

**THE COUNTY COMMISSIONERS  
OF KENT COUNTY, MARYLAND  
AGENDA**

**November 2, 2021**

6:00 PM Call to Order/Pledge of Allegiance/Moment of Silence

Building is Open for In-Person Attendance or Dial 1-872-239-8359 and enter Conference ID 148 703 577#

**Consent Items**

#1 - Regular Session Minutes, October 26, 2021

#2 - Liquor Minutes, October 26, 2021

#3 - Closed Session Minutes, October 26, 2021

#4 - C. Henry Price II American Legion Post 246, Raffle Only, December 5 - 31, 2021

#5 - C. Henry Price II American Legion Post 246, Raffle Only, January 2, 2022 - December 18, 2022

#6 - Tolchester Community Association, Inc., Raffle Only, November 6, 2021

**Special Class C Licenses**

Tolchester Community Association, Inc., Beer, Wine, and Liquor, November 6, 2021

**County Attorney**

Thomas N. Yeager, County Attorney

Village at Kennedyville, Public Works Agreement

**Departmental Appointments**

Wayne Darrell, Director, Emergency Services

Emergency Management Program Grant

Jamie Williams, Director, Economic and Tourism Development

2020 Economic Impact Report of Tourism in Maryland

Jamie Williams, Director, Economic and Tourism Development

Historical Society of Kent County Letter of Support

**Human Resources Director**

Public Works

Grounds Maintenance Worker I Vacancy

**Public Works Director**

Jim Wright, County Engineer

Betterton Beach Stairway Re-Construction Bid

**County Administrator Report**

Andy Fish, Senior Director, Office of Finance Programs, Maryland Department of

Commerce

Private Activity Bond Allocation

Letters for Signature

Economic and Tourism Development

Thank You Letter

Building is Open for In-Person Attendance: Public Comment/Media Review Dial 1-872-239-8359  
and enter Conference ID 148 703 577#

Procedures for Public Comment

Contingency Fund

Contingency and Use of Fund Balance Report

(Meetings are conducted in Open Session unless otherwise indicated. All or part of County Commissioners' meetings can be held in closed session under the authority of the MD Open Meetings Law by vote of the Commissioners. Breaks are at the call of the President. Please note that times listed for specific items on the agenda are only estimates, and that the order of agenda items may change as time dictates or allows. Meetings are subject to audio and video recordings.)





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**#1 - Regular Session Minutes, October 26, 2021  
11/2/2021  
County Commissioners Meeting**

**ATTACHMENTS:**

Description



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**#2 - Liquor Minutes, October 26, 2021  
11/2/2021  
County Commissioners Meeting**

ATTACHMENTS:  
Description



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**#3 - Closed Session Minutes, October 26, 2021  
11/2/2021  
County Commissioners Meeting**

**ATTACHMENTS:**

Description



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**#4 - C. Henry Price II American Legion Post 246, Raffle Only,  
December 5 - 31, 2021**

**11/2/2021**

**County Commissioners Meeting**

ATTACHMENTS:

Description

19-2021 C. Henry Price II American Legion Post 246, Raffle Only, December 5 - 31, 2021

Permit#

19-2021

MULTIPLE GAMING DEVICE AND RAFFLE PERMIT APPLICATION

Pursuant to the provisions of the Annotated Code of Maryland, Criminal Law §§ 13-1701 to 13-1706.

Name of Organization: C. HENRY PRICE II AMERICAN LEGION POST 246

Address of Organization: 11 6<sup>TH</sup> AVE, P.O. Box 100, BETTERTON, MD 21610

Telephone: (301) 348-5227

Is the organization formed or located in Kent County? ☒ Yes ☐ No

Does the organization serve the residents of Kent County? ☒ Yes ☐ No

Is this organization tax exempt under the provisions of the Internal Revenue Code? ☒ Yes ☐ No

Tax Exempt Number: 34000147

Person responsible for complying with permit regulations and requirements:

Name: Joseph E Clayton

Address: 23189 Schwaner Rd Christertown MD 21610

E-Mail: joey40clayton@gmail.com

Telephone: (443) 480 2359

Type of permit sought: ☒ Raffle Only ☐ Combined gaming devices used in a single fund-raising event

Location address of fund-raising affair: SAME AS ABOVE

Are these premises owned, leased, or regularly occupied by the organization named above? ☒ Yes ☐ No

Date(s) of fund-raising: Dec 5, 2021 - December 31, 2021

Date and Time of Drawing: SUNDAY @ 6:00 PM Begin at: 6:00 PM End at: 6:05 PM

If you are seeking a permit authorizing only a raffle that is not conducted in combination with other gaming activity, please sign below.

If, however, you are seeking to conduct a fund-raiser using more than one gaming activity in a single event, please complete the following page.

Signature of person completing this application: [Signature], COMMANDER

Please Select One:

- ☐ Pick Up
- ☐ Mail Permit (will be mailed to person responsible)

County Commissioners  
Office

Date 10-18-21 LC



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**#5 - C. Henry Price II American Legion Post 246, Raffle Only, January  
2, 2022 - December 18, 2022  
11/2/2021  
County Commissioners Meeting**

ATTACHMENTS:

Description

21-2021 C. Henry Price II American Legion Post 246, Raffle Only, January 2, 2022 - December 18, 2022

Permit#

21-2021

## MULTIPLE GAMING DEVICE AND RAFFLE PERMIT APPLICATION

Pursuant to the provisions of the Annotated Code of Maryland, Criminal Law §§ 13-1701 to 13-1706.

|                                                                                    |                                            |    |
|------------------------------------------------------------------------------------|--------------------------------------------|----|
| Name of Organization:                                                              | C. HENRY PRICE II AMERICAN LEGION POST 246 |    |
| Address of Organization:                                                           | 11 6th Ave, BETTERTON, MD 21610            |    |
| Telephone:                                                                         | (410) 348-5227                             |    |
| Is the organization formed or located in Kent County?                              | <input checked="" type="radio"/> Yes       | No |
| Does the organization serve the residents of Kent County?                          | <input checked="" type="radio"/> Yes       | No |
| Is this organization tax exempt under the provisions of the Internal Revenue Code? | <input checked="" type="radio"/> Yes       | No |
| Tax Exempt Number:                                                                 |                                            |    |

Person responsible for complying with permit regulations and requirements:

Name:

Joseph Clayton

Address:

23189 Schoones Rd Chestertown MD 21620

E-Mail:

joc40clayton@gmail.com

Telephone:

(443) 480 2359

Type of permit sought: ☒ Raffle Only ☐ Combined gaming devices used in a single fund-raising event

Location address of fund-raising affair:

Same As Above

Are these premises owned, leased, or regularly occupied by the organization named above?

☒ Yes

No

Date(s) of fund-raising: 1-2-2022 to 12-18-2022

Date and Time of Drawing:

EACH SUNDAY

Begin at:

6:00 PM

End at:

6:15 PM

If you are seeking a permit authorizing only a raffle that is not conducted in combination with other gaming activity, please sign below.

If, however, you are seeking to conduct a fund-raiser using more than one gaming activity in a single event, please complete the following page.

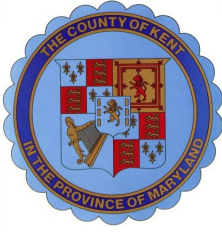
Signature of person completing this application:

Post Commander

Please Select One:

☐ Pick Up☒ Mail Permit (will be mailed to person responsible)County Commissioners  
Office

Date 10-25-21 LC



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**#6 - Tolchester Community Association, Inc., Raffle Only, November 6,  
2021  
11/2/2021  
County Commissioners Meeting**

**ATTACHMENTS:**

**Description**

22-2021 Tolchester Community Association, Inc., Raffle Only, November 6, 2021, Application



Permit#

22-2021

## MULTIPLE GAMING DEVICE AND RAFFLE PERMIT APPLICATION

Pursuant to the provisions of the Annotated Code of Maryland, Criminal Law §§ 13-1701 to 13-1706.

|                                                                                    |                                                               |                                     |  |
|------------------------------------------------------------------------------------|---------------------------------------------------------------|-------------------------------------|--|
| Name of Organization:                                                              | Tolchester Community Association, Inc.                        |                                     |  |
| Address of Organization:                                                           | P.O. Box 35 Rock Hall, MD 21661                               |                                     |  |
| Telephone:                                                                         | (410) 778 0250                                                |                                     |  |
| Is the organization formed or located in Kent County?                              | <input checked="" type="radio"/> Yes <input type="radio"/> No |                                     |  |
| Does the organization serve the residents of Kent County?                          | <input checked="" type="radio"/> Yes                          | <input type="radio"/> No            |  |
| Is this organization tax exempt under the provisions of the Internal Revenue Code? | <input type="radio"/> Yes                                     | <input checked="" type="radio"/> No |  |
| Tax Exempt Number:                                                                 |                                                               |                                     |  |

Person responsible for complying with permit regulations and requirements:

Name: Anna Ruth Tubman  
Address: 9028 Bunt Lane  
E-Mail: tubman20@aol.com  
Telephone: (410) 778 0250

Type of permit sought: ☒ Raffle Only ☐ Combined gaming devices used in a single fund-raising event

Location address of fund-raising affair: Tolchester Community Association, Inc.  
P.O. Box 35  
Rock Hall MD 21661

Are these premises owned, leased, or regularly occupied by the organization named above? ☒ Yes ☐ No

Date(s) of fund-raising: Nov 6, 2021

Date and Time of Drawing: 7:30 Begin at: 5:00 End at: 9:00

If you are seeking a permit authorizing only a raffle that is not conducted in combination with other gaming activity, please sign below.

If, however, you are seeking to conduct a fund-raiser using more than one gaming activity in a single event, please complete the following page.

Signature of person completing this application: Anna Ruth Tubman

( ) Mail Permit (will be mailed to person responsible)

Pursuant to the provisions of the Annotated Code of Maryland, Criminal Law §§ 13-1701 to 13-1706.

Check the gaming devices to be used at this fund-raising event to award merchandise or cash prizes:

|                                             |                                       |                                        |
|---------------------------------------------|---------------------------------------|----------------------------------------|
| <input checked="" type="checkbox"/> Raffles | <input type="checkbox"/> Chance books | <input type="checkbox"/> Paddle Wheels |
| <input type="checkbox"/> Wheels of fortune  | <input type="checkbox"/> Card games   | <input type="checkbox"/> Lotteries     |

|                                      |
|--------------------------------------|
| <input type="checkbox"/> Other _____ |
|--------------------------------------|

Will this fund-raiser be managed and operated only by individuals domiciled in Kent County? ☒ Yes ☐ No

If no, please explain circumstances:

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Will alcoholic beverages be served or available for purchase at this fund-raising event? ☒ Yes ☐ No

Is the organization a religious organization? Yes ☒ No

If yes, has it conducted services regularly in Kent County for at least three (3) years? Yes ☐ No

Where are services conducted and how often? \_\_\_\_\_

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What percentage of funds derived from the multiple gaming devices will be spent or donated to:

100 % Civic                      % Charitable                      % Educational

Name, address and telephone of person completing application:

Anna Ruth Tubman  
9028 Point Lane  
Chestertown MD 21620  
(410) 778 0250

Signature of person completing application: Anna Ruth Tubman



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**Tolchester Community Association, Inc., Beer, Wine, and Liquor,  
November 6, 2021**

**11/2/2021**

**County Commissioners Meeting**

ATTACHMENTS:

Description

4739 Tolchester Community Association, Inc., Application

4739

**APPLICATION FOR A SPECIAL CLASS "C" (PER DIEM) LICENSE**

Application is made by the undersigned under the provisions of Sections 4-1202, 4-1208, 4-1209, 24-503, 24-1301, 24-1307 and 24-1308 of the Alcoholic Beverages Article, for a Special Class C (Per Diem) License.

**Check One:** Beer ( ) Beer and Wine ( ) Beer, Wine, and Liquor (X)

We submit and certify to the following information and statements as required.

1. The club, society or association on behalf of which the license is desired:

Tolchester Community Association Inc

Address P.O. Box 35 Rock Hall, MD 21661

Type of Function Spaghetti Dinner

Location of Function Tolchester Community Center

2. This function is operated exclusively for a religious, fraternal, civic, veterans', or charitable organization, association, club, or society; or hospital supporting organization.

3. The applicants are citizens of the United States, not less than twenty-one years of age, and have never been convicted of a felony.

4. The applicants have not had a license for the sale of alcoholic beverages revoked.

5. Have the applicants ever been adjudged guilty of violating the laws for the prevention of gambling in the State of Maryland and/or adjudged guilty of violating the laws governing the sale of alcoholic beverages in the State of Maryland or the United States? NO

Yes or No

6. The applicants will, if granted a license, conform to all laws and regulations relating to the business with respect to which such license is desired.

7. The applicants submit herewith a statement duly executed and acknowledged by the owner of the premises in which the business is to be conducted, assenting to the granting of the license applied for, authorizing the Comptroller, his duly authorized deputies, inspectors and clerks, the Board of License Commissioners (if any) for the aforesaid County, its duly authorized agents and employees, and any peace officer of said county, to inspect and search, without warrant, the premises upon which the business is to be conducted, and any and all parts of the premises where said business is to be conducted, at any and all hours.

8. The license for which this application is made is to be for the following day(s) Nov. 6 2021  
Begin at: 5:00 End at: 9:00 and the applicant tenders herewith the sum of (\$ 25.00 Per Diem) (\$ 25.00) in payment for the license.

**Please Select One:**

☒ **Pick Up**

☐ **Mail Permit (will be mailed to above address)**



9. Applicants

(1) Anna Ruth Tubman 9028 Point Lane Chestertown, MD 21620  
Name Residence  
60 yrs Resident 4107780250 Anna Ruth Tubman  
Length of Residence in Kent Co. Committee Title Phone No. (Signature of Applicant)

STATE OF MARYLAND

This certifies, that on the 21 day of October, 2021, before the subscriber, a Notary of the State of Maryland, personally appeared Anna Ruth Tubman the applicant(s) named in the a foregoing application, and made oath in the due form of law that the statements therein are true to the best of (his, their) knowledge and belief.

WITNESS my hand and official seal.

Katie E. Disano



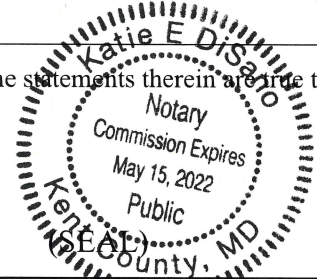
(2) Dr Wm. W. Tubman 9028 Point Lane Chestertown, MD 21620  
Name Residence  
40 yrs Member 4107780250 Dr Wm. W. Tubman  
Length of Residence in Kent Co. Committee Title Phone No. (Signature of Applicant)

STATE OF MARYLAND

This certifies, that on the 21 day of October, 2021, before the subscriber, a Notary of the State of Maryland, personally appeared Dr Wm. W. Tubman the applicant(s) named in the a foregoing application, and made oath in the due form of law that the statements therein are true to the best of (his, their) knowledge and belief.

WITNESS my hand and official seal.

Katie E. Disano



(3) Patty Barila 21344 INDIANA AVE Chestertown, MD 21620  
Name Residence  
12 years Member 4107787304 Patty Barila  
Length of Residence in Kent Co. Committee Title Phone No. (Signature of Applicant)

STATE OF MARYLAND

This certifies, that on the 21 day of October, 2021, before the subscriber, a Notary of the State of Maryland, personally appeared Patty Barila the applicant(s) named in the a foregoing application, and made oath in the due form of law that the statements therein are true to the best of (his, their) knowledge and belief.

WITNESS my hand and official seal.

Katie E. Disano



STATEMENT OF OWNER OF PREMISES REQUIRED IN CONNECTION WITH  
ALCOHOLIC BEVERAGES LAWS OF MARYLAND

(I, WE) HEREBY CERTIFY, That (I am, we are) the owner(s) of the property named in the a foregoing application made to the aforesaid licensing authority for said county under the Alcoholic Beverages Laws of Maryland and assent to the granting of the license applied for, and hereby authorize the State Comptroller, his duly authorized deputies, inspectors and clerks, the Board of License Commissioners (if any) of said county, its duly authorized agents and employees, and any peace officer of such county, to inspect and search, without warrant, the premises upon which the business is to be conducted, and any and all parts of the building in which said business is to be conducted, at any and all hours.

Anna Ruth Tubman Signature (s)

Anna Ruth Tubman Print Name

STATE OF MARYLAND, Kent County:

THIS CERTIFIES, that on the 21 day of October, 2021

before the subscriber, a Notary of the State of Maryland, personally appeared \_\_\_\_\_

Anna Ruth Tubman and acknowledged the execution of the foregoing statement to be a true act.

WITNESS my hand and official seal.

Katie E DiSano

(SEAL)



# The Board of License Commissioners of Kent County

P. THOMAS MASON  
PRESIDENT  
CHESTERTOWN, MD

RONALD H. FITHIAN  
MEMBER  
ROCK HALL, MD

ROBERT N. JACOB, JR.  
MEMBER  
WORTON, MD

R. Clayton Mitchell, Jr.  
Kent County Government Center  
400 High Street  
Chestertown, Maryland 21620  
TELEPHONE 410-778-7435

[www.kentcounty.com/alcoholic-beverage](http://www.kentcounty.com/alcoholic-beverage)

SHELLEY L. HELLER  
COUNTY ADMINISTRATOR

THOMAS N. YEAGER  
COUNTY ATTORNEY

## SPECIAL CLASS "C" (PER DIEM) LICENSE AFFIDAVIT

In applying for this Special Class "C" (Per Diem) License it is important that you realize the responsibility that goes with the issuance of the license. All persons or groups using this license as authorized under Sections 4-1202, 4-1208, 4-1209, 24-503, 24-1301, 24-1307, and 24-1308 of the Alcoholic Beverages Article of the Annotated Code of Maryland are covered by all the laws regarding the sale and consumption of alcoholic beverages. Special care should be taken to be sure the following edicts are adhered to:

1. All persons must be 21 years of age or older to sell, purchase, to consume an alcoholic beverage.
2. All sales and the consumption of alcohol must stop promptly at 2:00 a.m.
3. No intoxicated person shall be served any alcoholic beverages.
4. No unnecessary noise or disturbance that could be a nuisance to the community shall occur.
5. The person(s) responsible for the function must see that order and decorum are kept at all times.
6. The application must be completed by three committee members; one member must be a Kent County resident.
7. License must be prominently displayed at the location where alcohol is being served. Failure to comply with the laws of the State of Maryland may make the responsible person(s) subject to a fine.

The issuance of this license may be issued to a religious, fraternal, civic, veterans', or charitable organization, association, club, or society; or hospital supporting organization. This license shall not be transferred or reassigned.

Cost of a Special Class "C" Per Diem License: **Beer \$5.00, Beer and Wine \$15.00, and Beer, Wine, and Liquor \$25.00.** Make checks payable to: **The County Commissioners of Kent County**, along with the completed application.

Name of organization, club, etc.

Tolchester Community Association, Inc

Address

P.O. Box 35 Rock Hall, MD 21661

Name

Anna Ruth Tubman

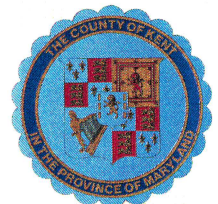
(Please Print)

Phone # 410 778 0250

Anna Ruth Tubman

(Signature)

Date 10/21/21





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**Thomas N. Yeager, County Attorney**  
**11/2/2021**  
**County Commissioners Meeting**

**Item Summary:**

Village at Kennedyville, Public Works Agreement

**ATTACHMENTS:**

Description





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**Wayne Darrell, Director, Emergency Services**  
**11/2/2021**  
**County Commissioners Meeting**

**Item Summary:**

The Office of Emergency Services has received the Emergency Management Program Grant ARPA from Maryland Emergency Management Agency in the amount of \$19,294.18.

**ATTACHMENTS:**

**Description**

11.02.21 2021 Sub-Recipient Agreement for County Commissioners of Kent County, Emergency Management Performance Grant, American Rescue Plan Act (ARPA), Grant Number EMP-2021-EP-00006-S01.97.042, MEMAGMS Number 21-SR 8851-02



## 2021 Sub-Recipient Agreement

for  
Kent County, County Commissioners of

Date of Award

10/13/2021

|                                      |                                             |                                                                   |
|--------------------------------------|---------------------------------------------|-------------------------------------------------------------------|
| 1. Sub-Recipient Name and Address    | 2. Prepared by: <i>Whitestone, Danielle</i> | 3. MEMAGMS Award Number: 21-SR 8851-02                            |
| Kent County, County Commissioners of | 4. Federal Grant Information                |                                                                   |
|                                      | Federal Grant Title:                        | Emergency Management Performance Grant - American Rescue Plan Act |
|                                      | Federal Grant Award Number/CFDA Number:     | EMP-2021-EP-00006-S01 / 97.042                                    |
|                                      | Federal Granting Agency:                    | U.S. Department of Homeland Security                              |

|                                                                         |                                                                                     |
|-------------------------------------------------------------------------|-------------------------------------------------------------------------------------|
| 5. Award Amount                                                         |                                                                                     |
| Total Award Amount<br><br>\$19,294.18<br><br><b>100% Match Required</b> | <b>2021 EMPG-ARPA</b><br><br>Performance Period:<br>FROM Oct 1, 2020 – Jun 30, 2023 |

6. **Statutory Authority for Grant:** This project is supported under the Homeland Security Act of 2002 as amended as amended (Public Law 107-296), (6USC603) Appropriations Authority for Grant: The Department of Homeland Security Appropriations Act, 2017

7. **Method of Payment:** Primary method is reimbursement.

8. **Debarment/Suspension Certification:** The Sub-Recipient certifies that the subgrantee and its' contractors/vendors are not presently debarred, suspended, proposed for debarment, declared ineligible or voluntarily excluded by any federal department or agency and do not appear in the Excluded Parties List System at <https://www.sam.gov/content/exclusions>

|                                                                                                                                                                        |                                         |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------|
| 9. Agency Approval                                                                                                                                                     |                                         |
| Approving SAA Official:<br>Janet Moncrieffe, Manager of Business Operations<br>Maryland Department of Emergency Management<br>DBA Maryland Emergency Management Agency | Signature of SAA Official:<br><br>Date: |

|                                                                                                         |                                                                    |
|---------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------|
| 10. Sub-Recipient Acceptance                                                                            |                                                                    |
| I have read and understand the attached Special Terms and Conditions and Certifications and Assurances. |                                                                    |
| Type name and title of Authorized Sub-Recipient official:<br><br>P. Thomas Mason, President             | Signature of Sub-Recipient Official:<br><br><i>P. Thomas Mason</i> |

|                                                                                       |                              |
|---------------------------------------------------------------------------------------|------------------------------|
| 11. Enter Federal Employer Identification Number (FEIN) and DUNS number:<br>526000974 | 12. Date Signed :<br>11/2/21 |
|---------------------------------------------------------------------------------------|------------------------------|

|                                                                           |
|---------------------------------------------------------------------------|
| 13. DUE DATE: 11/27/2021                                                  |
| Signed award must be returned to the SAA on or before the above due date. |

**AGREEMENT ARTICLES Emergency Management Performance Grants**

**GRANTEE: Maryland Department of Emergency Management**

**dba Maryland Emergency Management Agency**

**PROGRAM: Emergency Management Performance Grants**

**AGREEMENT NUMBER: EMP-2021-EP-00006-S01**

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Article I - Performance Metrics

The FY 2021 EMPG (and EMPG ARPA) Grant provides funds to assist state, local, tribal, and territorial emergency management agencies to implement the National Preparedness System (NPS) and to support the National Preparedness Goal (the Goal) of a secure and resilient nation. FEMA will measure the subrecipient's performance of the grant by comparing the input of federal resources used support and fund projects that build a more prepared and resilient nation and align at least 87.5% of Planning, Training, and/or Exercise related projects to close capability gaps identified and documented in the state/territory's most recent THIRA/SPR submission, performance measures detailed in the recipient's Work Plans, and other relevant information sources. FEMA will measure the subrecipient's performance of the grant through evaluation of state/territory SPR submissions, EMPG Work Plans, and required programmatic reports. In order to measure performance, FEMA may request information throughout the period of performance and in response to the subrecipient's final performance report submitted at closeout.

Article II - Assurances, Administrative Requirements, Cost Principles, Representations and Certifications

DHS financial assistance recipients must complete either the Office of Management and Budget (OMB) Standard Form 424B Assurances - Non-Construction Programs, or OMB Standard Form 424D Assurances - Construction Programs, as applicable. Certain assurances in these documents may not be applicable to your program, and the DHS financial assistance office (DHS FAO) may require applicants to certify additional assurances. Applicants are required to fill out the assurances applicable to their program as instructed by the awarding agency. Please contact the DHS FAO if you have any questions. DHS financial assistance recipients are required to follow the applicable provisions of the Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards located at Title 2, Code of Federal Regulations (C.F.R.) Part 200, and adopted by DHS at 2 C.F.R. Part 3002. By accepting this agreement, the recipient and its executives, as defined in 2 C.F.R. section 170.315, certify that the recipient's policies are in accordance with OMB's guidance located at 2 C.F.R. Part 200, all applicable federal laws, and relevant Executive guidance.

### Article III - Limited English Proficiency (Civil Rights Act of 1964, Title VI)

Subrecipients must comply with Title VI of the Civil Rights Act of 1964, (42 U.S.C. section 2000d et seq.) prohibition against discrimination on the basis of national origin, which requires that subrecipients of federal financial assistance take reasonable steps to provide meaningful access to persons with limited English proficiency (LEP) to their programs and services. For additional assistance and information regarding language access obligations, please refer to the DHS Recipient Guidance:<https://www.dhs.gov/guidance-published-help-department-supported-organizations-provide-meaningful-access-people-limited> and additional resources on <http://www.lep.gov>.

### Article IV - Universal Identifier and System of Award Management

Recipients are required to comply with the requirements set forth in the government-wide financial assistance award term regarding the System for Award Management and Universal Identifier Requirements located at 2 C.F.R. Part 25, Appendix A, the full text of which is incorporated here by reference.

### Article V - Americans with Disabilities Act of 1990

Subrecipients must comply with the requirements of Titles I, II, and III of the Americans with Disabilities Act, Pub. L. No. 101-336 (1990) (codified as amended at 42 U.S.C. sections 12101- 12213), which prohibits recipients from discriminating on the basis of disability in the operation of public entities, public and private transportation systems, places of public accommodation, and certain testing entities.

### Article VI - SAFECOM

Subrecipients receiving federal financial assistance awards made under programs that provide emergency communication equipment and its related activities must comply with the SAFECOM Guidance for Emergency Communication Grants, including provisions on technical standards that ensure and enhance interoperable communications.

### Article VII - Environmental Planning and Historic Preservation (EHP) Review

DHS/FEMA funded activities that may require an EHP review are subject to the FEMA's Environmental Planning and Historic Preservation (EHP) review process. This review does not address all federal, state, and local requirements. Acceptance of federal funding requires the subrecipient to comply with all federal, state, and local laws. DHS/FEMA is required to consider the potential impacts to natural and cultural resources of all projects funded by DHS/FEMA grant funds, through its EHP Review process, as mandated by the National Environmental Policy Act; National Historic Preservation Act of 1966, as amended; National Flood Insurance Program regulations; and, any other applicable laws and Executive Orders. To access the FEMA's EHP screening form and instructions, go to the MEMAGMS > Admin Menu > Forms Manager. In order to initiate EHP review of your project(s), subrecipients must complete all relevant sections of this form and submit it to [janet.moncrieffe@maryland.gov](mailto:janet.moncrieffe@maryland.gov) & copy [grants.mema@maryland.gov](mailto:grants.mema@maryland.gov) along with all other pertinent project information.

The EHP review process must be completed before funds are released to carry out the proposed project; otherwise, DHS/FEMA may not be able to fund the project due to noncompliance with EHP laws, executive order, regulations, and policies. If ground disturbing activities occur during construction, applicant will monitor ground disturbance, and if any potential archeological resources are discovered, applicant will immediately cease work in that area and notify MDEM, if applicable, and DHS/FEMA.

### Article VIII - Rehabilitation Act of 1973

Subrecipients must comply with the requirements of Section 504 of the Rehabilitation Act of 1973, Pub. L. 93-112 (1973), (codified as amended at 29 U.S.C. section 794,) which provides that no otherwise qualified handicapped individuals in the United States will, solely by reason of the handicap, be excluded from participation in, be denied the benefits of, or be subjected to discrimination under any program or activity receiving federal financial assistance.

### Article IX - National Environmental Policy Act

Subrecipients must comply with the requirements of the National Environmental Policy Act of 1969 (NEPA), Pub. L. 91-190 (1970) (codified as amended at 42 U.S.C. section 4321 et seq.) and the Council on Environmental Quality (CEQ) Regulations for Implementing the Procedural Provisions of NEPA, which require subrecipients to use all practicable means within their authority, and consistent with other essential considerations of national policy, to create and maintain conditions under which people and nature can exist in productive harmony and fulfill the social, economic, and other needs of present and future generations of Americans.

#### Article X - Disposition of Equipment Acquired Under the Federal Award

When original or replacement equipment acquired under this award by the recipient or its subrecipients is no longer needed for the original project or program or for other activities currently or previously supported by a federal awarding agency, you must request instructions from FEMA to make proper disposition of the equipment pursuant to 2 C.F.R. Section 200.313.

#### Article XI - Acknowledgement of Federal Funding from DHS

Subrecipients must acknowledge their use of federal funding when issuing statements, press releases, requests for proposal, bid invitations, and other documents describing projects or programs funded in whole or in part with federal funds.

#### Article XII - USA PATRIOT Act of 2001

Subrecipients must comply with requirements of Section 817 of the Uniting and Strengthening America by Providing Appropriate Tools Required to Intercept and Obstruct Terrorism Act of 2001 (USA PATRIOT Act), Pub. L. No. 107-56, which amends 18 U.S.C. sections 175-175c.

#### Article XIII - Age Discrimination Act of 1975

Subrecipients must comply with the requirements of the Age Discrimination Act of 1975, Pub. L. No. 94-135 (1975) (codified as amended at Title 42, U.S. Code, section 6101 et seq.), which prohibits discrimination on the basis of age in any program or activity receiving federal financial assistance.

#### Article XIV - Civil Rights Act of 1964 - Title VI

Subrecipients must comply with the requirements of Title VI of the Civil Rights Act of 1964 (codified as amended at 42 U.S.C. section 2000d et seq.), which provides that no person in the United States will, on the grounds of race, color, or national origin, be excluded from participation in, be denied the benefits of, or be subjected to discrimination under any program or activity receiving federal financial assistance. DHS implementing regulations for the Act are found at 6 C.F.R. Part 21 and 44 C.F.R. Part 7.

#### Article XV - Notice of Funding Opportunity Requirements

All the instructions, guidance, limitations, and other conditions set forth in the Notice of Funding Opportunity (NOFO) for this program are incorporated here by reference in the award terms and conditions. All recipients and subrecipients must comply with any such requirements set forth in the program NOFO.

#### Article XVI - Trafficking Victims Protection Act of 2000 (TVPA)

Subrecipients must comply with the requirements of the government-wide financial assistance award term which implements Section 106(g) of the Trafficking Victims Protection Act of 2000 (TVPA), codified as amended at 22 U.S.C. section 7104. The award term is located at 2 C.F.R. section 175.15, the full text of which is incorporated here by reference.

#### Article XVII - Non-Supplanting Requirement

Subrecipients receiving federal financial assistance awards made under programs that prohibit supplanting by law must ensure that federal funds do not replace (supplant) funds that have been budgeted for the same purpose through non-federal sources.

#### Article XVIII - Prior Approval for Modification of Approved Budget



Before making any change to the DHS/FEMA approved budget for this award, you must request prior written approval from the Maryland Department of Emergency Management (MDEM) where required by 2 C.F.R. section 200.308. DHS/FEMA is also utilizing its discretion to impose an additional restriction under 2 C.F.R. section 200.308(f) regarding the transfer of funds among direct cost categories, programs, functions, or activities. Therefore, for awards with an approved budget where the federal share is greater than the simplified acquisition threshold (currently \$250,000), you may not transfer funds among direct cost categories, programs, functions, or activities without prior written approval from MDEM where the cumulative amount of such transfers exceeds or is expected to exceed ten percent (10%) of the total budget MDEM last approved. You must report any deviations from your approved budget in the first Federal Financial Report (SF-425) you submit with the Quarterly Status Report (QSR) following any budget deviation, regardless of whether the budget deviation requires prior written approval

#### Article XIX - Drug-Free Workplace Regulations

Subrecipients must comply with drug-free workplace requirements in Subpart B (or Subpart C, if the subrecipient is an individual) of 2 C.F.R. Part 3001, which adopts the Government-wide implementation (2 C.F.R. Part 182) of Sec. 5152-5158 of the Drug-Free Workplace Act of 1988 (41 U.S.C. sections 8101-8106).

#### Article XX - Federal Leadership on Reducing Text Messaging while Driving

Subrecipients are encouraged to adopt and enforce policies that ban text messaging while driving as described in E.O. 13513, including conducting initiatives described in Section 3(a) of the Order when on official government business or when performing any work for or on behalf of the federal government.

#### Article XXI - Acceptance of Post Award Changes

In the event FEMA determines that changes are necessary to the award document after an award has been made, including changes to period of performance or terms and conditions, recipients will be notified of the changes in writing. Once notification has been made, any subsequent request for funds will indicate recipient acceptance of the changes to the award. **Please contact the Maryland Department of Emergency Management (MDEM) Grant Division at 410-517-3600 or email [Grants.mema@maryland.gov](mailto:Grants.mema@maryland.gov).**

#### Article XXII - DHS Specific Acknowledgements and Assurances

All recipients, subrecipients, successors, transferees, and assignees must acknowledge and agree to comply with applicable provisions governing DHS access to records, accounts, documents, information, facilities, and staff.

1. Recipients must cooperate with any compliance reviews or compliance investigations conducted by DHS.
2. Subrecipients must give DHS access to, and the right to examine and copy, records, accounts, and other documents and sources of information related to the federal financial assistance award and permit access to facilities, personnel, and other individuals and information as may be necessary, as required by DHS regulations and other applicable laws or program guidance.
3. Subrecipients must submit timely, complete, and accurate reports to the appropriate DHS officials and maintain appropriate backup documentation to support the reports.
4. Subrecipients must comply with all other special reporting, data collection, and evaluation requirements, as prescribed by law or detailed in program guidance.
5. Recipients of federal financial assistance from DHS must complete the DHS Civil Rights Evaluation Tool within thirty (30) days of receipt of the Notice of Award or, for State Administrative Agencies, thirty (30) days from receipt of the DHS Civil Rights Evaluation Tool from DHS or its awarding component agency. After the initial submission for the first award under which this term applies, recipients are required to provide this information once every two (2) years if they have an active award, not every time an award is made.

Recipients should submit the completed tool, including supporting materials, to

CivilRightsEvaluation@hq.dhs.gov. This tool clarifies the civil rights obligations and related reporting requirements contained in the DHS Standard Terms and Conditions. Subrecipients are not required to complete and submit this tool to DHS. The evaluation tool can be found at <https://www.dhs.gov/publication/dhs-civil-rights-evaluation-tool>. The DHS Office for Civil Rights and Civil Liberties will consider, in its discretion, granting an extension if the recipient identifies steps and a timeline for completing the tool. Recipients should request extensions by emailing the request to CivilRightsEvaluation@hq.dhs.gov prior to expiration of the 30-day deadline.

#### Article XXIII - Best Practices for Collection and Use of Personally Identifiable Information

Subrecipients who collect personally identifiable information (PII) are required to have a publicly available privacy policy that describes standards on the usage and maintenance of the PII they collect. DHS defines PII as any information that permits the identity of an individual to be directly or indirectly inferred, including any information that is linked or linkable to that individual. Subrecipients may also find the DHS Privacy Impact Assessments: Privacy Guidance at [http://www.dhs.gov/xlibrary/assets/privacy/privacy\\_pia\\_guidance\\_june2010.pdf](http://www.dhs.gov/xlibrary/assets/privacy/privacy_pia_guidance_june2010.pdf) and Privacy Template at [https://www.dhs.gov/sites/default/files/publications/privacy\\_pia\\_template\\_2017.pdf](https://www.dhs.gov/sites/default/files/publications/privacy_pia_template_2017.pdf) as useful resources respectively.

#### Article XXIV - Civil Rights Act of 1968

Subrecipients must comply with Title VIII of the Civil Rights Act of 1968, Pub. L. 90-284, as amended through Pub. L. 113-4, which prohibits recipients from discriminating in the sale, rental, financing, and advertising of dwellings, or in the provision of services in connection therewith, on the basis of race, color, national origin, religion, disability, familial status, and sex (see 42 U.S.C. section 3601 et seq.), as implemented by the U.S. Department of Housing and Urban Development at 24 C.F.R. Part 100. The prohibition on disability discrimination includes the requirement that new multifamily housing with four or more dwelling units-i.e., the public and common use areas and individual apartment units (all units in buildings with elevators and ground-floor units in buildings without elevators)-be designed and constructed with certain accessible features. (See 24 C.F.R. Part 100, Subpart D.)

#### Article XXV - Debarment and Suspension

Subrecipients are subject to the non-procurement debarment and suspension regulations implementing Executive Orders (E.O.) 12549 and 12689, which are at 2 C.F.R. Part 180 as adopted by DHS at 2 C.F.R. Part 3000. These regulations restrict federal financial assistance awards, subawards, and contracts with certain parties that are debarred, suspended, or otherwise excluded from or ineligible for participation in federal assistance programs or activities.

#### Article XXVI - Activities Conducted Abroad

Subrecipients must ensure that project activities carried on outside the United States are coordinated as necessary with appropriate government authorities and that appropriate licenses, permits, or approvals are obtained.

#### Article XXVII - Energy Policy and Conservation Act

Subrecipients must comply with the requirements of the Energy Policy and Conservation Act, Pub. L. 94- 163 (1975) (codified as amended at 42 U.S.C. section 6201 et seq.), which contain policies relating to energy efficiency that are defined in the state energy conservation plan issued in compliance with this Act.

#### Article XXVIII - Procurement of Recovered Materials

States, political subdivisions of states, and their contractors must comply with Section 6002 of the Solid Waste Disposal Act, Pub. L. 89-272 (1965), (codified as amended by the Resource Conservation and Recovery Act, 42 U.S.C. section 6962.) The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition.

#### Article XXIX - Terrorist Financing

Subrecipients must comply with E.O. 13224 and U.S. laws that prohibit transactions with, and the provisions of resources and support to, individuals and organizations associated with terrorism. Subrecipients are legally responsible to ensure compliance with the Order and laws.

#### Article XXX - Hotel and Motel Fire Safety Act of 1990

In accordance with Section 6 of the Hotel and Motel Fire Safety Act of 1990, 15 U.S.C. section 2225a, subrecipients must ensure that all conference, meeting, convention, or training space funded in whole or in part with federal funds complies with the fire prevention and control guidelines of the Federal Fire Prevention and Control Act of 1974, (codified as amended at 15 U.S.C. section 2225.)

#### Article XXXI - Duplication of Benefits

Any cost allocable to a particular federal financial assistance award provided for in 2 C.F.R. Part 200, Subpart E may not be charged to other federal financial assistance awards to overcome fund deficiencies; to avoid restrictions imposed by federal statutes, regulations, or federal financial assistance award terms and conditions; or for other reasons. However, these prohibitions would not preclude subrecipients from shifting costs that are allowable under two or more awards in accordance with existing federal statutes, regulations, or the federal financial assistance award terms and conditions.

#### Article XXXII - Fly America Act of 1974

Subrecipients must comply with Preference for U.S. Flag Air Carriers (air carriers holding certificates under 49 U.S.C. section 41102) for international air transportation of people and property to the extent that such service is available, in accordance with the International Air Transportation Fair Competitive Practices Act of 1974, 49 U.S.C. section 40118, and the interpretative guidelines issued by the Comptroller General of the United States in the March 31, 1981, amendment to Comptroller General Decision B-138942.

#### Article XXXIII - Reporting of Matters Related to Recipient Integrity and Performance

If the total value of any currently active grants, cooperative agreements, and procurement contracts from all federal awarding agencies exceeds \$10,000,000 for any period of time during the period of performance of this federal award, then the recipients must comply with the requirements set forth in the government-wide Award Term and Condition for Recipient Integrity and Performance Matters located at 2 C.F.R. Part 200, Appendix XII, the full text of which is incorporated here by reference in the award terms and conditions.

#### Article XXXIV - Lobbying Prohibitions

Subrecipients must comply with 31 U.S.C. section 1352, which provides that none of the funds provided under a federal financial assistance award may be expended by the recipient to pay any person to influence, or attempt to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with any federal action related to a federal award or contract, including any extension, continuation, renewal, amendment, or modification.

#### Article XXXV - False Claims Act and Program Fraud Civil Remedies

Subrecipients must comply with the requirements of the False Claims Act, 31 U.S.C. sections 3729- 3733, which prohibit the submission of false or fraudulent claims for payment to the federal government. (See 31 U.S.C. sections 3801-3812, which details the administrative remedies for false claims and statements made.)

#### Article XXXVI - Federal Debt Status

All Subrecipients are required to be non-delinquent in their repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowances, and benefit overpayments. (See OMB Circular A-129.)

#### Article XXXVII - Nondiscrimination in Matters Pertaining to Faith-Based Organizations

It is DHS policy to ensure the equal treatment of faith-based organizations in social service programs administered or supported by DHS or its component agencies, enabling those organizations to participate in providing important social services to beneficiaries. Subrecipients must comply with the equal treatment policies and requirements contained in 6 C.F.R. Part 19 and other applicable statutes, regulations, and guidance governing the participations of faith-based organizations in individual DHS programs.

#### Article XXXVIII - Education Amendments of 1972 (Equal Opportunity in Education Act) - Title IX

Subrecipients must comply with the requirements of Title IX of the Education Amendments of 1972, Pub. L. 92-318 (1972) (codified as amended at 20 U.S.C. section 1681 et seq.), which provide that no person in the United States will, on the basis of sex, be excluded from participation in, be denied the benefits of, or be subjected to discrimination under any educational program or activity receiving federal financial assistance. DHS implementing regulations are codified at C.F.R. Part 17 and 44 C.F.R. Part 19.

#### Article XXXIX - Copyright

Subrecipients must affix the applicable copyright notices of 17 U.S.C. sections 401 or 402 and an acknowledgement of U.S. Government sponsorship (including the award number) to any work first produced under federal financial assistance awards.

#### Article XL - Reporting Subawards and Executive Compensation

Subrecipients are required to comply with the requirements set forth in the government-wide award term on Reporting Subawards and Executive Compensation located at 2 C.F.R. Part 170, Appendix A, the full text of which is incorporated here by reference in the award terms and conditions.

#### Article XLI - Use of DHS Seal, Logo and Flags

Subrecipients must obtain permission from their DHS FAO prior to using the DHS seal(s), logos, crests or reproductions of flags or likenesses of DHS agency officials, including use of the United States Coast Guard seal, logo, crests or reproductions of flags or likenesses of Coast Guard officials.

#### Article XLII - Whistleblower Protection Act

Subrecipients must comply with the statutory requirements for whistleblower protections (if applicable) at 10 U.S.C section 2409, 41 U.S.C. section 4712, and 10 U.S.C. section 2324, 41 U.S.C. sections 4304 and 4310.

#### Article XLIII - Patents and Intellectual Property Rights

Subrecipients are subject to the Bayh-Dole Act, 35 U.S.C. section 200 et seq, unless otherwise provided by law. Subrecipients are subject to the specific requirements governing the development, reporting, and disposition of rights to inventions and patents resulting from federal financial assistance awards located at 37 C.F.R. Part 401 and the standard patent rights clause located at 37 C.F.R. section 401.14.

#### Article XLIV - Special Conditions

1. Subrecipients must report steps to address/ update the Emergency Operations Plan (EOP) in the Quarterly Status Report (QSR).
2. Subrecipients are required to submit an updated EOP with the final QSR.



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**Jamie Williams, Director, Economic and Tourism Development**  
**11/2/2021**  
**County Commissioners Meeting**

**Item Summary:**

2020 Economic Impact Report of Tourism in Maryland

**ATTACHMENTS:**

**Description**

2020 Economic Impact of Tourism

2020 2nd Home Data

# ECONOMIC IMPACT OF TOURISM IN MARYLAND 2020

Prepared for:  
Visit Maryland



[WWW.TOURISMECONOMICS.COM](http://WWW.TOURISMECONOMICS.COM)



# INTRODUCTION

The travel sector is an important part of the Maryland economy. Visitors generate significant economic benefits to households, businesses, and government alike and represent a critical driver of Maryland's economy. In fact, the tourism jobs lost during the pandemic of 2020 represented 1.7% of all state jobs.

By monitoring the visitor economy, policymakers can inform decisions regarding the funding and prioritization of the sector's development. They can also carefully monitor its successes and future needs. This is particularly true for Maryland as it builds upon its tourism economy. By establishing a baseline of economic impacts, the industry can track its progress over time.

To quantify the economic significance of the tourism sector in Maryland, Tourism Economics has prepared a comprehensive model detailing the far-reaching impacts arising from visitor spending. The results of this study show the scope of the travel sector in terms of direct visitor spending, as well as the total economic impacts, jobs, personal income, and fiscal (tax) impacts in the broader economy.

The analysis draws on the following data sources:

- D.K. Shifflet: survey data, including spending and visitor profile characteristics for visitors to Maryland
- Bureau of Economic Analysis and Bureau of Labor Statistics: employment and wage data, by industry
- STR: Lodging performance data, including room demand, room rates, occupancy, and room revenue
- US Census: business sales by industry and seasonal second homes inventory
- Tax collections: lodging tax data
- Maryland Office of Comptroller: sales tax data by industry and other data points.

# KEY FINDINGS



# KEY FINDINGS

The pandemic affects travel – but travel shows its resilience



## Visitor Spending

In 2020, 24.7 million visitors spent \$11.6 billion in Maryland.



## Pandemic cuts spending and impacts

Visitor spending drops 37.5% with job losses reaching more than a quarter of all tourism jobs pre-pandemic.



## Industry is still noteworthy

Even in the pandemic, tourism's total impact of \$20.9 billion to state businesses along with support of 166,000 jobs, 4.7% of all state jobs, was an important piece of the state economy in 2020.



## Fiscal Contributions

Visitors generated \$1.7 billion in state and local taxes, which is equivalent to \$775 in tax savings for every household in Maryland.

# VISITATION AND SPENDING



# VISITATION AND VISITOR SPENDING HIGHLIGHTS

Pandemic affected visitor activity in 2020

**Shutdowns cut visitation and spending, but Maryland tourism still brought in visitors and their money.**

The 2020 visitor and visitor spending results have been significantly impacted by the pandemic. Both the limitations and restrictions to mobility, as well as economic disruptions, hit travel hard.

But travel did happen in 2020 – it was just a lot different than previous years. With travel limited, overnight visitors stayed longer when they did travel. Travel party sizes grew as more families traveled together while solo business travel declined. Outdoor destinations rose in favor compared to urban/indoor travel.

While declines in 2020 were significant, the number of trips and associated spending that occurred in Maryland during the year was still noteworthy.



## Visitation declines

Limits on travel cut more than 40% - 17 million – from 2019's visitation number.



## Visitor spending gets cut but is still significant

While visitation spending declined \$7.0 billion, visitors still brought in \$11.6 billion in 2020.



## Losses in retail spending more moderate

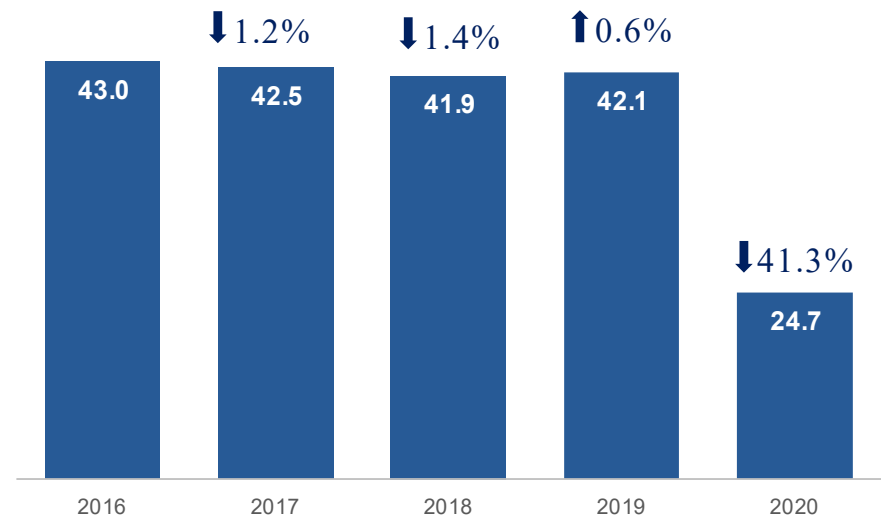
While commercial lodging and recreation were significantly affected by closures, travel that did happen moderated retail spending losses.

