

Assistance is available for your business.

The Dorchester County Economic Development Department offers a variety of services, including:

- **Site Selection Assistance.** We maintain strategic partnerships with the real estate community to assist you in identifying a facility or land that meets your business needs. We will customize a tour specific to your site requirements.
- **One-on-One Assistance.** We provide assistance in navigating the permitting process and loan fund applications.
- **Coordination with Government Partners.** We serve as your liaison with federal, state, and local agencies to recruit employees, obtain training funds, and arrange for specialized training services.
- **Relocation Assistance.** We work with local realtors to provide assistance for employees relocating with a business.



Discover the many opportunities available for start-up and existing businesses. Discover Dorchester County!

Dorchester County Council Members

Jay L. Newcomb, District 1
William V. Nichols, District 2
Ricky C. Travers, District 3
Rick M. Price, District 4
Tom C. Bradshaw, District 5
Jane Baynard, County Manager

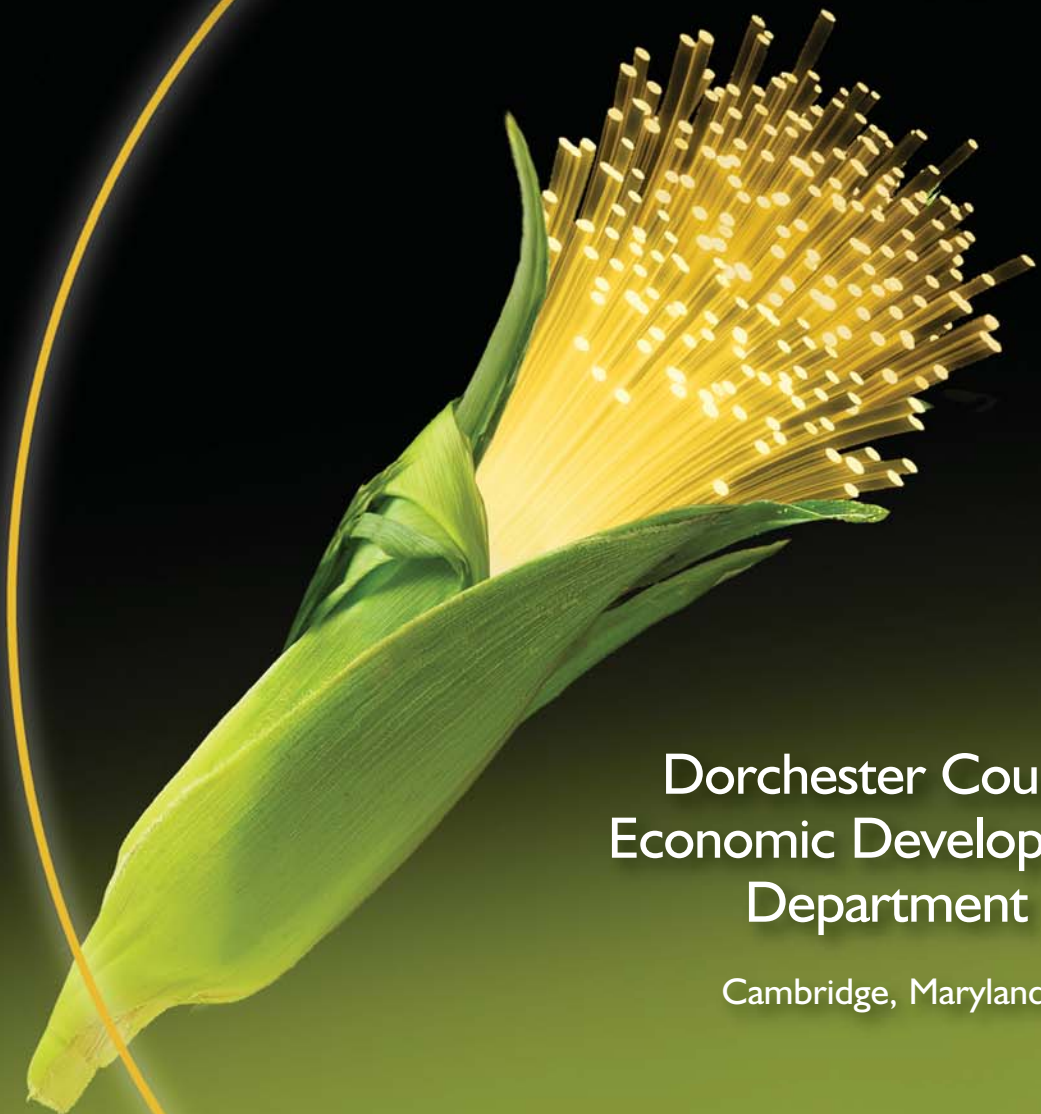
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Growing Business and Technology in Dorchester County



Dorchester County
Economic Development
Department

Cambridge, Maryland

Location Location Location . . .

