><td>Government Total</td><td style="text-align: right;">13,576</td></tr> <tr><td>  Federal</td><td style="text-align: right;">590</td></tr> <tr><td>  State</td><td style="text-align: right;">4,511</td></tr> <tr><td>  Local</td><td style="text-align: right;">8,475</td></tr> <tr><td>Private Sector Total</td><td style="text-align: right;">65,086</td></tr> <tr><td>  Natural Resources &amp; Mining</td><td style="text-align: right;">783</td></tr> <tr><td>  Construction</td><td style="text-align: right;">5,317</td></tr> <tr><td>  Manufacturing</td><td style="text-align: right;">5,479</td></tr> <tr><td>  Trade, Transportation, &amp; Utilities</td><td style="text-align: right;">15,634</td></tr> <tr><td>  Information</td><td style="text-align: right;">1,027</td></tr> <tr><td>  Financial Activities</td><td style="text-align: right;">3,440</td></tr> <tr><td>  Professional &amp; Business Services</td><td style="text-align: right;">6,071</td></tr> <tr><td>  Education &amp; Health Services</td><td style="text-align: right;">10,739</td></tr> <tr><td>  Leisure &amp; Hospitality</td><td style="text-align: right;">13,811</td></tr> <tr><td>  Other Services/Unclassified</td><td style="text-align: right;">2,785</td></tr> </tbody> </table> | <u>Industry</u>                                | <u>Employment</u> | Total Employment     | 78,662 | Government Total | 13,576 | Federal                         | 590 | State           | 4,511 | Local       | 8,475 | Private Sector Total                 | 65,086 | Natural Resources & Mining   | 783  | Construction  | 5,317           | Manufacturing    | 5,479     | Trade, Transportation, & Utilities | 15,634                     | Information | 1,027                          | Financial Activities | 3,440              | Professional & Business Services | 6,071                        | Education & Health Services | 10,739                          | Leisure & Hospitality | 13,811                             | Other Services/Unclassified | 2,785                              | <p><b>Total Employment - 2007</b></p> <p style="text-align: right;">Maryland                            2,546,848<br/>Lower Shore                        78,662<br/>Lower Shore's Share of MD        3.1%</p> <p><b>Average Weekly Wage - 2007</b></p> <p style="text-align: right;">Maryland                            \$928<br/>Lower Shore                        \$623</p> <p style="text-align: center;"><b><u>2007 PS Industry Employment Concentrations</u></b></p> <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;"><u>Industry</u></th> <th style="text-align: right;"><u>Jobs</u></th> </tr> </thead> <tbody> <tr><td>Food services &amp; drinking places</td><td style="text-align: right;">9,386</td></tr> <tr><td>Specialty trade contractors</td><td style="text-align: right;">3,640</td></tr> <tr><td>Hospitals</td><td style="text-align: right;">3,586</td></tr> <tr><td>Ambulatory health care services</td><td style="text-align: right;">3,403</td></tr> <tr><td>Accommodation</td><td style="text-align: right;">3,055</td></tr> <tr><td>General merchandise stores</td><td style="text-align: right;">2,757</td></tr> </tbody> </table> | <u>Industry</u> | <u>Jobs</u> | Food services & drinking places | 9,386 | Specialty trade contractors | 3,640 | Hospitals | 3,586 | Ambulatory health care services | 3,403 | Accommodation | 3,055 | General merchandise stores | 2,757 |
| <u>Industry</u>   | <u>Employment</u>  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Total Employment  | 78,662   |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Government Total  | 13,576   |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Federal   | 590  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| State   | 4,511  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Local   | 8,475  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Private Sector Total  | 65,086   |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Natural Resources & Mining  | 783  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Construction  | 5,317  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Manufacturing   | 5,479  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Trade, Transportation, & Utilities  | 15,634   |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Information   | 1,027  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Financial Activities  | 3,440  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Professional & Business Services  | 6,071  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Education & Health Services   | 10,739   |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Leisure & Hospitality   | 13,811   |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Other Services/Unclassified   | 2,785  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| <u>Industry</u>   | <u>Jobs</u>  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Food services & drinking places   | 9,386  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Specialty trade contractors   | 3,640  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Hospitals   | 3,586  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Ambulatory health care services   | 3,403  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Accommodation   | 3,055  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| General merchandise stores  | 2,757  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| COMPONENTS OF POPULATION CHANGE<br>2000 - 2007  | INDUSTRY TURNOVER RATES<br>2 <sup>nd</sup> QUARTER 2007  | HIGH PAYING PRIVATE SECTOR<br>INDUSTRIES* 2007 |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