# VISITATION TRENDS

## Total visitor count

Limitations on travel and business closures affected travel across the US. Travel to urban destinations was hit harder than other types of travel. With Maryland travel affected by both Baltimore and Washington DC destinations, Maryland visitation fell sharper than the US, dropping over 40% to 24.7 million visitors in 2020, declining by 17.4 million.

Maryland visitation levels (millions)



Source: D.K. Shifflet; Tourism Economics

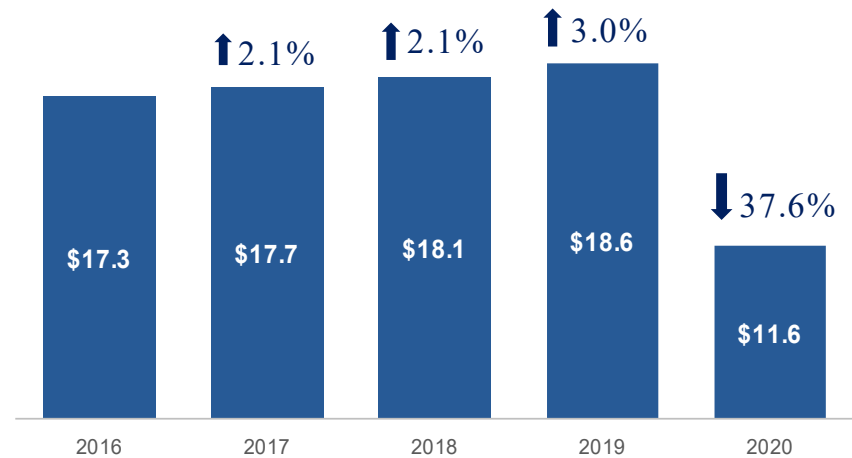
# VISITOR SPENDING TRENDS

## Total visitor spending

Visitor spending in Maryland declined 37.5% in 2020, registering \$11.6 billion.

Pandemic losses reached \$7.0 billion, dropping 2020 visitor spending levels to below those seen in the last recession in 2009. The pandemic wiped out a decade of visitor spending growth.

Maryland visitor spending (\$ billions)



Source: Tourism Economics



# SPENDING DETAILS

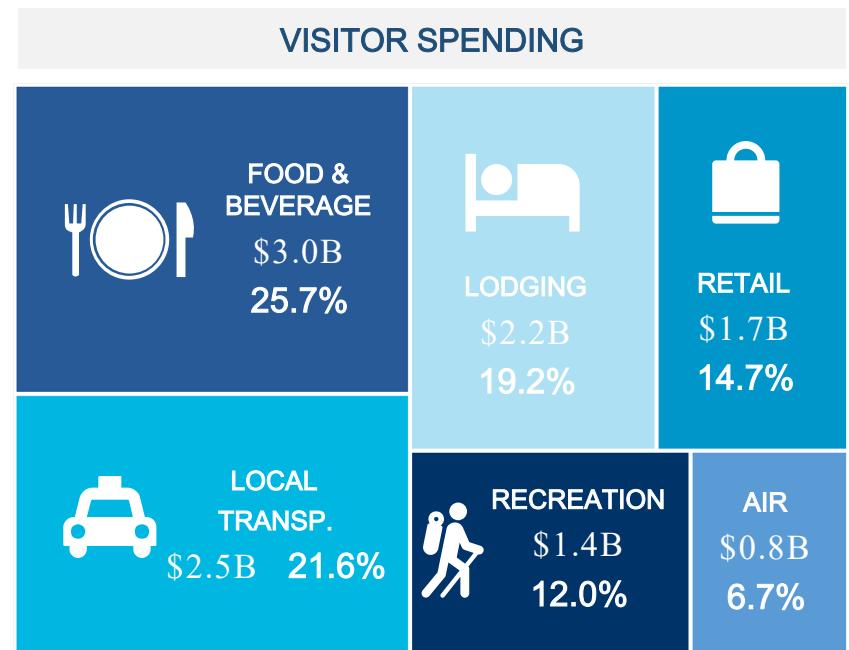
## Spending by category, 2020

**Food & beverages remains the largest spending category in 2020.**

Of the \$11.6 billion spent in Maryland in 2020 by visitors, 26% was spent on food & beverages with another 22% on local transportation costs.

The third largest category was spending on lodging costs, encompassing 19% of the average visitor dollar. Lodging includes both room rentals as well as 2<sup>nd</sup> home rental income.

Retail shopping captured 15 cents of each visitor dollar in 2020. The \$1.4 billion in the state spent at recreational businesses in 2020 was 12 cents of each visitor dollar.



Source: Tourism Economics

# SPENDING TIMELINE

## Visitor spending timeline

**Pandemic losses hit every category of spending – but not equally.**

Of the travel that did occur in 2020, it weighted towards leisure travel rather than business travel. Travel shifted towards family travel compared to solo travel. There was more travel to the beach and the mountains and less to cities and urban centers. Categories that supported those types of travel sectors lost less than others.

Food & beverage and retail sector declines were more moderate while recreational spending and transportation spending suffered more significant declines. Recreational spending was affected by the closure of buildings and spectator limitations at sporting events with transportation affected both by fewer miles traveled and lower gasoline costs.

**Visitor Spending in Maryland, 2016 -2020**  
Amounts in billions of dollars

|                                                                                                     | 2016           | 2017           | 2018           | 2019           | 2020           | 2020 Growth   | 2016-2020 CAGR |
|-----------------------------------------------------------------------------------------------------|----------------|----------------|----------------|----------------|----------------|---------------|----------------|
| <b>Total visitor spending</b>                                                                       | <b>\$17.32</b> | <b>\$17.68</b> | <b>\$18.05</b> | <b>\$18.59</b> | <b>\$11.62</b> | <b>-37.5%</b> | <b>-9.5%</b>   |
|  Lodging*         | \$3.35         | \$3.43         | \$3.43         | \$3.55         | \$2.23         | -37.2%        | -9.7%          |
|  Food & beverages | \$3.85         | \$4.01         | \$4.14         | \$4.34         | \$2.99         | -31.2%        | -6.2%          |
|  Retail           | \$2.38         | \$2.37         | \$2.39         | \$2.41         | \$1.71         | -29.1%        | -7.9%          |
|  Recreation       | \$2.39         | \$2.37         | \$2.40         | \$2.38         | \$1.39         | -41.4%        | -12.6%         |
|  Transportation** | \$5.35         | \$5.49         | \$5.68         | \$5.91         | \$3.30         | -44.2%        | -11.4%         |

\* Lodging includes 2nd home spending

\*\* Transportation includes both ground and air transportation

Source: D.K. Shifflet; Tourism Economics

# SPENDING DISTRIBUTION

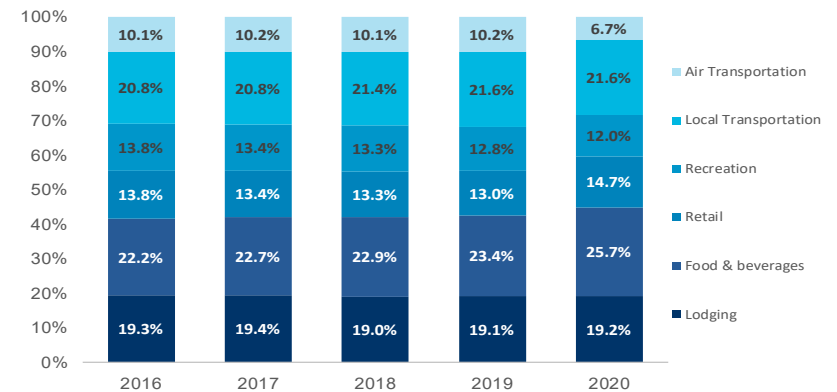
## Visitor spending shares

Spending shares had some of the most significant changes in 2020. Lodging shares were supported by 2<sup>nd</sup> home spending as the commercial lodging share fell by 1.5 percentage points

The share of the visitor dollar spent on food and beverages jumped more than two percentage points to nearly 26% of each visitor dollar.

Share increases were also seen in retail and local transportation categories while air transportation and recreational shares fell in 2020.

Maryland visitor spending (shares)



Source: Tourism Economics

# VISITATION AND SPENDING

## Day/overnight splits

Each traveler spent \$470 on their trip to Maryland in 2020.

Trips that did occur were either longer or travelers were trying to do more on those trips they were able to take. With those travel behaviors, per-person visitor spending rose during the pandemic.

Overnight person trips contributed \$9.9 billion in visitor spending to Maryland. With 11.5 million visitors, it amounted to travel spending of \$858 per person in 2020.

Day visitation of 13.2-million-person trips brought in visitor spending of nearly \$1.8 billion in 2020.

Overnight visitors comprised about 46% of all visitors in 2020 and their spending was about 85% of all visitor spending.

Spending increases from overnight visitors helped drive the overall spending increase. Per traveler spending for the average overnight visitor rose \$67 to reach \$858 per trip.

### Trips and spending, 2016 -2020

Amounts in nominal dollars and number of visitors

|                                        | 2016            | 2017            | 2018            | 2019            | 2020            |
|----------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| <b>Visitors (millions)</b>             | <b>43.0</b>     | <b>42.5</b>     | <b>41.9</b>     | <b>42.1</b>     | <b>24.7</b>     |
| Day                                    | 22.2            | 22.3            | 21.7            | 22.5            | 13.2            |
| Overnight                              | 20.8            | 20.2            | 20.1            | 19.6            | 11.5            |
| <b>Traveler spending (\$ millions)</b> | <b>\$17,323</b> | <b>\$17,682</b> | <b>\$18,050</b> | <b>\$18,590</b> | <b>\$11,619</b> |
| Day                                    | \$2,817         | \$2,971         | \$3,008         | \$3,071         | \$1,758         |
| Overnight                              | \$14,506        | \$14,711        | \$15,043        | \$15,519        | \$9,861         |
| <b>Per traveler spending</b>           | <b>\$403</b>    | <b>\$416</b>    | <b>\$431</b>    | <b>\$441</b>    | <b>\$470</b>    |
| Day                                    | \$127           | \$133           | \$138           | \$137           | \$133           |
| Overnight                              | \$697           | \$730           | \$747           | \$791           | \$858           |

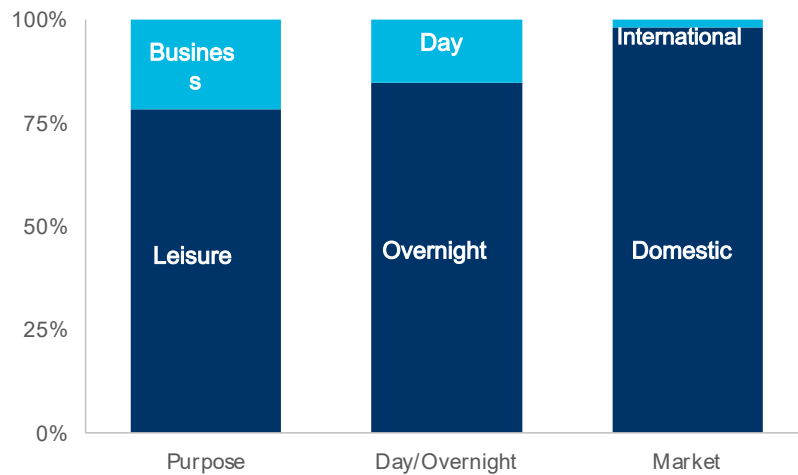
Source: D.K. Shifflet; Tourism Economics

# SPENDING

## Visitor spending by market

### Spending share by market, 2020

Expressed as a percentage of total expenditure per market



Source: Tourism Economics

### Maryland spending by market

Amounts in millions of nominal dollars and percent of total

|                | Spending | % of total |
|----------------|----------|------------|
| <b>Purpose</b> | \$11,619 |            |
| Leisure        | \$9,118  | 78%        |
| Business       | \$2,501  | 22%        |
| <b>Stay</b>    | \$11,619 |            |
| Day            | \$1,758  | 15%        |
| Overnight      | \$9,861  | 85%        |
| <b>Market</b>  | \$11,619 |            |
| Domestic       | \$11,402 | 98%        |
| International  | \$217    | 2%         |

Source: Tourism Economics

# TOURISM ECONOMY



# CONSTRUCTION SPENDING

## Investment

**\$846 million was spent on construction costs in support of the tourism industry in Maryland.**

Economic disruptions from the pandemic along with visitor spending declines affected visitor-associated investment spending. While many longer-term projects went ahead as scheduled, more speculative investment and short-term spending was held back by the lack of revenue in many businesses.

As many longer-term scheduled projects continued as scheduled, new construction spending's decline was moderate, falling 8% to \$374 million. Investment on machinery and equipment fell a sharper 41% in 2020.

### Tourism capital investment, 2016 -2020

Amounts in nominal dollars and number of visitors

|                       | 2016    | 2017    | 2018    | 2019    | 2020  | 2020 Growth | 2016-2020 CAGR |
|-----------------------|---------|---------|---------|---------|-------|-------------|----------------|
| Construction          | \$459   | \$407   | \$446   | \$405   | \$374 | -7.5%       | -5.0%          |
| Machinery & Equipment | \$727   | \$744   | \$767   | \$795   | \$472 | -40.6%      | -10.2%         |
| Total                 | \$1,186 | \$1,151 | \$1,213 | \$1,199 | \$846 | -29.4%      | -8.1%          |

Source: Dodge Construction; Tourism Economics



# TOURISM SATELLITE ACCOUNT

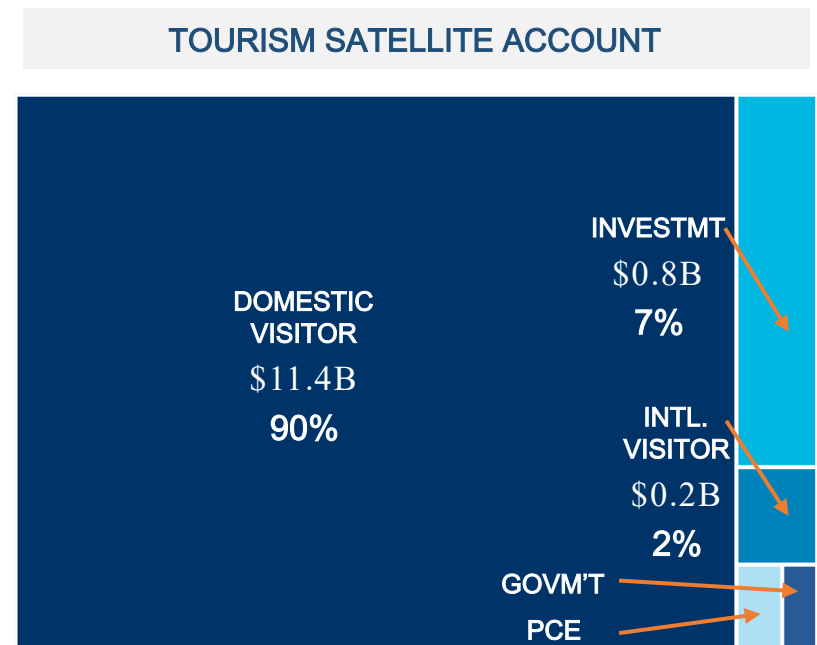
## Category contributions - 2020

Visitors to Maryland supported a total of \$12.6 billion in expenditures in 2020

Domestic visitors provided the majority of tourism economy spending at \$11.4 billion, 90% of the total.

Investment spending added 7%. International visitors and their \$0.2 billion in spending fell to 2% of the total – after registering 8% in 2019.

Governmental support and personal consumption spending in support of tourism were \$140 million in 2020, 1.1% of the total.



Source: Tourism Economics

# TOURISM SATELLITE ACCOUNT

## Tourism economy in Maryland

Non-visitor private consumption expenditures (PCE) represent tourism consumer durables such as an RV, boat, or furniture for a vacation home.

Government support for tourism includes the budgets for destination marketing and other budget items in broad support of tourism.

Capital investment (CAPEX) includes construction of hotels and attractions, as well as tourism equipment and infrastructure.

### Tourism economy spending, 2016 -2020 Amounts in millions of nominal dollars

|                       | 2016     | 2017     | 2018     | 2019     | 2020     | 2020<br>Growth | 2016-2020<br>CAGR |
|-----------------------|----------|----------|----------|----------|----------|----------------|-------------------|
| Domestic Visitor      | \$15,693 | \$15,998 | \$16,406 | \$16,973 | \$11,402 | -32.8%         | -7.7%             |
| International Visitor | \$1,630  | \$1,685  | \$1,644  | \$1,617  | \$217    | -86.6%         | -39.6%            |
| Non-Visitor PCE       | \$78     | \$85     | \$92     | \$100    | \$56     | -43.6%         | -7.9%             |
| Gov't Support         | \$145    | \$150    | \$158    | \$169    | \$83     | -51.0%         | -13.1%            |
| Investment            | \$1,186  | \$1,151  | \$1,213  | \$1,199  | \$846    | -29.4%         | -8.1%             |
| Total                 | \$18,733 | \$19,069 | \$19,514 | \$20,059 | \$12,605 | -37.2%         | -9.4%             |

Source: Tourism Economics

# DIRECT IMPACTS



# TOURISM INDUSTRY IMPACTS

The tourism industry consists of visitor spending and its direct impacts on the state economy.

Tourism GDP is the value added of those sectors directly interacting with travelers.

The narrow definition of the tourism industry counts only tourism industry sales, which excludes capital investment and general government support of tourism. This definition is consistent with economic accounts.

On this basis, tourism industry GDP tallied \$6.8 billion in 2020, and tourism industry employment reached 104,300, 2.9% of all Maryland employment.

## Core tourism

Amounts in number of jobs and millions of nominal dollars

|                                    | Employment     | GDP (millions) |
|------------------------------------|----------------|----------------|
| <b>Total</b>                       | <b>104,328</b> | <b>\$6,807</b> |
| Food & Beverage                    | 38,678         | \$1,788        |
| Lodging                            | 19,634         | \$1,335        |
| Recreation and Entertainment       | 16,535         | \$686          |
| Retail Trade                       | 9,597          | \$708          |
| Other Transport                    | 8,230          | \$574          |
| Gasoline Stations                  | 3,836          | \$266          |
| Air Transport                      | 3,128          | \$654          |
| Personal Services                  | 2,233          | \$110          |
| Finance, Insurance and Real Estate | 1,692          | \$613          |
| Business Services                  | 765            | \$73           |

Source: Tourism Economics

# DIRECT INDUSTRY EMPLOYMENT

## Tourism employment growth

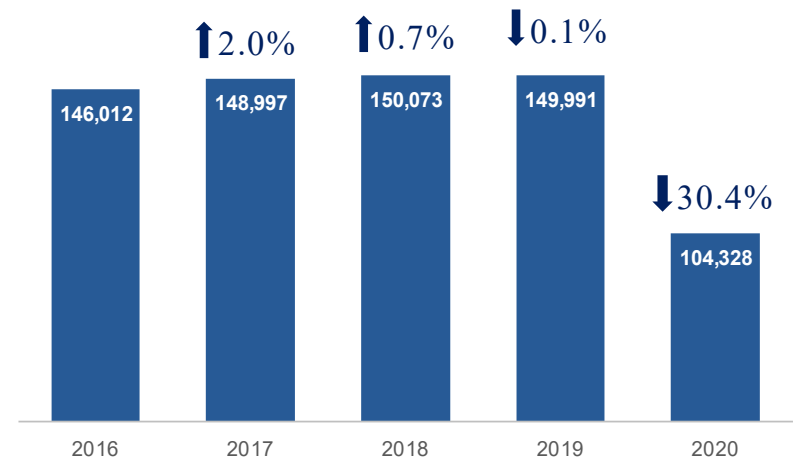
### Visitor spending directly supported 104,328 jobs

The pandemic's impact on tourism jobs in Maryland was a loss of over 45,600 jobs that directly interact with visitors, over 30% of all jobs directly supported by visitor activity.

Even with those losses, visitor activity in Maryland still directly supported 104,328 jobs. This is 2.9% of all jobs in the state.

### Tourism supported employment in Maryland

Amounts in number of jobs and YOY percentage growth



Source: Tourism Economics

# DIRECT TOURISM EMPLOYMENT

## Tourism employment

In 2020, tourism would rank as the 12<sup>th</sup> largest private industry employer in Maryland

Visitor activity directly supported 104,300 jobs in Maryland in 2020. Comparing this with the direct employment in other industry sectors, tourism would rank as the 12<sup>th</sup> largest industry.

In 2019, tourism ranked 11<sup>th</sup>, falling behind Manufacturing employment during the pandemic.

### Employment in Maryland, by major industry

Amounts in number of jobs



Source: Tourism Economics, BEA

# DIRECT TOURISM INDUSTRY

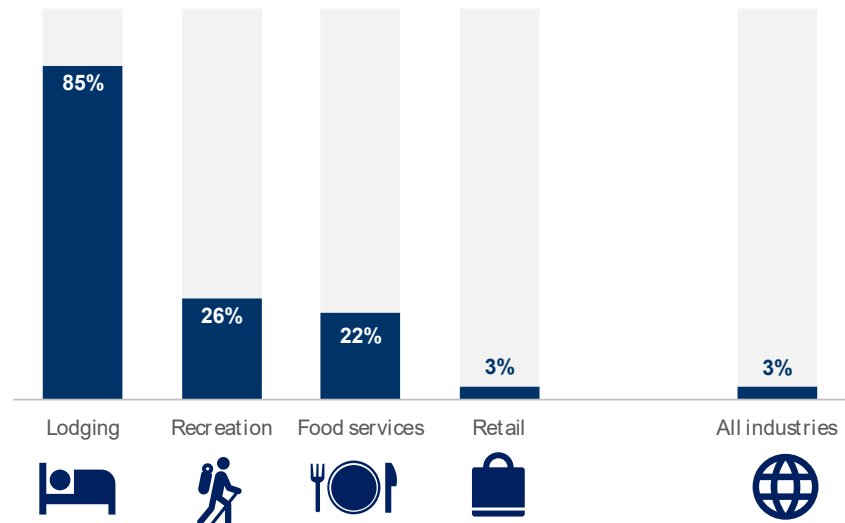
## Tourism employment intensity

### Tourism employment is a significant part of several industries

Tourism employment is a significant part of several industries – the majority of lodging employment, 26% of recreation, and 22% of food & beverage employment is supported by tourism spending.

### Tourism employment intensity

Amounts in percentage of total industry employment



# ECONOMIC IMPACTS







## ECONOMIC IMPACTS

How visitor spending generates employment and income

Our analysis of tourism's impact on Maryland begins with actual spending by visitors, but also considers the downstream effects of this injection of spending into the local economy. To determine the total economic impact of tourism in Maryland, we input visitor spending into a model of the Maryland economy created in IMPLAN. This model calculates three distinct types of impact: direct, indirect, and induced.

The impacts on business sales, jobs, wages, and taxes are calculated for all three levels of impact.

- 1. Direct Impacts** : Visitors create direct economic value within a discrete group of sectors (e.g. recreation, transportation). This supports a relative proportion of jobs, wages, taxes, and GDP within each sector.
- 2. Indirect Impacts**: Each directly affected sector also purchases goods and services as inputs (e.g. food wholesalers, utilities) into production. These impacts are called indirect impacts.
- 3. Induced Impacts** : Lastly, the induced impact is generated when employees whose wages are generated wither directly or indirectly by visitors, spend those wages in the local economy.

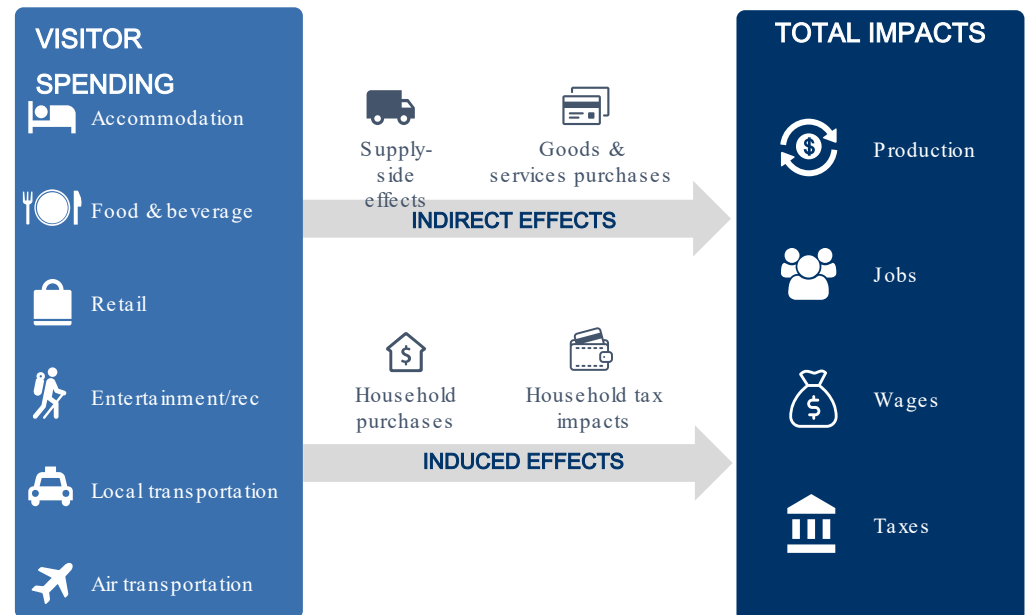
# ECONOMIC IMPACTS

How visitor spending generates employment and income

## Economic impact flowchart

IMPLAN calculates these three levels of impact – direct, indirect, and induced – for a broad set of indicators. These include the following:

- Spending
- Wages
- Employment
- Federal Taxes
- State Taxes
- Local Taxes

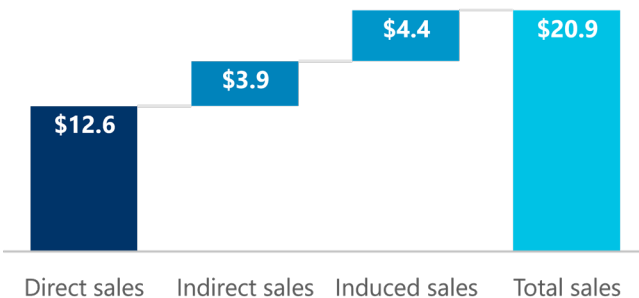


# TOTAL BUSINESS SALES IMPACTS

## Business sales by industry

Total direct spending in support of tourism registered \$12.6 billion in 2020. This supported another \$8 billion from indirect and induced sales for a total of \$20.9 billion in business sales in Maryland tied to visitor activity in the state.

### Summary economic impacts (\$ billions)



### Business sales impacts by industry

| Amounts in millions of current dollars | Direct sales    | Indirect sales | Induced sales  | Total sales     |
|----------------------------------------|-----------------|----------------|----------------|-----------------|
| <b>Total, all industries</b>           | <b>\$12,605</b> | <b>\$3,887</b> | <b>\$4,425</b> | <b>\$20,917</b> |
| <b>By industry</b>                     |                 |                |                |                 |
| Finance, Ins. & Real Estate            | \$961           | \$1,102        | \$1,700        | \$3,764         |
| Retail Trade                           | \$2,413         | \$57           | \$273          | \$2,744         |
| Food & Beverage                        | \$2,330         | \$114          | \$257          | \$2,702         |
| Gasoline Stations                      | \$1,886         | \$2            | \$13           | \$1,901         |
| Lodging                                | \$1,520         | \$2            | \$2            | \$1,524         |
| Business Services                      | \$57            | \$1,049        | \$401          | \$1,507         |
| Construction and Utilities             | \$846           | \$331          | \$165          | \$1,342         |
| Recreation and Entertainment           | \$1,239         | \$45           | \$42           | \$1,326         |
| Air Transport                          | \$784           | \$10           | \$19           | \$812           |
| Education and Health Care              |                 | \$8            | \$754          | \$762           |
| Other Transport                        | \$377           | \$264          | \$84           | \$725           |
| Communications                         |                 | \$343          | \$183          | \$526           |
| Wholesale Trade                        |                 | \$211          | \$213          | \$424           |
| Personal Services                      | \$98            | \$72           | \$167          | \$336           |
| Manufacturing                          | \$11            | \$198          | \$109          | \$319           |
| Government                             | \$83            | \$60           | \$37           | \$180           |
| Agriculture, Fishing, Mining           |                 | \$16           | \$6            | \$22            |

Source: Tourism Economics

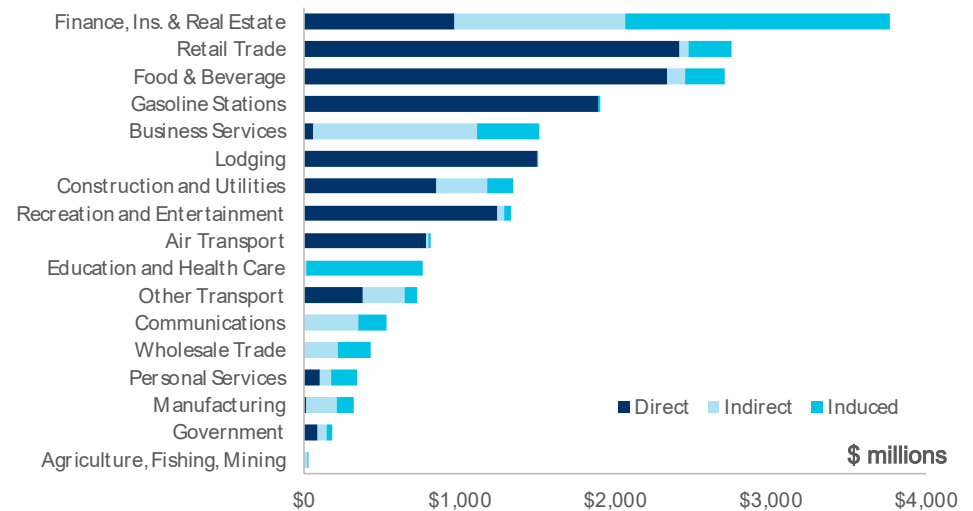
# TOTAL BUSINESS SALES IMPACTS

## Business sales by industry

While the majority of sales are in industries directly serving visitors, more than \$1.0 billion in business services industry sales is happening as a result of selling to tourism businesses.

Significant benefits also accrue in sectors like finance, insurance, and real estate (FIRE) and manufacturing from selling to tourism businesses and employees.

## Business sales impacts by industry



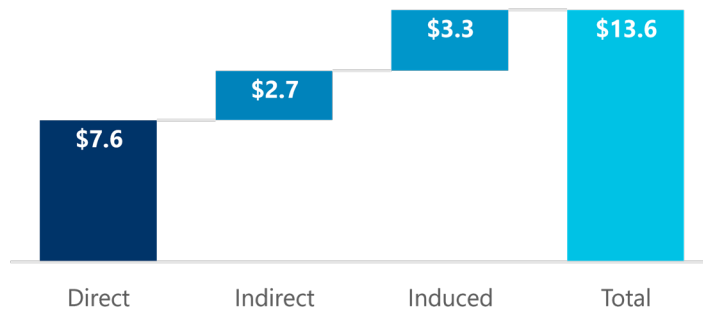
Source: Tourism Economics

# TOTAL VALUE-ADDED IMPACTS

## GDP

Tourism generated \$13.6 billion in local GDP in 2020, or 3.2% of the Maryland economy. This excludes all import leakages to arrive at the economic value generated by traveler activity in the state.

### Summary GDP impacts (\$ billions)



### GDP impacts by industry

| Amounts in millions of current dollars | Direct value   | Indirect value | Induced value  | Total value     |
|----------------------------------------|----------------|----------------|----------------|-----------------|
| <b>Total, all industries</b>           | <b>\$7,623</b> | <b>\$2,652</b> | <b>\$3,281</b> | <b>\$13,556</b> |
| <b>By industry</b>                     |                |                |                |                 |
| Finance, Ins. & Real Estate            | \$613          | \$797          | \$1,186        | \$2,597         |
| Food & Beverage                        | \$1,788        | \$77           | \$213          | \$2,078         |
| Lodging                                | \$1,335        | \$1            | \$2            | \$1,338         |
| Business Services                      | \$73           | \$758          | \$293          | \$1,125         |
| Retail Trade                           | \$708          | \$49           | \$278          | \$1,035         |
| Construction and Utilities             | \$720          | \$188          | \$97           | \$1,004         |
| Other Transport                        | \$574          | \$158          | \$47           | \$779           |
| Recreation and Entertainment           | \$686          | \$33           | \$31           | \$751           |
| Air Transport                          | \$654          | \$6            | \$11           | \$671           |
| Education and Health Care              |                | \$6            | \$616          | \$622           |
| Personal Services                      | \$110          | \$72           | \$154          | \$336           |
| Communications                         |                | \$199          | \$116          | \$315           |
| Wholesale Trade                        |                | \$152          | \$154          | \$306           |
| Gasoline Stations                      | \$279          | \$2            | \$13           | \$294           |
| Government                             | \$81           | \$71           | \$32           | \$184           |
| Manufacturing                          | \$3            | \$78           | \$35           | \$116           |
| Agriculture, Fishing, Mining           |                | \$4            | \$2            | \$6             |

Source: Tourism Economics

# TOTAL VALUE-ADDED IMPACTS

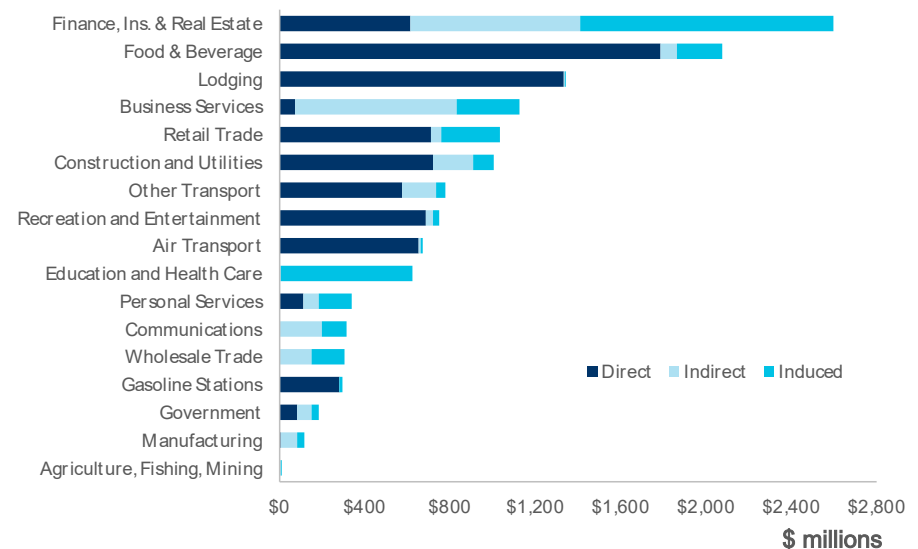
## GDP

In Maryland, the finance, insurance, and real estate industry has the largest local value created by visitor activity despite less than 20% of the total impact coming directly from visitor activity.

Food & beverages and the lodging industry follow as industries providing value to Maryland from visitor activity.

Recreational industry value added from tourism fell from 5<sup>th</sup> largest down to 8<sup>th</sup>, passed by retail, construction and other transportation industries, highlighting the impact of visitors on recreational-oriented businesses.

### GDP impacts by industry



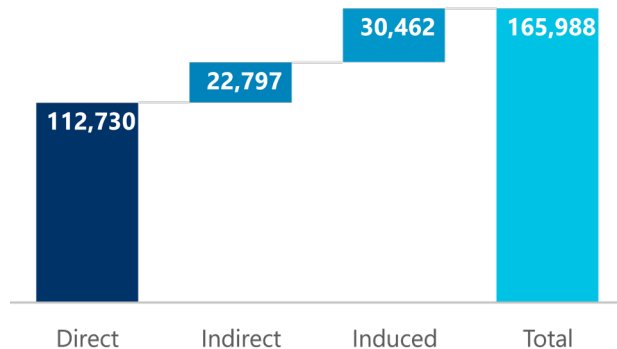
Source: Tourism Economics

# TOTAL EMPLOYMENT IMPACTS

## Employment

Tourism supported a total of 165,988 jobs when indirect and induced impacts are considered. This represents 4.7% of all jobs in the state – or one out of every 21 jobs in Maryland.

Summary employment impacts (number of jobs)



## Employment Impacts

| Amounts in total employment  | Direct jobs    | Indirect jobs | Induced jobs  | Total jobs     |
|------------------------------|----------------|---------------|---------------|----------------|
| <b>Total, all industries</b> | <b>112,730</b> | <b>22,797</b> | <b>30,462</b> | <b>165,988</b> |
| <b>By industry</b>           |                |               |               |                |
| Food & Beverage              | 38,678         | 1,710         | 4,112         | 44,499         |
| Lodging                      | 19,634         | 22            | 24            | 19,680         |
| Recreation and Entertainment | 16,535         | 1,218         | 761           | 18,515         |
| Retail Trade                 | 9,772          | 515           | 3,763         | 14,049         |
| Business Services            | 765            | 7,884         | 3,177         | 11,827         |
| Other Transport              | 8,230          | 2,254         | 796           | 11,280         |
| Finance, Ins. & Real Estate  | 1,692          | 4,188         | 3,742         | 9,623          |
| Construction and Utilities   | 7,640          | 821           | 429           | 8,890          |
| Education and Health Care    |                | 114           | 8,635         | 8,749          |
| Personal Services            | 2,233          | 1,098         | 2,853         | 6,185          |
| Gasoline Stations            | 3,836          | 21            | 186           | 4,043          |
| Air Transport                | 3,128          | 30            | 55            | 3,213          |
| Government                   | 559            | 746           | 365           | 1,670          |
| Wholesale Trade              |                | 766           | 826           | 1,592          |
| Communications               |                | 771           | 405           | 1,177          |
| Manufacturing                | 29             | 506           | 243           | 778            |
| Agriculture, Fishing, Mining |                | 133           | 88            | 221            |

Source: Tourism Economics

# TOTAL EMPLOYMENT IMPACTS

## Employment

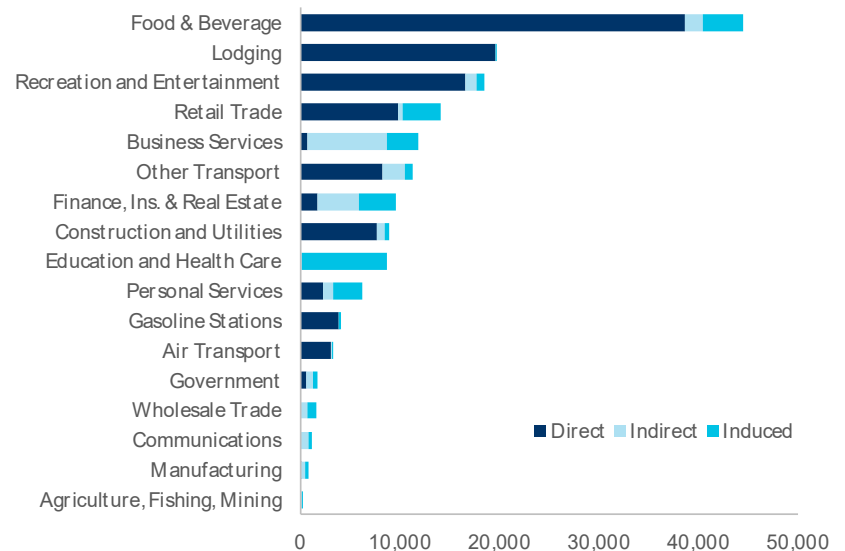
More of the employment impacts come directly from visitor activity. Two-thirds of the employment impacts are directly from visitor activity compared to 60% of total income earned by tourism-supported job holders in Maryland and 61% of all business sales supported by Maryland tourism activity.

Visitor spending supports the largest number of jobs in the food & beverage industry in Maryland –44,500.

Lodging employment ranks second with 19,680 jobs followed by recreational jobs.

Nearly 22,800 Maryland-based jobs are indirectly supported by visitor activity.

## Employment Impacts



Source: Tourism Economics

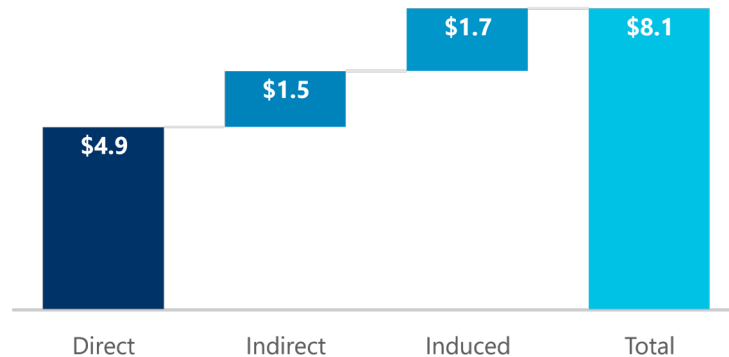


# TOTAL INCOME IMPACTS

## Personal income

Tourism generated over \$4.9 billion in direct income and \$8.1 billion when indirect and induced impacts are considered.

Summary personal income impacts (\$ billions)



## Personal income impacts

| Amounts in millions of current dollars | Direct income  | Indirect income | Induced income | Total income   |
|----------------------------------------|----------------|-----------------|----------------|----------------|
| <b>Total, all industries</b>           | <b>\$4,904</b> | <b>\$1,504</b>  | <b>\$1,688</b> | <b>\$8,097</b> |
| <b>By industry</b>                     |                |                 |                |                |
| Food & Beverage                        | \$1,143        | \$57            | \$124          | \$1,324        |
| Lodging                                | \$806          | \$1             | \$1            | \$808          |
| Business Services                      | \$49           | \$541           | \$211          | \$801          |
| Construction and Utilities             | \$562          | \$80            | \$40           | \$682          |
| Finance, Ins. & Real Estate            | \$158          | \$249           | \$233          | \$640          |
| Recreation and Entertainment           | \$556          | \$38            | \$24           | \$618          |
| Other Transport                        | \$445          | \$131           | \$38           | \$614          |
| Retail Trade                           | \$393          | \$23            | \$154          | \$571          |
| Education and Health Care              |                | \$5             | \$522          | \$528          |
| Air Transport                          | \$409          | \$3             | \$6            | \$418          |
| Personal Services                      | \$107          | \$66            | \$142          | \$314          |
| Gasoline Stations                      | \$202          | \$1             | \$8            | \$211          |
| Government                             | \$71           | \$69            | \$35           | \$176          |
| Communications                         |                | \$121           | \$51           | \$173          |
| Wholesale Trade                        |                | \$69            | \$74           | \$143          |
| Manufacturing                          | \$2            | \$45            | \$21           | \$67           |
| Agriculture, Fishing, Mining           |                | \$4             | \$3            | \$7            |

Source: Tourism Economics

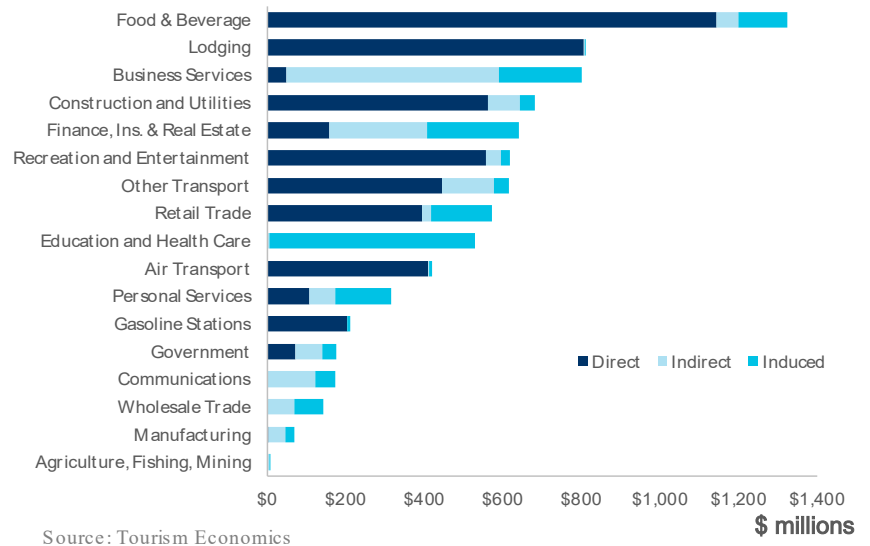
# TOTAL INCOME IMPACTS

## Personal income

There are nine industries in which visitor activity supports more than \$500 million in personal income. These range from the obvious—food & beverages and lodging, to the less obvious—business services and education & health care.

Despite ranking a distant fifth in terms of jobs supported, the higher wages in the business services industries supported by visitor activity provide \$800 million in income to Maryland job holders, the third largest impact.

### Personal income impacts



# TOTAL TAX IMPACTS

## Fiscal (tax)

Visitor spending, visitor supported jobs, and business sales generated \$3.2 billion in governmental revenues.

State and local taxes alone tallied \$1.7 billion in 2020.

Each household in Maryland would need to be taxed an additional \$775 per year to replace the traveler taxes received by state and local governments.

This is down from \$1,175 per household in 2019; to make up for the tourism tax losses from the pandemic in 2020, each Maryland household would need to contribute \$400 to state and local governments.

## Tax impacts

| Amounts in millions of current dollars |                |                |                |                |                |
|----------------------------------------|----------------|----------------|----------------|----------------|----------------|
|                                        | 2016           | 2017           | 2018           | 2019           | 2020           |
| <b>Total</b>                           | <b>\$4,404</b> | <b>\$4,552</b> | <b>\$4,675</b> | <b>\$4,823</b> | <b>\$3,241</b> |
| <b>Federal</b>                         |                |                |                |                |                |
| Personal Income                        | \$666          | \$689          | \$706          | \$727          | \$519          |
| Corporate                              | \$142          | \$148          | \$152          | \$157          | \$114          |
| Indirect business                      | \$198          | \$201          | \$204          | \$207          | \$117          |
| Social insurance                       | \$1,053        | \$1,089        | \$1,116        | \$1,150        | \$764          |
| <b>State and Local</b>                 | <b>\$2,345</b> | <b>\$2,426</b> | <b>\$2,496</b> | <b>\$2,582</b> | <b>\$1,727</b> |
| Sales                                  | \$1,001        | \$1,027        | \$1,040        | \$1,060        | \$546          |
| Bed Tax                                | \$145          | \$158          | \$161          | \$169          | \$83           |
| Personal Income                        | \$260          | \$269          | \$276          | \$284          | \$216          |
| Corporate                              | \$222          | \$231          | \$234          | \$237          | \$152          |
| Social insurance                       | \$24           | \$25           | \$25           | \$25           | \$16           |
| Excise and Fees                        | \$273          | \$280          | \$299          | \$319          | \$201          |
| Property                               | \$420          | \$435          | \$462          | \$488          | \$514          |

Source: Tourism Economics

# TOTAL TAX IMPACTS

## Fiscal (tax)

Visitor spending, visitor supported jobs, and business sales generated \$1.7 billion in state and local governmental revenues.

State taxes from visitor activity brought in \$950 million in 2020. Local governments received \$780 million in revenue from economic activity associated with visitors.

For the state, sales tax receipts provide a large share of governmental revenues. For local governments, property taxes along with bed, fees and income taxes provide the majority of local governmental revenues.