. . . are the three things every real estate agent will tell you are critical when looking for the perfect site for your business and home. Dorchester County offers more than these three reasons for settling in the County.

Dorchester County is located on Maryland's scenic Eastern Shore with more than 1,700 miles of shoreline. It is the largest land/water mass county in Maryland, with nearly 600 square miles of land and 70 square miles of waterways. Its close proximity to the Baltimore/Washington corridor has attracted businesses and entrepreneurs due to the many business assets, cost advantages, and quality of life.

Dorchester County offers attractive and affordable housing options from waterfront estates to rural developments and small city condos, townhouses and apartments. The City of Cambridge offers historic housing on quiet streets and waterfront living along Cambridge Creek. Local amenities such as shops and restaurants, parks, marinas, and a public entertainment venue are within walking or biking distance. Public transportation is available to many local business centers and will serve the new Business and Technology Park.

Visit Dorchester County and discover why it is a great place to live, work, play and do business!



Chesapeake College Learning Resource Center, Wye Mills, MD. A satellite site of Chesapeake College is located in Cambridge, MD.

Dorchester County—the smart choice for your business.

■ Diverse Labor Force

Dorchester County offers a readily available, energetic workforce. County businesses draw their workforce from a five-county area of the mid-shore region, allowing for a more diverse labor pool, with a wide range of skills and educational levels.

■ Strategic Location

Dorchester County is ideally situated on the central Atlantic seaboard, and allows easy accessibility to 22% of the U.S. population residing in the New York to Richmond mega-market. One-day delivery time is possible to destinations as far north as New England and as far south as Florida.

Markets Accessible from Dorchester County:

Baltimore, MD—75 miles
Washington, DC—87 miles
Philadelphia, PA—122 miles
Richmond, VA—186 miles
New York, NY—212 miles
Pittsburgh, PA—298 miles
Boston, MA—418 miles

■ Economic Incentives

- **HUBZone.** Dorchester County is a designated HUBZone. This program provides federal contracting opportunities for qualified small businesses located in the zone.
- **One Maryland Incentive.** Businesses that locate, invest, and create jobs in Dorchester County may qualify for project tax credits of up to \$5 million and start-up tax credits of up to \$500,000.
- **Enterprise Zone.** Businesses locating in a Maryland Enterprise Zone may be eligible for income tax credits and real property tax credits in return for capital investment and job creation.
- **Job Creation Tax Credit.** Maryland's Job Creation Tax Credit program provides tax credits to new businesses locating in the county, and to existing businesses that expand their workforce.
- **Low-Interest Loans.** Qualifying businesses may be eligible for low-interest loans to assist with financing of a start-up or expansion project.



■ IT Infrastructure

The Dorchester County Business and Technology Park will be connected to the Maryland Broadband Cooperative's fiber optic backbone with redundant pathways on and off the Eastern Shore with services available through its last-mile provider members.

■ Business and Technology Park

The County, in collaboration with the City of Cambridge, as well as federal and state agencies, is in the process of developing a 113-acre park, with an "incubator" to serve small high-tech start-up businesses. The Business and Technology Park will consist of 13 lots ranging in size from 4 to 5 acres and will have water and sewer service. Additionally, the Park's HUBZone status will provide special advantages to small firms doing business with the government. Opportunities are enhanced by the county's proximity to federal government offices in Washington, D.C., as well as many of the nation's key cities.

The Cambridge-Dorchester Regional Airport is conveniently located adjacent to the Business and Technology Park. A planned expansion of the airport will extend the runway from 4,476 feet to 5,400 feet to allow for larger aircraft service. Since the airport is out of the restricted zone, takeoffs and landings involve little or no delays.



University of Maryland Center for Environmental Sciences, Horn Point Laboratory, Cambridge, MD.

Economic Development Goals and Priorities for Dorchester County

1. Focus on business development, expansion, and retention initiatives. Development of the new Business and Technology Park will help to create additional employment opportunities and diversify the County by attracting industry sectors currently not located in Dorchester County.
2. Collaborate with community leaders to increase public awareness regarding the importance of workforce development. Partner with educators to develop programs that prepare students to be viable contributors to the workforce, and enhance programs in science, technology, engineering, and math (STEM) in order to prepare students pursuing college degrees in technology-related fields.
3. Collaborate with stakeholders to strengthen agricultural and seafood industries in Dorchester County. Foster green initiatives that encourage environmentally sound development to preserve the natural, rural character.

Wireless capability in downtown Cambridge, MD.



Annual Taste of Cambridge event, downtown Cambridge, MD.

Dorchester General Hospital, a member of Shore Health System, Cambridge, MD.