|  <p style="text-align: right;">Net population change: 13,056</p>  | <p style="text-align: center;"><b><u>Turnover -- All industries</u></b></p> <p style="text-align: center;">11.0</p> <p style="text-align: center;"><b><u>Turnover Rates At/Below All Industry Average</u></b></p> <table style="width: 100%; border-collapse: collapse;"> <tbody> <tr><td>Utilities</td><td style="text-align: right;">3.4</td></tr> <tr><td>Educational services</td><td style="text-align: right;">6.5</td></tr> <tr><td>Manufacturing</td><td style="text-align: right;">7.7</td></tr> <tr><td>Health care &amp; social assistance</td><td style="text-align: right;">7.8</td></tr> <tr><td>Wholesale trade</td><td style="text-align: right;">8.0</td></tr> <tr><td>Information</td><td style="text-align: right;">8.5</td></tr> <tr><td>Professional, sci. &amp; technical svcs.</td><td style="text-align: right;">9.5</td></tr> <tr><td>Transportation &amp; warehousing</td><td style="text-align: right;">10.2</td></tr> </tbody> </table>  | Utilities                                      | 3.4               | Educational services | 6.5    | Manufacturing    | 7.7    | Health care & social assistance | 7.8 | Wholesale trade | 8.0   | Information | 8.5   | Professional, sci. & technical svcs. | 9.5    | Transportation & warehousing | 10.2 | <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;"><u>Industry</u></th> <th style="text-align: right;"><u>Wkly Wage</u></th> </tr> </thead> <tbody> <tr><td>Utilities</td><td style="text-align: right;">\$1,413</td></tr> <tr><td>Mgmt. of co. &amp; enterprises</td><td style="text-align: right;">\$1,292</td></tr> <tr><td>Sec., comm. contracts, invest.</td><td style="text-align: right;">\$1,228</td></tr> <tr><td>Telecommunications</td><td style="text-align: right;">\$1,122</td></tr> <tr><td>Ambulatory health care svcs.</td><td style="text-align: right;">\$1,073</td></tr> <tr><td>Ins. carriers &amp; rel. activities</td><td style="text-align: right;">\$942</td></tr> <tr><td>Merchant wholesalers, nondur. gds.</td><td style="text-align: right;">\$917</td></tr> <tr><td>Printing &amp; rel. support activities</td><td style="text-align: right;">\$847</td></tr> </tbody> </table> <p style="text-align: center;">* Industries with 2007 employment level of 200 or more</p> | <u>Industry</u> | <u>Wkly Wage</u> | Utilities | \$1,413                            | Mgmt. of co. & enterprises | \$1,292     | Sec., comm. contracts, invest. | \$1,228              | Telecommunications | \$1,122                          | Ambulatory health care svcs. | \$1,073                     | Ins. carriers & rel. activities | \$942                 | Merchant wholesalers, nondur. gds. | \$917                       | Printing & rel. support activities | \$847   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Utilities   | 3.4  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Educational services  | 6.5  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Manufacturing   | 7.7  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Health care & social assistance   | 7.8  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Wholesale trade   | 8.0  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Information   | 8.5  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Professional, sci. & technical svcs.  | 9.5  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Transportation & warehousing  | 10.2   |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| <u>Industry</u>   | <u>Wkly Wage</u>   |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Utilities   | \$1,413  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Mgmt. of co. & enterprises  | \$1,292  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Sec., comm. contracts, invest.  | \$1,228  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Telecommunications  | \$1,122  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Ambulatory health care svcs.  | \$1,073  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Ins. carriers & rel. activities   | \$942  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Merchant wholesalers, nondur. gds.  | \$917  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |
| Printing & rel. support activities  | \$847  |  |                   |                      |        |                  |        |                                 |     |                 |       |             |       |                                      |        |                              |      |   |                 |                  |           |                                    |                            |             |                                |                      |                    |                                  |                              |                             |                                 |                       |                                    |                             |                                    |   |                 |             |                                 |       |                             |       |           |       |                                 |       |               |       |                            |       |