## Tax impacts

Amounts in millions of current dollars

|                    | 2016             | 2017             | 2018             | 2019             | 2020             |
|--------------------|------------------|------------------|------------------|------------------|------------------|
| <b>Total</b>       | <b>\$2,345.0</b> | <b>\$2,425.6</b> | <b>\$2,495.9</b> | <b>\$2,582.0</b> | <b>\$1,727.0</b> |
| <b>State</b>       | <b>\$1,499.4</b> | <b>\$1,543.9</b> | <b>\$1,575.3</b> | <b>\$1,614.7</b> | <b>\$948.7</b>   |
| Sales              | \$912.3          | \$936.1          | \$948.5          | \$966.5          | \$497.4          |
| Bed Tax            | \$0.0            | \$0.0            | \$0.0            | \$0.0            | \$0.0            |
| Personal Income    | \$165.3          | \$170.9          | \$175.2          | \$180.4          | \$136.8          |
| Corporate          | \$217.0          | \$226.2          | \$228.6          | \$231.7          | \$149.0          |
| Property           | \$34.0           | \$35.2           | \$37.4           | \$39.5           | \$41.6           |
| Excise and Fees    | \$149.0          | \$152.9          | \$163.1          | \$174.0          | \$109.7          |
| State Unemployment | \$21.8           | \$22.6           | \$22.5           | \$22.6           | \$14.2           |
| <b>Local</b>       | <b>\$845.6</b>   | <b>\$881.7</b>   | <b>\$920.6</b>   | <b>\$967.3</b>   | <b>\$778.2</b>   |
| Sales              | \$88.4           | \$90.7           | \$91.9           | \$93.6           | \$48.2           |
| Bed Tax            | \$145.1          | \$158.3          | \$160.6          | \$169.2          | \$82.9           |
| Personal Income    | \$95.1           | \$98.4           | \$100.9          | \$103.9          | \$78.8           |
| Corporate          | \$4.7            | \$4.9            | \$5.0            | \$5.0            | \$3.2            |
| Property           | \$386.5          | \$400.2          | \$424.7          | \$448.8          | \$472.6          |
| Excise and Fees    | \$123.9          | \$127.1          | \$135.6          | \$144.6          | \$91.2           |
| State Unemployment | \$2.0            | \$2.0            | \$2.0            | \$2.0            | \$1.3            |

Source: Tourism Economics

# ECONOMIC IMPACT IN CONTEXT



# ECONOMIC IMPACTS IN CONTEXT

## Figures in context



### Visitor spending

Stacking \$11.6 billion worth of \$10 bills would reach over 79 miles high— similar to the distance from Frederick to Aberdeen, MD.



### Visitor sales lost

The \$7.0 billion in visitor spending losses is similar in size to the state's FY21 funding for K-12 education (\$7.3 billion). These spending losses are also similar in size to the estimated cost of building a new Chesapeake Bay Bridge.



### Employment

Tourism employment fell by 60,000 jobs, enough to fill both Oriole Park at Camden Yards and Prince George's stadium for the Bowie Baysox. Tourism in 2020 supported 166,000 jobs, enough to fill both Pimlico and M&T Stadium.



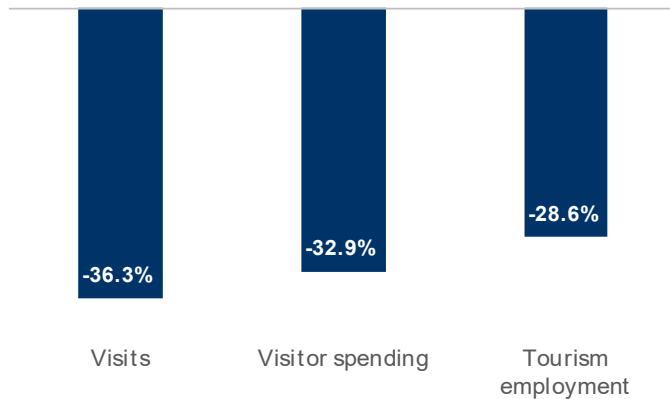
### Taxes

To make up for the \$1.7 billion in state and local taxes generated by visitor activity, each household in the state would need to contribute \$775 to maintain the current level of government.

# COUNTY RESULTS

# STATE OF MARYLAND HIGHLIGHTS AND VISITATION

Cumulative Growth in Key Indicators, 2016 -2020

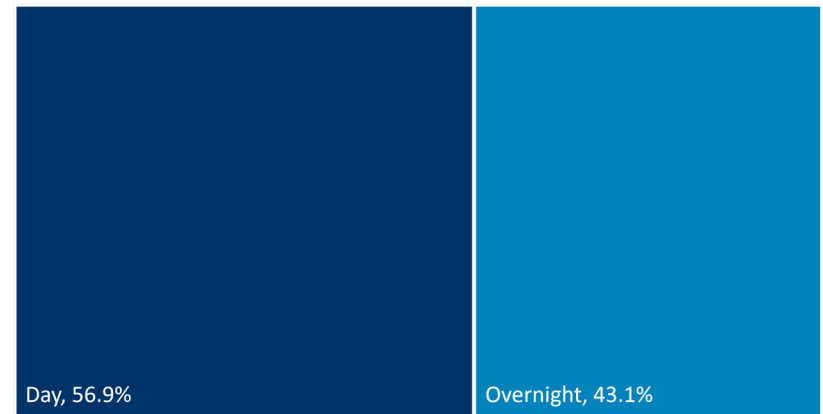


State of Maryland visitor levels

|                                   | 2016          | 2017          | 2018          | 2019          | 2020          |
|-----------------------------------|---------------|---------------|---------------|---------------|---------------|
| <b>Total visitors (thousands)</b> |               |               |               |               |               |
| Day                               | 30,147        | 30,687        | 31,566        | 32,859        | 19,595        |
| Overnight                         | 23,934        | 24,820        | 25,649        | 26,203        | 14,838        |
| <b>Total</b>                      | <b>54,081</b> | <b>55,507</b> | <b>57,214</b> | <b>59,063</b> | <b>34,433</b> |
|                                   |               | 2.6%          | 3.1%          | 3.2%          | -41.7%        |

Source: Tourism Economics

Visits by type , 2020



Source: Tourism Economics



# VISITOR SPENDING

## Visitor spending in Maryland

Millions of dollars

|                  | 2016            | 2017            | 2018            | 2019            | 2020            | 2020 Growth   | 2020-2016 CAGR |
|------------------|-----------------|-----------------|-----------------|-----------------|-----------------|---------------|----------------|
| Lodging*         | \$3,351         | \$3,434         | \$3,432         | \$3,550         | \$2,230         | -37.2%        | -9.7%          |
| Food & beverages | \$3,853         | \$4,014         | \$4,141         | \$4,343         | \$2,987         | -31.2%        | -6.2%          |
| Retail           | \$2,383         | \$2,370         | \$2,394         | \$2,413         | \$1,711         | -29.1%        | -7.9%          |
| Recreation       | \$2,391         | \$2,373         | \$2,404         | \$2,378         | \$1,393         | -41.4%        | -12.6%         |
| Transportation** | \$5,346         | \$5,491         | \$5,678         | \$5,906         | \$3,298         | -44.2%        | -11.4%         |
| <b>Total</b>     | <b>\$17,323</b> | <b>\$17,682</b> | <b>\$18,050</b> | <b>\$18,590</b> | <b>\$11,619</b> | <b>-37.5%</b> | <b>-9.5%</b>   |

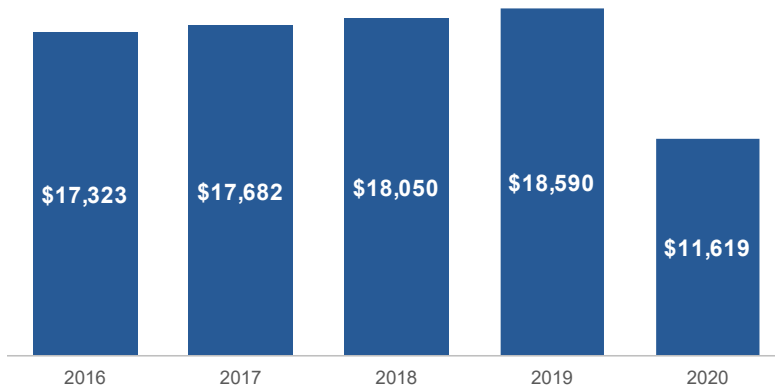
\* Lodging includes 2nd home spending

\*\* Transportation includes both ground and air transportation

Source: Tourism Economics

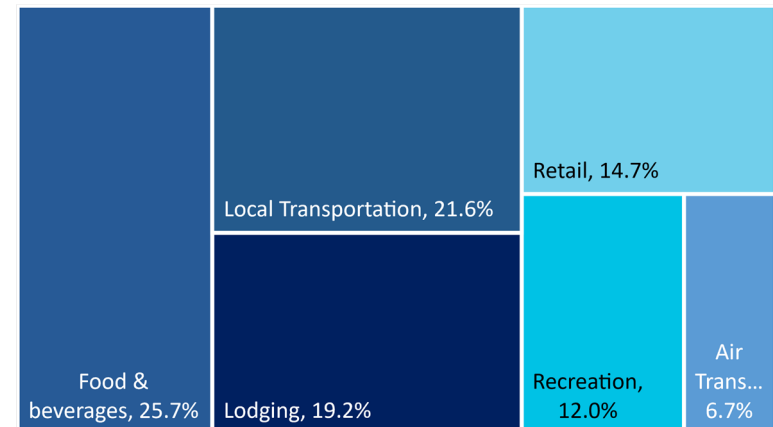
## Visitor spending timeline

Millions of dollars



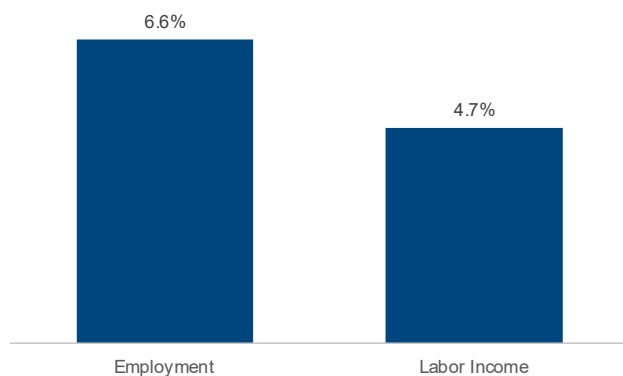
## Visitor spending by category

Percent of total



# ECONOMIC IMPACTS

## Tourism share of county economy



Source: Tourism Economics, Bureau of Labor Statistics

## Visitor impacts in Maryland

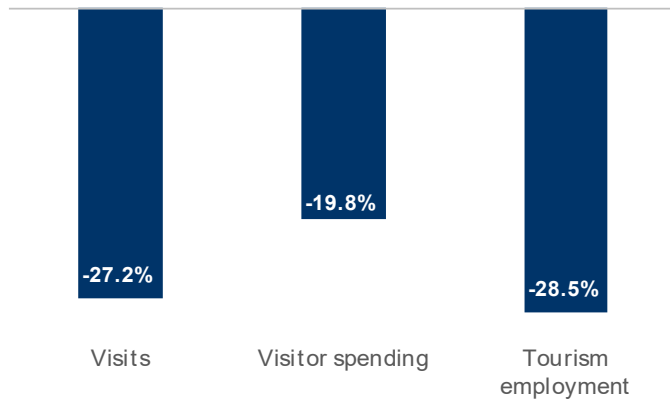
Employment in units, Income and taxes in millions of dollars

|                     | 2016      | 2017      | 2018      | 2019      | 2020      | % Chg  |
|---------------------|-----------|-----------|-----------|-----------|-----------|--------|
| <b>Employment</b>   |           |           |           |           |           |        |
| Direct              | 146,061   | 148,997   | 150,073   | 149,991   | 104,328   | -30.4% |
| Total               | 221,589   | 224,170   | 226,235   | 226,427   | 165,988   | -26.7% |
| Share of State      | 100.0%    | 100.0%    | 100.0%    | 100.0%    | 100.0%    |        |
| <b>Labor Income</b> |           |           |           |           |           |        |
| Direct              | \$5,368   | \$5,613   | \$5,765   | \$5,925   | \$4,269   | -27.9% |
| Total               | \$9,732   | \$10,065  | \$10,318  | \$10,623  | \$8,097   | -23.8% |
| Share of State      | 100.0%    | 100.0%    | 100.0%    | 100.0%    | 100.0%    |        |
| <b>Tax revenues</b> |           |           |           |           |           |        |
| Federal             | \$1,718.9 | \$1,777.7 | \$1,822.3 | \$2,240.7 | \$1,513.9 | -32.4% |
| State and Local     | \$707.3   | \$732.3   | \$759.9   | \$2,582.0 | \$1,727.0 | -33.1% |
| Hotel               | \$150.3   | \$158.3   | \$160.6   | \$169.2   | \$82.9    | -51.0% |
| Total               | \$2,426.3 | \$2,510.0 | \$2,582.2 | \$4,822.6 | \$3,240.8 | -32.8% |

Source: Tourism Economics, Maryland Department of Revenue

# ALLEGANY COUNTY HIGHLIGHTS AND VISITATION

Cumulative Growth in Key Indicators, 2016 -2020

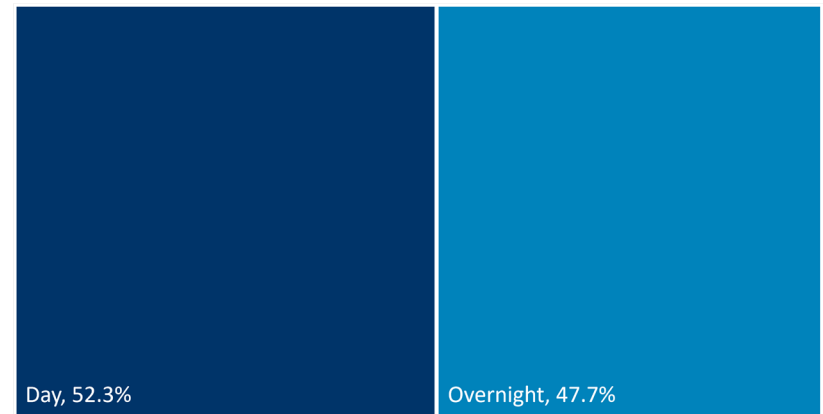


Allegheny County visitor levels

|                                   | 2016         | 2017         | 2018         | 2019         | 2020         |
|-----------------------------------|--------------|--------------|--------------|--------------|--------------|
| <b>Total visitors (thousands)</b> |              |              |              |              |              |
| Day                               | 317.4        | 309.7        | 318.5        | 324.1        | 230.1        |
| Overnight                         | 287.4        | 289.8        | 298.6        | 304.3        | 210.0        |
| <b>Total</b>                      | <b>604.8</b> | <b>599.5</b> | <b>617.0</b> | <b>628.4</b> | <b>440.1</b> |
|                                   |              | -0.9%        | 2.9%         | 1.8%         | -30.0%       |

Source: Tourism Economics

Visits by type , 2020



Source: Tourism Economics

# VISITOR SPENDING

## Visitor spending in Allegany County

Millions of dollars

|                  | 2016           | 2017           | 2018           | 2019           | 2020           | 2020 Growth   | 2020-2016 CAGR |
|------------------|----------------|----------------|----------------|----------------|----------------|---------------|----------------|
| Lodging*         | \$30.8         | \$31.3         | \$31.8         | \$32.2         | \$24.7         | -23.3%        | -5.4%          |
| Food & beverages | \$38.6         | \$39.2         | \$41.0         | \$42.0         | \$36.5         | -13.2%        | -1.4%          |
| Retail           | \$22.5         | \$21.3         | \$21.7         | \$21.4         | \$20.3         | -5.2%         | -2.6%          |
| Recreation       | \$24.8         | \$24.0         | \$24.6         | \$23.7         | \$16.0         | -32.7%        | -10.4%         |
| Transportation** | \$44.2         | \$44.4         | \$47.0         | \$46.8         | \$31.7         | -32.3%        | -8.0%          |
| <b>Total</b>     | <b>\$161.0</b> | <b>\$160.1</b> | <b>\$166.1</b> | <b>\$166.2</b> | <b>\$129.1</b> | <b>-22.3%</b> | <b>-5.4%</b>   |

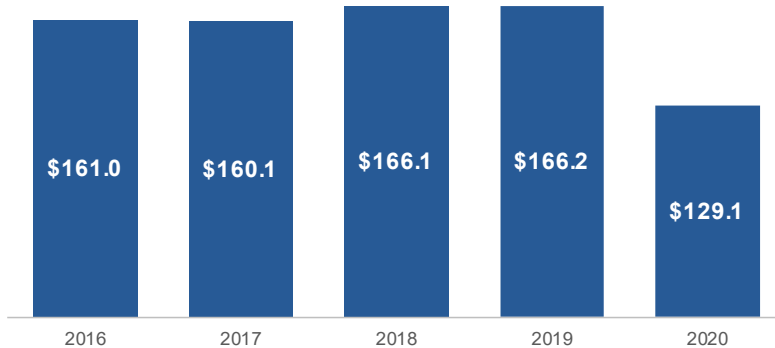
\* Lodging includes 2nd home spending

\*\* Transportation includes both ground and air transportation

Source: Tourism Economics

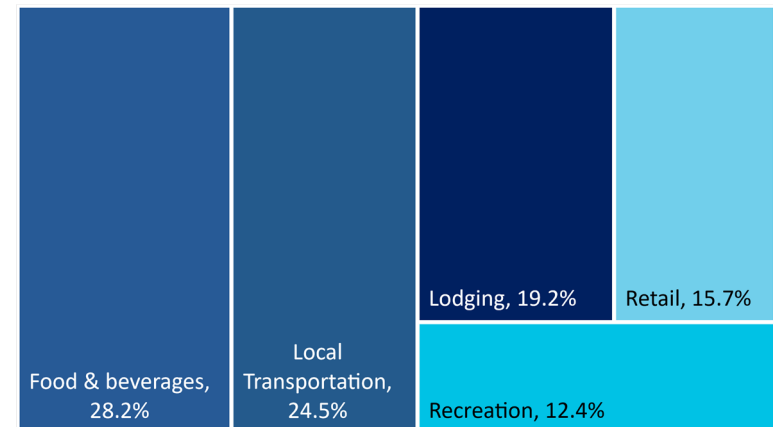
## Visitor spending timeline

Millions of dollars



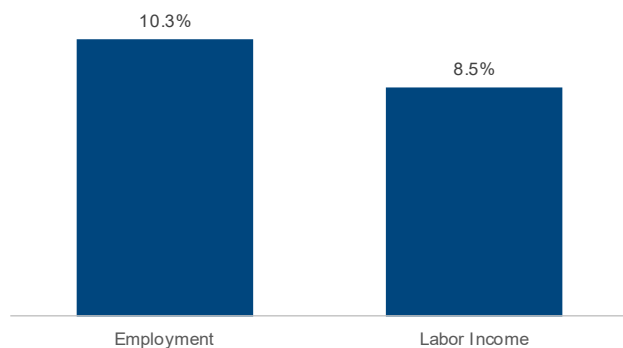
## Visitor spending by category

Percent of total



# ECONOMIC IMPACTS

## Tourism share of county economy



Source: Tourism Economics, Bureau of Labor Statistics

## Visitor impacts in Allegany County

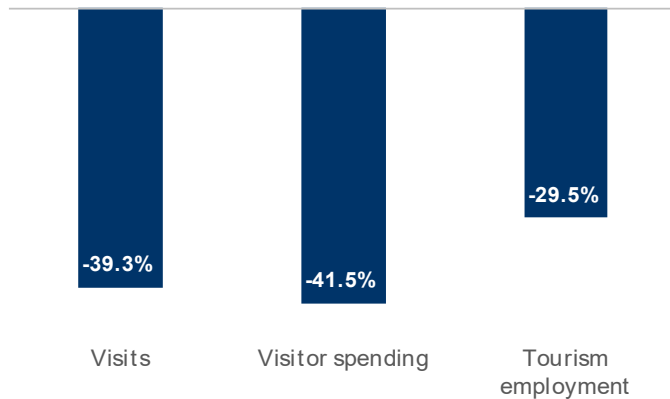
Employment in units, Income and taxes in millions of dollars

|                     | 2016    | 2017    | 2018    | 2019    | 2020   | % Chg  |
|---------------------|---------|---------|---------|---------|--------|--------|
| <b>Employment</b>   |         |         |         |         |        |        |
| Direct              | 2,471   | 2,351   | 2,363   | 2,360   | 1,766  | -25.2% |
| Total               | 3,599   | 3,424   | 3,441   | 3,440   | 2,687  | -21.9% |
| Share of State      | 1.62%   | 1.53%   | 1.52%   | 1.52%   | 1.62%  |        |
| <b>Labor Income</b> |         |         |         |         |        |        |
| Direct              | \$61.5  | \$60.2  | \$61.8  | \$62.4  | \$50.3 | -19.4% |
| Total               | \$113.4 | \$111.0 | \$113.8 | \$115.5 | \$96.6 | -16.3% |
| Share of State      | 1.17%   | 1.10%   | 1.10%   | 1.09%   | 1.19%  |        |
|                     | 2016    | 2017    | 2018    | 2019    | 2020   | % Chg  |
| <b>Tax revenues</b> |         |         |         |         |        |        |
| Federal             | \$23.2  | \$22.8  | \$23.4  | \$23.7  | \$17.9 | -24.4% |
| State and Local     | \$22.8  | \$23.1  | \$24.1  | \$24.2  | \$19.7 | -18.7% |
| Hotel               | \$1.2   | \$1.5   | \$1.6   | \$1.5   | \$0.9  | -39.8% |
| Total               | \$46.0  | \$45.9  | \$47.5  | \$47.9  | \$37.6 | -21.5% |

Source: Tourism Economics, Maryland Department of Revenue

# ANNE ARUNDEL COUNTY HIGHLIGHTS AND VISITATION

Cumulative Growth in Key Indicators, 2016 -2020

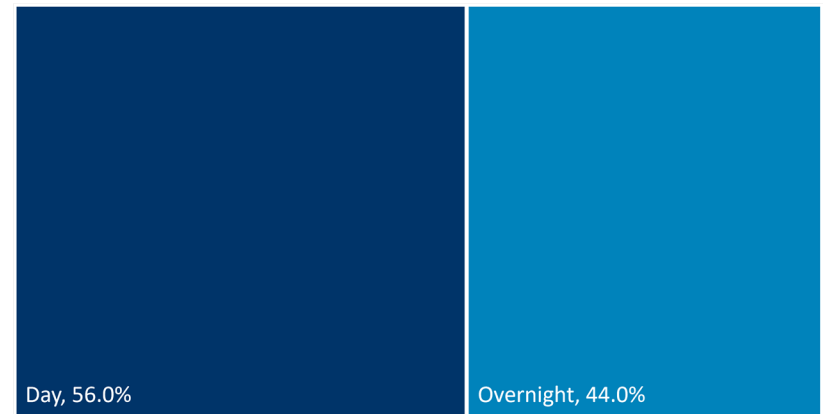


Anne Arundel County visitor levels

|                                   | 2016         | 2017         | 2018         | 2019         | 2020         |
|-----------------------------------|--------------|--------------|--------------|--------------|--------------|
| <b>Total visitors (thousands)</b> |              |              |              |              |              |
| Day                               | 4,187        | 4,210        | 4,406        | 4,574        | 2,434        |
| Overnight                         | 2,977        | 3,085        | 3,231        | 3,317        | 1,914        |
| <b>Total</b>                      | <b>7,164</b> | <b>7,294</b> | <b>7,637</b> | <b>7,891</b> | <b>4,348</b> |
|                                   |              | 1.8%         | 4.7%         | 3.3%         | -44.9%       |

Source: Tourism Economics

Visits by type , 2020



Source: Tourism Economics

# VISITOR SPENDING

## Visitor spending in Anne Arundel County

Millions of dollars

|                  | 2016             | 2017             | 2018             | 2019             | 2020             | 2020 Growth   | 2020-2016 CAGR |
|------------------|------------------|------------------|------------------|------------------|------------------|---------------|----------------|
| Lodging*         | \$356.1          | \$358.6          | \$369.9          | \$383.8          | \$232.9          | -39.3%        | -10.1%         |
| Food & beverages | \$439.4          | \$453.1          | \$479.7          | \$501.5          | \$367.2          | -26.8%        | -4.4%          |
| Retail           | \$296.6          | \$299.5          | \$308.0          | \$317.0          | \$231.1          | -27.1%        | -6.0%          |
| Recreation       | \$340.7          | \$330.4          | \$344.0          | \$338.8          | \$209.5          | -38.2%        | -11.4%         |
| Transportation** | \$2,297.6        | \$2,366.4        | \$2,411.1        | \$2,510.4        | \$1,140.6        | -54.6%        | -16.1%         |
| <b>Total</b>     | <b>\$3,730.4</b> | <b>\$3,808.0</b> | <b>\$3,912.8</b> | <b>\$4,051.5</b> | <b>\$2,181.2</b> | <b>-46.2%</b> | <b>-12.6%</b>  |

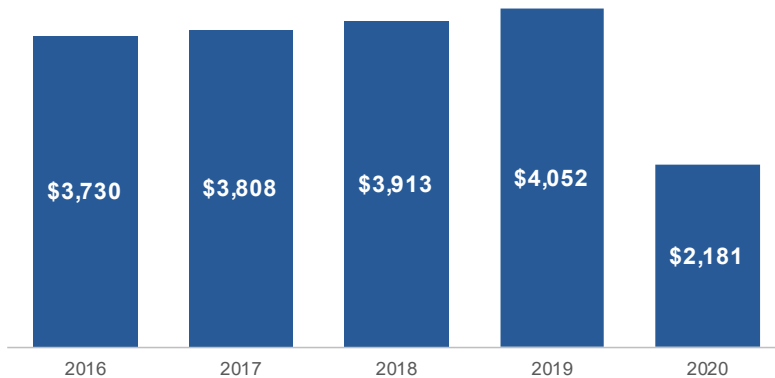
\* Lodging includes 2nd home spending

\*\* Transportation includes both ground and air transportation

Source: Tourism Economics

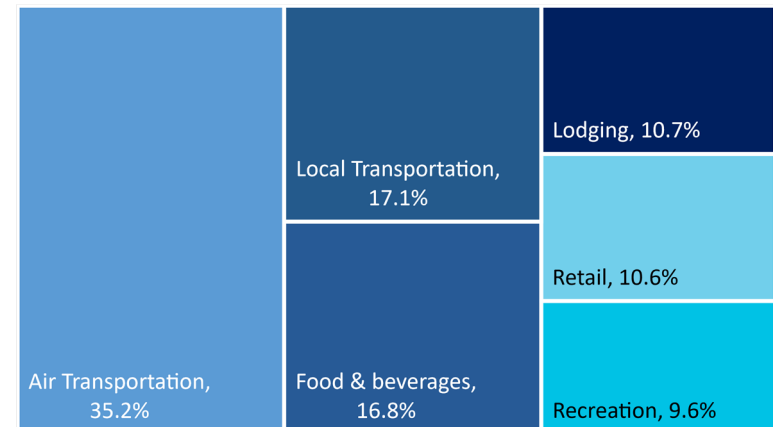
## Visitor spending timeline

Millions of dollars



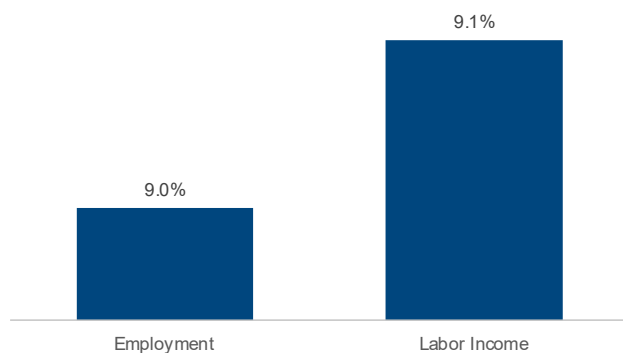
## Visitor spending by category

Percent of total



# ECONOMIC IMPACTS

## Tourism share of county economy



Source: Tourism Economics, Bureau of Labor Statistics

## Visitor impacts in Anne Arundel County

Employment in units, Income and taxes in millions of dollars

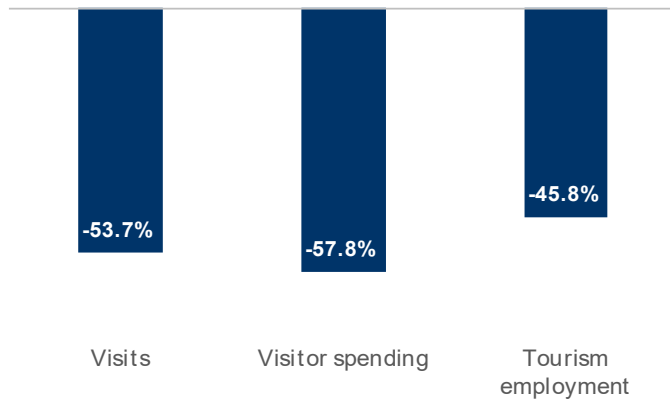
|                     | 2016    | 2017    | 2018    | 2019    | 2020    | % Chg  |
|---------------------|---------|---------|---------|---------|---------|--------|
| <b>Employment</b>   |         |         |         |         |         |        |
| Direct              | 21,703  | 21,850  | 21,732  | 21,974  | 15,297  | -30.4% |
| Total               | 31,085  | 31,078  | 31,115  | 31,463  | 23,086  | -26.6% |
| Share of State      | 14.0%   | 13.9%   | 13.8%   | 13.9%   | 13.9%   |        |
| <b>Labor Income</b> |         |         |         |         |         |        |
| Direct              | \$1,091 | \$1,120 | \$1,163 | \$1,185 | \$910   | -23.2% |
| Total               | \$1,818 | \$1,848 | \$1,914 | \$1,955 | \$1,580 | -19.2% |
| Share of State      | 18.7%   | 18.4%   | 18.5%   | 18.4%   | 19.5%   |        |
|                     | 2016    | 2017    | 2018    | 2019    | 2020    | % Chg  |
| <b>Tax revenues</b> |         |         |         |         |         |        |
| Federal             | \$394.3 | \$401.6 | \$415.3 | \$424.7 | \$293.8 | -30.8% |
| State and Local     | \$460.7 | \$471.9 | \$492.3 | \$509.5 | \$307.2 | -39.7% |
| Hotel               | \$17.6  | \$16.5  | \$20.4  | \$21.0  | \$9.2   | -56.1% |
| Total               | \$854.9 | \$873.4 | \$907.6 | \$934.2 | \$601.0 | -35.7% |

Source: Tourism Economics, Maryland Department of Revenue



# CITY OF BALTIMORE HIGHLIGHTS AND VISITATION

Cumulative Growth in Key Indicators, 2016 -2020



City of Baltimore visitor levels

|                                   | 2016         | 2017         | 2018         | 2019         | 2020         |
|-----------------------------------|--------------|--------------|--------------|--------------|--------------|
| <b>Total visitors (thousands)</b> |              |              |              |              |              |
| Day                               | 3,294        | 3,451        | 3,454        | 3,616        | 1,673        |
| Overnight                         | 2,559        | 2,583        | 2,641        | 2,743        | 1,038        |
| <b>Total</b>                      | <b>5,853</b> | <b>6,034</b> | <b>6,095</b> | <b>6,359</b> | <b>2,711</b> |
|                                   |              | 3.1%         | 1.0%         | 4.3%         | -57.4%       |

Source: Tourism Economics

Visits by type , 2020



Source: Tourism Economics

# VISITOR SPENDING

## Visitor spending in Baltimore City

Millions of dollars

|                  | 2016             | 2017             | 2018             | 2019             | 2020           | 2020 Growth   | 2020-2016 CAGR |
|------------------|------------------|------------------|------------------|------------------|----------------|---------------|----------------|
| Lodging*         | \$427.0          | \$422.1          | \$405.1          | \$419.3          | \$137.0        | -67.3%        | -24.7%         |
| Food & beverages | \$534.7          | \$548.4          | \$556.5          | \$586.7          | \$261.0        | -55.5%        | -16.4%         |
| Retail           | \$322.5          | \$316.4          | \$313.4          | \$320.5          | \$138.8        | -56.7%        | -19.0%         |
| Recreation       | \$353.4          | \$346.1          | \$340.6          | \$331.9          | \$117.0        | -64.8%        | -24.2%         |
| Transportation** | \$583.0          | \$591.7          | \$605.3          | \$637.5          | \$283.0        | -55.6%        | -16.5%         |
| <b>Total</b>     | <b>\$2,220.5</b> | <b>\$2,224.6</b> | <b>\$2,220.8</b> | <b>\$2,295.8</b> | <b>\$936.8</b> | <b>-59.2%</b> | <b>-19.4%</b>  |

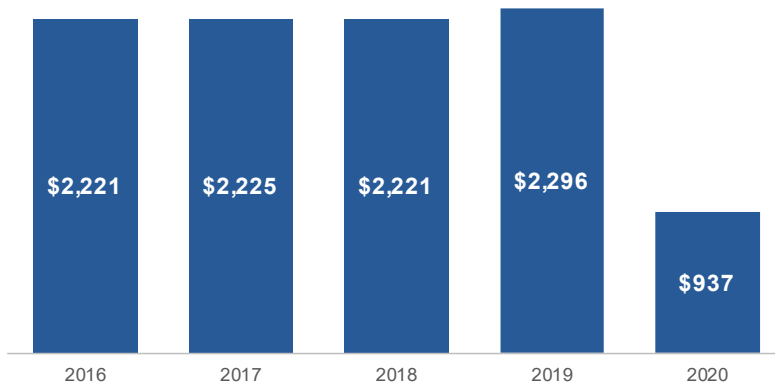
\* Lodging includes 2nd home spending

\*\* Transportation includes both ground and air transportation

Source: Tourism Economics

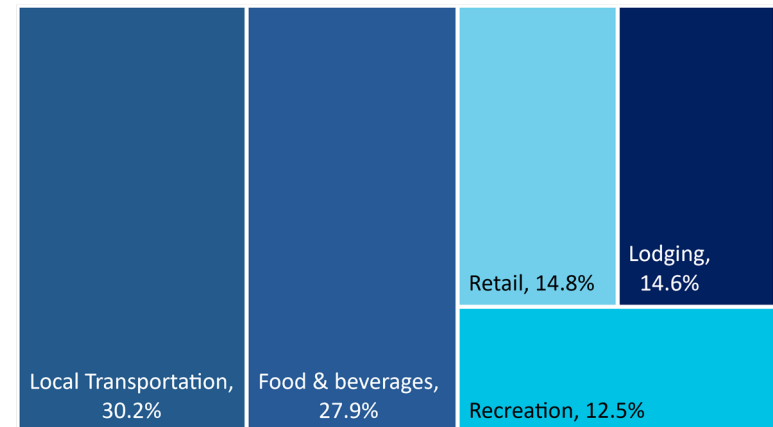
## Visitor spending timeline

Millions of dollars



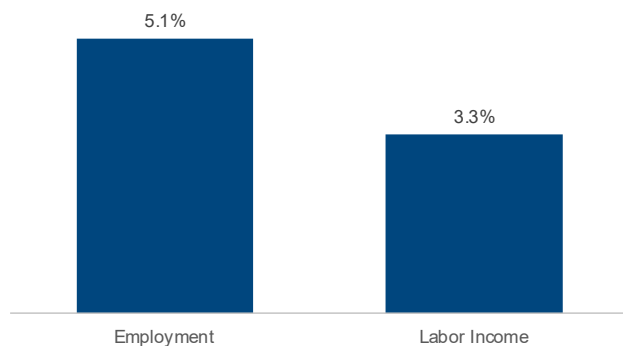
## Visitor spending by category

Percent of total



# ECONOMIC IMPACTS

## Tourism share of county economy



Source: Tourism Economics, Bureau of Labor Statistics

## Visitor impacts in City of Baltimore

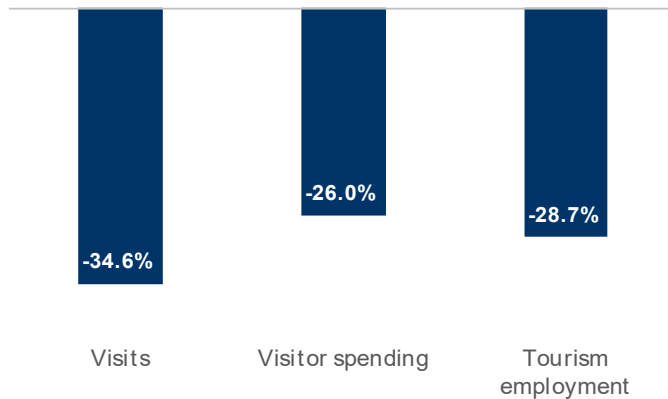
Employment in units, Income and taxes in millions of dollars

|                     | 2016    | 2017    | 2018    | 2019    | 2020    | % Chg  |
|---------------------|---------|---------|---------|---------|---------|--------|
| <b>Employment</b>   |         |         |         |         |         |        |
| Direct              | 18,963  | 19,098  | 18,695  | 18,452  | 10,277  | -44.3% |
| Total               | 28,277  | 28,291  | 27,812  | 27,527  | 16,745  | -39.2% |
| Share of State      | 12.8%   | 12.6%   | 12.3%   | 12.2%   | 10.1%   |        |
| <b>Labor Income</b> |         |         |         |         |         |        |
| Direct              | \$778   | \$790   | \$766   | \$765   | \$416   | -45.6% |
| Total               | \$1,354 | \$1,365 | \$1,330 | \$1,335 | \$799   | -40.1% |
| Share of State      | 13.9%   | 13.6%   | 12.9%   | 12.6%   | 9.9%    |        |
| <b>Tax revenues</b> |         |         |         |         |         |        |
| Federal             | \$282.7 | \$285.0 | \$278.8 | \$280.7 | \$145.3 | -48.3% |
| State and Local     | \$311.7 | \$317.8 | \$317.1 | \$329.7 | \$147.6 | -55.2% |
| Hotel               | \$32.0  | \$34.6  | \$33.0  | \$36.1  | \$11.2  | -68.9% |
| Total               | \$594.4 | \$602.9 | \$595.9 | \$610.5 | \$292.9 | -52.0% |

Source: Tourism Economics, Maryland Department of Revenue

# BALTIMORE COUNTY HIGHLIGHTS AND VISITATION

Cumulative Growth in Key Indicators, 2016 -2020



Baltimore County visitor levels

|                                   | 2016         | 2017         | 2018         | 2019         | 2020         |
|-----------------------------------|--------------|--------------|--------------|--------------|--------------|
| <b>Total visitors (thousands)</b> |              |              |              |              |              |
| Day                               | 3,431        | 3,468        | 3,527        | 3,660        | 2,347        |
| Overnight                         | 2,622        | 2,727        | 2,788        | 2,806        | 1,614        |
| <b>Total</b>                      | <b>6,053</b> | <b>6,195</b> | <b>6,316</b> | <b>6,465</b> | <b>3,962</b> |
|                                   |              | 2.3%         | 2.0%         | 2.4%         | -38.7%       |

Source: Tourism Economics

Visits by type , 2020



Source: Tourism Economics

# VISITOR SPENDING

## Visitor spending in Baltimore County

Millions of dollars

|                  | 2016             | 2017             | 2018             | 2019             | 2020           | 2020 Growth   | 2020-2016 CAGR |
|------------------|------------------|------------------|------------------|------------------|----------------|---------------|----------------|
| Lodging*         | \$179.4          | \$180.7          | \$172.3          | \$171.0          | \$127.1        | -25.7%        | -8.3%          |
| Food & beverages | \$324.1          | \$329.3          | \$332.0          | \$340.2          | \$280.9        | -17.4%        | -3.5%          |
| Retail           | \$224.6          | \$216.0          | \$214.5          | \$207.7          | \$168.6        | -18.8%        | -6.9%          |
| Recreation       | \$195.2          | \$198.5          | \$190.2          | \$184.7          | \$135.5        | -26.6%        | -8.7%          |
| Transportation** | \$373.6          | \$376.8          | \$385.5          | \$394.6          | \$247.0        | -37.4%        | -9.8%          |
| <b>Total</b>     | <b>\$1,297.0</b> | <b>\$1,301.2</b> | <b>\$1,294.6</b> | <b>\$1,298.2</b> | <b>\$959.1</b> | <b>-26.1%</b> | <b>-7.3%</b>   |

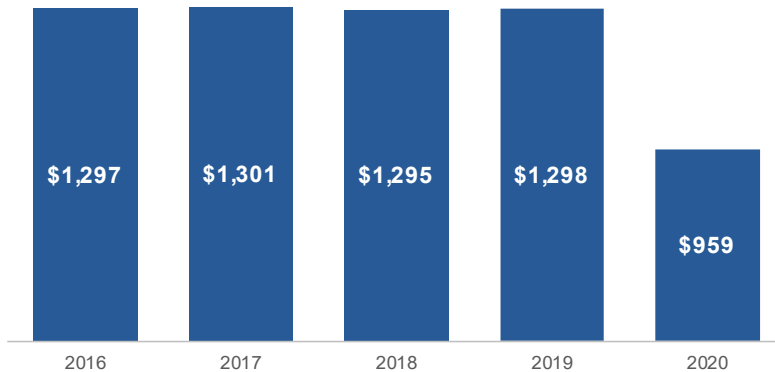
\* Lodging includes 2nd home spending

\*\* Transportation includes both ground and air transportation

Source: Tourism Economics

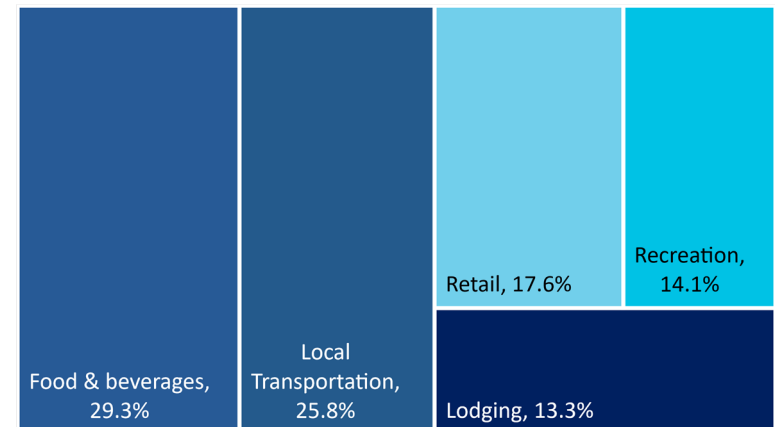
## Visitor spending timeline

Millions of dollars



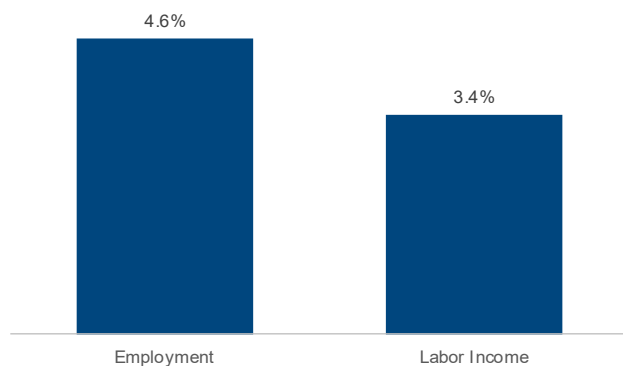
## Visitor spending by category

Percent of total



# ECONOMIC IMPACTS

## Tourism share of county economy



Source: Tourism Economics, Bureau of Labor Statistics

## Visitor impacts in Baltimore County

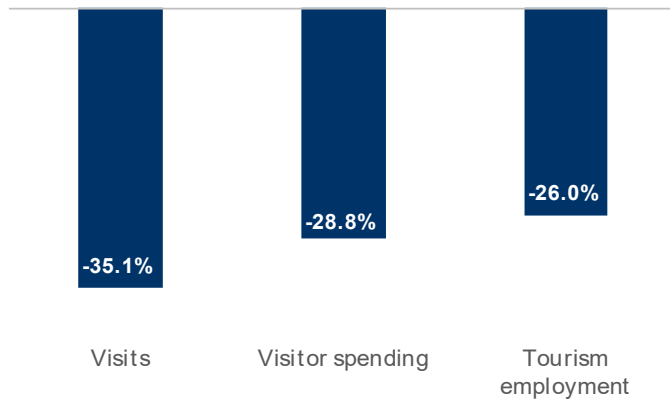
Employment in units, Income and taxes in millions of dollars

|                     | 2016    | 2017    | 2018    | 2019    | 2020    | % Chg  |
|---------------------|---------|---------|---------|---------|---------|--------|
| <b>Employment</b>   |         |         |         |         |         |        |
| Direct              | 13,040  | 12,942  | 12,459  | 12,222  | 9,298   | -23.9% |
| Total               | 21,503  | 21,293  | 20,715  | 20,425  | 16,040  | -21.5% |
| Share of State      | 9.7%    | 9.5%    | 9.2%    | 9.0%    | 9.7%    |        |
| <b>Labor Income</b> |         |         |         |         |         |        |
| Direct              | \$463.2 | \$471.0 | \$469.8 | \$474.8 | \$362.5 | -23.7% |
| Total               | \$916.7 | \$927.7 | \$929.8 | \$945.1 | \$753.1 | -20.3% |
| Share of State      | 9.4%    | 9.2%    | 9.0%    | 8.9%    | 9.3%    |        |
| <b>Tax revenues</b> |         |         |         |         |         |        |
| Federal             | \$187.3 | \$189.5 | \$189.8 | \$192.4 | \$138.4 | -28.1% |
| State and Local     | \$190.3 | \$193.2 | \$194.9 | \$197.2 | \$152.5 | -22.7% |
| Hotel               | \$10.0  | \$10.3  | \$10.3  | \$10.2  | \$7.9   | -23.1% |
| Total               | \$377.7 | \$382.8 | \$384.7 | \$389.6 | \$290.9 | -25.3% |

Source: Tourism Economics, Maryland Department of Revenue

# CALVERT COUNTY HIGHLIGHTS AND VISITATION

Cumulative Growth in Key Indicators, 2016 -2020



Calvert County visitor levels

|                                   | 2016         | 2017         | 2018         | 2019         | 2020         |
|-----------------------------------|--------------|--------------|--------------|--------------|--------------|
| <b>Total visitors (thousands)</b> |              |              |              |              |              |
| Day                               | 337.6        | 337.2        | 335.1        | 337.7        | 229.7        |
| Overnight                         | 297.3        | 306.7        | 298.9        | 296.4        | 182.4        |
| <b>Total</b>                      | <b>634.9</b> | <b>643.8</b> | <b>634.0</b> | <b>634.0</b> | <b>412.1</b> |
|                                   |              | 1.4%         | -1.5%        | 0.0%         | -35.0%       |

Source: Tourism Economics

Visits by type , 2020



Source: Tourism Economics

# VISITOR SPENDING

## Visitor spending in Calvert County

Millions of dollars

|                  | 2016           | 2017           | 2018           | 2019           | 2020           | 2020 Growth   | 2020-2016 CAGR |
|------------------|----------------|----------------|----------------|----------------|----------------|---------------|----------------|
| Lodging*         | \$48.6         | \$48.2         | \$44.8         | \$45.5         | \$33.0         | -27.4%        | -9.2%          |
| Food & beverages | \$38.3         | \$38.7         | \$36.7         | \$37.7         | \$29.9         | -20.5%        | -6.0%          |
| Retail           | \$17.9         | \$16.8         | \$15.8         | \$15.8         | \$13.6         | -14.4%        | -6.7%          |
| Recreation       | \$23.5         | \$22.7         | \$22.2         | \$22.6         | \$15.5         | -31.4%        | -9.9%          |
| Transportation** | \$23.7         | \$23.4         | \$21.7         | \$22.2         | \$16.2         | -26.9%        | -9.1%          |
| <b>Total</b>     | <b>\$152.0</b> | <b>\$149.9</b> | <b>\$141.2</b> | <b>\$143.7</b> | <b>\$108.2</b> | <b>-24.7%</b> | <b>-8.1%</b>   |

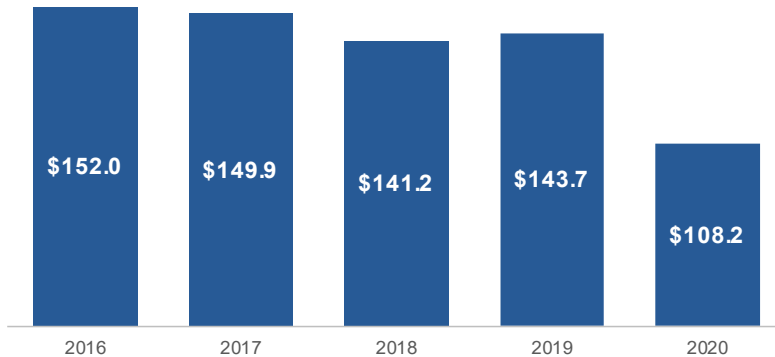
\* Lodging includes 2nd home spending

\*\* Transportation includes both ground and air transportation

Source: Tourism Economics

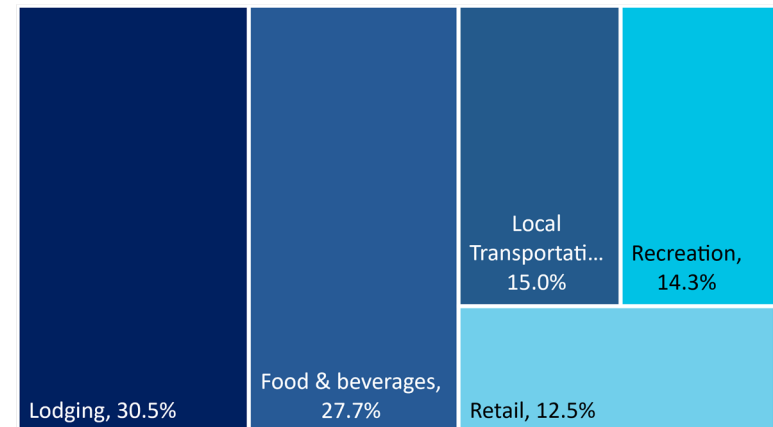
## Visitor spending timeline

Millions of dollars



## Visitor spending by category

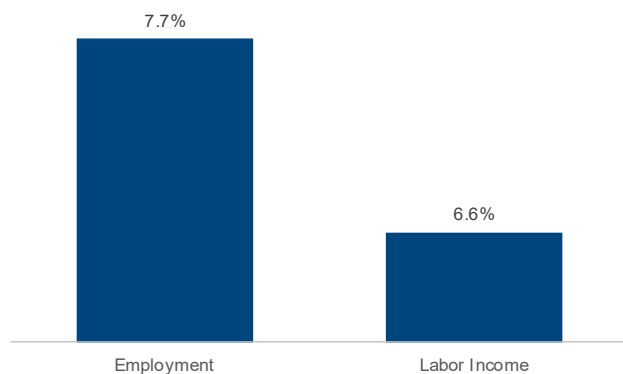
Percent of total





# ECONOMIC IMPACTS

## Tourism share of county economy



Source: Tourism Economics, Bureau of Labor Statistics

## Visitor impacts in Calvert County

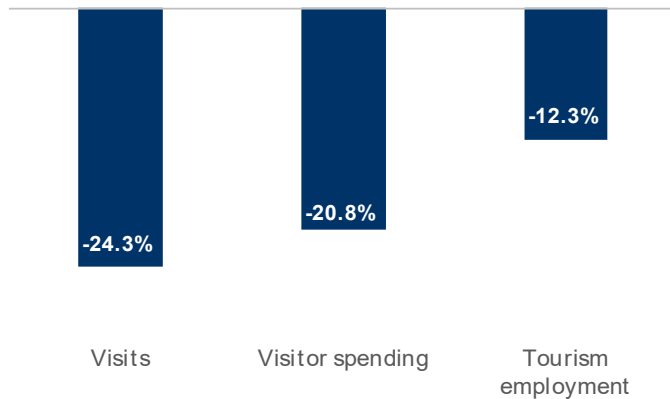
Employment in units, Income and taxes in millions of dollars

|                     | 2016   | 2017   | 2018   | 2019   | 2020   | % Chg  |
|---------------------|--------|--------|--------|--------|--------|--------|
| <b>Employment</b>   |        |        |        |        |        |        |
| Direct              | 1,283  | 1,288  | 1,226  | 1,241  | 949    | -23.5% |
| Total               | 2,089  | 2,087  | 2,013  | 2,034  | 1,607  | -21.0% |
| Share of State      | 0.94%  | 0.93%  | 0.89%  | 0.90%  | 0.97%  |        |
| <b>Labor Income</b> |        |        |        |        |        |        |
| Direct              | \$41.7 | \$42.7 | \$41.6 | \$43.5 | \$34.9 | -19.8% |
| Total               | \$86.6 | \$88.1 | \$87.0 | \$90.7 | \$74.9 | -17.5% |
| Share of State      | 0.89%  | 0.88%  | 0.84%  | 0.85%  | 0.92%  |        |
| <b>Tax revenues</b> |        |        |        |        |        |        |
| Federal             | \$18.3 | \$18.5 | \$18.2 | \$18.8 | \$14.0 | -25.6% |
| State and Local     | \$20.9 | \$21.0 | \$20.2 | \$20.6 | \$16.3 | -21.1% |
| Hotel               | \$0.8  | \$0.8  | \$0.8  | \$0.7  | \$0.4  | -42.4% |
| Total               | \$39.2 | \$39.5 | \$38.4 | \$39.4 | \$30.3 | -23.3% |

Source: Tourism Economics, Maryland Department of Revenue

# CAROLINE COUNTY HIGHLIGHTS AND VISITATION

Cumulative Growth in Key Indicators, 2016 -2020

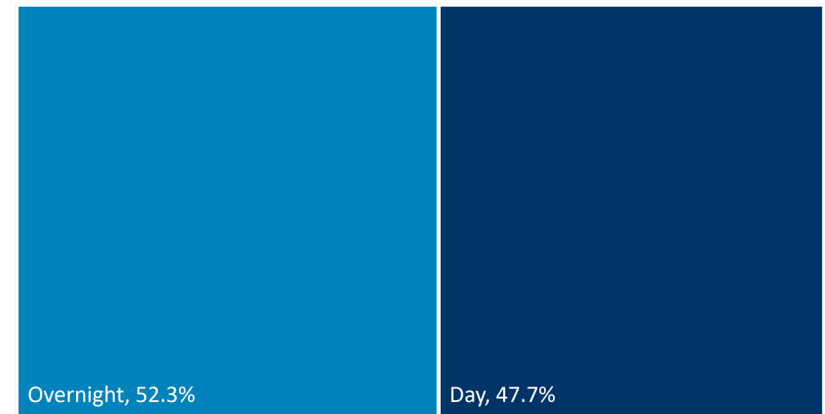


Caroline County visitor levels

|                                   | 2016         | 2017         | 2018         | 2019         | 2020        |
|-----------------------------------|--------------|--------------|--------------|--------------|-------------|
| <b>Total visitors (thousands)</b> |              |              |              |              |             |
| Day                               | 38.4         | 38.6         | 39.8         | 41.3         | 40.6        |
| Overnight                         | 73.9         | 74.1         | 79.0         | 81.0         | 44.4        |
| <b>Total</b>                      | <b>112.4</b> | <b>112.6</b> | <b>118.7</b> | <b>122.4</b> | <b>85.0</b> |
|                                   |              | 0.2%         | 5.4%         | 3.1%         | -30.5%      |

Source: Tourism Economics

Visits by type , 2020



Source: Tourism Economics

# VISITOR SPENDING

## Visitor spending in Caroline County

Millions of dollars

|                  | 2016           | 2017           | 2018           | 2019           | 2020           | 2020 Growth   | 2020-2016 CAGR |
|------------------|----------------|----------------|----------------|----------------|----------------|---------------|----------------|
| Lodging*         | \$3.40         | \$3.05         | \$3.00         | \$3.11         | \$2.26         | -27.5%        | -9.7%          |
| Food & beverages | \$3.54         | \$3.45         | \$3.90         | \$4.31         | \$3.34         | -22.4%        | -1.5%          |
| Retail           | \$1.77         | \$1.75         | \$1.96         | \$2.00         | \$1.83         | -8.3%         | 0.9%           |
| Recreation       | \$1.34         | \$0.96         | \$1.16         | \$1.15         | \$0.73         | -36.6%        | -14.1%         |
| Transportation** | \$5.11         | \$4.58         | \$5.65         | \$5.82         | \$3.85         | -33.9%        | -6.8%          |
| <b>Total</b>     | <b>\$15.15</b> | <b>\$13.79</b> | <b>\$15.67</b> | <b>\$16.39</b> | <b>\$12.00</b> | <b>-26.7%</b> | <b>-5.7%</b>   |

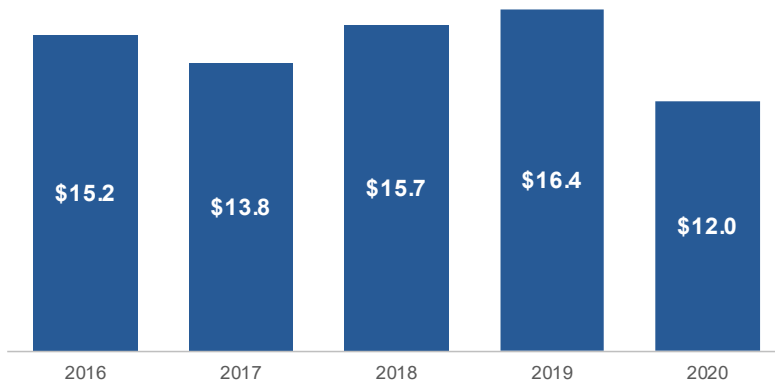
\* Lodging includes 2nd home spending

\*\* Transportation includes both ground and air transportation

Source: Tourism Economics

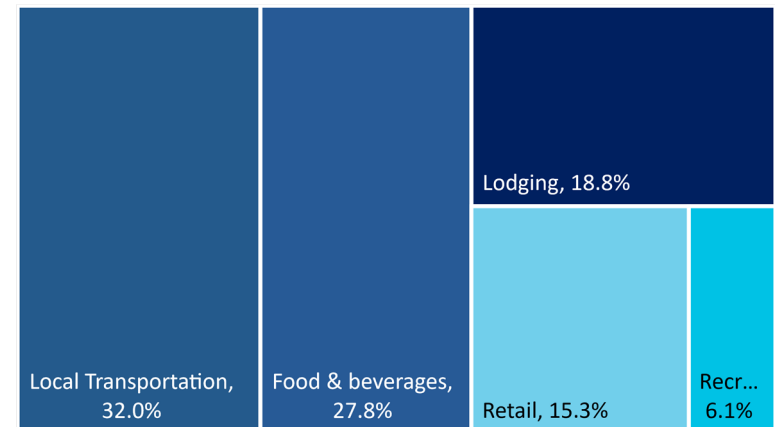
## Visitor spending timeline

Millions of dollars



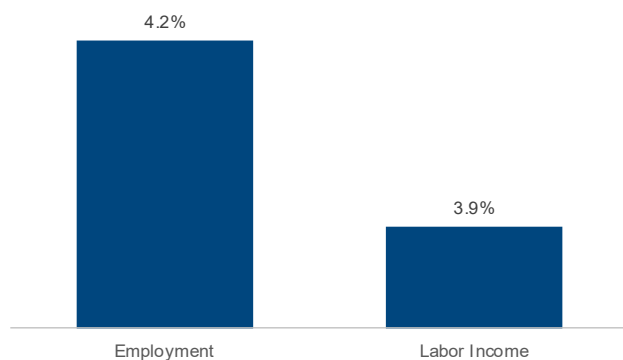
## Visitor spending by category

Percent of total



# ECONOMIC IMPACTS

## Tourism share of county economy



Source: Tourism Economics, Bureau of Labor Statistics

## Visitor impacts in Caroline County

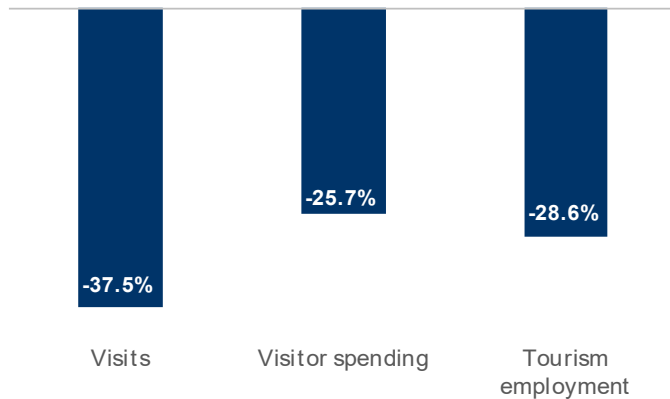
Employment in units, Income and taxes in millions of dollars

|                     | 2016   | 2017   | 2018   | 2019   | 2020   | % Chg  |
|---------------------|--------|--------|--------|--------|--------|--------|
| <b>Employment</b>   |        |        |        |        |        |        |
| Direct              | 230    | 221    | 232    | 239    | 202    | -15.6% |
| Total               | 459    | 447    | 467    | 476    | 397    | -16.5% |
| Share of State      | 0.21%  | 0.20%  | 0.21%  | 0.21%  | 0.24%  |        |
| <b>Labor Income</b> |        |        |        |        |        |        |
| Direct              | \$6.9  | \$6.9  | \$7.6  | \$8.1  | \$6.6  | -18.8% |
| Total               | \$18.9 | \$19.1 | \$20.3 | \$21.4 | \$17.5 | -18.2% |
| Share of State      | 0.19%  | 0.19%  | 0.20%  | 0.20%  | 0.22%  |        |
| <b>Tax revenues</b> |        |        |        |        |        |        |
| Federal             | \$3.64 | \$3.64 | \$3.89 | \$4.10 | \$3.01 | -26.6% |
| State and Local     | \$2.60 | \$2.48 | \$2.77 | \$2.89 | \$2.28 | -21.4% |
| Hotel               | \$0.05 | \$0.04 | \$0.05 | \$0.04 | \$0.03 | -25.3% |
| Total               | \$6.24 | \$6.12 | \$6.66 | \$7.00 | \$5.29 | -24.4% |

Source: Tourism Economics, Maryland Department of Revenue

# CARROLL COUNTY HIGHLIGHTS AND VISITATION

Cumulative Growth in Key Indicators, 2016 -2020



Carroll County visitor levels

|                                   | 2016         | 2017         | 2018         | 2019         | 2020         |
|-----------------------------------|--------------|--------------|--------------|--------------|--------------|
| <b>Total visitors (thousands)</b> |              |              |              |              |              |
| Day                               | 476.0        | 485.0        | 497.6        | 528.3        | 318.6        |
| Overnight                         | 378.7        | 394.6        | 409.2        | 418.0        | 215.7        |
| <b>Total</b>                      | <b>854.7</b> | <b>879.6</b> | <b>906.8</b> | <b>946.3</b> | <b>534.3</b> |
|                                   |              | 2.9%         | 3.1%         | 4.4%         | -43.5%       |

Source: Tourism Economics

Visits by type , 2020



Source: Tourism Economics

# VISITOR SPENDING

## Visitor spending in Carroll County

Millions of dollars

|                  | 2016            | 2017            | 2018            | 2019            | 2020           | 2020 Growth   | 2020-2016 CAGR |
|------------------|-----------------|-----------------|-----------------|-----------------|----------------|---------------|----------------|
| Lodging*         | \$11.52         | \$12.21         | \$12.54         | \$13.15         | \$9.88         | -24.8%        | -3.8%          |
| Food & beverages | \$38.33         | \$39.68         | \$40.84         | \$43.15         | \$28.81        | -33.2%        | -6.9%          |
| Retail           | \$13.83         | \$12.98         | \$12.85         | \$12.53         | \$10.31        | -17.7%        | -7.1%          |
| Recreation       | \$16.00         | \$17.27         | \$18.25         | \$18.76         | \$11.89        | -36.6%        | -7.2%          |
| Transportation** | \$36.32         | \$37.44         | \$37.17         | \$38.52         | \$25.26        | -34.4%        | -8.7%          |
| <b>Total</b>     | <b>\$116.01</b> | <b>\$119.59</b> | <b>\$121.64</b> | <b>\$126.11</b> | <b>\$86.16</b> | <b>-31.7%</b> | <b>-7.2%</b>   |

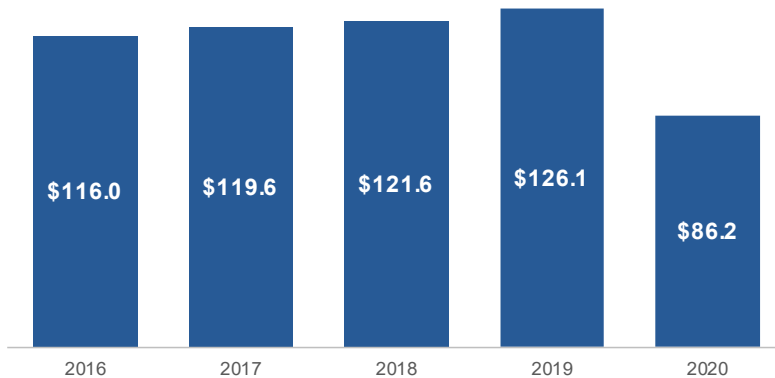
\* Lodging includes 2nd home spending

\*\* Transportation includes both ground and air transportation

Source: Tourism Economics

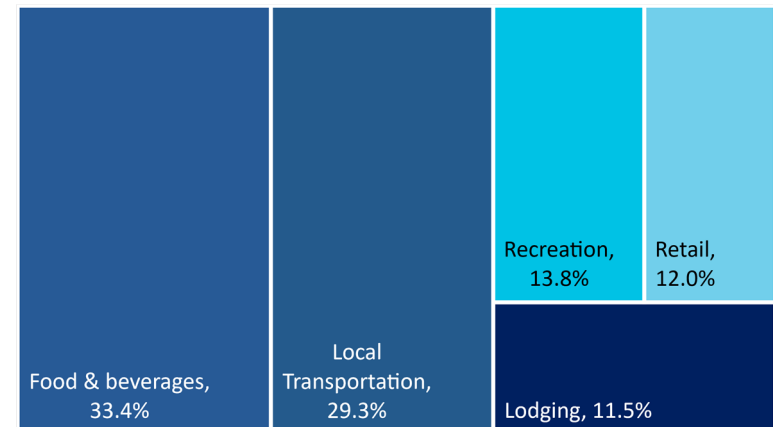
## Visitor spending timeline

Millions of dollars



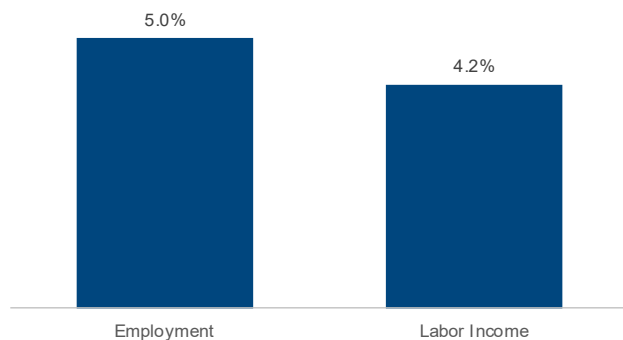
## Visitor spending by category

Percent of total



# ECONOMIC IMPACTS

## Tourism share of county economy



Source: Tourism Economics, Bureau of Labor Statistics

## Visitor impacts in Carroll County

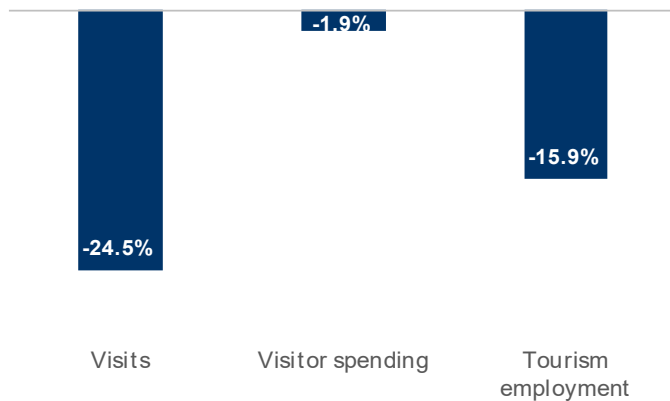
Employment in units, Income and taxes in millions of dollars

|                     | 2016    | 2017    | 2018    | 2019    | 2020    | % Chg  |
|---------------------|---------|---------|---------|---------|---------|--------|
| <b>Employment</b>   |         |         |         |         |         |        |
| Direct              | 2,145   | 2,181   | 2,185   | 2,209   | 1,532   | -30.6% |
| Total               | 3,647   | 3,681   | 3,695   | 3,729   | 2,728   | -26.9% |
| Share of State      | 1.65%   | 1.64%   | 1.63%   | 1.65%   | 1.64%   |        |
| <b>Labor Income</b> |         |         |         |         |         |        |
| Direct              | \$59.3  | \$62.0  | \$63.2  | \$66.1  | \$47.0  | -28.9% |
| Total               | \$133.3 | \$137.8 | \$140.6 | \$146.5 | \$110.7 | -24.5% |
| Share of State      | 1.37%   | 1.37%   | 1.36%   | 1.38%   | 1.37%   |        |
| <b>Tax revenues</b> |         |         |         |         |         |        |
| Federal             | \$25.82 | \$26.69 | \$27.24 | \$28.35 | \$19.25 | -32.1% |
| State and Local     | \$19.53 | \$20.24 | \$20.86 | \$21.79 | \$15.48 | -29.0% |
| Hotel               | \$0.32  | \$0.34  | \$0.33  | \$0.32  | \$0.22  | -30.1% |
| Total               | \$45.35 | \$46.93 | \$48.10 | \$50.14 | \$34.73 | -30.7% |

Source: Tourism Economics, Maryland Department of Revenue

# CECIL COUNTY HIGHLIGHTS AND VISITATION

Cumulative Growth in Key Indicators, 2016 -2020



Cecil County visitor levels

|                                   | 2016           | 2017           | 2018           | 2019           | 2020         |
|-----------------------------------|----------------|----------------|----------------|----------------|--------------|
| <b>Total visitors (thousands)</b> |                |                |                |                |              |
| Day                               | 635.3          | 637.3          | 664.3          | 669.4          | 480.6        |
| Overnight                         | 372.1          | 382.7          | 390.3          | 408.4          | 280.4        |
| <b>Total</b>                      | <b>1,007.4</b> | <b>1,020.0</b> | <b>1,054.6</b> | <b>1,077.9</b> | <b>761.0</b> |
|                                   |                | 1.2%           | 3.4%           | 2.2%           | -29.4%       |

Source: Tourism Economics

Visits by type , 2020



Source: Tourism Economics



# VISITOR SPENDING

## Visitor spending in Cecil County

Millions of dollars

|                  | 2016           | 2017           | 2018           | 2019           | 2020           | 2020 Growth   | 2020-2016 CAGR |
|------------------|----------------|----------------|----------------|----------------|----------------|---------------|----------------|
| Lodging*         | \$44.3         | \$49.4         | \$51.8         | \$54.8         | \$49.0         | -10.6%        | 2.6%           |
| Food & beverages | \$36.3         | \$38.5         | \$41.1         | \$43.3         | \$40.9         | -5.5%         | 3.0%           |
| Retail           | \$21.3         | \$21.3         | \$21.9         | \$22.4         | \$22.8         | 1.7%          | 1.7%           |
| Recreation       | \$34.9         | \$29.2         | \$31.7         | \$32.4         | \$25.0         | -22.7%        | -8.0%          |
| Transportation** | \$31.7         | \$33.1         | \$36.2         | \$38.7         | \$27.5         | -28.8%        | -3.4%          |
| <b>Total</b>     | <b>\$168.4</b> | <b>\$171.5</b> | <b>\$182.7</b> | <b>\$191.5</b> | <b>\$165.2</b> | <b>-13.7%</b> | <b>-0.5%</b>   |

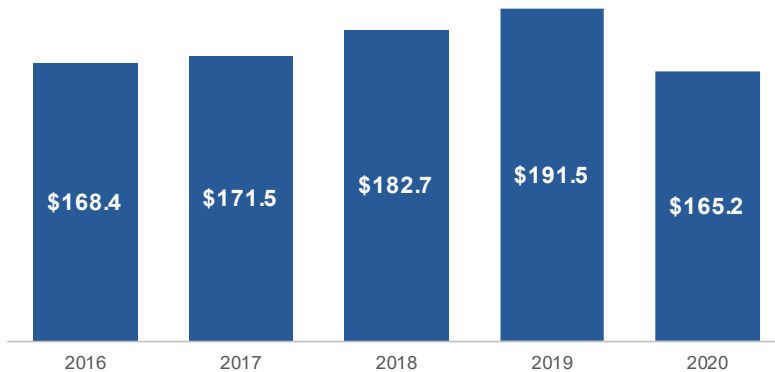
\* Lodging includes 2nd home spending

\*\* Transportation includes both ground and air transportation

Source: Tourism Economics

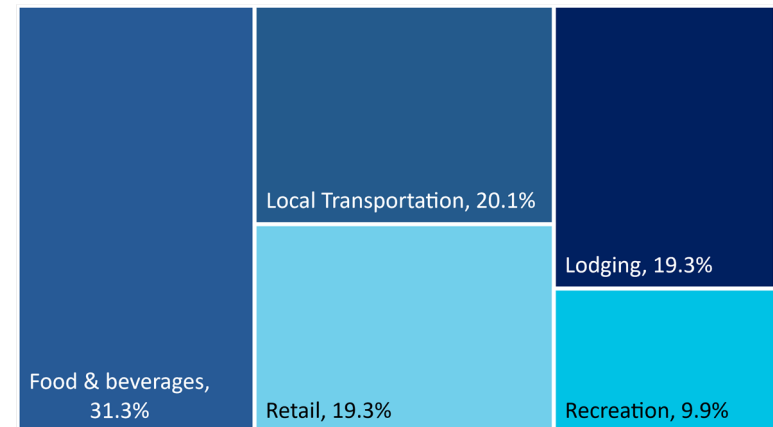
## Visitor spending timeline

Millions of dollars



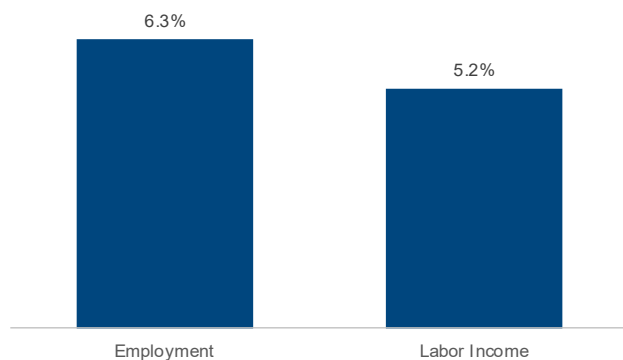
## Visitor spending by category

Percent of total



# ECONOMIC IMPACTS

## Tourism share of county economy



Source: Tourism Economics, Bureau of Labor Statistics

## Visitor impacts in Cecil County

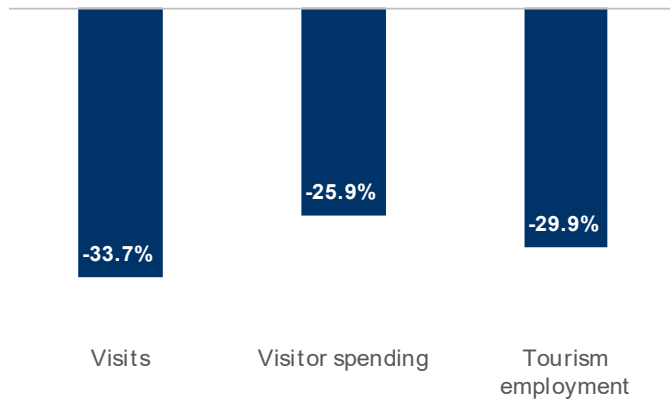
Employment in units, Income and taxes in millions of dollars

|                     | 2016   | 2017   | 2018    | 2019    | 2020   | % Chg  |
|---------------------|--------|--------|---------|---------|--------|--------|
| <b>Employment</b>   |        |        |         |         |        |        |
| Direct              | 1,479  | 1,434  | 1,461   | 1,474   | 1,244  | -15.6% |
| Total               | 2,419  | 2,351  | 2,403   | 2,426   | 2,081  | -14.2% |
| Share of State      | 1.09%  | 1.05%  | 1.06%   | 1.07%   | 1.25%  |        |
| <b>Labor Income</b> |        |        |         |         |        |        |
| Direct              | \$47.4 | \$47.0 | \$49.3  | \$52.7  | \$44.4 | -15.8% |
| Total               | \$98.6 | \$97.9 | \$102.0 | \$108.1 | \$92.7 | -14.2% |
| Share of State      | 1.01%  | 0.97%  | 0.99%   | 1.02%   | 1.14%  |        |
| <b>Tax revenues</b> |        |        |         |         |        |        |
| Federal             | \$20.7 | \$20.7 | \$21.6  | \$22.8  | \$18.0 | -21.3% |
| State and Local     | \$24.4 | \$25.1 | \$26.9  | \$28.3  | \$25.0 | -11.6% |
| Hotel               | \$0.5  | \$0.6  | \$0.9   | \$0.9   | \$0.7  | -27.9% |
| Total               | \$45.1 | \$45.7 | \$48.5  | \$51.1  | \$43.0 | -16.0% |

Source: Tourism Economics, Maryland Department of Revenue

# CHARLES COUNTY HIGHLIGHTS AND VISITATION

Cumulative Growth in Key Indicators, 2016 -2020

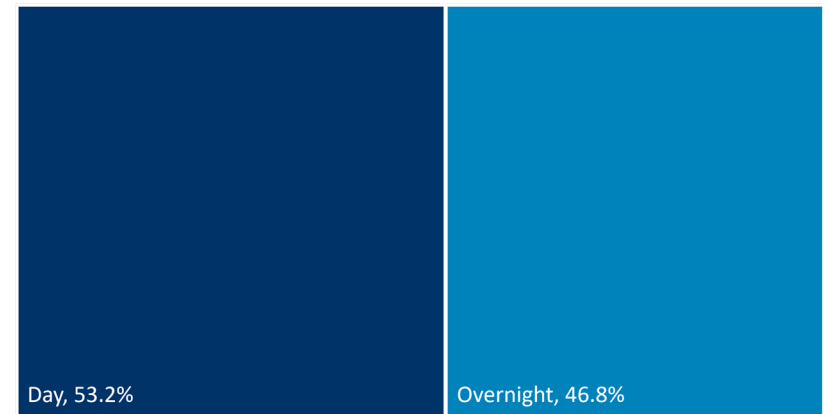


Charles County visitor levels

|                                   | 2016           | 2017           | 2018           | 2019           | 2020         |
|-----------------------------------|----------------|----------------|----------------|----------------|--------------|
| <b>Total visitors (thousands)</b> |                |                |                |                |              |
| Day                               | 567.4          | 557.6          | 531.2          | 534.1          | 388.2        |
| Overnight                         | 533.8          | 547.7          | 530.6          | 535.0          | 342.1        |
| <b>Total</b>                      | <b>1,101.1</b> | <b>1,105.4</b> | <b>1,061.9</b> | <b>1,069.1</b> | <b>730.3</b> |
|                                   |                | 0.4%           | -3.9%          | 0.7%           | -31.7%       |

Source: Tourism Economics

Visits by type , 2020



Source: Tourism Economics

# VISITOR SPENDING

## Visitor spending in Charles County

Millions of dollars

|                  | 2016           | 2017           | 2018           | 2019           | 2020           | 2020 Growth   | 2020-2016 CAGR |
|------------------|----------------|----------------|----------------|----------------|----------------|---------------|----------------|
| Lodging*         | \$42.6         | \$42.1         | \$34.6         | \$34.2         | \$29.3         | -14.3%        | -8.9%          |
| Food & beverages | \$65.0         | \$67.4         | \$61.3         | \$60.7         | \$53.3         | -12.1%        | -4.8%          |
| Retail           | \$37.4         | \$36.8         | \$33.3         | \$31.3         | \$27.3         | -12.7%        | -7.5%          |
| Recreation       | \$23.7         | \$23.2         | \$20.2         | \$18.2         | \$15.0         | -17.6%        | -10.8%         |
| Transportation** | \$48.7         | \$48.7         | \$45.5         | \$45.8         | \$36.2         | -21.1%        | -7.2%          |
| <b>Total</b>     | <b>\$217.3</b> | <b>\$218.1</b> | <b>\$194.9</b> | <b>\$190.1</b> | <b>\$161.1</b> | <b>-15.3%</b> | <b>-7.2%</b>   |

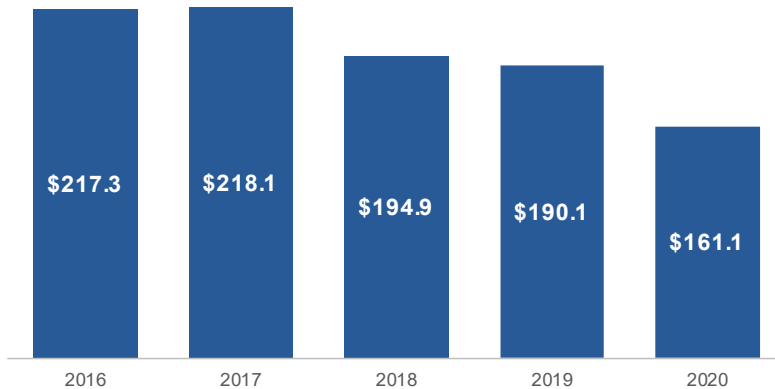
\* Lodging includes 2nd home spending

\*\* Transportation includes both ground and air transportation

Source: Tourism Economics

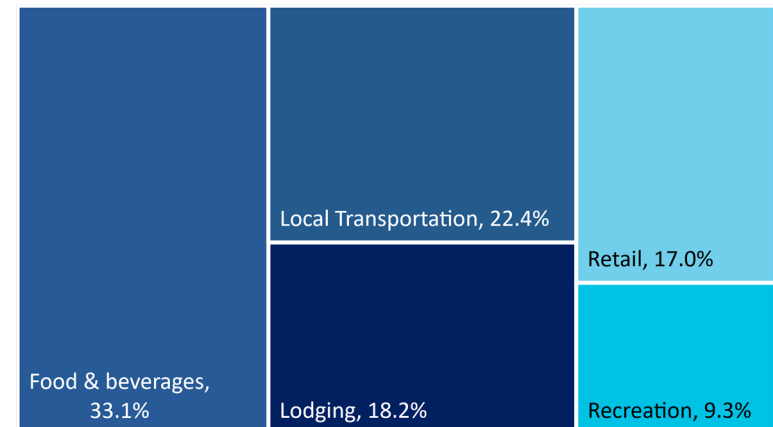
## Visitor spending timeline

Millions of dollars



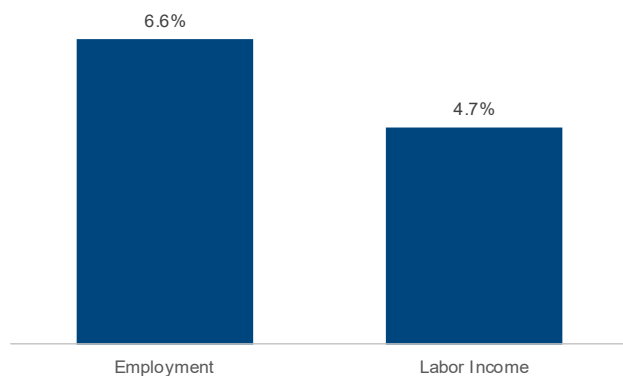
## Visitor spending by category

Percent of total



# ECONOMIC IMPACTS

## Tourism share of county economy



Source: Tourism Economics, Bureau of Labor Statistics

## Visitor impacts in Charles County

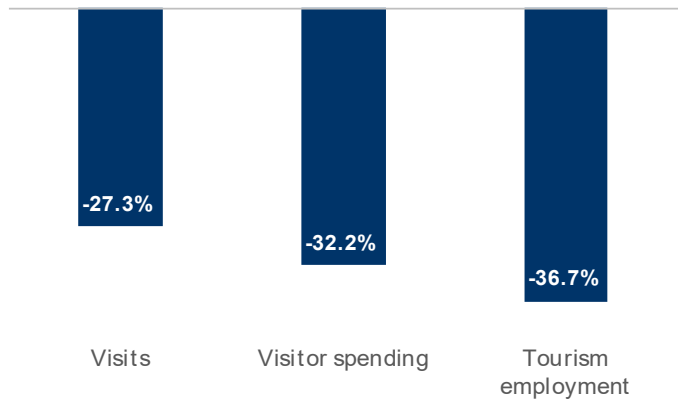
Employment in units, Income and taxes in millions of dollars

|                     | 2016    | 2017    | 2018    | 2019    | 2020   | % Chg  |
|---------------------|---------|---------|---------|---------|--------|--------|
| <b>Employment</b>   |         |         |         |         |        |        |
| Direct              | 2,099   | 2,040   | 1,812   | 1,743   | 1,471  | -15.6% |
| Total               | 3,455   | 3,365   | 3,075   | 2,990   | 2,540  | -15.0% |
| Share of State      | 1.56%   | 1.50%   | 1.36%   | 1.32%   | 1.53%  |        |
| <b>Labor Income</b> |         |         |         |         |        |        |
| Direct              | \$50.7  | \$49.8  | \$45.2  | \$44.9  | \$38.5 | -14.3% |
| Total               | \$115.4 | \$114.6 | \$108.3 | \$109.3 | \$93.2 | -14.7% |
| Share of State      | 1.19%   | 1.14%   | 1.05%   | 1.03%   | 1.15%  |        |
|                     | 2016    | 2017    | 2018    | 2019    | 2020   | % Chg  |
| <b>Tax revenues</b> |         |         |         |         |        |        |
| Federal             | \$24.6  | \$24.5  | \$23.0  | \$23.0  | \$18.0 | -22.0% |
| State and Local     | \$30.8  | \$31.2  | \$28.5  | \$28.4  | \$24.7 | -13.2% |
| Hotel               | \$1.3   | \$1.4   | \$1.1   | \$1.2   | \$1.0  | -21.8% |
| Total               | \$55.5  | \$55.7  | \$51.5  | \$51.4  | \$42.6 | -17.1% |

Source: Tourism Economics, Maryland Department of Revenue

# DORCHESTER COUNTY HIGHLIGHTS AND VISITATION

Cumulative Growth in Key Indicators, 2016 -2020

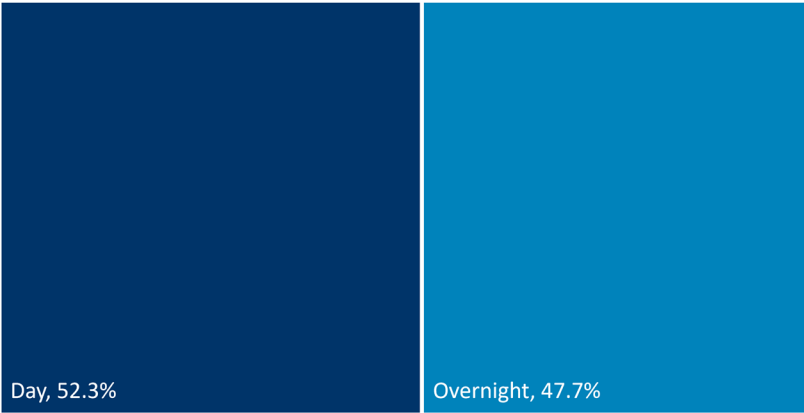


Dorchester County visitor levels

|                                   | 2016         | 2017         | 2018         | 2019         | 2020         |
|-----------------------------------|--------------|--------------|--------------|--------------|--------------|
| <b>Total visitors (thousands)</b> |              |              |              |              |              |
| Day                               | 151.3        | 147.3        | 150.8        | 156.9        | 117.6        |
| Overnight                         | 158.3        | 158.6        | 164.5        | 174.8        | 107.3        |
| <b>Total</b>                      | <b>309.6</b> | <b>306.0</b> | <b>315.2</b> | <b>331.7</b> | <b>225.0</b> |
|                                   |              | -1.2%        | 3.0%         | 5.2%         | -32.2%       |

Source: Tourism Economics

Visits by type , 2020



Source: Tourism Economics

# VISITOR SPENDING

## Visitor spending in Dorchester County

Millions of dollars

|                  | 2016           | 2017           | 2018           | 2019           | 2020           | 2020 Growth   | 2020-2016 CAGR |
|------------------|----------------|----------------|----------------|----------------|----------------|---------------|----------------|
| Lodging*         | \$47.1         | \$46.7         | \$46.7         | \$48.9         | \$30.9         | -36.8%        | -10.0%         |
| Food & beverages | \$41.3         | \$40.1         | \$40.4         | \$43.1         | \$30.6         | -29.0%        | -7.3%          |
| Retail           | \$24.2         | \$22.6         | \$22.4         | \$23.0         | \$17.5         | -24.0%        | -7.8%          |
| Recreation       | \$22.3         | \$21.0         | \$20.8         | \$20.6         | \$12.2         | -41.0%        | -14.1%         |
| Transportation** | \$36.0         | \$34.0         | \$35.8         | \$37.9         | \$24.7         | -34.9%        | -9.0%          |
| <b>Total</b>     | <b>\$171.0</b> | <b>\$164.4</b> | <b>\$166.1</b> | <b>\$173.6</b> | <b>\$115.9</b> | <b>-33.3%</b> | <b>-9.3%</b>   |

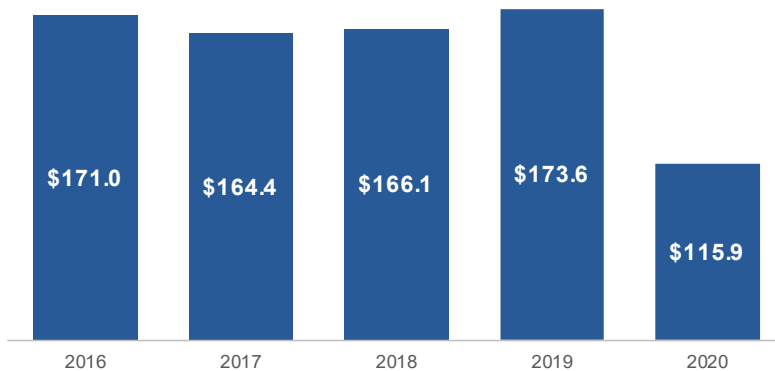
\* Lodging includes 2nd home spending

\*\* Transportation includes both ground and air transportation

Source: Tourism Economics

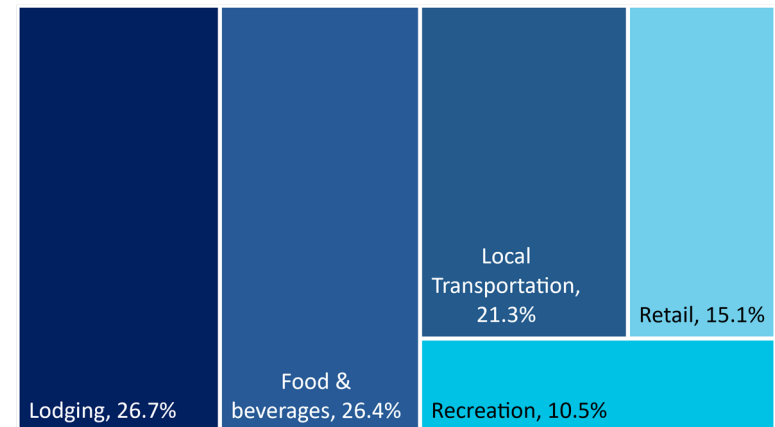
## Visitor spending timeline

Millions of dollars



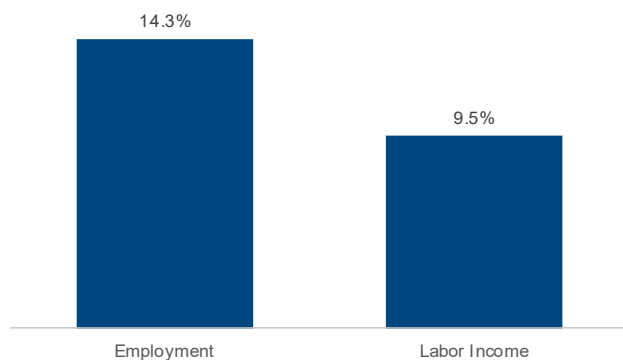
## Visitor spending by category

Percent of total



# ECONOMIC IMPACTS

## Tourism share of county economy



Source: Tourism Economics, Bureau of Labor Statistics

## Visitor impacts in Dorchester County

Employment in units, Income and taxes in millions of dollars

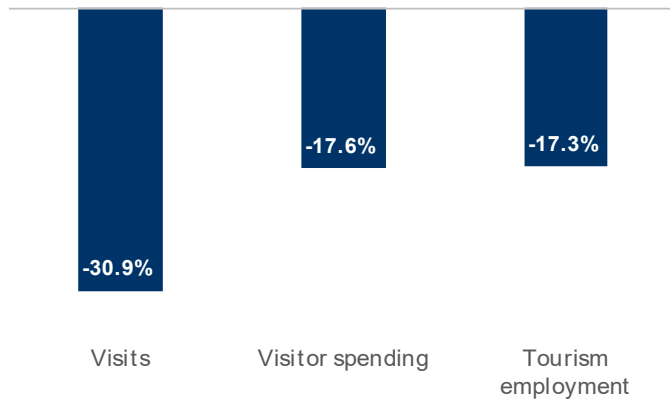
|                     | 2016   | 2017   | 2018   | 2019   | 2020   | % Chg  |
|---------------------|--------|--------|--------|--------|--------|--------|
| <b>Employment</b>   |        |        |        |        |        |        |
| Direct              | 1,754  | 1,649  | 1,605  | 1,626  | 1,110  | -31.7% |
| Total               | 2,435  | 2,284  | 2,229  | 2,262  | 1,633  | -27.8% |
| Share of State      | 1.10%  | 1.02%  | 0.99%  | 1.00%  | 0.98%  |        |
| <b>Labor Income</b> |        |        |        |        |        |        |
| Direct              | \$47.2 | \$44.3 | \$44.2 | \$47.5 | \$27.2 | -42.7% |
| Total               | \$81.0 | \$76.0 | \$75.9 | \$81.3 | \$50.7 | -37.6% |
| Share of State      | 0.83%  | 0.76%  | 0.74%  | 0.77%  | 0.63%  |        |
| <b>Tax revenues</b> |        |        |        |        |        |        |
| Federal             | \$17.7 | \$16.7 | \$16.7 | \$17.8 | \$10.3 | -41.8% |
| State and Local     | \$21.3 | \$20.6 | \$20.2 | \$22.0 | \$15.5 | -29.5% |
| Hotel               | \$1.2  | \$1.1  | \$0.3  | \$1.1  | \$0.7  | -43.0% |
| Total               | \$39.0 | \$37.3 | \$36.8 | \$39.7 | \$25.8 | -35.0% |

Source: Tourism Economics, Maryland Department of Revenue



# FREDERICK COUNTY HIGHLIGHTS AND VISITATION

Cumulative Growth in Key Indicators, 2016 -2020

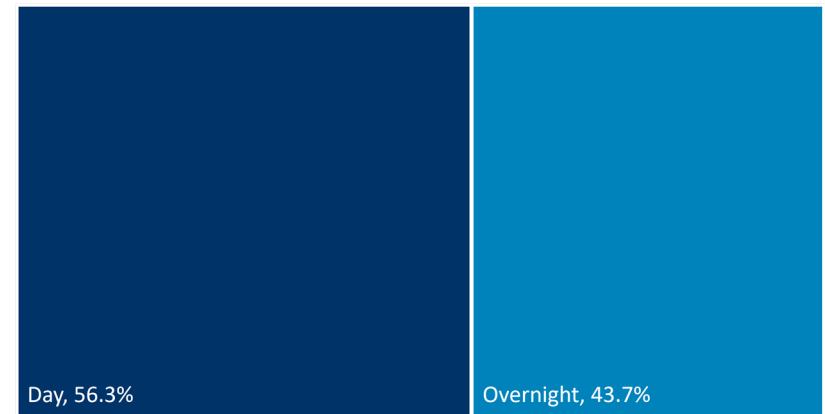


Frederick County visitor levels

|                                   | 2016           | 2017           | 2018           | 2019           | 2020           |
|-----------------------------------|----------------|----------------|----------------|----------------|----------------|
| <b>Total visitors (thousands)</b> |                |                |                |                |                |
| Day                               | 1,041.8        | 1,078.5        | 1,123.1        | 1,201.7        | 735.7          |
| Overnight                         | 849.1          | 905.5          | 941.6          | 944.8          | 570.0          |
| <b>Total</b>                      | <b>1,890.9</b> | <b>1,984.0</b> | <b>2,064.7</b> | <b>2,146.5</b> | <b>1,305.7</b> |
|                                   |                | 4.9%           | 4.1%           | 4.0%           | -39.2%         |

Source: Tourism Economics

Visits by type , 2020



Source: Tourism Economics

# VISITOR SPENDING

## Visitor spending in Frederick County

Millions of dollars

|                  | 2016           | 2017           | 2018           | 2019           | 2020           | 2020 Growth   | 2020-2016 CAGR |
|------------------|----------------|----------------|----------------|----------------|----------------|---------------|----------------|
| Lodging*         | \$65.2         | \$67.4         | \$68.3         | \$67.9         | \$48.3         | -28.8%        | -7.2%          |
| Food & beverages | \$109.8        | \$115.6        | \$121.3        | \$125.7        | \$101.3        | -19.4%        | -2.0%          |
| Retail           | \$60.5         | \$62.1         | \$64.0         | \$60.7         | \$51.8         | -14.5%        | -3.8%          |
| Recreation       | \$63.4         | \$64.6         | \$66.0         | \$64.1         | \$42.1         | -34.4%        | -9.7%          |
| Transportation** | \$95.5         | \$100.4        | \$109.1        | \$107.3        | \$81.5         | -24.0%        | -3.9%          |
| <b>Total</b>     | <b>\$394.5</b> | <b>\$410.1</b> | <b>\$428.6</b> | <b>\$425.6</b> | <b>\$325.1</b> | <b>-23.6%</b> | <b>-4.7%</b>   |

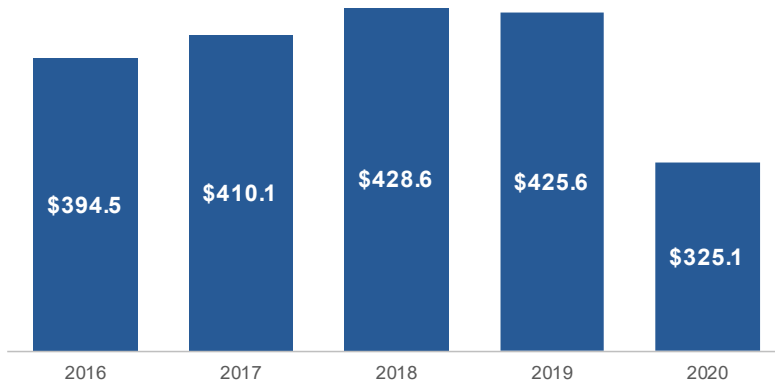
\* Lodging includes 2nd home spending

\*\* Transportation includes both ground and air transportation

Source: Tourism Economics

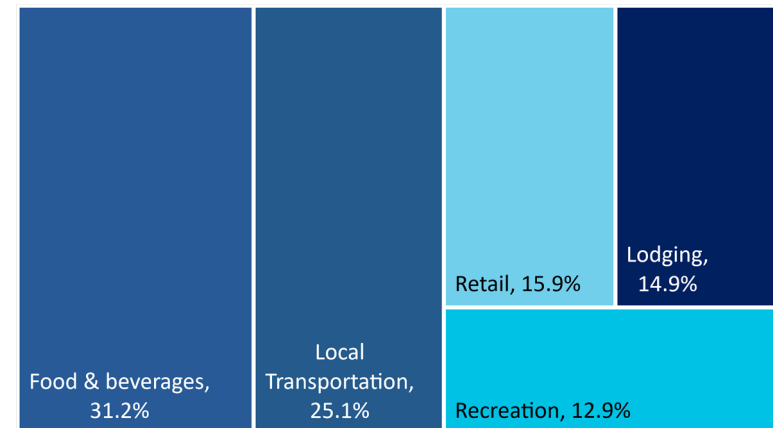
## Visitor spending timeline

Millions of dollars



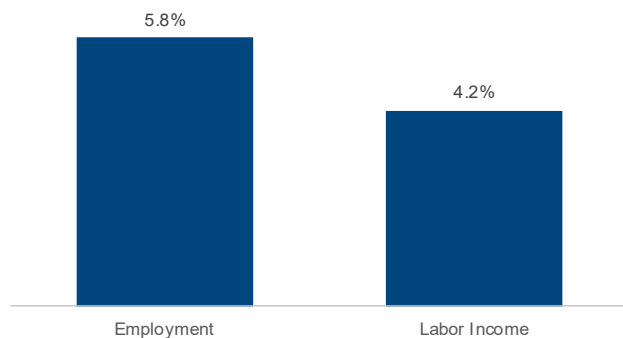
## Visitor spending by category

Percent of total



# ECONOMIC IMPACTS

## Tourism share of county economy



Source: Tourism Economics, Bureau of Labor Statistics

## Visitor impacts in Frederick County

Employment in units, Income and taxes in millions of dollars

|                     | 2016    | 2017    | 2018    | 2019    | 2020    | % Chg  |
|---------------------|---------|---------|---------|---------|---------|--------|
| <b>Employment</b>   |         |         |         |         |         |        |
| Direct              | 4,166   | 4,278   | 4,313   | 4,307   | 3,444   | -20.0% |
| Total               | 6,677   | 6,791   | 6,881   | 6,887   | 5,653   | -17.9% |
| Share of State      | 3.01%   | 3.03%   | 3.04%   | 3.04%   | 3.41%   |        |
| <b>Labor Income</b> |         |         |         |         |         |        |
| Direct              | \$131.2 | \$137.0 | \$141.0 | \$144.8 | \$117.9 | -18.6% |
| Total               | \$261.5 | \$270.2 | \$277.4 | \$285.3 | \$239.3 | -16.1% |
| Share of State      | 2.69%   | 2.68%   | 2.69%   | 2.69%   | 2.96%   |        |
| <b>Tax revenues</b> |         |         |         |         |         |        |
| Federal             | \$53.9  | \$55.8  | \$57.5  | \$58.7  | \$44.4  | -24.4% |
| State and Local     | \$56.2  | \$59.6  | \$62.6  | \$63.3  | \$49.8  | -21.3% |
| Hotel               | \$1.6   | \$2.5   | \$2.5   | \$2.5   | \$1.4   | -43.5% |
| Total               | \$110.1 | \$115.4 | \$120.1 | \$122.0 | \$94.2  | -22.8% |

Source: Tourism Economics, Maryland Department of Revenue

# VISITOR SPENDING – GARRETT COUNTY

## Visitor spending in Garrett County

Millions of dollars

|                  | 2016           | 2017           | 2018           | 2019           | 2020           | 2020 Growth | 2020-2016 CAGR |
|------------------|----------------|----------------|----------------|----------------|----------------|-------------|----------------|
| Lodging*         | \$93.2         | \$97.1         | \$100.4        | \$103.6        | \$117.1        | 13.0%       | 5.9%           |
| Food & beverages | \$60.5         | \$64.2         | \$70.9         | \$72.1         | \$78.7         | 9.1%        | 6.8%           |
| Retail           | \$36.8         | \$37.0         | \$40.2         | \$40.4         | \$47.4         | 17.3%       | 6.5%           |
| Recreation       | \$68.6         | \$62.5         | \$67.5         | \$68.1         | \$71.8         | 5.4%        | 1.1%           |
| Transportation** | \$67.3         | \$70.6         | \$76.6         | \$77.5         | \$71.8         | -7.3%       | 1.6%           |
| <b>Total</b>     | <b>\$326.3</b> | <b>\$331.3</b> | <b>\$355.7</b> | <b>\$361.7</b> | <b>\$386.7</b> | <b>6.9%</b> | <b>4.3%</b>    |

\* Lodging includes 2nd home spending

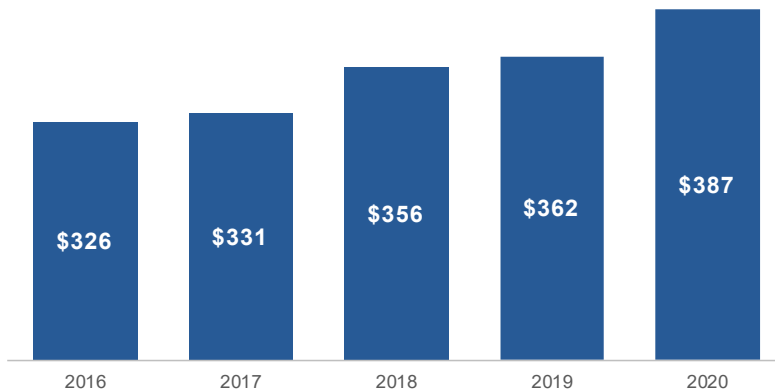
\*\* Transportation includes both ground and air transportation

Source: Tourism Economics

Note: visitation information for Garrett County is not reported.

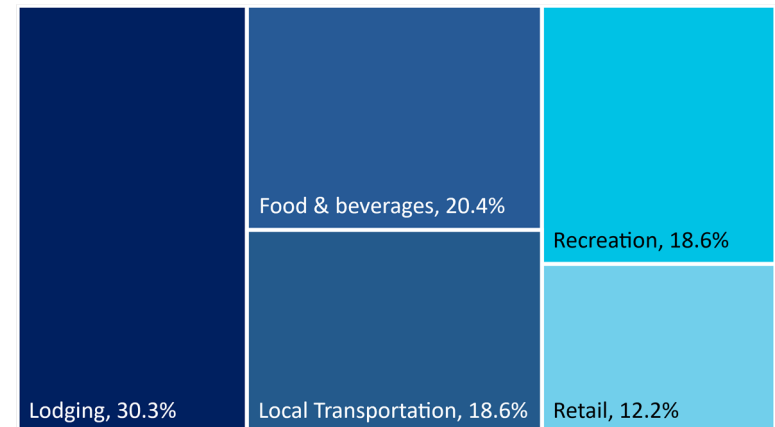
## Visitor spending timeline

Millions of dollars



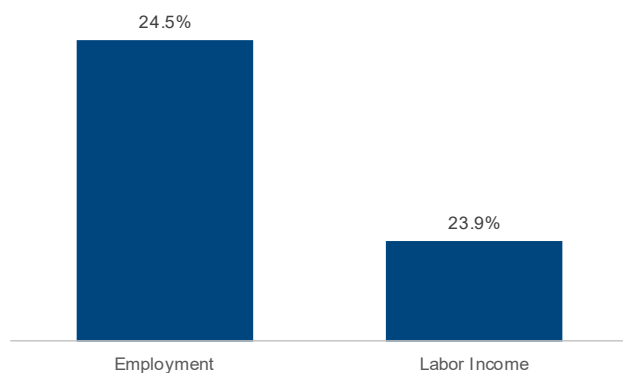
## Visitor spending by category

Percent of total



# ECONOMIC IMPACTS

## Tourism share of county economy



Source: Tourism Economics, Bureau of Labor Statistics

## Visitor impacts in Garrett County

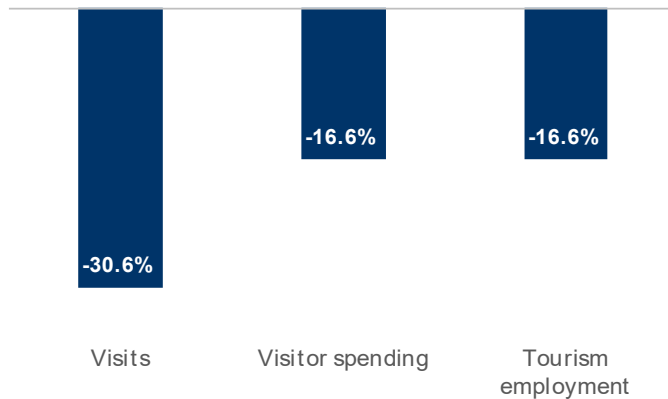
Employment in units, Income and taxes in millions of dollars

|                     | 2016   | 2017   | 2018   | 2019   | 2020    | % Chg |
|---------------------|--------|--------|--------|--------|---------|-------|
| <b>Employment</b>   |        |        |        |        |         |       |
| Direct              | 1,828  | 1,815  | 1,907  | 1,922  | 1,957   | 1.8%  |
| Total               | 2,523  | 2,488  | 2,610  | 2,634  | 2,769   | 5.1%  |
| Share of State      | 1.14%  | 1.11%  | 1.15%  | 1.16%  | 1.67%   |       |
| <b>Labor Income</b> |        |        |        |        |         |       |
| Direct              | \$49.0 | \$50.7 | \$54.3 | \$55.9 | \$60.6  | 8.4%  |
| Total               | \$83.1 | \$85.0 | \$90.6 | \$93.5 | \$104.0 | 11.3% |
| Share of State      | 0.85%  | 0.84%  | 0.88%  | 0.88%  | 1.28%   |       |
|                     | 2016   | 2017   | 2018   | 2019   | 2020    | % Chg |
| <b>Tax revenues</b> |        |        |        |        |         |       |
| Federal             | \$21.1 | \$21.6 | \$23.0 | \$23.6 | \$24.2  | 2.4%  |
| State and Local     | \$40.8 | \$41.7 | \$45.3 | \$46.4 | \$54.8  | 18.1% |
| Hotel               | \$2.5  | \$2.5  | \$3.1  | \$3.2  | \$5.3   | 68.2% |
| Total               | \$61.9 | \$63.3 | \$68.3 | \$70.0 | \$78.9  | 12.8% |

Source: Tourism Economics, Maryland Department of Revenue

# HARFORD COUNTY HIGHLIGHTS AND VISITATION

Cumulative Growth in Key Indicators, 2016 -2020

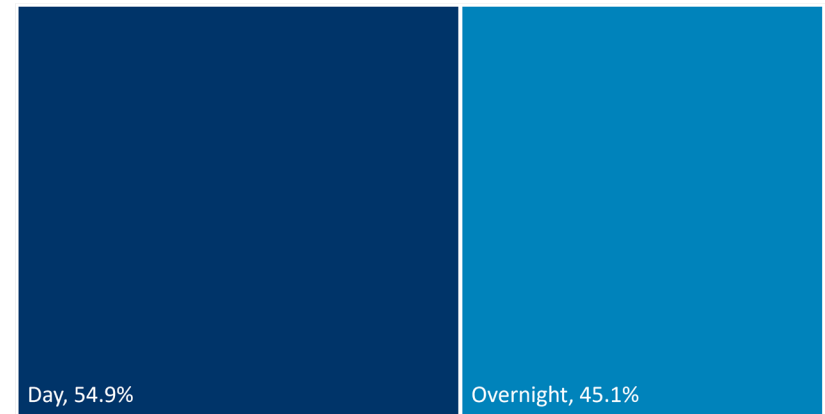


Harford County visitor levels

|                                   | 2016           | 2017           | 2018           | 2019           | 2020           |
|-----------------------------------|----------------|----------------|----------------|----------------|----------------|
| <b>Total visitors (thousands)</b> |                |                |                |                |                |
| Day                               | 986.1          | 990.3          | 1,049.9        | 1,094.8        | 713.0          |
| Overnight                         | 884.2          | 909.5          | 981.4          | 993.6          | 584.8          |
| <b>Total</b>                      | <b>1,870.2</b> | <b>1,899.8</b> | <b>2,031.3</b> | <b>2,088.4</b> | <b>1,297.8</b> |
|                                   |                | 1.6%           | 6.9%           | 2.8%           | -37.9%         |

Source: Tourism Economics

Visits by type , 2020



Source: Tourism Economics

# VISITOR SPENDING

## Visitor spending in Harford County

Millions of dollars

|                  | 2016           | 2017           | 2018           | 2019           | 2020           | 2020 Growth   | 2020-2016 CAGR |
|------------------|----------------|----------------|----------------|----------------|----------------|---------------|----------------|
| Lodging*         | \$69.8         | \$67.7         | \$69.7         | \$71.3         | \$51.5         | -27.8%        | -7.3%          |
| Food & beverages | \$107.1        | \$110.0        | \$116.7        | \$120.7        | \$101.5        | -15.9%        | -1.4%          |
| Retail           | \$58.5         | \$56.0         | \$57.8         | \$57.7         | \$51.2         | -11.3%        | -3.3%          |
| Recreation       | \$71.1         | \$71.3         | \$73.9         | \$73.3         | \$46.8         | -36.2%        | -9.9%          |
| Transportation** | \$69.5         | \$69.0         | \$76.5         | \$78.5         | \$62.6         | -20.3%        | -2.6%          |
| <b>Total</b>     | <b>\$376.0</b> | <b>\$373.9</b> | <b>\$394.5</b> | <b>\$401.5</b> | <b>\$313.5</b> | <b>-21.9%</b> | <b>-4.4%</b>   |

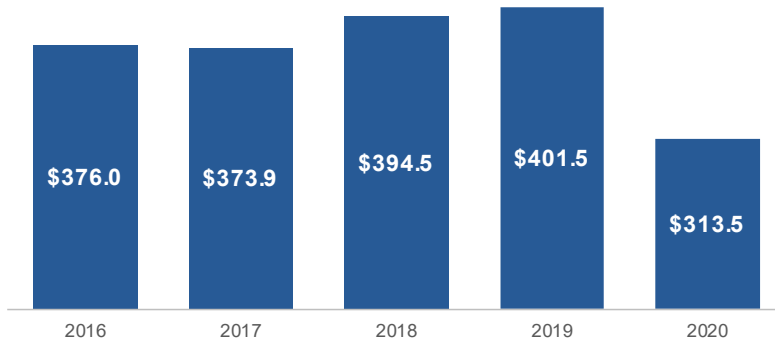
\* Lodging includes 2nd home spending

\*\* Transportation includes both ground and air transportation

Source: Tourism Economics

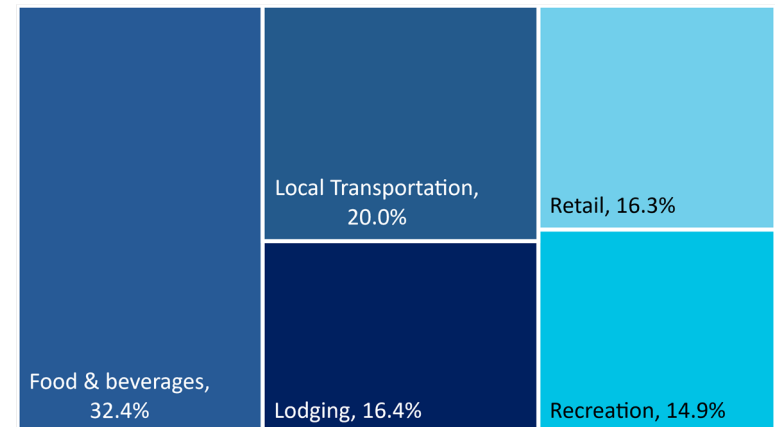
## Visitor spending timeline

Millions of dollars



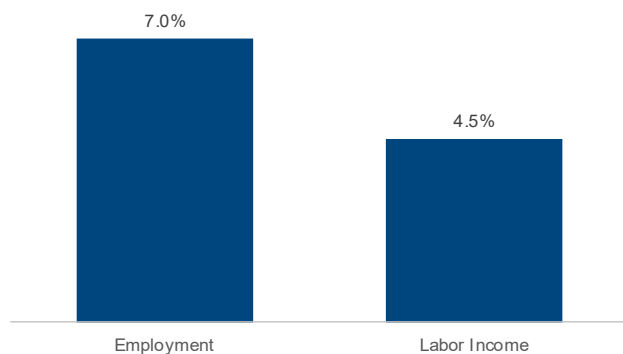
## Visitor spending by category

Percent of total



# ECONOMIC IMPACTS

## Tourism share of county economy



Source: Tourism Economics, Bureau of Labor Statistics

## Visitor impacts in Harford County

Employment in units, Income and taxes in millions of dollars

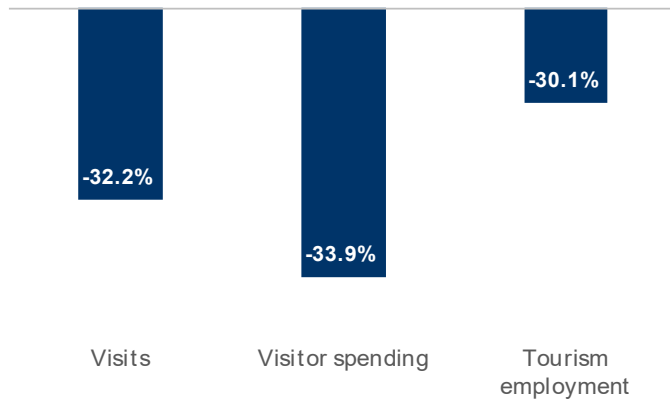
|                     | 2016    | 2017    | 2018    | 2019    | 2020    | % Chg  |
|---------------------|---------|---------|---------|---------|---------|--------|
| <b>Employment</b>   |         |         |         |         |         |        |
| Direct              | 4,674   | 4,696   | 4,822   | 4,821   | 3,900   | -19.1% |
| Total               | 7,337   | 7,331   | 7,537   | 7,543   | 6,271   | -16.9% |
| Share of State      | 3.31%   | 3.27%   | 3.33%   | 3.33%   | 3.78%   |        |
| <b>Labor Income</b> |         |         |         |         |         |        |
| Direct              | \$120.8 | \$124.9 | \$132.7 | \$138.6 | \$119.1 | -14.1% |
| Total               | \$247.9 | \$254.3 | \$267.3 | \$278.7 | \$243.4 | -12.6% |
| Share of State      | 2.55%   | 2.53%   | 2.59%   | 2.62%   | 3.01%   |        |
| <b>Tax revenues</b> |         |         |         |         |         |        |
| Federal             | \$51.2  | \$52.3  | \$55.0  | \$57.1  | \$44.8  | -21.5% |
| State and Local     | \$55.4  | \$55.8  | \$59.4  | \$61.1  | \$49.1  | -19.6% |
| Hotel               | \$3.1   | \$3.0   | \$3.0   | \$3.2   | \$1.9   | -39.9% |
| Total               | \$106.6 | \$108.1 | \$114.4 | \$118.2 | \$93.9  | -20.5% |

Source: Tourism Economics, Maryland Department of Revenue



# HOWARD COUNTY HIGHLIGHTS AND VISITATION

Cumulative Growth in Key Indicators, 2016 -2020



Howard County visitor levels

|                                   | 2016         | 2017         | 2018         | 2019         | 2020         |
|-----------------------------------|--------------|--------------|--------------|--------------|--------------|
| <b>Total visitors (thousands)</b> |              |              |              |              |              |
| Day                               | 1,718        | 1,721        | 1,802        | 1,897        | 1,184        |
| Overnight                         | 1,198        | 1,214        | 1,279        | 1,320        | 793          |
| <b>Total</b>                      | <b>2,916</b> | <b>2,935</b> | <b>3,081</b> | <b>3,217</b> | <b>1,977</b> |
|                                   |              | 0.6%         | 5.0%         | 4.4%         | -38.5%       |

Source: Tourism Economics

Visits by type , 2020



Source: Tourism Economics

# VISITOR SPENDING

## Visitor spending in Howard County

Millions of dollars

|                  | 2016           | 2017           | 2018           | 2019           | 2020           | 2020 Growth   | 2020-2016 CAGR |
|------------------|----------------|----------------|----------------|----------------|----------------|---------------|----------------|
| Lodging*         | \$116.6        | \$109.4        | \$109.7        | \$112.6        | \$66.3         | -41.1%        | -13.1%         |
| Food & beverages | \$172.7        | \$171.7        | \$178.0        | \$187.0        | \$134.5        | -28.1%        | -6.1%          |
| Retail           | \$124.7        | \$116.2        | \$120.6        | \$115.8        | \$79.8         | -31.1%        | -10.6%         |
| Recreation       | \$107.9        | \$102.5        | \$105.6        | \$109.6        | \$60.2         | -45.1%        | -13.6%         |
| Transportation** | \$133.0        | \$129.0        | \$138.0        | \$141.8        | \$92.1         | -35.0%        | -8.8%          |
| <b>Total</b>     | <b>\$654.9</b> | <b>\$628.8</b> | <b>\$651.8</b> | <b>\$666.7</b> | <b>\$433.0</b> | <b>-35.1%</b> | <b>-9.8%</b>   |

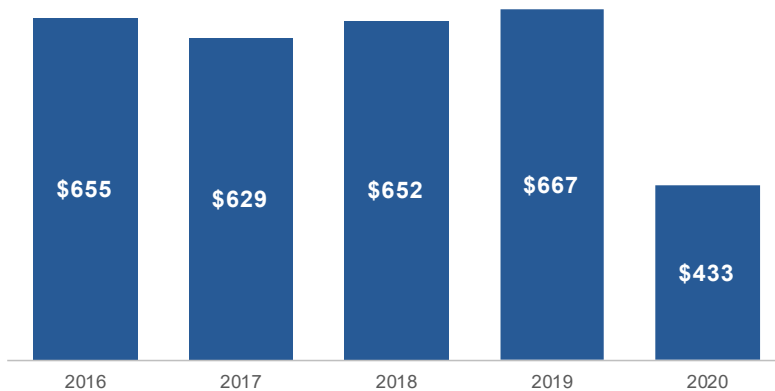
\* Lodging includes 2nd home spending

\*\* Transportation includes both ground and air transportation

Source: Tourism Economics

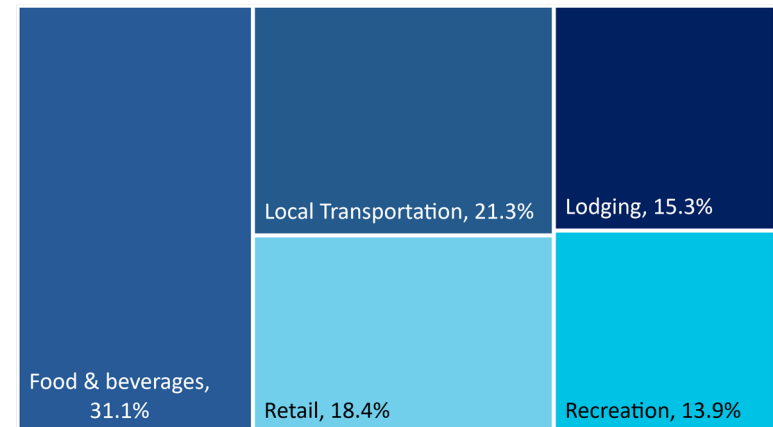
## Visitor spending timeline

Millions of dollars



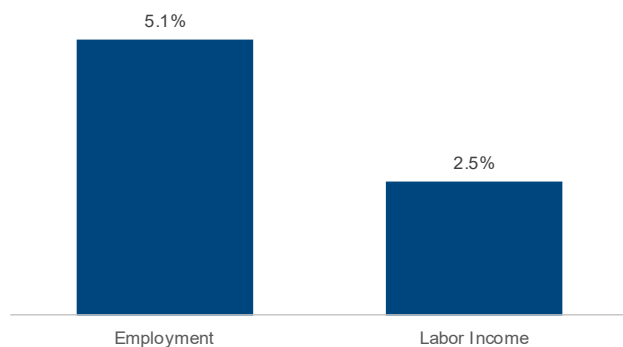
## Visitor spending by category

Percent of total



# ECONOMIC IMPACTS

## Tourism share of county economy



Source: Tourism Economics, Bureau of Labor Statistics

## Visitor impacts in Howard County

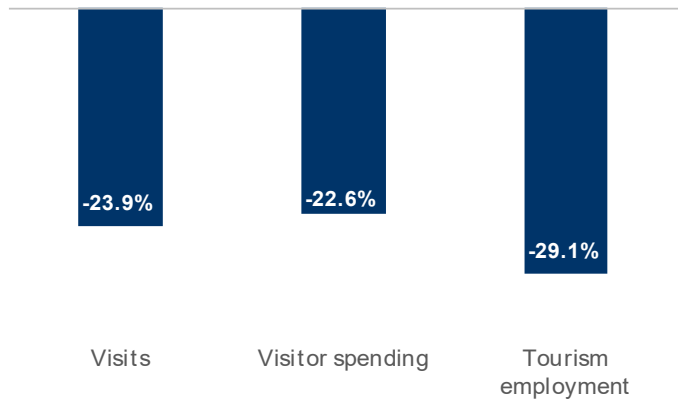
Employment in units, Income and taxes in millions of dollars

|                     | 2016    | 2017    | 2018    | 2019    | 2020    | % Chg  |
|---------------------|---------|---------|---------|---------|---------|--------|
| <b>Employment</b>   |         |         |         |         |         |        |
| Direct              | 7,296   | 7,136   | 7,164   | 7,265   | 5,102   | -29.8% |
| Total               | 11,198  | 10,937  | 11,046  | 11,192  | 8,266   | -26.1% |
| Share of State      | 5.05%   | 4.88%   | 4.88%   | 4.94%   | 4.98%   |        |
| <b>Labor Income</b> |         |         |         |         |         |        |
| Direct              | \$208.3 | \$206.8 | \$210.6 | \$224.6 | \$160.5 | -28.6% |
| Total               | \$394.5 | \$391.1 | \$398.2 | \$422.5 | \$319.8 | -24.3% |
| Share of State      | 4.05%   | 3.89%   | 3.86%   | 3.98%   | 3.95%   |        |
| <b>Tax revenues</b> |         |         |         |         |         |        |
| Federal             | \$82.5  | \$81.5  | \$83.2  | \$87.7  | \$59.3  | -32.4% |
| State and Local     | \$93.6  | \$91.6  | \$95.7  | \$99.3  | \$67.8  | -31.7% |
| Hotel               | \$5.2   | \$5.2   | \$5.4   | \$5.7   | \$2.0   | -64.5% |
| Total               | \$176.1 | \$173.1 | \$178.9 | \$187.0 | \$127.1 | -32.0% |

Source: Tourism Economics, Maryland Department of Revenue

# KENT COUNTY HIGHLIGHTS AND VISITATION

Cumulative Growth in Key Indicators, 2016 -2020



Kent County visitor levels

|                                   | 2016         | 2017         | 2018         | 2019         | 2020         |
|-----------------------------------|--------------|--------------|--------------|--------------|--------------|
| <b>Total visitors (thousands)</b> |              |              |              |              |              |
| Day                               | 187.5        | 189.4        | 193.5        | 201.9        | 136.1        |
| Overnight                         | 93.8         | 96.0         | 97.9         | 96.8         | 78.1         |
| <b>Total</b>                      | <b>281.4</b> | <b>285.4</b> | <b>291.4</b> | <b>298.7</b> | <b>214.2</b> |
|                                   |              | 1.4%         | 2.1%         | 2.5%         | -28.3%       |

Source: Tourism Economics

Visits by type , 2020



Source: Tourism Economics

# VISITOR SPENDING

## Visitor spending in Kent County

Millions of dollars

|                  | 2016           | 2017           | 2018           | 2019           | 2020           | 2020 Growth   | 2020-2016 CAGR |
|------------------|----------------|----------------|----------------|----------------|----------------|---------------|----------------|
| Lodging*         | \$28.44        | \$29.87        | \$31.08        | \$32.41        | \$22.83        | -29.6%        | -5.3%          |
| Food & beverages | \$10.47        | \$10.41        | \$10.48        | \$10.79        | \$8.37         | -22.4%        | -5.4%          |
| Retail           | \$5.64         | \$5.36         | \$5.06         | \$4.80         | \$4.18         | -12.9%        | -7.2%          |
| Recreation       | \$8.38         | \$8.85         | \$9.04         | \$8.58         | \$6.12         | -28.7%        | -7.6%          |
| Transportation** | \$7.68         | \$7.30         | \$7.51         | \$7.35         | \$5.40         | -26.4%        | -8.4%          |
| <b>Total</b>     | <b>\$60.62</b> | <b>\$61.79</b> | <b>\$63.16</b> | <b>\$63.92</b> | <b>\$46.91</b> | <b>-26.6%</b> | <b>-6.2%</b>   |

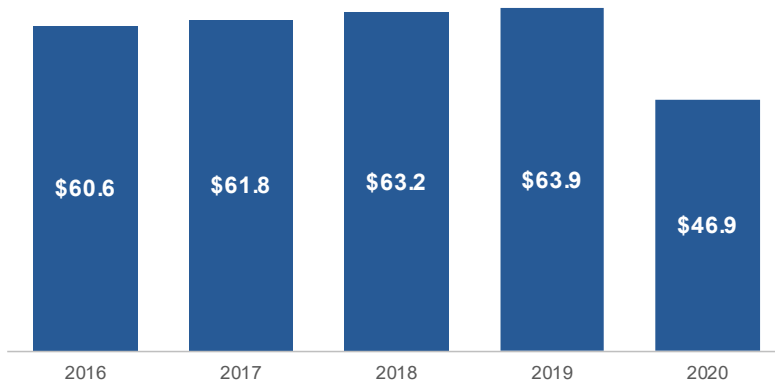
\* Lodging includes 2nd home spending

\*\* Transportation includes both ground and air transportation

Source: Tourism Economics

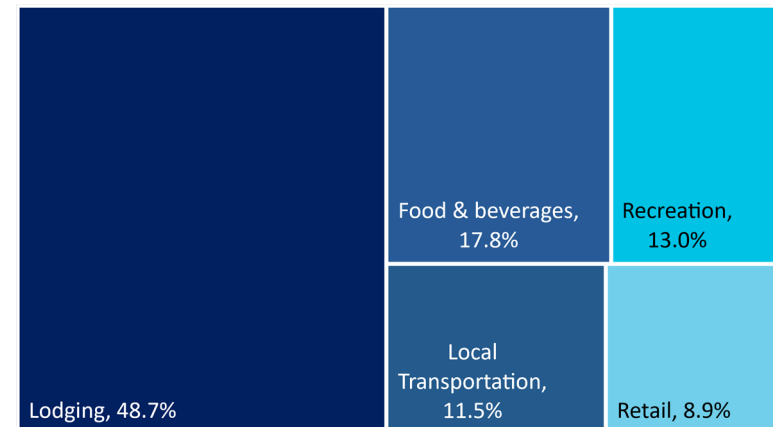
## Visitor spending timeline

Millions of dollars



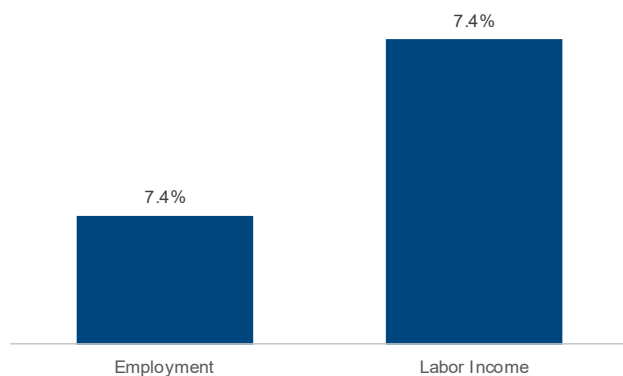
## Visitor spending by category

Percent of total



# ECONOMIC IMPACTS

## Tourism share of county economy



Source: Tourism Economics, Bureau of Labor Statistics

## Visitor impacts in Kent County

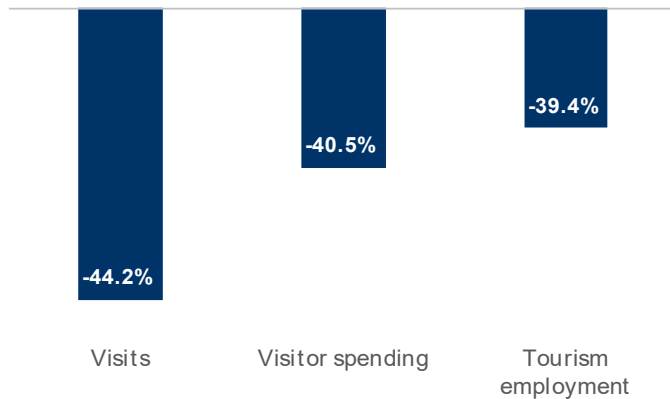
Employment in units, Income and taxes in millions of dollars

|                     | 2016    | 2017    | 2018    | 2019    | 2020    | % Chg  |
|---------------------|---------|---------|---------|---------|---------|--------|
| <b>Employment</b>   |         |         |         |         |         |        |
| Direct              | 472     | 466     | 464     | 468     | 335     | -28.4% |
| Total               | 720     | 709     | 707     | 712     | 534     | -25.0% |
| Share of State      | 0.32%   | 0.32%   | 0.31%   | 0.31%   | 0.32%   |        |
| <b>Labor Income</b> |         |         |         |         |         |        |
| Direct              | \$14.5  | \$14.3  | \$14.4  | \$14.6  | \$12.3  | -15.4% |
| Total               | \$27.4  | \$27.0  | \$27.2  | \$27.8  | \$24.1  | -13.2% |
| Share of State      | 0.28%   | 0.27%   | 0.26%   | 0.26%   | 0.30%   |        |
| <b>Tax revenues</b> |         |         |         |         |         |        |
| Federal             | \$6.03  | \$6.00  | \$6.05  | \$6.16  | \$4.75  | -22.8% |
| State and Local     | \$8.27  | \$8.46  | \$8.70  | \$8.85  | \$7.01  | -20.8% |
| Hotel               | \$0.30  | \$0.31  | \$0.31  | \$0.30  | \$0.18  | -39.8% |
| Total               | \$14.30 | \$14.45 | \$14.75 | \$15.01 | \$11.76 | -21.6% |

Source: Tourism Economics, Maryland Department of Revenue

# MONTGOMERY COUNTY HIGHLIGHTS AND VISITATION

Cumulative Growth in Key Indicators, 2016 -2020



Montgomery County visitor levels

|                                   | 2016         | 2017         | 2018         | 2019         | 2020         |
|-----------------------------------|--------------|--------------|--------------|--------------|--------------|
| <b>Total visitors (thousands)</b> |              |              |              |              |              |
| Day                               | 5,147        | 5,270        | 5,419        | 5,622        | 3,053        |
| Overnight                         | 3,591        | 3,770        | 3,880        | 3,958        | 1,821        |
| <b>Total</b>                      | <b>8,738</b> | <b>9,041</b> | <b>9,299</b> | <b>9,580</b> | <b>4,874</b> |
|                                   |              | 3.5%         | 2.9%         | 3.0%         | -49.1%       |

Source: Tourism Economics

Visits by type , 2020



Source: Tourism Economics

# VISITOR SPENDING

## Visitor spending in Montgomery County

Millions of dollars

|                  | 2016             | 2017             | 2018             | 2019             | 2020             | 2020 Growth   | 2020-2016 CAGR |
|------------------|------------------|------------------|------------------|------------------|------------------|---------------|----------------|
| Lodging*         | \$349.0          | \$358.6          | \$349.1          | \$355.1          | \$143.1          | -59.7%        | -20.0%         |
| Food & beverages | \$522.8          | \$555.4          | \$564.6          | \$588.0          | \$328.7          | -44.1%        | -11.0%         |
| Retail           | \$302.6          | \$306.6          | \$304.1          | \$303.0          | \$188.0          | -37.9%        | -11.2%         |
| Recreation       | \$283.2          | \$288.1          | \$289.9          | \$292.9          | \$125.3          | -57.2%        | -18.4%         |
| Transportation** | \$396.5          | \$416.3          | \$430.4          | \$442.7          | \$318.3          | -28.1%        | -5.3%          |
| <b>Total</b>     | <b>\$1,854.1</b> | <b>\$1,924.9</b> | <b>\$1,938.1</b> | <b>\$1,981.6</b> | <b>\$1,103.5</b> | <b>-44.3%</b> | <b>-12.2%</b>  |

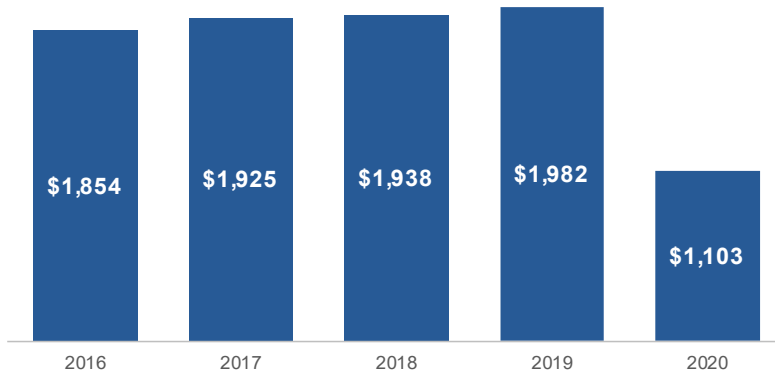
\* Lodging includes 2nd home spending

\*\* Transportation includes both ground and air transportation

Source: Tourism Economics

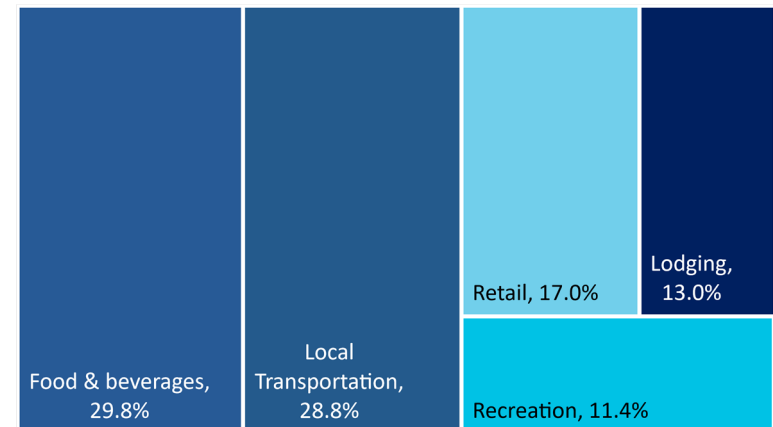
## Visitor spending timeline

Millions of dollars



## Visitor spending by category

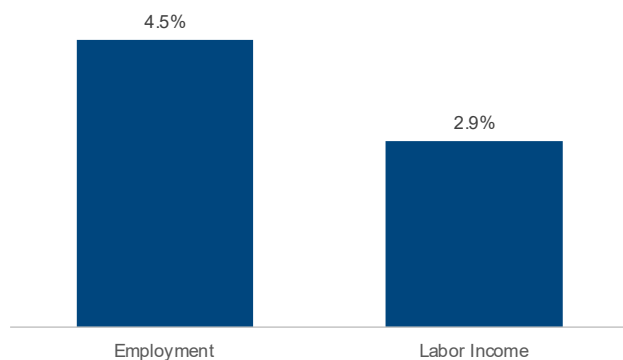
Percent of total





# ECONOMIC IMPACTS

## Tourism share of county economy



Source: Tourism Economics, Bureau of Labor Statistics

## Visitor impacts in Montgomery County

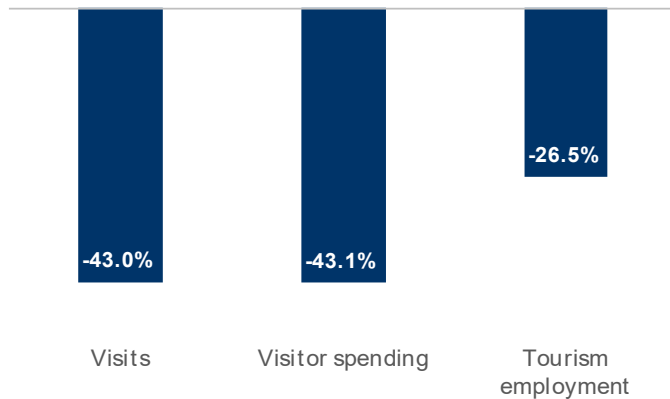
Employment in units, Income and taxes in millions of dollars

|                     | 2016    | 2017    | 2018    | 2019    | 2020    | % Chg  |
|---------------------|---------|---------|---------|---------|---------|--------|
| <b>Employment</b>   |         |         |         |         |         |        |
| Direct              | 18,739  | 19,096  | 18,772  | 18,548  | 11,359  | -38.8% |
| Total               | 29,928  | 30,251  | 29,884  | 29,626  | 19,634  | -33.7% |
| Share of State      | 13.5%   | 13.5%   | 13.2%   | 13.1%   | 11.8%   |        |
| <b>Labor Income</b> |         |         |         |         |         |        |
| Direct              | \$813   | \$841   | \$822   | \$833   | \$542   | -34.9% |
| Total               | \$1,500 | \$1,539 | \$1,513 | \$1,540 | \$1,081 | -29.8% |
| Share of State      | 15.4%   | 15.3%   | 14.7%   | 14.5%   | 13.3%   |        |
|                     | 2016    | 2017    | 2018    | 2019    | 2020    | % Chg  |
| <b>Tax revenues</b> |         |         |         |         |         |        |
| Federal             | \$301.3 | \$309.7 | \$305.5 | \$310.8 | \$193.2 | -37.8% |
| State and Local     | \$284.0 | \$296.3 | \$300.0 | \$308.5 | \$181.5 | -41.2% |
| Hotel               | \$20.2  | \$21.5  | \$21.0  | \$21.8  | \$7.1   | -67.2% |
| Total               | \$585.3 | \$606.1 | \$605.5 | \$619.4 | \$374.7 | -39.5% |

Source: Tourism Economics, Maryland Department of Revenue

# PRINCE GEORGE COUNTY HIGHLIGHTS AND VISITATION

Cumulative Growth in Key Indicators, 2016 -2020

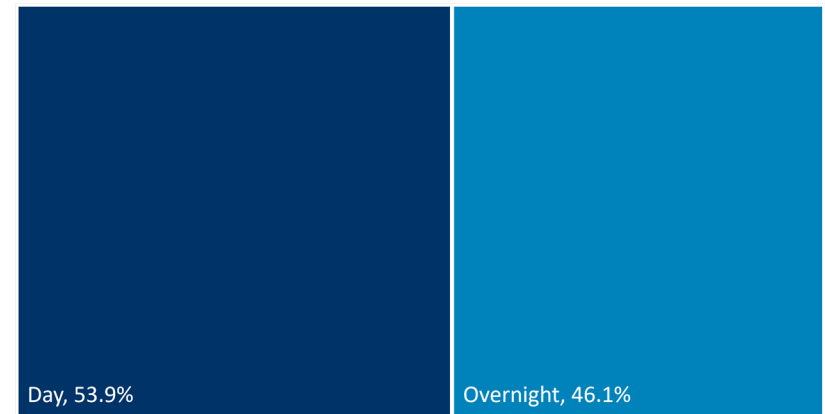


Prince George County visitor levels

|                                   | 2016         | 2017         | 2018         | 2019         | 2020         |
|-----------------------------------|--------------|--------------|--------------|--------------|--------------|
| <b>Total visitors (thousands)</b> |              |              |              |              |              |
| Day                               | 3,693        | 3,831        | 3,936        | 4,107        | 2,232        |
| Overnight                         | 3,574        | 3,761        | 3,903        | 3,985        | 1,907        |
| <b>Total</b>                      | <b>7,267</b> | <b>7,592</b> | <b>7,839</b> | <b>8,092</b> | <b>4,140</b> |
|                                   |              | 4.5%         | 3.2%         | 3.2%         | -48.8%       |

Source: Tourism Economics

Visits by type , 2020



Source: Tourism Economics

# VISITOR SPENDING

## Visitor spending in Prince George County

Millions of dollars

|                  | 2016             | 2017             | 2018             | 2019             | 2020             | 2020 Growth   | 2020-2016 CAGR |
|------------------|------------------|------------------|------------------|------------------|------------------|---------------|----------------|
| Lodging*         | \$549.6          | \$573.2          | \$566.3          | \$591.1          | \$233.1          | -60.6%        | -19.3%         |
| Food & beverages | \$706.5          | \$761.4          | \$790.9          | \$844.4          | \$434.8          | -48.5%        | -11.4%         |
| Retail           | \$424.8          | \$438.6          | \$442.3          | \$453.7          | \$255.9          | -43.6%        | -11.9%         |
| Recreation       | \$382.7          | \$393.7          | \$399.8          | \$386.6          | \$162.1          | -58.1%        | -19.3%         |
| Transportation** | \$638.0          | \$670.4          | \$705.5          | \$745.9          | \$452.0          | -39.4%        | -8.3%          |
| <b>Total</b>     | <b>\$2,701.5</b> | <b>\$2,837.4</b> | <b>\$2,904.8</b> | <b>\$3,021.6</b> | <b>\$1,537.9</b> | <b>-49.1%</b> | <b>-13.1%</b>  |

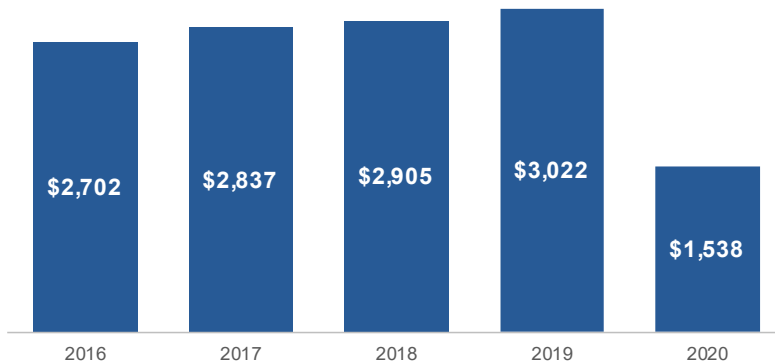
\* Lodging includes 2nd home spending

\*\* Transportation includes both ground and air transportation

Source: Tourism Economics

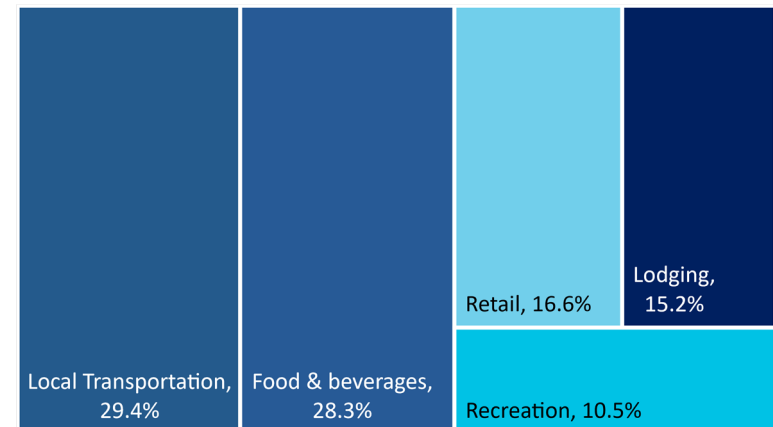
## Visitor spending timeline

Millions of dollars



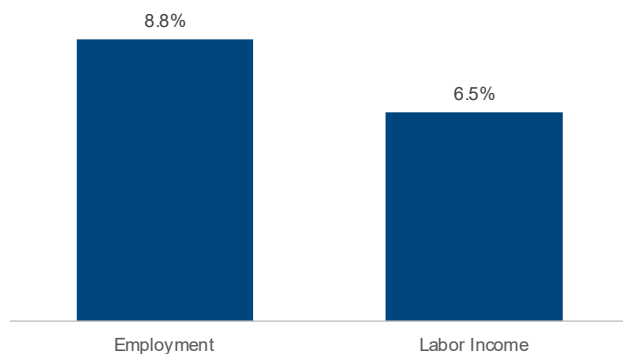
## Visitor spending by category

Percent of total



# ECONOMIC IMPACTS

## Tourism share of county economy



Source: Tourism Economics, Bureau of Labor Statistics

## Visitor impacts in Prince George County

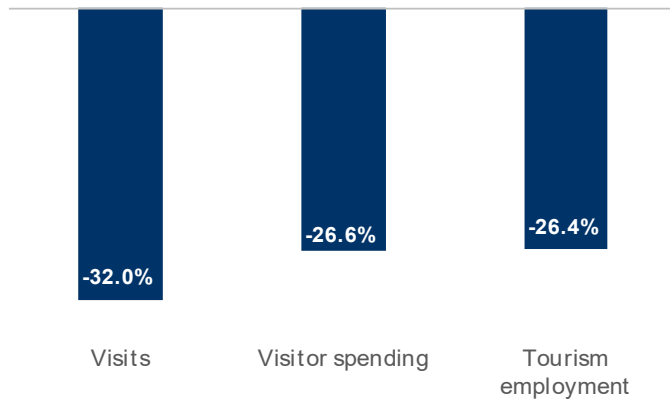
Employment in units, Income and taxes in millions of dollars

|                     | 2016    | 2017    | 2018    | 2019    | 2020    | % Chg  |
|---------------------|---------|---------|---------|---------|---------|--------|
| <b>Employment</b>   |         |         |         |         |         |        |
| Direct              | 22,569  | 25,053  | 27,285  | 27,428  | 16,592  | -39.5% |
| Total               | 33,750  | 36,741  | 39,697  | 39,928  | 25,896  | -35.1% |
| Share of State      | 15.2%   | 16.4%   | 17.5%   | 17.6%   | 15.6%   |        |
| <b>Labor Income</b> |         |         |         |         |         |        |
| Direct              | \$754   | \$890   | \$999   | \$1,058 | \$660   | -37.7% |
| Total               | \$1,381 | \$1,583 | \$1,751 | \$1,851 | \$1,245 | -32.7% |
| Share of State      | 14.2%   | 15.7%   | 17.0%   | 17.4%   | 15.4%   |        |
|                     | 2016    | 2017    | 2018    | 2019    | 2020    | % Chg  |
| <b>Tax revenues</b> |         |         |         |         |         |        |
| Federal             | \$296.9 | \$335.7 | \$366.7 | \$386.1 | \$227.8 | -41.0% |
| State and Local     | \$362.7 | \$389.3 | \$404.0 | \$422.2 | \$232.2 | -45.0% |
| Hotel               | \$29.5  | \$32.6  | \$32.7  | \$34.6  | \$12.1  | -65.0% |
| Total               | \$659.6 | \$725.0 | \$770.7 | \$808.4 | \$460.1 | -43.1% |

Source: Tourism Economics, Maryland Department of Revenue

# QUEEN ANNE COUNTY HIGHLIGHTS AND VISITATION

Cumulative Growth in Key Indicators, 2016 -2020

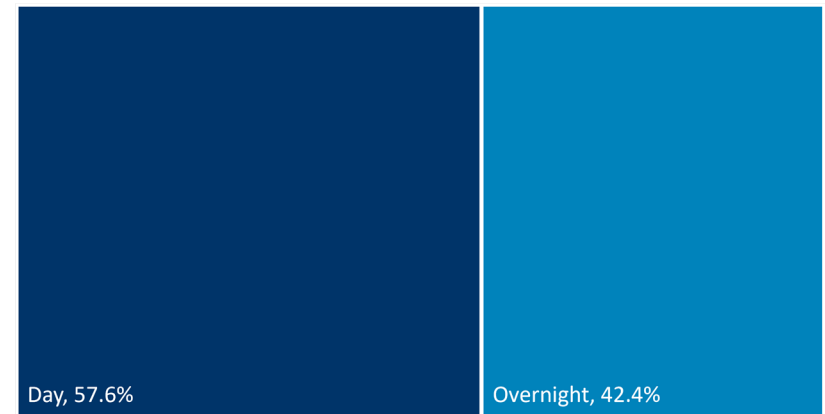


Queen Anne County visitor levels

|                                   | 2016         | 2017         | 2018         | 2019         | 2020         |
|-----------------------------------|--------------|--------------|--------------|--------------|--------------|
| <b>Total visitors (thousands)</b> |              |              |              |              |              |
| Day                               | 205.8        | 204.9        | 207.8        | 221.2        | 147.3        |
| Overnight                         | 170.4        | 174.2        | 177.2        | 182.0        | 108.5        |
| <b>Total</b>                      | <b>376.2</b> | <b>379.1</b> | <b>385.1</b> | <b>403.2</b> | <b>255.9</b> |
|                                   |              | 0.8%         | 1.6%         | 4.7%         | -36.5%       |

Source: Tourism Economics

Visits by type , 2020



Source: Tourism Economics

# VISITOR SPENDING

## Visitor spending in Queen Anne County

Millions of dollars

|                  | 2016           | 2017           | 2018           | 2019           | 2020           | 2020 Growth   | 2020-2016 CAGR |
|------------------|----------------|----------------|----------------|----------------|----------------|---------------|----------------|
| Lodging*         | \$44.9         | \$44.6         | \$41.1         | \$43.9         | \$28.1         | -36.0%        | -11.1%         |
| Food & beverages | \$25.3         | \$25.7         | \$27.1         | \$30.3         | \$25.5         | -16.1%        | 0.2%           |
| Retail           | \$20.2         | \$18.9         | \$19.1         | \$20.0         | \$16.8         | -16.0%        | -4.5%          |
| Recreation       | \$17.8         | \$16.9         | \$17.1         | \$17.6         | \$11.4         | -35.0%        | -10.5%         |
| Transportation** | \$32.9         | \$31.9         | \$32.3         | \$35.6         | \$21.8         | -38.6%        | -9.8%          |
| <b>Total</b>     | <b>\$141.1</b> | <b>\$138.0</b> | <b>\$136.7</b> | <b>\$147.4</b> | <b>\$103.6</b> | <b>-29.7%</b> | <b>-7.4%</b>   |

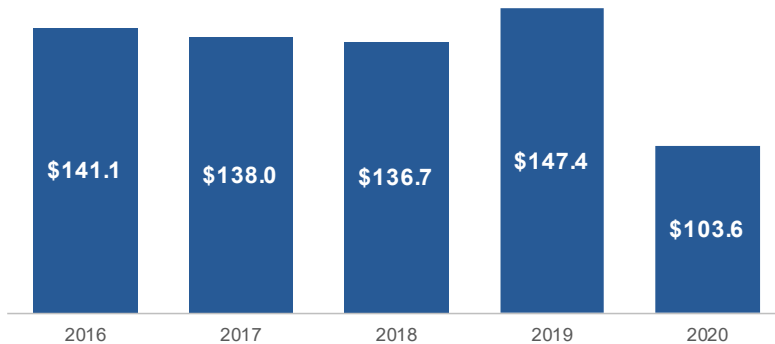
\* Lodging includes 2nd home spending

\*\* Transportation includes both ground and air transportation

Source: Tourism Economics

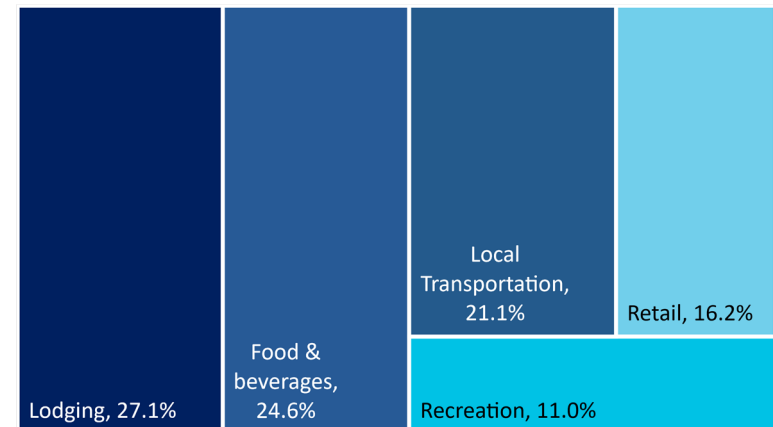
## Visitor spending timeline

Millions of dollars



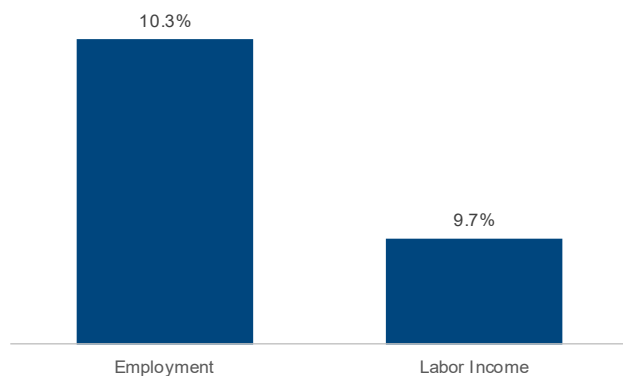
## Visitor spending by category

Percent of total



# ECONOMIC IMPACTS

## Tourism share of county economy



Source: Tourism Economics, Bureau of Labor Statistics

## Visitor impacts in Queen Anne County

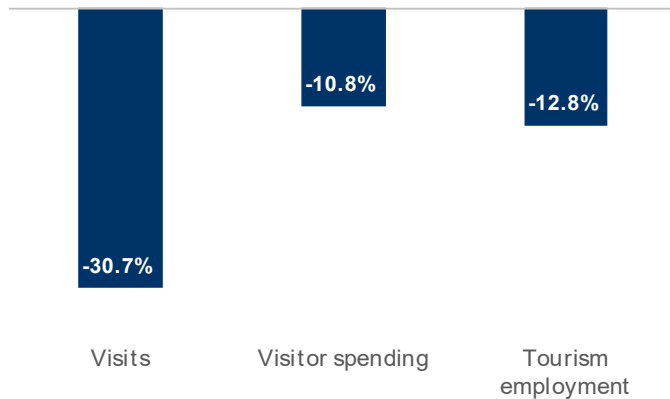
Employment in units, Income and taxes in millions of dollars

|                     | 2016   | 2017   | 2018   | 2019   | 2020   | % Chg  |
|---------------------|--------|--------|--------|--------|--------|--------|
| <b>Employment</b>   |        |        |        |        |        |        |
| Direct              | 1,291  | 1,255  | 1,214  | 1,266  | 949    | -25.0% |
| Total               | 1,908  | 1,851  | 1,807  | 1,878  | 1,469  | -21.8% |
| Share of State      | 0.86%  | 0.83%  | 0.80%  | 0.83%  | 0.88%  |        |
| <b>Labor Income</b> |        |        |        |        |        |        |
| Direct              | \$41.9 | \$41.0 | \$41.4 | \$44.7 | \$33.1 | -26.1% |
| Total               | \$76.6 | \$74.9 | \$75.8 | \$81.4 | \$63.4 | -22.1% |
| Share of State      | 0.79%  | 0.74%  | 0.73%  | 0.77%  | 0.78%  |        |
|                     | 2016   | 2017   | 2018   | 2019   | 2020   | % Chg  |
| <b>Tax revenues</b> |        |        |        |        |        |        |
| Federal             | \$16.3 | \$16.0 | \$16.1 | \$17.3 | \$12.1 | -29.9% |
| State and Local     | \$18.2 | \$17.9 | \$18.0 | \$19.4 | \$14.6 | -24.9% |
| Hotel               | \$0.6  | \$0.6  | \$0.6  | \$0.7  | \$0.4  | -35.2% |
| Total               | \$34.5 | \$33.9 | \$34.1 | \$36.6 | \$26.7 | -27.3% |

Source: Tourism Economics, Maryland Department of Revenue

# ST. MARY'S COUNTY HIGHLIGHTS AND VISITATION

Cumulative Growth in Key Indicators, 2016 -2020

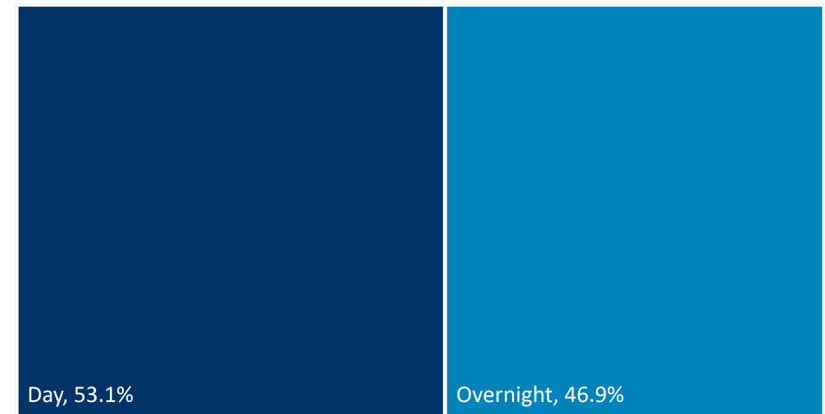


St. Mary's County visitor levels

|                                   | 2016         | 2017         | 2018         | 2019         | 2020         |
|-----------------------------------|--------------|--------------|--------------|--------------|--------------|
| <b>Total visitors (thousands)</b> |              |              |              |              |              |
| Day                               | 430.3        | 442.2        | 444.9        | 449.4        | 315.1        |
| Overnight                         | 426.9        | 452.4        | 455.3        | 443.4        | 278.6        |
| <b>Total</b>                      | <b>857.2</b> | <b>894.5</b> | <b>900.2</b> | <b>892.8</b> | <b>593.8</b> |
|                                   |              | 4.4%         | 0.6%         | -0.8%        | -33.5%       |

Source: Tourism Economics

Visits by type , 2020



Source: Tourism Economics



# VISITOR SPENDING

## Visitor spending in St. Mary's County

Millions of dollars

|                  | 2016           | 2017           | 2018           | 2019           | 2020           | 2020 Growth   | 2020-2016 CAGR |
|------------------|----------------|----------------|----------------|----------------|----------------|---------------|----------------|
| Lodging*         | \$47.9         | \$51.6         | \$51.6         | \$53.5         | \$41.6         | -22.2%        | -3.5%          |
| Food & beverages | \$41.5         | \$45.2         | \$44.8         | \$47.4         | \$42.8         | -9.5%         | 0.8%           |
| Retail           | \$23.5         | \$24.4         | \$23.8         | \$23.6         | \$22.9         | -3.2%         | -0.7%          |
| Recreation       | \$18.3         | \$19.1         | \$18.5         | \$17.8         | \$15.6         | -12.5%        | -3.9%          |
| Transportation** | \$32.3         | \$35.1         | \$34.8         | \$35.4         | \$23.0         | -35.1%        | -8.2%          |
| <b>Total</b>     | <b>\$163.6</b> | <b>\$175.5</b> | <b>\$173.5</b> | <b>\$177.7</b> | <b>\$145.9</b> | <b>-17.9%</b> | <b>-2.8%</b>   |

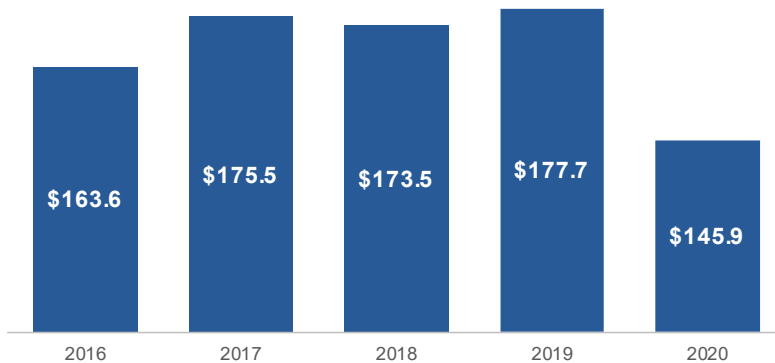
\* Lodging includes 2nd home spending

\*\* Transportation includes both ground and air transportation

Source: Tourism Economics

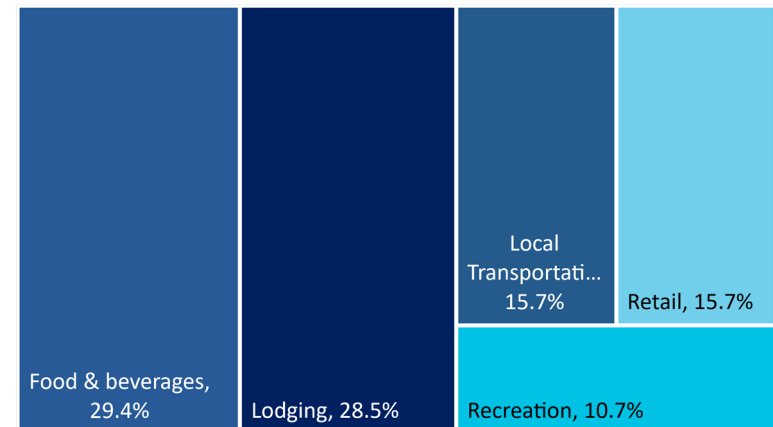
## Visitor spending timeline

Millions of dollars



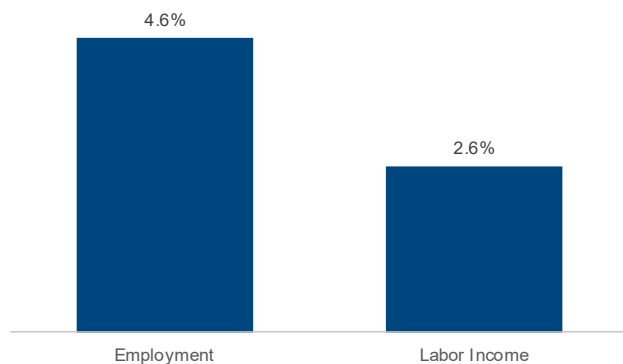
## Visitor spending by category

Percent of total



# ECONOMIC IMPACTS

## Tourism share of county economy



Source: Tourism Economics, Bureau of Labor Statistics

## Visitor impacts in St. Mary's County

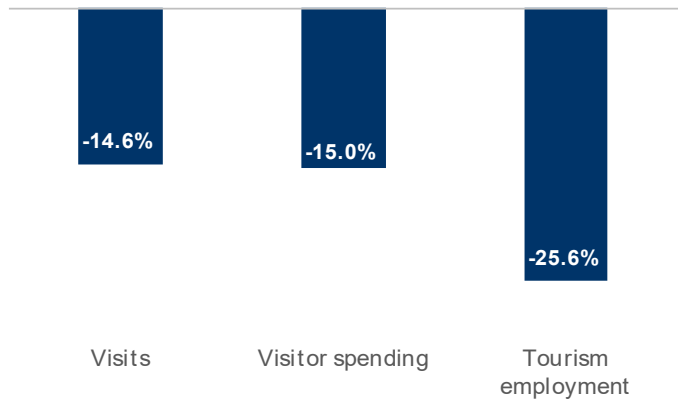
Employment in units, Income and taxes in millions of dollars

|                     | 2016   | 2017   | 2018   | 2019   | 2020   | % Chg  |
|---------------------|--------|--------|--------|--------|--------|--------|
| <b>Employment</b>   |        |        |        |        |        |        |
| Direct              | 1,373  | 1,435  | 1,433  | 1,417  | 1,196  | -15.6% |
| Total               | 2,365  | 2,437  | 2,442  | 2,429  | 2,074  | -14.6% |
| Share of State      | 1.07%  | 1.09%  | 1.08%  | 1.07%  | 1.25%  |        |
| <b>Labor Income</b> |        |        |        |        |        |        |
| Direct              | \$37.5 | \$40.3 | \$41.8 | \$43.3 | \$41.3 | -4.5%  |
| Total               | \$84.7 | \$89.2 | \$92.2 | \$95.3 | \$89.0 | -6.6%  |
| Share of State      | 0.87%  | 0.89%  | 0.89%  | 0.90%  | 1.10%  |        |
| <b>Tax revenues</b> |        |        |        |        |        |        |
| Federal             | \$18.2 | \$19.2 | \$19.7 | \$20.3 | \$17.0 | -16.3% |
| State and Local     | \$23.4 | \$25.1 | \$25.1 | \$25.7 | \$21.9 | -14.7% |
| Hotel               | \$1.1  | \$1.1  | \$1.1  | \$1.0  | \$0.7  | -34.6% |
| Total               | \$41.5 | \$44.3 | \$44.8 | \$46.0 | \$38.9 | -15.4% |

Source: Tourism Economics, Maryland Department of Revenue

# SOMERSET COUNTY HIGHLIGHTS AND VISITATION

Cumulative Growth in Key Indicators, 2016 -2020

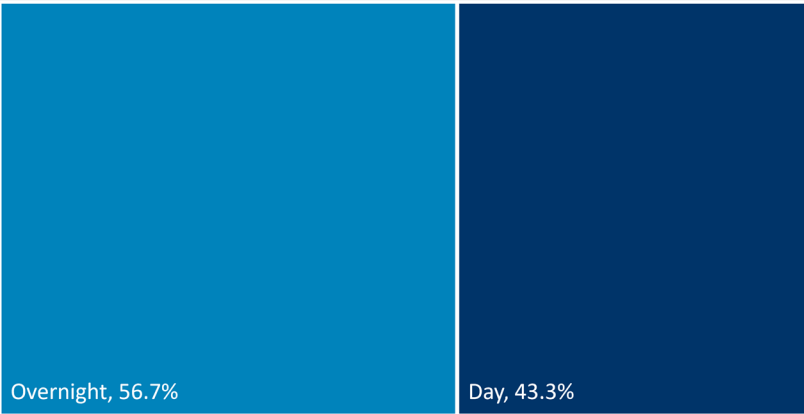


Somerset County visitor levels

|                                   | 2016         | 2017         | 2018         | 2019         | 2020         |
|-----------------------------------|--------------|--------------|--------------|--------------|--------------|
| <b>Total visitors (thousands)</b> |              |              |              |              |              |
| Day                               | 49.5         | 50.2         | 51.5         | 52.7         | 44.5         |
| Overnight                         | 70.7         | 72.5         | 74.6         | 75.3         | 58.2         |
| <b>Total</b>                      | <b>120.2</b> | <b>122.8</b> | <b>126.2</b> | <b>128.1</b> | <b>102.7</b> |
|                                   |              | 2.1%         | 2.8%         | 1.5%         | -19.8%       |

Source: Tourism Economics

Visits by type , 2020



Source: Tourism Economics

# VISITOR SPENDING

## Visitor spending in Somerset County

Millions of dollars

|                  | 2016           | 2017           | 2018           | 2019           | 2020           | 2020 Growth   | 2020-2016 CAGR |
|------------------|----------------|----------------|----------------|----------------|----------------|---------------|----------------|
| Lodging*         | \$12.65        | \$12.92        | \$13.38        | \$14.25        | \$10.99        | -22.9%        | -3.5%          |
| Food & beverages | \$3.69         | \$3.85         | \$3.78         | \$3.94         | \$2.94         | -25.3%        | -5.5%          |
| Retail           | \$1.54         | \$1.65         | \$1.72         | \$1.85         | \$1.75         | -5.3%         | 3.3%           |
| Recreation       | \$1.55         | \$1.55         | \$1.62         | \$1.75         | \$1.26         | -28.1%        | -5.1%          |
| Transportation** | \$5.95         | \$5.89         | \$5.96         | \$6.31         | \$4.64         | -26.5%        | -6.0%          |
| <b>Total</b>     | <b>\$25.38</b> | <b>\$25.85</b> | <b>\$26.46</b> | <b>\$28.10</b> | <b>\$21.58</b> | <b>-23.2%</b> | <b>-4.0%</b>   |

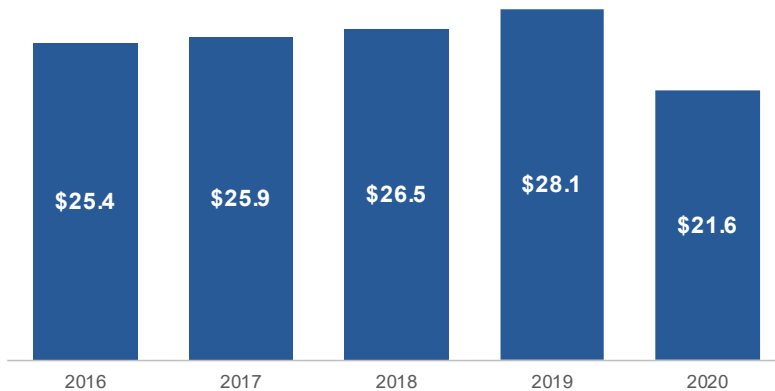
\* Lodging includes 2nd home spending

\*\* Transportation includes both ground and air transportation

Source: Tourism Economics

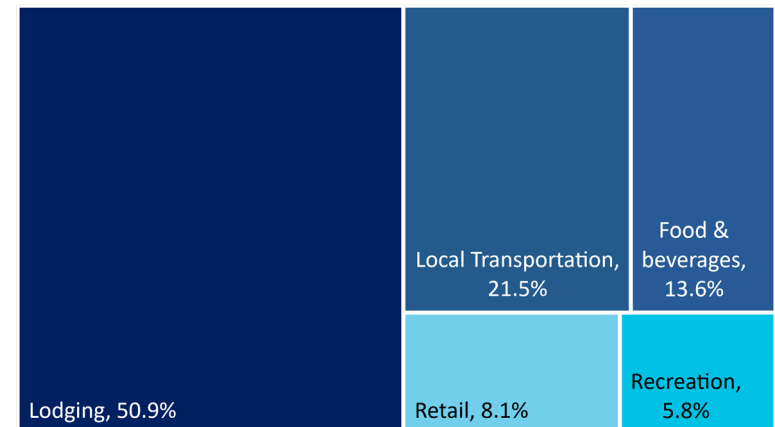
## Visitor spending timeline

Millions of dollars



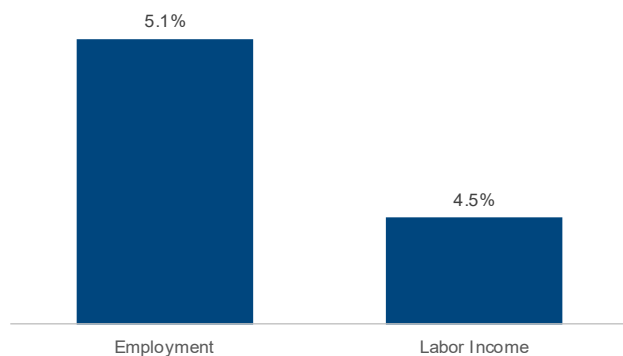
## Visitor spending by category

Percent of total



# ECONOMIC IMPACTS

## Tourism share of county economy



Source: Tourism Economics, Bureau of Labor Statistics

## Visitor impacts in Somerset County

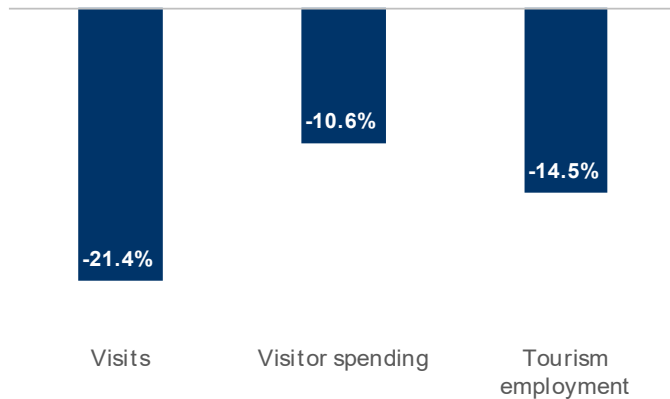
Employment in units, Income and taxes in millions of dollars

|                     | 2016   | 2017   | 2018   | 2019   | 2020   | % Chg  |
|---------------------|--------|--------|--------|--------|--------|--------|
| <b>Employment</b>   |        |        |        |        |        |        |
| Direct              | 214    | 218    | 211    | 207    | 159    | -23.0% |
| Total               | 406    | 410    | 401    | 396    | 310    | -21.6% |
| Share of State      | 0.18%  | 0.18%  | 0.18%  | 0.17%  | 0.19%  |        |
| <b>Labor Income</b> |        |        |        |        |        |        |
| Direct              | \$5.9  | \$6.0  | \$6.2  | \$6.4  | \$5.5  | -14.7% |
| Total               | \$15.6 | \$16.0 | \$16.5 | \$17.0 | \$14.3 | -15.7% |
| Share of State      | 0.16%  | 0.16%  | 0.16%  | 0.16%  | 0.18%  |        |
| <b>Tax revenues</b> |        |        |        |        |        |        |
| Federal             | \$3.26 | \$3.33 | \$3.43 | \$3.55 | \$2.70 | -24.0% |
| State and Local     | \$3.54 | \$3.64 | \$3.77 | \$3.98 | \$3.32 | -16.4% |
| Hotel               | \$0.07 | \$0.09 | \$0.08 | \$0.09 | \$0.07 | -30.0% |
| Total               | \$6.81 | \$6.97 | \$7.20 | \$7.53 | \$6.02 | -20.0% |

Source: Tourism Economics, Maryland Department of Revenue

# TALBOT COUNTY HIGHLIGHTS AND VISITATION

Cumulative Growth in Key Indicators, 2016 -2020



Talbot County visitor levels

|                                   | 2016         | 2017         | 2018         | 2019         | 2020         |
|-----------------------------------|--------------|--------------|--------------|--------------|--------------|
| <b>Total visitors (thousands)</b> |              |              |              |              |              |
| Day                               | 339.5        | 332.5        | 357.2        | 371.6        | 261.5        |
| Overnight                         | 216.9        | 214.8        | 231.1        | 240.8        | 175.9        |
| <b>Total</b>                      | <b>556.4</b> | <b>547.2</b> | <b>588.3</b> | <b>612.4</b> | <b>437.4</b> |
|                                   |              | -1.7%        | 7.5%         | 4.1%         | -28.6%       |

Source: Tourism Economics

Visits by type , 2020



Source: Tourism Economics

# VISITOR SPENDING

## Visitor spending in Talbot County

Millions of dollars

|                  | 2016           | 2017           | 2018           | 2019           | 2020           | 2020<br>Growth | 2020-2016<br>CAGR |
|------------------|----------------|----------------|----------------|----------------|----------------|----------------|-------------------|
| Lodging*         | \$63.1         | \$62.0         | \$65.8         | \$68.4         | \$53.7         | -21.4%         | -4.0%             |
| Food & beverages | \$47.9         | \$47.0         | \$49.3         | \$50.7         | \$48.8         | -3.8%          | 0.5%              |
| Retail           | \$28.2         | \$26.0         | \$27.3         | \$27.3         | \$27.1         | -0.7%          | -1.0%             |
| Recreation       | \$29.1         | \$27.3         | \$28.3         | \$28.7         | \$22.0         | -23.5%         | -6.8%             |
| Transportation** | \$46.1         | \$43.9         | \$46.5         | \$48.5         | \$40.0         | -17.4%         | -3.5%             |
| <b>Total</b>     | <b>\$214.5</b> | <b>\$206.2</b> | <b>\$217.2</b> | <b>\$223.6</b> | <b>\$191.7</b> | <b>-14.3%</b>  | <b>-2.8%</b>      |

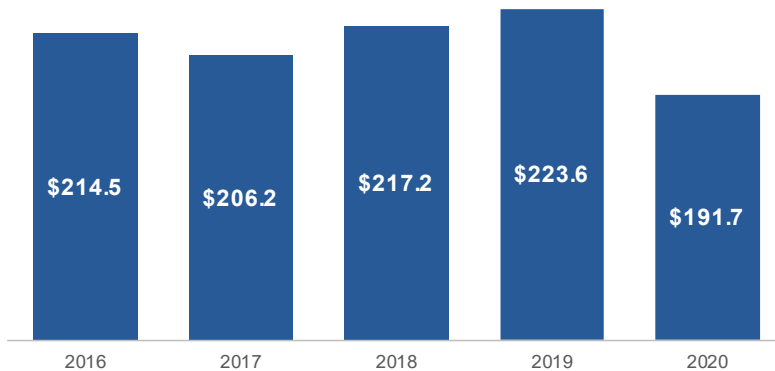
\* Lodging includes 2nd home spending

\*\* Transportation includes both ground and air transportation

Source: Tourism Economics

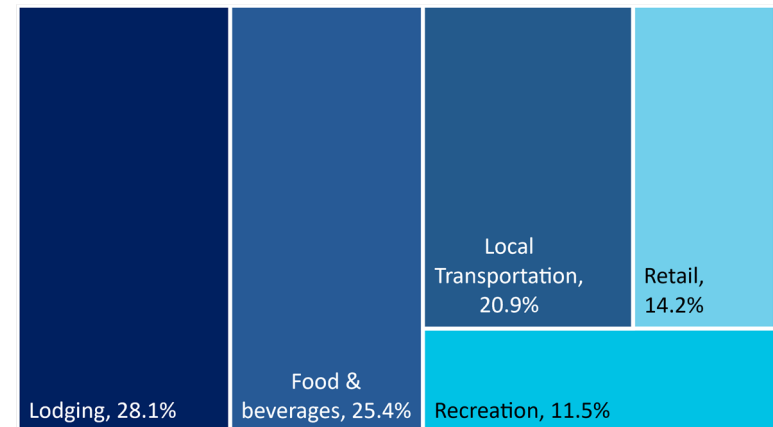
## Visitor spending timeline

Millions of dollars



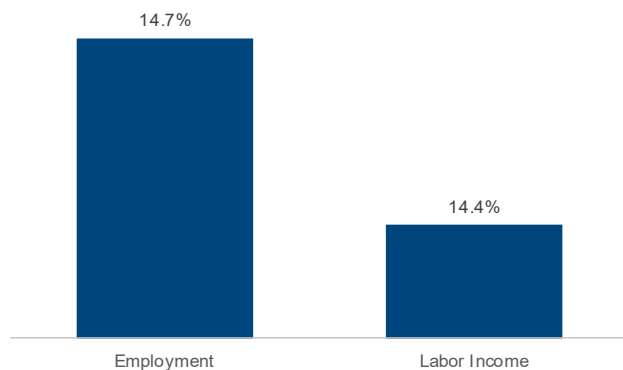
## Visitor spending by category

Percent of total



# ECONOMIC IMPACTS

## Tourism share of county economy



Source: Tourism Economics, Bureau of Labor Statistics

## Visitor impacts in Talbot County

Employment in units, Income and taxes in millions of dollars

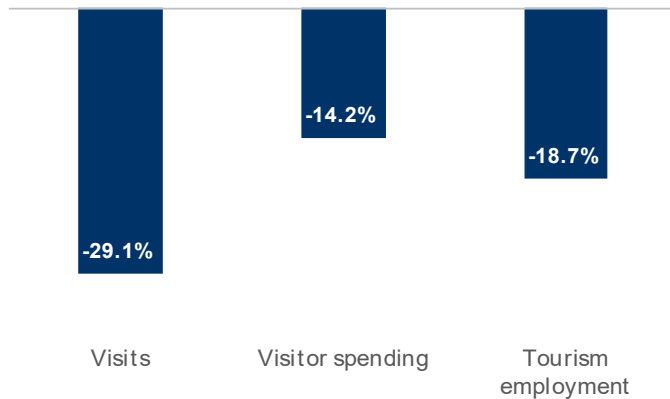
|                     | 2016    | 2017    | 2018    | 2019    | 2020    | % Chg  |
|---------------------|---------|---------|---------|---------|---------|--------|
| <b>Employment</b>   |         |         |         |         |         |        |
| Direct              | 1,933   | 1,981   | 1,971   | 1,987   | 1,652   | -16.8% |
| Total               | 2,717   | 2,761   | 2,755   | 2,775   | 2,397   | -13.6% |
| Share of State      | 1.23%   | 1.23%   | 1.22%   | 1.23%   | 1.44%   |        |
| <b>Labor Income</b> |         |         |         |         |         |        |
| Direct              | \$63.8  | \$66.0  | \$67.8  | \$68.9  | \$63.0  | -8.5%  |
| Total               | \$107.9 | \$110.4 | \$113.3 | \$115.4 | \$109.5 | -5.1%  |
| Share of State      | 1.11%   | 1.10%   | 1.10%   | 1.09%   | 1.35%   |        |
|                     | 2016    | 2017    | 2018    | 2019    | 2020    | % Chg  |
| <b>Tax revenues</b> |         |         |         |         |         |        |
| Federal             | \$23.3  | \$23.6  | \$24.3  | \$24.8  | \$21.2  | -14.6% |
| State and Local     | \$27.6  | \$27.0  | \$28.7  | \$29.6  | \$26.8  | -9.3%  |
| Hotel               | \$1.3   | \$1.3   | \$1.4   | \$1.4   | \$1.1   | -20.8% |
| Total               | \$50.9  | \$50.6  | \$53.0  | \$54.3  | \$48.0  | -11.7% |

Source: Tourism Economics, Maryland Department of Revenue



# WASHINGTON COUNTY HIGHLIGHTS AND VISITATION

Cumulative Growth in Key Indicators, 2016 -2020

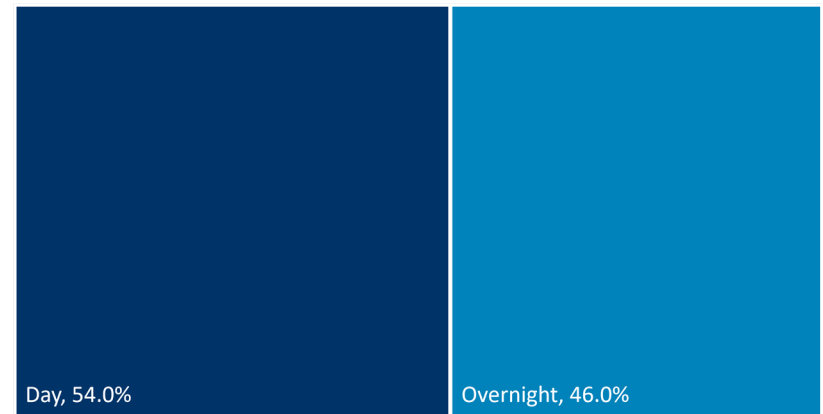


Washington County visitor levels

|                                   | 2016           | 2017           | 2018           | 2019           | 2020         |
|-----------------------------------|----------------|----------------|----------------|----------------|--------------|
| <b>Total visitors (thousands)</b> |                |                |                |                |              |
| Day                               | 672.3          | 667.9          | 712.6          | 723.8          | 486.8        |
| Overnight                         | 599.7          | 607.8          | 622.8          | 636.0          | 415.3        |
| <b>Total</b>                      | <b>1,272.0</b> | <b>1,275.7</b> | <b>1,335.4</b> | <b>1,359.8</b> | <b>902.1</b> |
|                                   |                | 0.3%           | 4.7%           | 1.8%           | -33.7%       |

Source: Tourism Economics

Visits by type , 2020



Source: Tourism Economics

# VISITOR SPENDING

## Visitor spending in Washington County

Millions of dollars

|                  | 2016           | 2017           | 2018           | 2019           | 2020           | 2020 Growth   | 2020-2016 CAGR |
|------------------|----------------|----------------|----------------|----------------|----------------|---------------|----------------|
| Lodging*         | \$52.6         | \$52.9         | \$52.2         | \$53.1         | \$40.2         | -24.4%        | -6.5%          |
| Food & beverages | \$71.0         | \$70.5         | \$72.5         | \$75.1         | \$66.5         | -11.5%        | -1.6%          |
| Retail           | \$55.2         | \$55.0         | \$56.5         | \$56.7         | \$47.1         | -16.9%        | -3.9%          |
| Recreation       | \$36.4         | \$36.4         | \$37.6         | \$37.7         | \$26.5         | -29.6%        | -7.6%          |
| Transportation** | \$41.5         | \$42.4         | \$46.4         | \$46.5         | \$39.9         | -14.3%        | -1.0%          |
| <b>Total</b>     | <b>\$256.7</b> | <b>\$257.3</b> | <b>\$265.2</b> | <b>\$269.2</b> | <b>\$220.2</b> | <b>-18.2%</b> | <b>-3.8%</b>   |

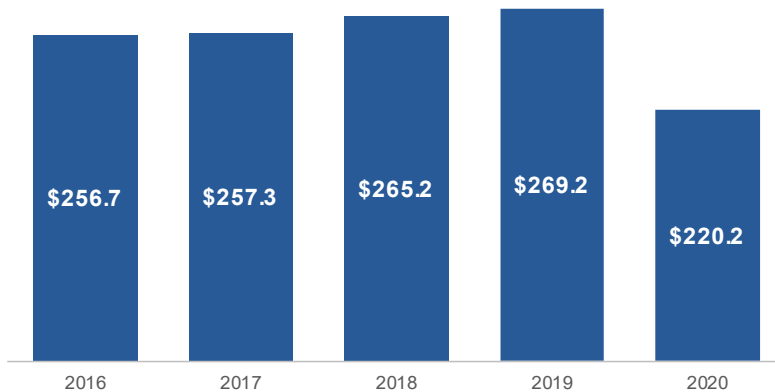
\* Lodging includes 2nd home spending

\*\* Transportation includes both ground and air transportation

Source: Tourism Economics

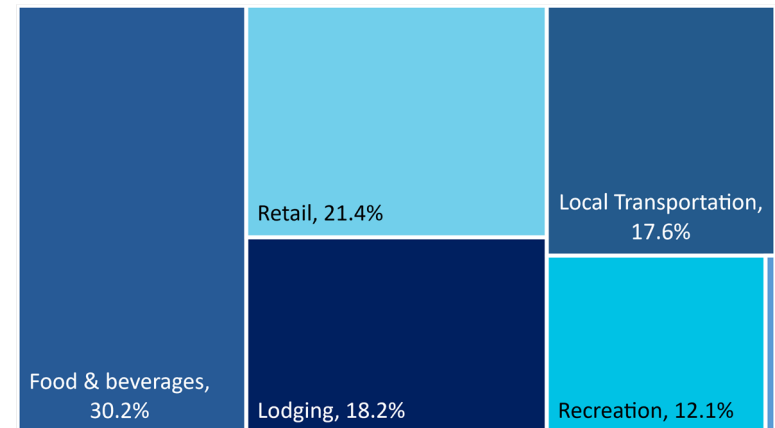
## Visitor spending timeline

Millions of dollars



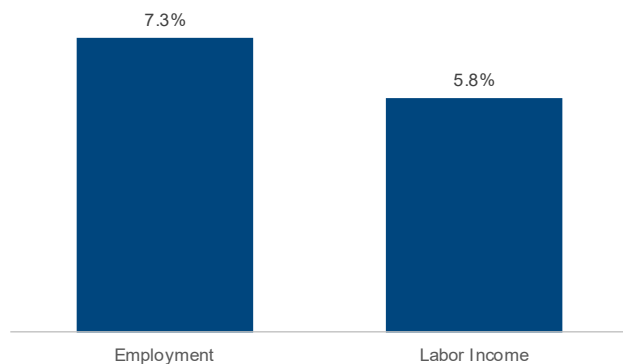
## Visitor spending by category

Percent of total



# ECONOMIC IMPACTS

## Tourism share of county economy



Source: Tourism Economics, Bureau of Labor Statistics

## Visitor impacts in Washington County

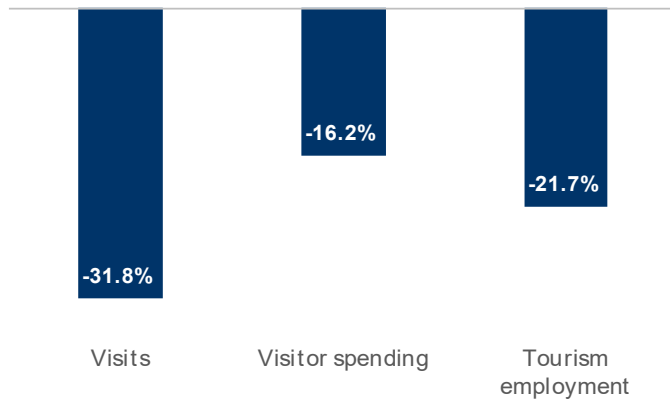
Employment in units, Income and taxes in millions of dollars

|                     | 2016    | 2017    | 2018    | 2019    | 2020    | % Chg  |
|---------------------|---------|---------|---------|---------|---------|--------|
| <b>Employment</b>   |         |         |         |         |         |        |
| Direct              | 3,435   | 3,394   | 3,394   | 3,432   | 2,794   | -18.6% |
| Total               | 5,281   | 5,203   | 5,202   | 5,252   | 4,399   | -16.2% |
| Share of State      | 2.38%   | 2.32%   | 2.30%   | 2.32%   | 2.65%   |        |
| <b>Labor Income</b> |         |         |         |         |         |        |
| Direct              | \$86.8  | \$87.1  | \$90.3  | \$94.7  | \$86.0  | -9.2%  |
| Total               | \$170.9 | \$171.1 | \$176.7 | \$184.9 | \$169.6 | -8.3%  |
| Share of State      | 1.76%   | 1.70%   | 1.71%   | 1.74%   | 2.09%   |        |
| <b>Tax revenues</b> |         |         |         |         |         |        |
| Federal             | \$35.2  | \$35.3  | \$36.4  | \$37.9  | \$31.2  | -17.6% |
| State and Local     | \$37.8  | \$38.1  | \$39.8  | \$40.9  | \$34.6  | -15.3% |
| Hotel               | \$2.0   | \$2.1   | \$2.2   | \$2.3   | \$1.5   | -33.6% |
| Total               | \$73.0  | \$73.4  | \$76.2  | \$78.8  | \$65.8  | -16.4% |

Source: Tourism Economics, Maryland Department of Revenue

# WICOMICO COUNTY HIGHLIGHTS AND VISITATION

Cumulative Growth in Key Indicators, 2016 -2020

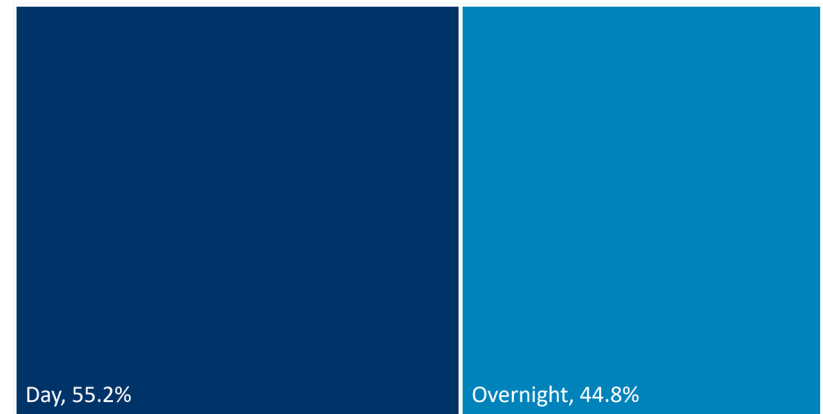


Wicomico County visitor levels

|                                   | 2016         | 2017         | 2018         | 2019         | 2020         |
|-----------------------------------|--------------|--------------|--------------|--------------|--------------|
| <b>Total visitors (thousands)</b> |              |              |              |              |              |
| Day                               | 477.0        | 478.0        | 473.9        | 482.9        | 340.8        |
| Overnight                         | 428.2        | 445.9        | 443.6        | 449.2        | 276.3        |
| <b>Total</b>                      | <b>905.2</b> | <b>923.9</b> | <b>917.5</b> | <b>932.0</b> | <b>617.1</b> |
|                                   |              | 2.1%         | -0.7%        | 1.6%         | -33.8%       |

Source: Tourism Economics

Visits by type , 2020



Source: Tourism Economics

# VISITOR SPENDING

## Visitor spending in Wicomico County

Millions of dollars

|                  | 2016           | 2017           | 2018           | 2019           | 2020           | 2020 Growth   | 2020-2016 CAGR |
|------------------|----------------|----------------|----------------|----------------|----------------|---------------|----------------|
| Lodging*         | \$41.7         | \$42.1         | \$40.2         | \$41.1         | \$31.8         | -22.7%        | -6.6%          |
| Food & beverages | \$55.1         | \$57.2         | \$57.3         | \$59.5         | \$51.5         | -13.4%        | -1.6%          |
| Retail           | \$37.2         | \$36.2         | \$35.6         | \$35.3         | \$31.8         | -9.7%         | -3.8%          |
| Recreation       | \$23.4         | \$23.2         | \$22.7         | \$22.4         | \$16.4         | -26.8%        | -8.6%          |
| Transportation** | \$39.1         | \$39.0         | \$39.0         | \$40.3         | \$33.2         | -17.7%        | -4.0%          |
| <b>Total</b>     | <b>\$196.5</b> | <b>\$197.6</b> | <b>\$194.8</b> | <b>\$198.6</b> | <b>\$164.7</b> | <b>-17.1%</b> | <b>-4.3%</b>   |

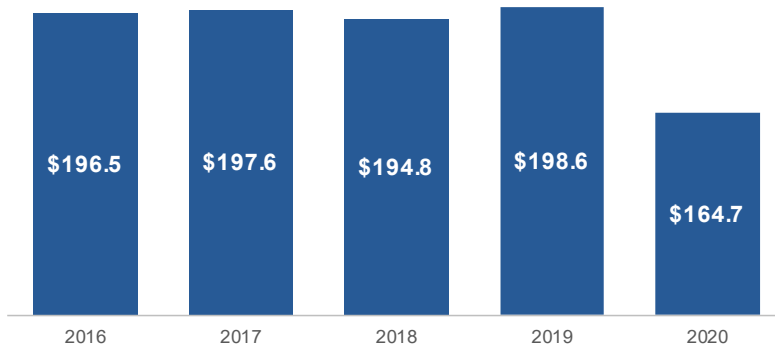
\* Lodging includes 2nd home spending

\*\* Transportation includes both ground and air transportation

Source: Tourism Economics

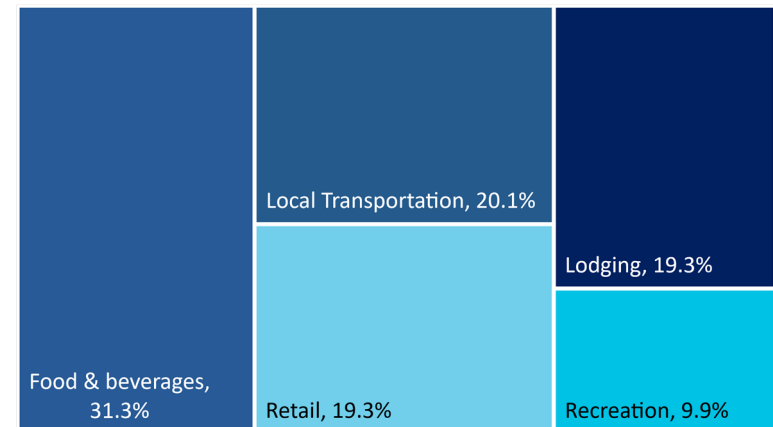
## Visitor spending timeline

Millions of dollars



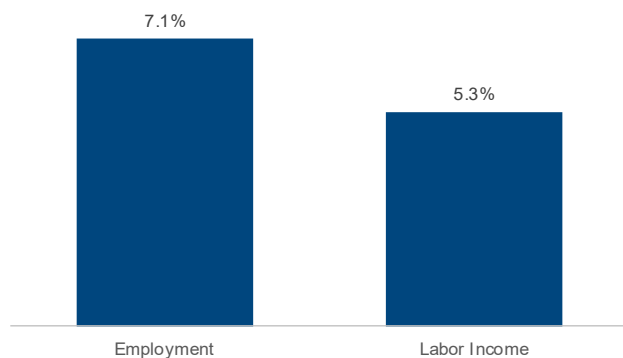
## Visitor spending by category

Percent of total



# ECONOMIC IMPACTS

## Tourism share of county economy



Source: Tourism Economics, Bureau of Labor Statistics

## Visitor impacts in Wicomico County

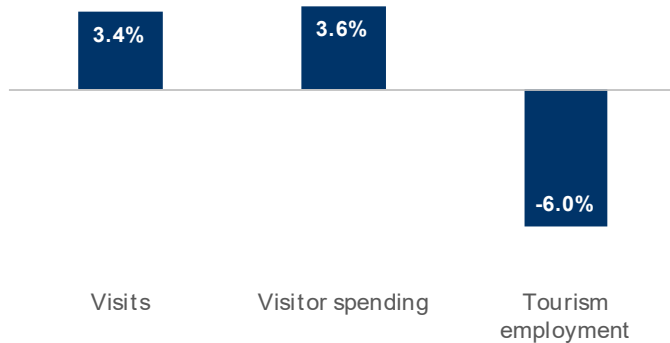
Employment in units, Income and taxes in millions of dollars

|                     | 2016    | 2017    | 2018    | 2019    | 2020    | % Chg  |
|---------------------|---------|---------|---------|---------|---------|--------|
| <b>Employment</b>   |         |         |         |         |         |        |
| Direct              | 2,473   | 2,499   | 2,489   | 2,456   | 1,936   | -21.2% |
| Total               | 3,760   | 3,775   | 3,766   | 3,726   | 3,041   | -18.4% |
| Share of State      | 1.70%   | 1.68%   | 1.66%   | 1.65%   | 1.83%   |        |
| <b>Labor Income</b> |         |         |         |         |         |        |
| Direct              | \$59.6  | \$61.3  | \$63.6  | \$66.5  | \$55.5  | -16.5% |
| Total               | \$116.7 | \$119.2 | \$123.1 | \$128.4 | \$110.1 | -14.2% |
| Share of State      | 1.20%   | 1.18%   | 1.19%   | 1.21%   | 1.36%   |        |
| <b>Tax revenues</b> |         |         |         |         |         |        |
| Federal             | \$24.5  | \$24.9  | \$25.6  | \$26.6  | \$20.7  | -22.0% |
| State and Local     | \$28.2  | \$28.6  | \$28.7  | \$28.9  | \$24.7  | -14.3% |
| Hotel               | \$1.6   | \$1.6   | \$1.6   | \$1.0   | \$0.8   | -20.8% |
| Total               | \$52.6  | \$53.6  | \$54.3  | \$55.4  | \$45.5  | -18.0% |

Source: Tourism Economics, Maryland Department of Revenue

# WORCESTER COUNTY HIGHLIGHTS AND VISITATION

Cumulative Growth in Key Indicators, 2016 -2020

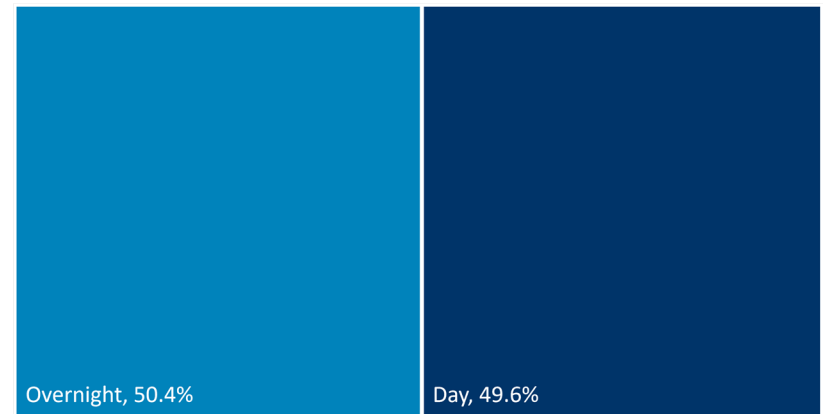


Worcester County visitor levels

|                                   | 2016         | 2017         | 2018         | 2019         | 2020         |
|-----------------------------------|--------------|--------------|--------------|--------------|--------------|
| <b>Total visitors (thousands)</b> |              |              |              |              |              |
| Day                               | 1,246        | 1,265        | 1,332        | 1,432        | 1,216        |
| Overnight                         | 1,126        | 1,181        | 1,237        | 1,287        | 1,237        |
| <b>Total</b>                      | <b>2,372</b> | <b>2,446</b> | <b>2,569</b> | <b>2,719</b> | <b>2,453</b> |
|                                   |              | 3.1%         | 5.0%         | 5.8%         | -9.8%        |

Source: Tourism Economics

Visits by type , 2020



Source: Tourism Economics

# VISITOR SPENDING

## Visitor spending in Worcester County

Millions of dollars

|                  | 2016             | 2017             | 2018             | 2019             | 2020             | 2020 Growth   | 2020-2016 CAGR |
|------------------|------------------|------------------|------------------|------------------|------------------|---------------|----------------|
| Lodging*         | \$625.1          | \$669.7          | \$700.5          | \$735.9          | \$664.8          | -9.7%         | 1.5%           |
| Food & beverages | \$358.8          | \$378.2          | \$400.3          | \$425.1          | \$429.0          | 0.9%          | 4.6%           |
| Retail           | \$220.9          | \$220.9          | \$230.5          | \$238.5          | \$233.5          | -2.1%         | 1.4%           |
| Recreation       | \$243.3          | \$243.4          | \$252.9          | \$256.0          | \$227.4          | -11.2%        | -1.7%          |
| Transportation** | \$260.1          | \$269.9          | \$299.0          | \$314.1          | \$215.5          | -31.4%        | -4.6%          |
| <b>Total</b>     | <b>\$1,708.2</b> | <b>\$1,782.2</b> | <b>\$1,883.3</b> | <b>\$1,969.7</b> | <b>\$1,770.2</b> | <b>-10.1%</b> | <b>0.9%</b>    |

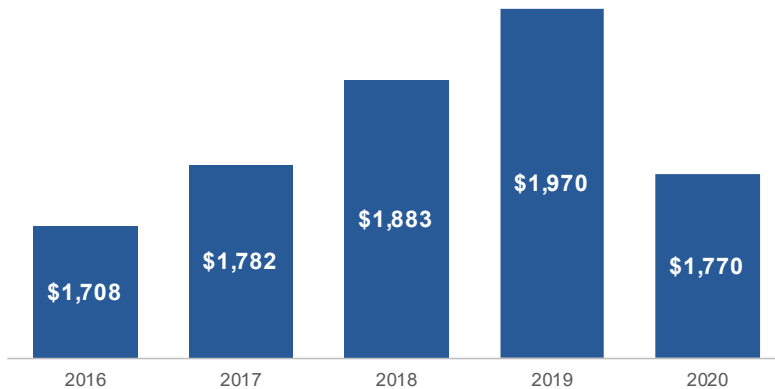
\* Lodging includes 2nd home spending

\*\* Transportation includes both ground and air transportation

Source: Tourism Economics

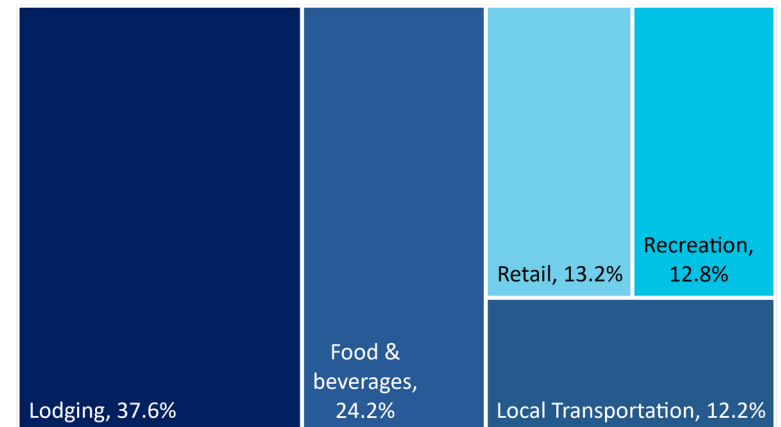
## Visitor spending timeline

Millions of dollars



## Visitor spending by category

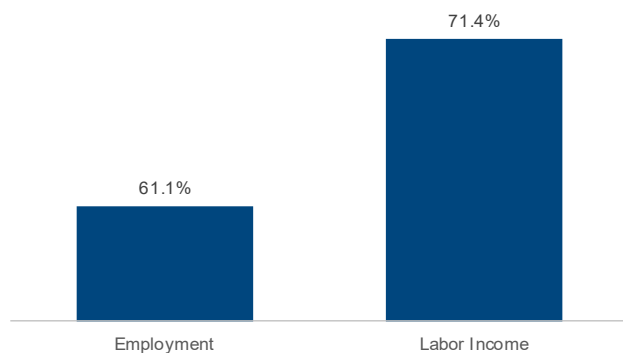
Percent of total





# ECONOMIC IMPACTS

## Tourism share of county economy



Source: Tourism Economics, Bureau of Labor Statistics

## Visitor impacts in Worcester County

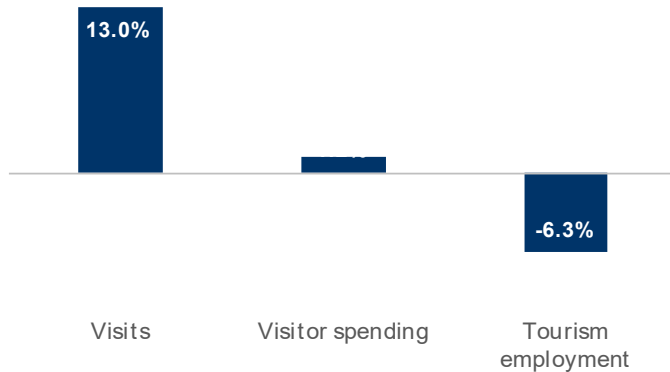
Employment in units, Income and taxes in millions of dollars

|                     | 2016    | 2017    | 2018    | 2019    | 2020    | % Chg  |
|---------------------|---------|---------|---------|---------|---------|--------|
| <b>Employment</b>   |         |         |         |         |         |        |
| Direct              | 10,434  | 10,621  | 10,866  | 10,929  | 9,805   | -10.3% |
| Total               | 13,754  | 13,885  | 14,228  | 14,329  | 13,479  | -5.9%  |
| Share of State      | 6.2%    | 6.2%    | 6.3%    | 6.3%    | 8.1%    |        |
| <b>Labor Income</b> |         |         |         |         |         |        |
| Direct              | \$334   | \$352   | \$368   | \$381   | \$375   | -1.6%  |
| Total               | \$528   | \$550   | \$574   | \$595   | \$615   | 3.4%   |
| Share of State      | 5.4%    | 5.5%    | 5.6%    | 5.6%    | 7.6%    |        |
| <b>Tax revenues</b> |         |         |         |         |         |        |
| Federal             | \$126.8 | \$132.3 | \$138.5 | \$143.7 | \$132.7 | -7.7%  |
| State and Local     | \$205.6 | \$215.7 | \$228.2 | \$239.3 | \$232.5 | -2.8%  |
| Hotel               | \$16.2  | \$16.7  | \$16.9  | \$18.2  | \$16.0  | -11.9% |
| Total               | \$332.4 | \$348.0 | \$366.7 | \$383.0 | \$365.2 | -4.6%  |

Source: Tourism Economics, Maryland Department of Revenue

# OCEAN CITY HIGHLIGHTS AND VISITATION

Cumulative Growth in Key Indicators, 2016 -2020



## Reader Note:

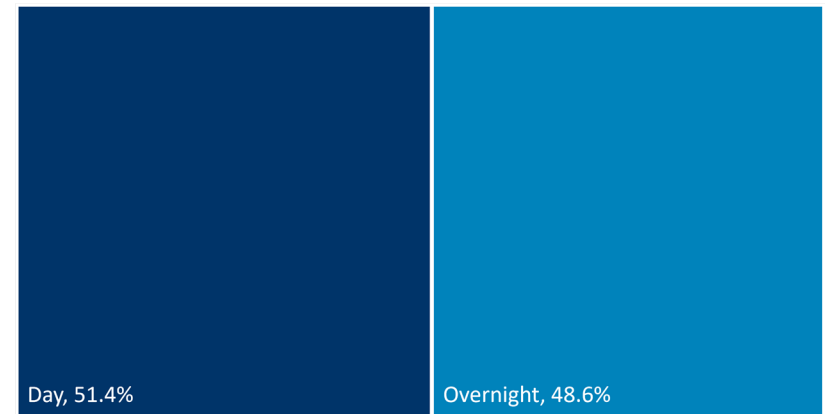
Ocean City results are a portion of Worcester County. For users aggregating county results to the state level, Ocean City should not be included as these results are already included in Worcester County.

Ocean City visitor levels

|                                   | 2016         | 2017         | 2018         | 2019         | 2020         |
|-----------------------------------|--------------|--------------|--------------|--------------|--------------|
| <b>Total visitors (thousands)</b> |              |              |              |              |              |
| Day                               | 1,090        | 1,099        | 1,154        | 1,234        | 1,184        |
| Overnight                         | 947          | 980          | 1,031        | 1,087        | 1,118        |
| <b>Total</b>                      | <b>2,037</b> | <b>2,080</b> | <b>2,185</b> | <b>2,321</b> | <b>2,302</b> |
|                                   |              | 2.1%         | 5.1%         | 6.2%         | -0.8%        |

Source: Tourism Economics

Visits by type , 2020



Source: Tourism Economics

# VISITOR SPENDING

## Visitor spending in Ocean City

Millions of dollars

|                  | 2016             | 2017             | 2018             | 2019             | 2020             | 2020 Growth   | 2020-2016 CAGR |
|------------------|------------------|------------------|------------------|------------------|------------------|---------------|----------------|
| Lodging*         | \$588.7          | \$630.3          | \$659.0          | \$692.2          | \$613.6          | -11.4%        | 1.0%           |
| Food & beverages | \$306.6          | \$323.3          | \$342.1          | \$363.3          | \$355.6          | -2.1%         | 3.8%           |
| Retail           | \$195.0          | \$194.9          | \$203.4          | \$210.5          | \$199.1          | -5.4%         | 0.5%           |
| Recreation       | \$212.7          | \$212.7          | \$221.1          | \$223.8          | \$192.1          | -14.2%        | -2.5%          |
| Transportation** | \$217.0          | \$225.3          | \$249.6          | \$262.2          | \$178.1          | -32.1%        | -4.8%          |
| <b>Total</b>     | <b>\$1,520.0</b> | <b>\$1,586.5</b> | <b>\$1,675.2</b> | <b>\$1,751.9</b> | <b>\$1,538.5</b> | <b>-12.2%</b> | <b>0.3%</b>    |

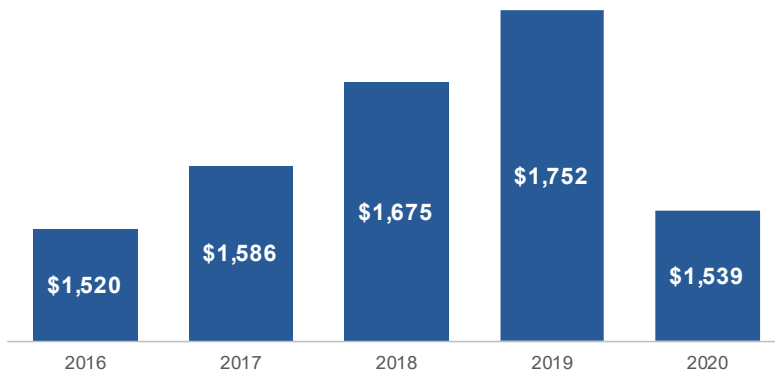
\* Lodging includes 2nd home spending

\*\* Transportation includes both ground and air transportation

Source: Tourism Economics

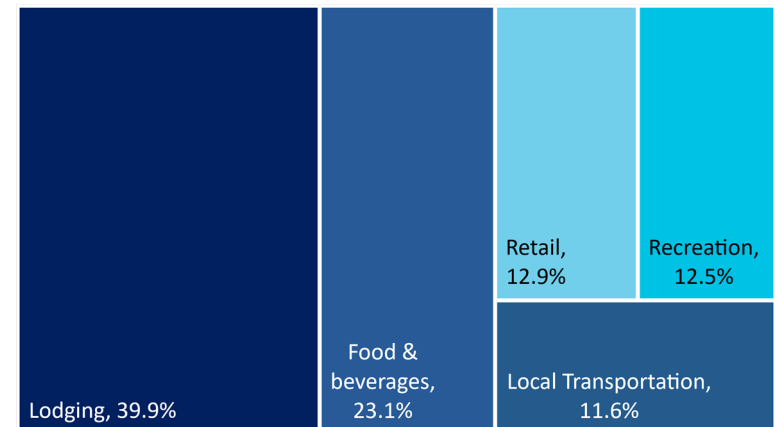
## Visitor spending timeline

Millions of dollars



## Visitor spending by category

Percent of total



# ECONOMIC IMPACTS

## Visitor impacts in Ocean City

Employment in units, Income and taxes in millions of dollars

|                     | 2016    | 2017    | 2018    | 2019    | 2020    | % Chg  |
|---------------------|---------|---------|---------|---------|---------|--------|
| <b>Employment</b>   |         |         |         |         |         |        |
| Direct              | 9,031   | 9,186   | 9,401   | 9,457   | 8,465   | -10.5% |
| Total               | 10,881  | 11,005  | 12,383  | 12,512  | 11,720  | -6.3%  |
| Share of State      | 4.9%    | 4.9%    | 5.5%    | 5.5%    | 7.1%    |        |
| <b>Labor Income</b> |         |         |         |         |         |        |
| Direct              | \$289.4 | \$303.9 | \$316.7 | \$327.4 | \$320.7 | -2.1%  |
| Total               | \$397.4 | \$414.2 | \$431.2 | \$446.6 | \$454.5 | 1.8%   |
| Share of State      | 4.1%    | 4.1%    | 4.2%    | 4.2%    | 5.6%    |        |
|                     | 2016    | 2017    | 2018    | 2019    | 2020    | % Chg  |
| <b>Tax revenues</b> |         |         |         |         |         |        |
| Federal             | \$100.0 | \$104.5 | \$109.2 | \$113.2 | \$102.6 | -9.4%  |
| State and Local     | \$181.4 | \$190.1 | \$201.0 | \$210.8 | \$201.6 | -4.4%  |
| Hotel               | \$15.3  | \$15.6  | \$15.9  | \$17.0  | \$14.7  | -13.7% |
| Total               | \$281.4 | \$294.5 | \$310.2 | \$324.0 | \$304.2 | -6.1%  |

Source: Tourism Economics, Maryland Department of Revenue

# APPENDIX

# GLOSSARY – SPENDING

| Term                     | Description                                                                                                                                     |
|--------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Lodging</b>           | Includes visitor spending in the accommodation sub-sector. This includes food and other services provided by hotels and similar establishments. |
| <b>Food and beverage</b> | Includes all visitor spending on food & beverages, including at restaurants, bars, grocery stores and other food providers.                     |
| <b>Recreation</b>        | Includes visitors spending within the arts, entertainment and recreation sub-sector.                                                            |
| <b>Shopping</b>          | Includes visitor spending in all retail sub-sectors within the local economy.                                                                   |
| <b>Local transport</b>   | Includes visitor spending on local transport services such as taxis, limos, trains, rental cars, and buses.                                     |
| <b>Service stations</b>  | Visitor spending on gasoline.                                                                                                                   |
| <b>Second homes</b>      | Where applicable, spending associated with the upkeep of seasonal second homes for recreational use as defined by the Census Bureau.            |

# GLOSSARY - IMPACTS

| Term                     | Description                                                                                                                                                                                                                                                                         |
|--------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Direct Impact</b>     | Impacts (business sales, jobs, income, and taxes) created directly from spending by visitors to a destination within a discreet group of tourism-related sectors (e.g. recreation, transportation, lodging).                                                                        |
| <b>Indirect Impact</b>   | Impacts created from purchase of goods and services used as inputs (e.g. food wholesalers, utilities, business services) into production by the directly affected tourism-related sectors (i.e. economic effects stemming from business-to-business purchases in the supply chain). |
| <b>Induced Impact</b>    | Impacts created from spending in the local economy by employees whose wages are generated either directly or indirectly by visitor spending.                                                                                                                                        |
| <b>Employment</b>        | Jobs directly and indirectly supported by visitor activity (includes part-time and seasonal work). One job is defined as one person working at least one hour per week for fifty weeks during the calendar year.                                                                    |
| <b>Personal Income</b>   | Income (wages, salaries, proprietor income and benefits) supported by visitor spending.                                                                                                                                                                                             |
| <b>Value Added (GDP)</b> | The economic enhancement a company gives its products or services before offering them to customers.                                                                                                                                                                                |
| <b>Local Taxes</b>       | City and County taxes generated by visitor spending. This includes any local sales, income, bed, usage fees, licenses and other revenues streams of local governmental authorities – from transportation to sanitation to general government.                                       |
| <b>State Taxes</b>       | State tax revenues generated by visitor spending. This will include sales, income, corporate, usage fees and other assessments of state governments.                                                                                                                                |

# ABOUT TOURISM ECONOMICS

Tourism Economics is an Oxford Economics company with a singular objective: combine an understanding of the travel sector with proven economic tools to answer the most important questions facing our clients. More than 500 companies, associations, and destination work with Tourism Economics every year as a research partner. We bring decades of experience to every engagement to help our clients make better marketing, investment, and policy decisions. Our team of highly-specialized economists deliver:

- Global travel data-sets with the broadest set of country, city, and state coverage available
- Travel forecasts that are directly linked to the economic and demographic outlook for origins and destinations
- Economic impact analysis that highlights the value of visitors, events, developments, and industry segments
- Policy analysis that informs critical funding, taxation, and travel facilitation decisions
- Market assessments that define market allocation and investment decisions

Tourism Economics operates out of regional headquarters in Philadelphia and Oxford, with offices in Belfast, Buenos Aires, Dubai, Frankfurt, and Ontario.

Oxford Economics is one of the world's foremost independent global advisory firms, providing reports, forecasts and analytical tools on 200 countries, 100 industrial sectors and over 3,000 cities. Our best-of-class global economic and industry models and analytical tools give us an unparalleled ability to forecast external market trends and assess their economic, social and business impact. Headquartered in Oxford, England, with regional centers in London, New York, and Singapore, Oxford Economics has offices across the globe in Belfast, Chicago, Dubai, Miami, Milan, Paris, Philadelphia, San Francisco, and Washington DC, we employ over 250 full-time staff, including 150 professional economists, industry experts and business editors—one of the largest teams of macroeconomists and thought leadership specialists.

For more information:

[info@tourismeconomics.com](mailto:info@tourismeconomics.com)



**Maryland, 2020**

| Amounts in millions of<br>current dollars | Lodging*         | Food and<br>beverage | Retail           | Recreation       | Transport**      |
|-------------------------------------------|------------------|----------------------|------------------|------------------|------------------|
| <b>State</b>                              | <b>\$1,519.9</b> | <b>\$2,987.4</b>     | <b>\$1,711.3</b> | <b>\$1,393.1</b> | <b>\$3,297.8</b> |
| <b>County</b>                             |                  |                      |                  |                  |                  |
| Allegany County                           | \$18.4           | \$36.5               | \$20.3           | \$16.0           | \$31.7           |
| Anne Arundel County                       | \$177.5          | \$367.2              | \$231.1          | \$209.5          | \$1,140.6        |
| Baltimore County                          | \$110.1          | \$280.9              | \$168.6          | \$135.5          | \$247.0          |
| Calvert County                            | \$12.4           | \$29.9               | \$13.6           | \$15.5           | \$16.2           |
| Caroline County                           | \$0.8            | \$3.3                | \$1.8            | \$0.7            | \$3.8            |
| Carroll County                            | \$5.9            | \$28.8               | \$10.3           | \$11.9           | \$25.3           |
| Cecil County                              | \$19.5           | \$40.9               | \$22.8           | \$25.0           | \$27.5           |
| Charles County                            | \$22.6           | \$53.3               | \$27.3           | \$15.0           | \$36.2           |
| Dorchester County                         | \$19.3           | \$30.6               | \$17.5           | \$12.2           | \$24.7           |
| Frederick County                          | \$42.3           | \$101.3              | \$51.8           | \$42.1           | \$81.5           |
| Garrett County                            | \$84.4           | \$78.7               | \$47.4           | \$71.8           | \$71.8           |
| Harford County                            | \$46.3           | \$101.5              | \$51.2           | \$46.8           | \$62.6           |
| Howard County                             | \$59.6           | \$134.5              | \$79.8           | \$60.2           | \$92.1           |
| Kent County                               | \$4.2            | \$8.4                | \$4.2            | \$6.1            | \$5.4            |
| Montgomery County                         | \$114.8          | \$328.7              | \$188.0          | \$125.3          | \$318.3          |
| Prince George's County                    | \$220.7          | \$434.8              | \$255.9          | \$162.1          | \$452.0          |
| Queen Anne's County                       | \$9.2            | \$25.5               | \$16.8           | \$11.4           | \$21.8           |
| St. Mary's County                         | \$19.4           | \$42.8               | \$22.9           | \$15.6           | \$23.0           |
| Somerset County                           | \$1.4            | \$2.9                | \$1.8            | \$1.3            | \$4.6            |
| Talbot County                             | \$27.8           | \$48.8               | \$27.1           | \$22.0           | \$40.0           |
| Washington County                         | \$31.7           | \$66.5               | \$47.1           | \$26.5           | \$39.9           |
| Wicomico County                           | \$25.1           | \$51.5               | \$31.8           | \$16.4           | \$33.2           |
| Worcester County                          | \$321.4          | \$429.0              | \$233.5          | \$227.4          | \$215.5          |
| Baltimore City                            | \$124.9          | \$261.0              | \$138.8          | \$117.0          | \$283.0          |
| Ocean City                                | \$294.5          | \$355.6              | \$199.1          | \$192.1          | \$178.1          |

\*\* Transport includes local and air transportation

2nd homes                      Total

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**\$709.7                      \$11,619.2**

          \$6.3                      \$129.1  
\$55.4                      \$2,181.2  
\$17.0                      \$959.1  
\$20.6                      \$108.2  
      \$1.5                      \$12.0  
      \$4.0                      \$86.2  
\$29.5                      \$165.2  
      \$6.7                      \$161.1  
\$11.6                      \$115.9  
      \$6.0                      \$325.1  
\$32.7                      \$386.7  
      \$5.2                      \$313.5  
      \$6.8                      \$433.0  
\$18.6                      \$46.9  
\$28.3                      \$1,103.5  
\$12.4                      \$1,537.9  
\$18.8                      \$103.6  
\$22.3                      \$145.9  
      \$9.6                      \$21.6  
\$26.0                      \$191.7  
      \$8.4                      \$220.2  
      \$6.7                      \$164.7  
\$343.4                      \$1,770.2  
      \$12.1                      \$936.8  
\$319.0                      \$1,538.5

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**Jamie Williams, Director, Economic and Tourism Development**  
**11/2/2021**  
**County Commissioners Meeting**

**Item Summary:**

Historical Society of Kent County Letter of Support

**ATTACHMENTS:**

**Description**

11.02.21 Letter of Support, Gail Owings, Executive Director, Stories of the Chesapeake Heritage Area,  
Historical Society of Kent County Grant Request, Window Exhibits at Bordley History Center

# The County Commissioners of Kent County

P. THOMAS MASON  
PRESIDENT  
CHESTERTOWN, MD

RONALD H. FITHIAN  
MEMBER  
ROCK HALL, MD

ROBERT N. JACOB, JR.  
MEMBER  
WORTON, MD

R. Clayton Mitchell, Jr.  
Kent County Government Center  
400 High Street  
Chestertown, Maryland 21620  
TELEPHONE 410-778-4600  
E-MAIL [kentcounty@kentgov.org](mailto:kentcounty@kentgov.org)  
[www.kentcounty.com](http://www.kentcounty.com)

SHELLEY L. HELLER  
COUNTY ADMINISTRATOR

THOMAS N. YEAGER  
COUNTY ATTORNEY

November 2, 2021

Gail Owings, Executive Director  
Stories of the Chesapeake Heritage Area  
P.O. Box 727  
Chestertown, Maryland 21620

RE: Letter of Support, Historical Society of Kent County Grant Request

Dear Ms. Owings,

The Kent County Commissioners fully support the Historical Society of Kent County's request for a grant from the Maryland Heritage Area Authority, Stories of the Chesapeake for a series of museum and window exhibits at the Bordley History Center.

The Bordley History Center sits on the most prominent corner in downtown Historic Chestertown. It has two large exhibit windows facing High Street, as well as a street-level museum. Anyone visiting downtown Chestertown inevitably sees the Society and the exhibits and information it offers about our county and its history.

Because of its prominent location, the Bordley History Center serves as a de-facto visitors center for many. Its exhibits and brochures, offered in exterior brochure racks and inside the museum, invite residents and visitors alike to explore Kent County. The window exhibits are always lighted, so they offer 24/7 access to those who want to know more about Kent County.

The Kent County Commissioners are pleased to support the Society's application for this grant.

Very truly yours,  
THE COUNTY COMMISSIONERS  
OF KENT COUNTY, MARYLAND

*P. Thomas Mason*

P. Thomas Mason, President

*Ronald H. Fithian*

Ronald H. Fithian, Member

*Robert N. Jacob, Jr.*

Robert N. Jacob, Jr., Member

KCC/ltc

cc: Jamie Williams, Director, Economic and Tourism Development  
Barbara Jorgenson, President, Historical Society of Kent County





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**Public Works**  
**11/2/2021**  
**County Commissioners Meeting**

**Item Summary:**

Grounds Maintenance Worker I Vacancy

**ATTACHMENTS:**

Description



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**Jim Wright, County Engineer**  
**11/2/2021**  
**County Commissioners Meeting**

**Item Summary:**

**ATTACHMENTS:**

**Description**

11.02.21 Contract, By and Between the County Commissioners of Kent County and Cromwell Contracting, LLC, Reconstruction of Betterton Beach Stairway, RFP #GM 22-01

# CONTRACT

THIS CONTRACT, made this 2nd day of November 2021, by and between the County Commissioners of Kent County, a body corporate and politic of the State of Maryland, hereinafter referred to as the OWNER, and Cromwell Contracting, LLC, hereinafter referred to as the CONTRACTOR;

WITNESSETH, That for and in consideration of the mutual covenants and promises between the parties hereto, it is fully agreed that:

1. The CONTRACTOR will furnish all of the labor, materials, equipment, and transportation necessary for the re-construction of the Betterton Beach stairway, in accordance with the specifications and contract documents entitled "The County Commissioners of Kent County, Maryland, Request For Proposal # GM 22-01, For The Re-Construction of the Betterton Beach Stairway, At Betterton Beach, 10 Main Street, Betterton, MD 21610".
2. LIABILITY INSURANCE. CONTRACTOR shall furnish to Owner, before beginning any work hereunder, a Certificate of Insurance certifying that the Contractor carries comprehensive, general liability insurance coverage through a policy which protects the County, and names the County as an Additional Insured in aggregate liability coverage of not less than Two Million (\$2,000,000.00) Dollars.
3. WORKER'S COMPENSATION INSURANCE. CONTRACTOR shall furnish to the County Commissioners, before beginning construction, a Certificate of Workmen's Compensation Insurance covering all employees of said Contract in amounts statutorily required.
4. COMPLETION OF WORK. The CONTRACTOR shall commence the work covered by this contract within fifteen (15) calendar days after the date of receipt of the Notice to Proceed and shall complete the same within Seventy (70) calendar days unless the period for completion is extended as provided for in the general conditions.
5. CONTRACT SUM. The OWNER shall pay the CONTRACTOR for the performance of said work, subject to additions or deletions provided herein One Hundred Thirty Thousand Four Hundred Thirty Dollars (\$130,430.00) in conformity with the bid schedule.
6. The contract documents include the following attachment:
  - a. Signed Bid Proposal Dated October 20, 2021.
7. The OWNER will pay to the CONTRACTOR in the manner and at such times as set forth in the general conditions and in such amounts as required by the Contract Documents.
8. This Contract shall be governed by the Laws of the State of Maryland, without regard

to its conflicts of law principles. Jurisdiction and venue shall lie in State or federal located within the State of Maryland.

9. This Contract shall be binding upon all parties hereto and their respective heirs, executors, administrators, successors, and assigns.

IN WITNESS WHEREOF, the parties hereto have executed, or caused to be executed by their duly authorized officials, this Contract in duplicate, on the date first above written.

WITNESS/ATTEST

THE COUNTY COMMISSIONERS  
OF KENT COUNTY, MARYLAND

Sally Watson

By: P. Thomas Mason  
P. Thomas Mason, President

Robert N. Jacob, Jr.  
Robert N. Jacob, Jr., Member

Ronnie Fithian  
Ronald H. Fithian, Member

Mary P. Jones

CROMWELL CONTRACTING, LLC

By: Drew Manning  
Drew Manning

General Manager  
Title

84-3659613

Employer Identification Number



**THE COUNTY COMMISSIONERS OF KENT COUNTY, MARYLAND**

**REQUEST FOR PROPOSAL**

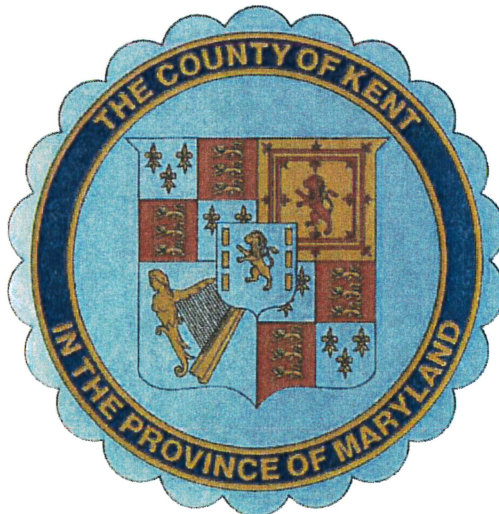
**# GM 22-01**

**FOR**

**RE-CONSTRUCTION OF THE BETTERTON BEACH STAIRWAY**

**AT**

**BETTERTON BEACH  
10 MAIN STREET  
BETTERTON, MD 21610**



Director of Purchasing  
400 High Street  
Chestertown, Maryland 21620-1312

## **SCHEDULE**

### **BID NUMBER # GM 22-01**

| <u>Date</u>        | <u>Step</u>                                                                                                      |
|--------------------|------------------------------------------------------------------------------------------------------------------|
| September 9, 2021  | Begin Newspaper Advertising; Mail/Email Notices to Bidders on Bid List; Post on eMaryland Marketplace Advantage. |
| September 29, 2021 | 10:00 a.m. Pre-bid meeting at Department of Public Works, 709 Morgnec Road, Chestertown, MD 21620.               |
| October 20, 2021   | 10:00 a.m. Bid Opening at 709 Morgnec Road.                                                                      |
| November 2, 2021   | Tentative Award by County Commissioners.                                                                         |

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This section is for the using or requesting department or agency to specify in detail, including references to attachments, etc., the specifications, drawings, details, etc., to be included in the RFP/IFB. It has been prepared primarily by the using agency.

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## **SECTION A. GENERAL MATTERS**

### **1. Summary**

The County Commissioners of Kent County, Maryland, a body corporate and politic and a political subdivision of the State of Maryland (the "County") is requesting proposals from qualified bidders to re-construct the Betterton Beach Stairway at Betterton Beach, 10 Main Street, Betterton, MD 21610, in accordance with Chapter 49 of the Code of Public Local Laws of Kent County (CPLL).

### **2. Issuing Office**

Director of Purchasing  
400 High Street  
Chestertown, MD 21620-1312

Telephone #: (410) 778-4600  
kentcounty@kentgov.org

The individual listed above shall serve as the "Director of Purchasing" and as the sole point of contact for purposes of this procurement.

### **3. Silence of Specification**

The apparent silence of the specifications as to any detail, or the apparent omission from it of detailed description concerning any point, shall be regarded as meaning that only the best commercial practice is to prevail and only material and workmanship of the first quality are to be used. Proof of specifications compliance will be the responsibility of the vendor.

### **4. Preparation of Proposal**

- a. The bidder's proposal shall be written in ink or typewritten on the form provided.
- b. If items are listed with a zero quantity, bidder shall state unit price **ONLY** (intended for open end purchases where estimated requirements are not known). The proposal shall show a total bid price for each item bid and the total bid price of the proposal, excluding zero quantity items.

### **5. Prices Quoted**

The prices quoted are those for which the material will be furnished F.O.B. Destination and include all charges that may be imposed during the period of the contract.

### **6. Samples or Brochures**

Samples or brochures are not required for this project at the time of bid.

## **7. Questions and Inquiries**

All questions and inquiries regarding the terms of this RFP should be directed to the Director of Purchasing identified above prior to the pre-proposal conference.

Questions subsequent to the pre-proposal conference must be submitted in writing to the person below.

Please refer any questions to: James M. Wright, Jr., P.E., County Engineer  
Kent County Department of Public Works  
Phone: 410-778-7407  
Fax: 410-778-7424  
Email: [jwright@kentgov.org](mailto:jwright@kentgov.org)

Questions must be received by noon, October 5, 2021. If deemed relevant to other bidders, a summary of questions and answers, including those addressed at the pre-proposal conference, will be distributed to all attendees of the pre-proposal conference and any others known to have received the bid documents.

Written responses shall be considered the official answers and shall supersede any verbal discussions. Verbal answers at or subsequent to the pre-proposal conference are not binding and reliance should not be placed on the same.

## **8. Submission Deadline and Instructions**

**All proposals must arrive at the Department of Public Works ("Bid Receipt Office") by October 20, 2021, at 10:00 A.M. in order to be considered.** Requests for extension of this date or time will not be granted. Offerors mailing proposals should allow sufficient mail and internal delivery time to ensure timely receipt at the Bid Receipt Office. Proposals or unsolicited amendments to proposals arriving after the closing date and time will **NOT** be considered.

**Bidders are cautioned that bids mailed, shipped express, by courier, or hand delivered to arrive the day of the bid opening must be in the hands of the Bid Receipt Office no later than 10:00 a.m. on the date specified. Bids received later than that time will be returned unopened. Please check your method of delivery to see if it conforms to this requirement. Proposals must be mailed, shipped, or hand delivered to the address below:**

Director of Purchasing  
Bid Receipt Office  
Kent County Department of Public Works  
709 Morgnec Road  
Chestertown, Maryland 21620

**BIDDERS ARE ADVISED THAT MAIL IS DELIVERED ONCE A DAY, AND USUALLY ARRIVES AFTER THE TIME SPECIFIED FOR BID DELIVERY ON THE APPLICABLE DATE.**

**BIDS WILL NOT BE ACCEPTED AT ANY OTHER LOCATION.**

**THE COUNTY WILL NOT BE RESPONSIBLE FOR ANY BIDS DELIVERED TO ANY OTHER LOCATION THAN THE OFFICE OF DIRECTOR OF PURCHASING WHETHER SUCH OTHER LOCATION IS A COUNTY OFFICE OR OTHERWISE.**

All proposals must be in a sealed envelope with the following information clearly printed on the outside:

**THIS IS A SEALED BID PROPOSAL FOR**

**KENT COUNTY – GM 22-01**

Please note that if a bid is mailed, sent by messenger service, or delivered by commercial carrier (e.g. FEDEX, UPS, etc.), **THE OUTSIDE ENVELOPE, AS WELL AS THE INSIDE ENVELOPE, IF ANY, MUST CONTAIN THE LEGEND SHOWN ABOVE.** County staff receives many items by such services and if the legend does not appear a response may be misrouted or delayed in opening. The bidder takes full responsibility for the legend and **THE COUNTY WILL NOT DEEM A BID AS TIMELY RECEIVED, EVEN IF RECEIVED ON TIME, IF OPENED LATER THAN THE DEADLINE DUE TO LACK OF THE APPROPRIATE LEGEND ON THE MAILER/OUTSIDE ENVELOPE.**

**9. Duration of Offer**

Unless otherwise specified by the County, proposals submitted in response to this solicitation are irrevocable for 90 days following the closing date. This period may be extended only with the offeror's written agreement.

**10. Withdrawal of Proposals**

A bidder may withdraw its proposal unopened after it has been deposited, if such a request is made prior to the time set for the opening of the proposal.

**11. Public Inspection of Proposals**

If the bidder designates a portion of its bid as confidential, it shall isolate and identify in writing the confidential portions. The bidder shall include with this designation a statement that explains and supports for firm's claim that the bid items identified as confidential contain trade secrets or other proprietary data.

## **12. Changes in Contract Documents**

Changes to contract documents shall be made only in writing, and copies will be emailed, faxed, or mailed to all known prospective bidders. The County assumes no responsibility for verbal instructions or interpretations. The contract documents contain the provisions required for the contract. Information obtained from an officer, agent, or employee of the County or any other person shall not affect the risks or obligations assumed by the bidder or relieve him of fulfilling any of the conditions of the contract.

## **13. Revisions to the RFP**

If it becomes necessary to revise this RFP, amendments will be provided to all prospective offerors that were sent this RFP or otherwise are known by the Director of Purchasing to have obtained this RFP. Acknowledgment of the receipt of all amendments will be required.

## **14. Cancellation of the RFP; Rejection of All Proposals**

The County may cancel this RFP, in whole or in part, or may reject any/all proposals submitted in response whenever this action is determined to be in the best interest of the County. Kent County shall have no liability or obligation to any of the proposers preparing or submitting proposals under this RFP.

## **15. Proposal Acceptance; Discussions**

The County reserves the right to accept or reject any and all proposals, in whole or in part, received in response to this RFP, to waive or permit cure of minor irregularities; and to conduct discussions with all qualified offerors in any manner necessary to serve the best interests of the County. The County also reserves the right, at its sole discretion; to award a contract based upon the written proposals received without prior discussions or negotiations.

## **16. Disqualification of Bidders**

Any one or more of the following causes may be considered as sufficient for the disqualification of a bidder and the rejection of its proposal or proposals:

- A. More than one proposal for the same contract from an individual, firm, or corporation under the same or different names.
- B. Evidenced of collusion among bidders.
- C. Unsatisfactory performance record as evidenced by past experience.
- D. If the unit prices are obviously unbalanced either in excess or below reasonable cost analysis values.
- E. If there are any unauthorized additions, interlineation, conditional or alternate bids or irregularities of any kind which may tend to make the proposal incomplete, indefinite, or ambiguous as to its meaning.
- F. Non-attendance of mandatory pre-bid meetings may be cause of disqualification.



**17. Bid Opening**

All bids will be opened and publicly read by designated County staff at 10:00 a.m., October 20, 2021, Kent County Department of Public Works, 709 Morgnec Road, Chestertown, Maryland. Bidders and other interested parties are invited to attend these public forums.

**18. Omission of Specifications**

The omission of a bidder of any of any specifications, or details of any specifications which would normally apply to the products of service herein stated, shall not relieve the bidder from fulfilling those required specifications needed to provide an end product best suited to the intended purpose. The best commercial practices are to prevail, and only materials of first quality, correct type, size, and design are to be used.

Workmanship shall be of first quality. All parts and materials, whether specified herein or not, shall be rated to meet or exceed the maximum rating required by the product or service and its maximum intended purpose.

**19. Incurred Expenses**

The County will not be responsible for any costs incurred by an offeror in preparing and submitting a proposal in response to this RFP.

**20. Compliance with Law**

By submitting an offer in response to this RFP, the offeror, if awarded the contract, agrees that it will comply with all federal, state, and local laws applicable to its activities and obligations under the contract.

**21. Acceptance of Terms and Conditions**

By submitting a response to this RFP, an offeror shall be deemed to have accepted all the terms, conditions, and requirements set forth in this RFP unless otherwise clearly noted and explained in its proposal. All proposals submitted in response to this request for Proposal become the property of the County. *All County agreements are subject to the County's General Terms and Conditions unless otherwise specifically changed or waived hereunder or in the Contract.*

**22. Term**

Any contract(s) resulting from this procurement will be for the stated period; provided, however, that all contracts are subject to non-appropriations and termination for convenience clauses.

### **23. Failure To Deliver or Perform**

In the event the offeror fails to deliver the goods or services covered by the contract and in accordance with the delivery dates stipulated in the contract, the County reserves the right to purchase on the open market those goods and services which the offeror has failed to deliver and shall deduct any additional costs incurred by the County as a result of such failure to deliver, from any money due the offeror under the contract or other contracts with the County.

### **24. Termination of Contract**

The County reserves the right to cancel the contract entered into as a result of this bid if, in its opinion, there shall be a failure on the part of the offeror at any time to perform faithfully any of the contract requirements. Should the offeror fail to comply with contract requirements, except for circumstances beyond its control, such as, but not limited to an Act of God, war, flood, and governmental restrictions, the County reserves the right to purchase the required goods or services in the open market and charge the offeror with any excess costs, or to complete the required work or obtain the required goods at the expense of the offeror and to withhold any monies that may be due or become due and apply same to any expenses or excess costs incurred to the County.

**The County may terminate this agreement at any time, for any reason, and shall be liable only for time and costs incurred as of the date of termination.**

### **25. Changes to the Contract**

The County may at any time make changes within the general scope of the contract in the design or specifications of the services to be delivered. The contract shall be modified in writing to reflect any equitable adjustment caused by any increase or decrease in the offeror's cost or time required for performance or change in scope of service. The County reserves the right to increase or decrease quantities and/or projects at their discretion.

### **26. Agreement/Contract**

Any agreement or contract resulting from the acceptance of a Proposal shall be on forms either supplied by or approved by the County and shall contain, as a minimum, applicable provisions of the Request For Proposal. The County reserves the right to reject any agreement that does not conform to the Request For Proposal and any County requirements for agreements and contracts.

### **27. Contract and Related Data**

No reports, information or data given to or prepared by the County under the contract shall be made available to any person by the firm without the prior written approval of the County.

## **28. Contract Award**

It is the intent of the County to award a contract to the lowest qualified responsible and responsive bidder within 30 calendar days following bid opening; however, the County requires bidders, by signing the "Standard Bid Acceptance" form to guarantee their bid for a period of 90 days following the bid opening date. The County reserves the right to reject any and/or all bids.

The County also reserves the right to negotiate further the terms of the contract, including the award amount, with the selected bidder prior to entering into a contract. If contract negotiations cannot be concluded successfully with the selected bidder, the County may negotiate a contract with the next selected bidder, and so on. The County reserves the right to negotiate with the bidder whose proposal is the closest to being acceptable or to seek additional proposals after the proposal date. The County reserves the right to waive any irregularities and technicalities and may, at its discretion, request a follow-up or amended proposal.

## **29. Contract Extension**

There is no anticipated contract extension required for this project.

## **30. Contract Documents**

The Contract Documents shall include this RFP, Schedule, Information to Bidders, Bid Forms, Specifications, Drawings, Addenda, the County General Terms and Conditions, the resulting contract, and any other documents which are clearly intended to be a part of the terms, conditions, requirements, and specifications for the subject products or services. Drawings and specifications for this project shall include those entitled "Stair Structural Plans for County Commissioners of Kent County, in the Town of Betterton, Third Election District, Kent County, Maryland", dated 04/20/20, prepared by Silcox Engineering & Drafting, Inc., sheets T-1, S-1, S-2, S-3, S-4, & S-5, which are hereby made a part of the contract documents.

## **31. Kent County Purchasing Code**

All County purchases are subject to and to be accomplished in accordance with Chapter 49 of the CPLL. Bidders should familiarize themselves with Chapter 49. A copy of Chapter 49 may be obtained from the Clerk to the County Commissioners, 410-778-4600 and available online through the County's web site at <http://www.kentcounty.com/>

## **32. Termination for Convenience**

Contracts shall remain in effect for the time period and quantity specified unless the contract is terminated by the County. The County may terminate the contract at any time by giving written notice of such termination and specifying the effective date thereof, at least thirty (30) days before the effective date of termination.

### **33. Termination for Cause**

If, for any reasons, or through any cause, the Contractor fails to fulfill in a timely and proper manner its obligations under this Contract, or if the Contractor violates any of the covenants, agreements, or stipulations of this Contract, the County shall thereupon have the right to terminate this contract by giving written notice to the Contractor of such termination and specifying the effective date thereof, at least five (5) days before the effective date of such termination. In the event, all finished or unfinished documents, data, studies, surveys, drawings, maps, models, photographs, and reports or other material prepared by the Contractor under this Contract shall, at the option of the County, become its property, and the Contractor shall be entitled to receive just and equitable compensation for any satisfactory work completed on such documents and other materials which is usable to the County.

### **34. Non-discrimination**

The County is an equal opportunity employer. The County complies with Title VI of the Civil Rights Act of 1964, which provides that no person shall be denied on the grounds of race, color, or national origin, be excluded from, be denied the benefits of, or discriminated against under any program or activity receiving Federal financial assistance. **Each bidder shall verify through execution of the bid form that it does not discriminate on the basis of race, color, creed, religion, gender, age, lawful sexual orientation, marital status, national origin, or on any other basis generally prohibited by any federal, State, or local law, rule, or regulation.**

### **35. Kent County Ethics Ordinance**

By submitting a bid in response hereto, the bidder acknowledges that it is familiar with the County's Code of Ethics, CPLL, Chapter 29, and certifies that it has no knowledge of any violation of that Chapter, that it has no knowledge of any conflict of interest which may exist or arise under Chapter 29 if the bidder is awarded a contract, and that it has not given any gift (as that term is defined in Chapter 29) to anyone who has or may participate in the awarding of this contract or the management or supervision thereof. Contact the County's Attorney Office at 410-810-0428 if any additional information is required. A copy of Chapter 29 may be obtained from the Clerk to the County Commissioners, 410-778-4600 and available online through the County's web site at <http://www.kentcounty.com/>

## **SECTION B. BID PROPOSALS AND RELATED MATTERS**

### **1. Pre-Proposal Conference**

A pre-proposal conference will be held on September 29, 2021 beginning at 10:00 a.m. at the Kent County Department of Public Works, 709 Morgnec Road, Chestertown, Md 21620. All interested offerors are encouraged to attend. Nothing stated at the pre-bid conference may

change the invitation for bids unless the Director of Purchasing makes a change by written amendment.

**2. Presentation**

Offerors may be required to make individual written or oral presentations to the County representatives in order to clarify their proposals.

**3. Proposal Form**

Proposals should be prepared simply and economically, providing a straightforward, concise description of the offeror's proposal for meeting the requirements of this procurement.

**4. Bid Forms**

All Bids must be made on the required bid forms. All blank spaces for bid prices must be completed in ink or typewritten, and the bid form must be fully completed and executed when submitted. Unless otherwise specifically required, only one copy of the bid form is required. A conditional or qualified bid will not be accepted. The base price on the bid form shall be the total cost of the item being bid in accordance with the specifications in the RFP. Alternates shall only be used to reflect increases or decreases in the base bid price. Only those alternates, which are specifically requested by the County will be considered.

**5. Bid Notice Disclaimer**

The mailing of bid solicitations (notices) to incumbent and/or potential vendors of goods and services is a courtesy extended by the County, as well as a method for generating interest among vendors. For purposes of bidding opportunities, generally, interested vendors should rely on the public notices published in the newspapers of general circulation in Kent County, the Kent County website, and eMaryland Marketplace Advantage.

**6. Bid Surety**

All bids shall be accompanied by a Bid Surety in the form of a certified check, or bid bond, made payable to the County Commissioners of Kent County, Maryland for the penal sum of 5% of the bid price. Bid Surety will be returned to all bidders upon completion of the contract award process, with the exception of the successful bidder. Non-Performance or failure to sign the contract within ten (10) working days after the award, or later within the bid guarantee period at the discretion of the County, or withdrawal of a bid subsequent to opening but prior to award, shall result in forfeiture of the Bid Surety. Any Bid Surety and related forms and instruments required must be executed and attached to the bid submittal.

**7. Waiver of Technicalities**

The County reserves the right to waive formalities or technicalities in bids as the interest of the County may require in accordance with the terms of the County's Purchasing Ordinance, Chapter 49, Code of Public Local Laws of Kent County, Maryland ("CPLL").

**8. Basis of Award**

All responsive proposals from responsible bidders will be eligible for contract award, based on the following:

- A. Lowest price from a responsive and responsible bidder as indicated by the total price on the bid form.
- B. Compliance with specifications.
- C. Compliance with terms of bid package.
- D. Ability to perform or deliver on time.

The County may undertake such investigations or inquiries as it deems necessary to determine the ability of the bidder to perform the work, and the bidder shall furnish County with all requested information and data for this purpose.

**9. Modification or Withdrawal of Bids**

- A. Pre-Opening Modification or Withdrawal of Bids

Bids may be modified or withdrawn by written notice received by the Clerk to the County Commissioners before the time and date set for bid opening.

- B. Disposition of Bid Bond

If a bid is withdrawn in accordance with this regulation, the Bid Bond, if any, shall be returned to the Bidder.

- C. Late Bids, Late Withdrawals, and Late Modifications

Any bid and any request for Withdrawal or Modification received after the time and date set for receipt and opening of bids is late and will be disregarded.

**10. Performance and Payment Bonds**

In accordance with this Request for Proposal, the selected bidder will be required to furnish a Performance Bond and a Payment Bond each in an amount of one hundred percent (100%) of the contract price. The successful bidder shall be required to furnish the bond(s)



at the time of the execution of the contract. Where attorneys-in-fact sign bid, payment, and/or performance bonds bidders must provide with each bond a certified and effective dated copy of their Power of Attorney. The bidder to whom the contract is awarded will be required to execute the contract and obtain the requisite bonds within ten (10) calendar days from the date when Notice to Award is delivered by the County to the bidder.

#### **11. Substitutions**

The Contract, if awarded, will be on the basis of materials and equipment described in the drawings or specified in the specifications without consideration of possible substitute or "approved equal" items. The material, products, and equipment described in the bidding documents establish a standard of required function, dimension and appearance. Whenever it is indicated in the drawings or specified in the specifications that a substitute or "approved equal" item of material or equipment may be furnished or used by the contractor if acceptable to the county, application for such acceptance will not be considered by the county until after execution of the contract.

#### **12. Alternates**

An alternate is a dollar amount to be added to or subtracted from the base bid price. The County may request alternate prices to compare various options that may be in their best interest. The County shall have the right to accept alternates in any order or combination, and to determine the low bidder on the basis of the base bid and alternates accepted.

#### **13. Addenda**

Addenda, if any, will be emailed, mailed or delivered to all that are known to have received a complete set of bidding documents and will be posted on the Kent County website, and eMaryland Marketplace Advantage. Copies of Addenda will be made available for inspection wherever bidding documents are on file for that purpose. No addenda will be issued later than three (3) days prior to the date for receipt of bid, except an Addendum withdrawing the request for bids or one which includes postponement of the date for receipt of bids.

#### **14. Trade and Brand Names**

Unless specifically provided otherwise in an RFP, the use of or references to any trade or brand names in this bid package shall be solely for the purpose of establishing a standard, and shall in no way infer that other trade and brand names will not be acceptable.

#### **15. Product Literature**

Product literature shall only be required from the successful Bidder.

#### **16. Exceptions to Bid Specifications**

Any bidder taking an exception to the stated specifications or requirements must make such exceptions clear and in writing, and shall attach such exceptions to, or include them in, the sealed bid proposal. This section is not to be construed to mean that the county is obligated to accept any such exception. **THE COUNTY IS NOT OBLIGATED TO ACCEPT ANY BID NOT IN CONFORMANCE WITH BID SPECIFICATIONS AND MAY REJECT SUCH BIDS WITHOUT COMMENT OR REVIEW. BIDDERS TAKING SUCH EXCEPTIONS DO SO AT THEIR OWN RISK.**

#### **17. Time of Delivery**

The Contractor, after receipt of written notice of the award of the contract and receipt of the purchase order, shall diligently prosecute same so that it will be fully completed within the number of consecutive calendar days stated in the proposal. Calendar days for completing delivery of the bid items shall start from the date of notice to proceed.

#### **18. Default in Contracting**

Should the bidder to whom the contract is awarded fail, or be unable, to execute the contract for any reason, within seven (7) calendar days after notification of award, then an amount equal to the difference between the accepted bid price and that of the next highest bidder shall be forfeited to the owner as liquidated damages.

#### **19. Payment Terms**

Payment will be made only for properly approved invoices supported by adequate information and details enabling the County to make a determination that the appropriate level of performance has been reached, including invoices for materials actually delivered and services actually performed. Otherwise, payment will not be made. Invoices must include the period covered and a detailed listing of the items included in the invoice, which shall be subject to the review of the County. Invoices shall be submitted monthly (for ongoing projects or orders) or within 30 days of delivery or completion (for single service or delivery contracts) by paper or by electronic invoice (via fax or email). Approved payment shall be made to the contractor within forty five (45) calendar days of receipt of an acceptable invoice. Payment will be made upon successful submission and approval of services. Invoices shall be mailed directly to the designated Contract Administrator. The County will withhold a 10% payment retainage in accordance with AIA guidelines, and will require a release of liens prior to final payment.

#### **20. Kent County Substance Abuse Policy**

The County adopted the "Kent County Government Substance Abuse Policy," to which policy the successful bidder must strictly adhere. Prospective bidders are cautioned to make themselves familiar with the policy. **Bidders must state on the "Standard Bid Form" whether or not you have a drug abuse program in effect.**



**21. Insurance**

Prior to execution of this contract, the successful bidder shall submit a “**Certificate of Insurance**” indicating it carries the specified insurances in the amount specified in this RFP. Coverages shall be maintained throughout the term of the contract. Unless otherwise specified, coverage levels shall be required as follows:

- A. Professional malpractice, negligence, and errors and omissions coverage in minimum amounts of \$2,000,000.00 per event and \$1,000,000.00 per person.
- B. General Liability - Minimum - \$2,000,000.00
- C. Workers’ Compensation Insurance as required as law.
- D. Comprehensive Liability Insurance with minimum limits of \$1,000,000.00 per person, \$2,000,000.00 per occurrence. Policy shall include the broad form of Comprehensive General Liability Endorsement or its equivalent.
- E. All required coverages shall include and specifically name the County as an additional insured and loss payee with respect to all operations under the contract.
- F. The successful bidder will furnish the County any up-to-date certificates of insurance stating the requirements listed above at contract implementation.

**22. Immigration Law Compliance**

By submitting and signing a proposal, each bidder hereby certifies that it does not, and if awarded the contract, will not during the performance of the contract, employ illegal workers or otherwise violate any provisions of any applicable federal, State, or local law concerning the employment of illegal aliens, the certification of nationality of workers, or otherwise.

**23. Federal Taxpayer Identification Certificate (W-9)**

All first-time successful bidders doing business with the County must submit a completed standard “Federal Taxpayer Identification Certificate – W-9”.

## **SECTION C. SCOPE OF WORK, SPECIFICATIONS AND RELATED MATTERS**

### **RFP # GM 22-01 RE-CONSTRUCTION OF BETTERTON BEACH STAIRWAY SPECIFICATIONS**

#### **GENERAL**

It is the intent of these specifications to cover all aspects of the re-construction of the Betterton Beach Stairway, at Betterton Beach, 10 Main Street, Betterton, Maryland 21620. Any incidental work required to fulfill the requirements of the specified work shall be considered a part of said specified work and no additional payment shall be made.

All work shall be performed in accordance with the prevailing code for the trade or trades involved and shall be done in a first-class workmanship manner.

Inferior or shoddy workmanship or materials will not be tolerated nor accepted for payment. It shall be fully understood that the Department of Public Works shall make the final decision as to the acceptance of all work and material and that in the event of an adverse decision, no claim of any sort shall be made against the county or any of its employees, agents or assigns.

All work shall be performed in accordance with the following:

1. Kent County Building Code
2. "International Building Code" (IBC), latest edition, with all revisions.
3. National Fire Protection Association Standards, latest edition.
4. "Life Safety Code".
5. Americans with Disabilities Act.
6. All applicable Federal, State and local regulations.

#### **SUBSTITUTIONS**

Whenever a material, method of construction, article or piece of equipment is identified on the plans or specifications by reference to brand name or catalog numbers, it shall be understood that this is referenced for the purpose of defining the scope of work, performance or other salient requirements and that other materials, methods of construction, or products of equal capacities, quality and function shall be considered. The contractor may recommend the substitution of a material, method of construction, article or piece of equipment of equal substance and function for those specified herein, only if that substitution offers project savings and/or benefits the project schedule. The contractor is responsible for demonstrating the substitution is better or equal to that specified. The county shall have sole discretion for any substitution approvals. The contractor warrants that if substitutes are approved, no major changes in the function or general design of the project will result. Incidental changes or extra component parts required to accommodate the substitute will be made by the contractor without a change in the contract price or contract time.

## **GENERAL SCOPE OF WORK & BACKGROUND INFORMATION**

The existing stairway is approximately 35 years old and in need of re-construction. The proposed work will involve the demolition of the existing structure and re-construction the stairs in the same footprint. Plans and specifications for the stair re-construction have been prepared and are attached as part of the bid documents. The re-construction may require some minor site work, consisting of site grading, that is not shown on the plans but shall be considered a part of the required work. Any minor site work necessary shall be included in the bid price for the project.

It shall be the responsibility of all bidders to visit the site and verify existing conditions.

## **BUILDING SPECIFICATIONS**

The plans and specifications for this project include this document and the plans entitled "Stair Structural Plans for County Commissioners of Kent County, in the Town of Betterton, Third Election District, Kent County, Maryland", dated 04/20/20, prepared by Silcox Engineering & Drafting, Inc., sheets T-1, S-1, S-2, S-3, S-4 & S-5, which are hereby made a part of the contract documents.

The contractor shall be responsible for the proper removal and disposal of all demolition materials. The bid price shall include all disposal costs.

## **EXPERIENCE**

In addition to the bid price, bidders shall submit evidence of their experience and qualifications as it relates to this project, as well as that for any proposed subcontractors. References shall also be provided with current contact information. Past performance, staff qualifications and availability and other resources will be major criteria in the review of proposals.

## **COMPLETION TIME**

This project must be completed within the time provided in the bid documents. Completion time shall start on the date of issuance of the "Notice to Proceed".

## **WARRANTY**

The contractor shall provide a one (1) year labor and materials warranty exclusive of natural disaster or third-party damage.

## **AWARD**

The successful bidder shall be selected based upon a review of qualifications, experience, price. The decision of the County Commissioners of Kent County shall be final. The County

Commissioners of Kent County reserve the right to accept or reject any or all proposals should it be in the best interest of the county to do so.

#### **PREVAILING WAGE REQUIREMENTS**

There are no prevailing wage rate requirements on this project.

#### **PROGRESS MEETINGS**

Progress meetings shall be held monthly at a minimum to review progress and schedule. More regularly scheduled meetings may be required if deemed necessary by the contractor or county for specific issues.

#### **TEMPORARY FACILITIES**

No temporary facilities are required by the county. The contractor shall provide sanitary facilities for workers.

#### **STAGING AREA**

Portions of the parking areas at the beach and pavilion may be used as a staging area but the area with brick pavers is not to be used.

#### **SUBMITTALS**

Contractor shall provide submittals on all materials proposed for use.

## **SECTION D. BID FORMS**

### **BID NUMBER GM 22-01**

1. Standard Sealed Bid Price Sheet
2. Standard Sealed Bid Form
3. Bid Bond
4. Signature Form
5. Affidavit of Qualifications to Bid
6. Non-Collusion Certificate

## STANDARD SEALED BID PRICE SHEET

**BID NUMBER GM 22-01**

County Commissioners of Kent County, Maryland:

We hereby submit, for your review, our proposal requested by the RFP. This proposal includes and incorporates all information and specifications, which are contained in the Contract Documents, as described in the RFP, the same as if specifically written herein. A completed, signed, and accepted copy of this Standard Sealed Bid Form shall serve as a valid and binding contract.

**BID ITEM 1. RECONSTRUCTION OF EXISTING STAIRWAY.**

**BID PRICE \$** One Hundred Thirty Thousand Four Hundred Thirty Dollars and Zero Cents.

**TOTAL BID AMOUNT \$** 130,430.00.

To begin work as specified in the "Notice to Proceed" and to prosecute said work to complete the contract within 70 calendar days.

---

|                                                        |            |           |
|--------------------------------------------------------|------------|-----------|
| <b>Drug Abuse Policy In Effect (Circle One)</b>        | <b>YES</b> | <b>NO</b> |
| <b>Insurance certificate attached (Circle One)</b>     | <b>YES</b> | <b>NO</b> |
| <b>Bid Surety Attached? (Circle One)</b>               | <b>YES</b> | <b>NO</b> |
| <b>Signature form executed? (Circle One)</b>           | <b>YES</b> | <b>NO</b> |
| <b>Affidavit of qualification to bid? (Circle One)</b> | <b>YES</b> | <b>NO</b> |
| <b>Non-collusion certificate (Circle One)</b>          | <b>YES</b> | <b>NO</b> |

\*\*We acknowledge receipt and inclusion of information provided in Addm #01 dated 10/5/2021.

**STANDARD SEALED BID FORM**

**BID NUMBER GM 22-01**

**BIDDER:**

**AGENT (TYPED):** Drew Manning, General Manager

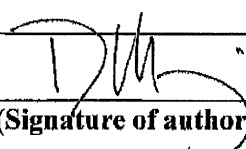
**FIRM Name:** Cromwell Contracting LLC

**ADDRESS:** 1000 Cromwell Bridge Road, Towson, MD 21286

**TELEPHONE:** 410-828-4985

**EMAIL:** dmanning@cromwellcontractingllc.com

**FAX #:** N/A

**Submitted by:**   
(Signature of authorized agent above)

Submitted, this 20th day of October 2021.

BID SURETY

KNOWN ALL MEN BY THESE PRESENTS, that we the undersigned,  
Cromwell Contracting, LLC,  
as principal, and Hartford Fire Insurance Company  
as surety, are hereby held and firmly bound unto the County Commissioners of Kent County  
AS OWNER in the penal sum of 5% of amount bid for the payment of  
which, well and truly to be made, we hereby jointly and severally bind ourselves, successors and  
assigns.

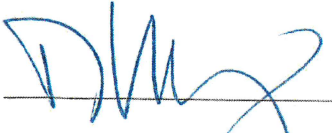
The condition of the above obligation is such that whereas the Principal has submitted to the  
County Commissioners of Kent County a certain BID, attached hereto  
and hereby made a part of hereof to enter into a contract in writing, for the RFP # GM 22-01  
Re-Construction of the Betterton Beach Stairway at Betterton Beach 10 Main Street Betterton, MD 21610  
Bid Date: 10/20/2021

NOW, THEREFORE,

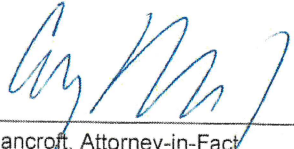
a) If said BID shall be rejected, or  
b) If said BID shall be accepted and the principal shall execute and deliver a contract in the  
form of Contract attachment hereto (properly completed in accordance with said BID) and shall  
furnish a BOND for his faithful performance of said contract, and for the payment of all persons  
performing labor, furnishings, materials, in connection therewith, and shall in all other respects  
perform the agreement created by the acceptance of said BID, this obligation shall be void, otherwise  
the same shall remain in force and effect; it being expressly understood and agreed that the liability  
of the Surety for any and all claims hereunder shall, in no event, exceed the penal amount of the  
obligation as herein stated.

The Surety, for value received, hereby stipulated and agrees that the obligations of said  
Surety and its BOND shall be in no way impaired or affected by any extension of the time within  
which the OWNER may accept such BID, and said Surety does hereby waive notice of any such  
extension. IN WITNESS WHEREOF, the Principal and Surety have hereunto set their hands and  
seals, and such of them as are corporations have caused their corporate seals to be hereto affixed and  
these presents to be signed by their proper officers, the day and year first set forth above.

Cromwell Contracting, LLC  
Principal

By: 

Hartford Fire Insurance Company  
Surety

By: 

Craig Bancroft, Attorney-in-Fact

IMPORTANT: Surety companies issuing BONDS must be authorized to transact  
business in the State of Maryland.





# POWER OF ATTORNEY

Direct Inquiries/Claims to:

THE HARTFORD

BOND, T-11

One Hartford Plaza

Hartford, Connecticut 06155

[Bond.Claims@thehartford.com](mailto:Bond.Claims@thehartford.com)

call: 888-266-3488 or fax: 860-757-5835

KNOW ALL PERSONS BY THESE PRESENTS THAT:

Agency Name: HMS INSURANCE ASSOCIATES INC

Agency Code: 30-720307

- |                                     |                                                                                                                  |
|-------------------------------------|------------------------------------------------------------------------------------------------------------------|
| <input checked="" type="checkbox"/> | Hartford Fire Insurance Company, a corporation duly organized under the laws of the State of Connecticut         |
| <input checked="" type="checkbox"/> | Hartford Casualty Insurance Company, a corporation duly organized under the laws of the State of Indiana         |
| <input checked="" type="checkbox"/> | Hartford Accident and Indemnity Company, a corporation duly organized under the laws of the State of Connecticut |
| <input type="checkbox"/>            | Hartford Underwriters Insurance Company, a corporation duly organized under the laws of the State of Connecticut |
| <input type="checkbox"/>            | Twin City Fire Insurance Company, a corporation duly organized under the laws of the State of Indiana            |
| <input type="checkbox"/>            | Hartford Insurance Company of Illinois, a corporation duly organized under the laws of the State of Illinois     |
| <input type="checkbox"/>            | Hartford Insurance Company of the Midwest, a corporation duly organized under the laws of the State of Indiana   |
| <input type="checkbox"/>            | Hartford Insurance Company of the Southeast, a corporation duly organized under the laws of the State of Florida |

having their home office in Hartford, Connecticut, (hereinafter collectively referred to as the "Companies") do hereby make, constitute and appoint, up to the amount of Unlimited :

Craig Bancroft, Gary L. Berger, George Campbell, William Francik, Mary Goska, Joshua B. Hauserman, Jonathan Kibler, Jamie Lawrence, Stephen M. Mutscheller, R Nelson Oster, Jennifer Schiazza, Robert F. White of HUNT VALLEY, Maryland

their true and lawful Attorney(s)-in-Fact, each in their separate capacity if more than one is named above, to sign its name as surety(ies) only as delineated above by ☒, and to execute, seal and acknowledge any and all bonds, undertakings, contracts and other written instruments in the nature thereof, on behalf of the Companies in their business of guaranteeing the fidelity of persons, guaranteeing the performance of contracts and executing or guaranteeing bonds and undertakings required or permitted in any actions or proceedings allowed by law.

In Witness Whereof, and as authorized by a Resolution of the Board of Directors of the Companies on May 23, 2016 the Companies have caused these presents to be signed by its Assistant Vice President and its corporate seals to be hereto affixed, duly attested by its Assistant Secretary. Further, pursuant to Resolution of the Board of Directors of the Companies, the Companies hereby unambiguously affirm that they are and will be bound by any mechanically applied signatures applied to this Power of Attorney.



*Shelby Wiggins*

Shelby Wiggins, Assistant Secretary

*Joelle L. LaPierre*

Joelle L. LaPierre, Assistant Vice President

STATE OF FLORIDA

COUNTY OF SEMINOLE

ss. Lake Mary

On this 13th day of February, 2020, before me personally came Joelle LaPierre, to me known, who being by me duly sworn, did depose and say: that (s)he resides in Seminole County, State of Florida; that (s)he is the Assistant Vice President of the Companies, the corporations described in and which executed the above instrument; that (s)he knows the seals of the said corporations; that the seals affixed to the said instrument are such corporate seals; that they were so affixed by authority of the Boards of Directors of said corporations and that (s)he signed his/her name thereto by like authority.



*Jessica Ciccone*

Jessica Noelle Ciccone  
My Commission #FF029702  
Expires June 20, 2021

I, the undersigned, Assistant Vice President of the Companies, DO HEREBY CERTIFY that the above and foregoing is a true and correct copy of the Power of Attorney executed by said Companies, which is still in full force effective as of October 20, 2021.

Signed and sealed in Lake Mary, Florida.

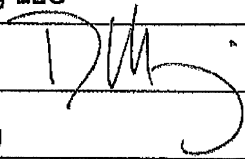


*Keith D. Dozois*

Keith D. Dozois, Assistant Vice President

**SIGNATURE FORM**

NAME OF BIDDER: Cromwell Contracting LLC

SIGNATURE OF AUTHORIZED PERSON: 

PRINT AUTHORIZED PERSON: Drew Manning

TITLE OF AUTHORIZED PERSON: General Manager

STREET NAME AND NUMBER: 1000 Cromwell Bridge Road

CITY, STATE, ZIP CODE: Towson, MD 21286

TELEPHONE NUMBER: 410-828-4985

FAX N/A

E-MAIL dmanning@cromwellcontractingllc.com

DATE: October 20, 2021

BIDDERS FEDERAL EMPLOYERS' IDENTIFICATION NO. 84-3659613

BIDDERS CONTRACTORS LICENSE AND PERMIT NUMBERS:

State of MD # 03818158 (exp 4/30/2022)

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

## AFFIDAVIT OF QUALIFICATION TO BID

I HEREBY AFFIRM THAT

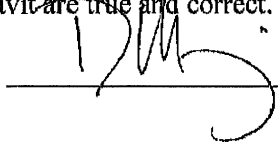
1. I am the (Title) General Manager and  
the duly authorized representative of the firm of (Name of Corporation)  
Cromwell Contracting LLC  
whose address is 1000 Cromwell Bridge Road, Towson, MD 21286  
and that I possess the legal authority to make this affidavit on behalf of myself and the firm for  
which I am acting.

Except as described in paragraph 3 below, neither I nor the above firm, nor to the best of my knowledge, any of its officers, directors, or partners, or any of its employees directly involved in obtaining contracts with the State of any county, bi-county, or multi-county agency, or subdivision of the State, have been convicted of, or have pleaded no contender to a charge of, or having during the course of an official investigation or other proceeding, admitted in writing or under oath, acts or omissions which constitute bribery, attempted bribery, or conspiracy to bribe under the provisions of Criminal Law Article of the Annotated Code of Maryland, or under the laws of any state or the Federal government.

2. (State "none", or as appropriate, list any conviction, plea, or admission described in paragraph 2 above, with the data: court, position with the firm, and the sentence or disposition, if any) NONE

I acknowledge that this affidavit is to be furnished to the County Attorney for the County Commissioners of Kent County, and where appropriate, to others. I acknowledge that, if the representations set forth in this affidavit are not true and correct, the County Commissioners of Kent County may terminate any contract awarded and take any other appropriate action. I further acknowledge that I am executing this affidavit in compliance with Section 16D of Article 78A of the Annotated Code of Maryland, which provides that certain persons who have been convicted of, or have admitted to bribery, attempted bribery, or conspiracy to bribe may be disqualified, either by operation of law or after hearing, from entering into contracts with the State or any of its agencies or subdivisions.

I do solemnly declare and affirm under the penalties of perjury that the contents of this affidavit are true and correct.

Signature  Date 10/20/2021

**NON-COLLUSION CERTIFICATE**

I HEREBY CERTIFY I am the General Manager  
(Title)

and the duly authorized representative of the firm of Cromwell Contracting LLC

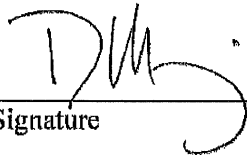
whose address is 1000 Cromwell Bridge Road, Towson, MD 21286

AND THAT NEITHER I, nor to the best of my knowledge, information, and belief, the above firm, nor any of its other representatives I here represent, have:

- a. Agreed, conspired, connived, or colluded to produce a deceptive show of competition in the compilation of the bid, or offer being submitted herewith.
- b. Not in any manner, directly or indirectly, entered into any agreement, participated in any collusion to fix the bid price or price proposal of the bidder, or offer of herein or any competitor, or otherwise taken into action in restraint of free competition bidding in connection with the Contract for which the within bid or offer is submitted.

In making this affidavit, I represent that I have personal knowledge of the matters and facts herein stated.

10/20/2021  
Date

  
Signature

10/20/2021  
Date

Drew Manning, General Manager  
Print Name or Type

## Request for Taxpayer Identification Number and Certification

► Go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9) for instructions and the latest information.

Give Form to the  
requester. Do not  
send to the IRS.

|                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                         |
|--------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------|
| Print or type.<br>See Specific Instructions on page 3. | 1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.<br><b>Cromwell Contracting, LLC</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                         |
|                                                        | 2 Business name/disregarded entity name, if different from above                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                         |
|                                                        | 3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only <b>one</b> of the following seven boxes.<br><input type="checkbox"/> Individual/sole proprietor or single-member LLC<br><input type="checkbox"/> C Corporation<br><input type="checkbox"/> S Corporation<br><input type="checkbox"/> Partnership<br><input type="checkbox"/> Trust/estate<br><input checked="" type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ► <b>P</b><br><b>Note:</b> Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.<br><input type="checkbox"/> Other (see instructions) ► |                                         |
|                                                        | 4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):<br>Exempt payee code (if any) _____<br>Exemption from FATCA reporting code (if any) _____<br>(Applies to accounts maintained outside the U.S.)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                         |
|                                                        | 5 Address (number, street, and apt. or suite no.) See instructions.<br><b>1000 Cromwell Bridge Road</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Requester's name and address (optional) |
|                                                        | 6 City, state, and ZIP code<br><b>Towson, MD 21286</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                                         |
|                                                        | 7 List account number(s) here (optional)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                         |

### Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

**Note:** If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

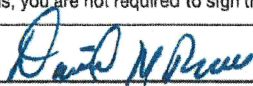
|                                |   |   |   |   |   |   |   |     |
|--------------------------------|---|---|---|---|---|---|---|-----|
| Social security number         |   |   |   |   |   |   |   |     |
|                                |   |   | - |   |   |   | - |     |
| or                             |   |   |   |   |   |   |   |     |
| Employer identification number |   |   |   |   |   |   |   |     |
| 8                              | 4 | - | 3 | 6 | 5 | 9 | 6 | 1 3 |

### Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

|           |                                                                                                                |                       |
|-----------|----------------------------------------------------------------------------------------------------------------|-----------------------|
| Sign Here | Signature of U.S. person ►  | Date ► <b>1-17-20</b> |
|-----------|----------------------------------------------------------------------------------------------------------------|-----------------------|

### General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9).

### Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
  - Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
  - Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
  - Form 1099-S (proceeds from real estate transactions)
  - Form 1099-K (merchant card and third party network transactions)
  - Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
  - Form 1099-C (canceled debt)
  - Form 1099-A (acquisition or abandonment of secured property)
- Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding*, later.



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

9/30/2021

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

**PRODUCER**  
HMS Insurance Associates, Inc.  
20 Wight Ave Suite 300  
Hunt Valley MD 21030

**CONTACT NAME:** Megan Schlossenberg

**PHONE (A/C, No, Ext):** 443-632-3323

**FAX (A/C, No):** 443-632-3499

**E-MAIL ADDRESS:** mschlossenberg@hmsia.com

**INSURER(S) AFFORDING COVERAGE**

**NAIC #**

**INSURER A:** Travelers Property Casualty Co. of America

25674

**INSURER B:** The Phoenix Ins. Co.

25623

**INSURER C:** The Cincinnati Insurance Company

10677

**INSURER D:** Charter Oak Fire Ins. Co.

25615

**INSURER E:**

**INSURER F:**

**INSURED**  
Cromwell Contracting, LLC  
Oak Contracting, LLC  
1000 Cromwell Bridge Road  
Towson MD 21286

OAKCONT-01

## COVERAGES

**CERTIFICATE NUMBER:** 215370635

**REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

| INSR LTR | TYPE OF INSURANCE                                                                                                                                                                                                                                                                                                              | ADDL SUBR INSD WVD | POLICY NUMBER               | POLICY EFF (MM/DD/YYYY) | POLICY EXP (MM/DD/YYYY) | LIMITS                                                                                                                                                                                                                                                                       |
|----------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------|-----------------------------|-------------------------|-------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| D        | <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY<br><input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR<br><br>GEN'L AGGREGATE LIMIT APPLIES PER:<br><input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input checked="" type="checkbox"/> LOC<br>OTHER: |                    | CO124D7916                  | 10/1/2021               | 10/1/2022               | EACH OCCURRENCE \$ 1,000,000<br>DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000<br>MED EXP (Any one person) \$ 10,000<br>PERSONAL & ADV INJURY \$ 1,000,000<br>GENERAL AGGREGATE \$ 2,000,000<br>PRODUCTS - COMP/OP AGG \$ 2,000,000<br>Prop. Damage Deduct. \$ 5,000 |
| A        | <input checked="" type="checkbox"/> AUTOMOBILE LIABILITY<br><input checked="" type="checkbox"/> ANY AUTO<br><input type="checkbox"/> OWNED AUTOS ONLY<br><input checked="" type="checkbox"/> HIRED AUTOS ONLY<br><input type="checkbox"/> SCHEDULED AUTOS<br><input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY          |                    | 8106N540183                 | 10/1/2021               | 10/1/2022               | COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000<br>BODILY INJURY (Per person) \$<br>BODILY INJURY (Per accident) \$<br>PROPERTY DAMAGE (Per accident) \$<br>\$                                                                                                              |
| A C      | <input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR<br><input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE<br><input type="checkbox"/> DED <input checked="" type="checkbox"/> RETENTION \$ 10,000                                                               |                    | CUP9J10736320<br>EXS0591241 | 10/1/2021<br>10/1/2021  | 10/1/2022<br>10/1/2022  | EACH OCCURRENCE \$ 25,000,000<br>AGGREGATE \$ 25,000,000<br>\$                                                                                                                                                                                                               |
| B        | <input checked="" type="checkbox"/> WORKERS COMPENSATION AND EMPLOYERS' LIABILITY<br>ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)<br>If yes, describe under DESCRIPTION OF OPERATIONS below                                                                                                     | Y/N<br>N           | UB6J602845                  | 10/1/2021               | 10/1/2022               | <input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER<br>E.L. EACH ACCIDENT \$ 1,000,000<br>E.L. DISEASE - EA EMPLOYEE \$ 1,000,000<br>E.L. DISEASE - POLICY LIMIT \$ 1,000,000                                                                     |

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

General Liability: Automatic Additional Insured, if required by written contract

Re: Betterton Beach

## CERTIFICATE HOLDER

Kent County

## CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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GENERAL TERMS AND CONDITIONS OF CONTRACT  
BETWEEN COUNTY AND CONTRACTOR

("General Conditions")

1. ACCOUNTING SYSTEM AND AUDIT, ACCURATE INFORMATION

The Contractor certifies that all information the Contractor has provided or will provide to the County is true and correct and can be relied upon by the County in awarding, modifying, making payments, or taking any other action with respect to this contract including resolving claims and disputes. False or misleading information constitutes grounds for the County to terminate this contract for cause and to pursue any other appropriate remedy. The Contractor certifies that the Contractor's accounting system conforms to generally accepted accounting principles, is sufficient to comply with the contract's budgetary and financial obligations, and is sufficient to produce reliable financial information.

The County may examine the Contractor's and any first-tier subcontractor's records to determine and verify compliance with the contract and to resolve or decide any claim or dispute arising under this contract. The Contractor and any first-tier subcontractor must grant the County access to these records at all reasonable times during the contract term and for three (3) years after final payment (or for such longer period as may be required pursuant to any federal, state, or other loan or grant condition). If the contract is supported to any extent with federal or state funds, the appropriate federal or state authorities may also examine these records. The Contractor must include the preceding language of this paragraph in all first-tier subcontracts.

2. AMERICANS WITH DISABILITIES ACT

The Contractor agrees to comply with the nondiscrimination requirements of Titles II and III, and other provisions, of the Americans with Disabilities Act of 1990, Pub. Law 101-336, as amended, currently found at 42 U.S.C., § 12101, et seq.

3. APPLICABLE LAWS

This contract must be construed in accordance with the applicable laws, rules, and regulations of the State of Maryland (without regard to its conflicts of laws principles) and of Kent County. All Kent County laws, rules, and regulations are incorporated by reference into, and made a part of, this contract. In the case of any inconsistency between this contract and such laws, rules, and regulations, the laws, rules and regulations shall govern. The Contractor must, without additional cost to the County, pay any necessary fees and charges, obtain any necessary licenses and permits, and comply with applicable federal, state and local laws, codes and regulations. For purposes of litigation involving this contract, except for contract Disputes discussed in paragraph 8 below, exclusive venue and jurisdiction must be in the Maryland State courts located in Kent County, Maryland.



#### 4. ASSIGNMENTS AND SUBCONTRACTS

The Contractor may not assign or transfer this contract, any interest herein or any claim hereunder, except as expressly authorized in writing by County's DIRECTOR OF PURCHASING, or as otherwise specifically provided for in the contract. Unless performance is separately and expressly waived in writing by the DIRECTOR OF PURCHASING, an assignment does not release the Contractor from responsibility for performance of this contract. Unless otherwise provided in the contract, the Contractor may not contract with any other party for furnishing any of the materials or services herein contracted for without the written approval of the DIRECTOR OF PURCHASING.

#### 5. CHANGES

The DIRECTOR OF PURCHASING may unilaterally change the work, materials and services to be performed, in accordance with County law, rule, or regulation. The change must be in writing and within the general scope of the contract. The contract will be modified to reflect any time or money adjustment the Contractor is entitled to receive. Any claim concerning an adjustment in time or money due to a change must be given in writing to the DIRECTOR OF PURCHASING or the designated contract administrator, within thirty (30) days from the date that the change was ordered, or the claim is waived. Any failure to agree upon a time or money adjustment must be resolved under the "Disputes" clause of this contract. The Contractor must proceed with the prosecution of the work as changed, even if there is an unresolved claim. No charge for any extra work, time or material will be allowed, except as provided in this section.

#### 6. CONTRACT ADMINISTRATION

A. The contract administrator, subject to paragraph B below, is the Department representative designated by the DIRECTOR OF PURCHASING. The contract administrator is authorized to:

- (1) serve as liaison between the County and Contractor;
- (2) give direction to the Contractor to ensure satisfactory and complete performance;
- (3) monitor and inspect the Contractor's performance to ensure acceptable timeliness and quality;
- (4) serve as records custodian for this contract;
- (5) accept or reject the Contractor's performance;
- (6) furnish timely written notice of the Contractor's performance failures to the DIRECTOR OF PURCHASING;
- (7) prepare required reports;
- (8) approve or reject invoices for payment;



(9) recommend contract modifications or terminations to the DIRECTOR OF PURCHASING; and

(10) issue notices to proceed.

B. The contract administrator is NOT authorized to make determinations (as opposed to recommendations) that alter, modify, terminate or cancel the contract, effect a procurement, interpret ambiguities in contract language, or waive the County's contractual rights.

#### 7. COST AND PRICING DATA

The Contractor guarantees that any cost and/or pricing data provided to the County will be accurate and complete. The Contractor grants the County access to all books, records, documents, and other supporting data in order to permit adequate evaluation of the Contractor's proposed price(s). The Contractor also agrees that the price to the County, including profit or fee, may, at the option of the County, be reduced to the extent that the price was based on inaccurate, incomplete, or non-current data supplied by the Contractor.

#### 8. DISPUTES DURING CONTRACT PERFORMANCE

Any dispute by Contractor arising during the performance of the contract, which dispute is not disposed of by mutual agreement, must be decided as provided hereunder. Pending final resolution of a dispute, the Contractor must proceed diligently with contract performance. Subject to the discretion of the DIRECTOR OF PURCHASING, the head of the County department, office, or agency ("Department Head") of the contract administrator is the designee of the DIRECTOR OF PURCHASING, for the purpose of dispute resolution. If the contract administrator is the Department Head, then the dispute shall be managed by the DIRECTOR OF PURCHASING. The Department Head may, with the Contractor's consent, delegate this responsibility to another person (other than the contract administrator). The Contractor waives any dispute or claim not made in writing and received by the Department Head within thirty (30) days of the occurrence giving rise to the dispute or claim. A dispute must be in writing, for specific relief, and any requested relief must be fully supported by affidavit and all relevant calculations, including cost and pricing information, records, and other information. The Contractor may, at the County's option, be made a party to any related dispute involving another Contractor.

#### 9. DOCUMENTS, MATERIALS AND DATA

All documents, materials or data developed as a result of this contract are the County's property, unless specifically provided for in the contract. The County has the right to use and reproduce any documents, materials, and data, including confidential information, used in the performance of, or developed as a result of, this contract. The County may use this information for its own purposes, including reporting to state and federal agencies. The Contractor warrants that it has title to or right of use of all documents, materials or data used or developed in connection with this contract. The Contractor must keep confidential all documents, materials, and data prepared or developed by the Contractor or supplied by the County.

#### 10. DURATION OF OBLIGATION

The Contractor agrees that all of Contractor's obligations and warranties which, directly or indirectly, are intended by their nature or by implication to survive performance of the contract shall so survive the completion of performance, termination for cause, or the termination for convenience of the contract.

#### 11. ENTIRE AGREEMENT

There are no promises, terms, conditions, or obligations other than those contained in the contract, including any terms, conditions, documents or exhibits thereto, and these General Conditions. This contract supersedes all communications, representations, or agreements, either verbal or written, between the parties hereto, with the exception of express warranties given to induce the County to enter into the contract.

#### 12. ETHICS REQUIREMENTS/ POLITICAL CONTRIBUTIONS

The Contractor must comply with the ethics provisions contained in Chapter 29 – Ethics of the Code of Public local Laws of Kent County.

#### 13. GUARANTEE

A. Contractor guarantees for one year from acceptance, or for such other period of time as may have been expressly stated in the contract or the County's written solicitation, all goods, services, and construction offered, including those used in the course of providing the goods, services, and/or construction. This includes a guarantee that all products offered (or used in the installation of those products) carry a guarantee against any and all defects for such period. The Contractor must correct any and all defects in material and/or workmanship which may appear during the guarantee period, or any defects that occur within one (1) year of acceptance even if discovered more than one (1) year after acceptance, by repairing (or replacing with new items or new materials, if necessary) any such defect at no cost to the County and to the County's satisfaction.

B. Should a manufacturer's or service provider's warranty or guarantee exceed the requirements stated above, that guarantee, or warranty will be the primary one used in the case of defect. Copies of manufacturer's or service provider's warranties must be provided upon request.

C. All warranties and guarantees must be in effect from the date of acceptance by the County of the goods or services.

D. The Contractor guarantees that all work shall be accomplished in a workmanlike manner, and the Contractor must observe and comply with all federal, State, County and local laws, ordinances and regulations in providing the goods and performing the services listed.

E. Goods and materials provided under this contract must be of first quality, latest model, and of current manufacture, and must not be of such age or so deteriorated as to impair their usefulness or safety. Items that are used, rebuilt, or demonstrator models are unacceptable, unless specifically

requested by the County in the in the contract documents.

**F. *All goods shall be merchantable and fit for the particular purpose ordered or purchased, and the Contractor so represents and warrants.***

#### **14. HAZARDOUS AND TOXIC SUBSTANCES**

Manufacturers and distributors are required by federal "Hazard Communication" provisions of 29 CFR 1910.1200, and the Maryland "Access to Information About Hazardous and Toxic Substances" Law, to label each hazardous material or chemical container, and to provide Material Safety Data Sheets to the purchaser. The Contractor must comply with these laws and must provide the County with copies of all relevant documents, including Material Safety Data Sheets, prior to performance of services or contemporaneous with delivery of goods.

#### **15. IMMIGRATION REFORM AND CONTROL ACT**

The Contractor warrants that both the Contractor and any subcontractor do not and shall not hire, recruit or refer for a fee, for employment under this contract or any subcontract, an alien while knowing the alien is an unauthorized alien, or any individual without complying with the requirements of the federal Immigration and Nationality laws, including but not limited to any verification and record keeping requirements. The Contractor further assures the County that, in accordance with those laws, it does not and will not discriminate against an individual with respect to hiring, or recruitment or referral for a fee, of the individual for employment or the discharging of the individual from employment because of such individual's national origin or, in the case of a citizen or intending citizen, because of such individual's citizenship status.

#### **16. INCONSISTENT PROVISIONS**

***Notwithstanding any provisions to the contrary in any contract terms or conditions supplied by the Contractor, the County's General Conditions supersede the Contractor's terms and conditions in the event of any inconsistency, unless specifically waived or amended by the County.***

***In the case of any conflicts or ambiguities among the contract documents, such matters shall be resolved in favor of the following priorities:***

- a. Any term or condition specifically provided for in a contract or exhibit to a contract, other than terms and conditions provided by the Contractor.***
- b. Terms and conditions specified by the County in any request for proposal, request for interest of qualifications, invitation to bid, or other document specifying with particularity the County's terms and conditions.***
- c. These General Conditions.***

***The lack of a specific provision in any of the documents referred to in items 16.a and 16.b above shall not operate to create an ambiguity with these General Conditions.***

#### 17. INDEMNIFICATION

The Contractor is responsible for any loss, personal injury, death and any other damage (including incidental and consequential) that may be done or suffered by reason of the Contractor's negligence or failure to perform any contractual obligations. The Contractor must indemnify and save the County harmless from any loss, cost, damage and other expenses, including attorney's fees and litigation expenses, suffered or incurred due to the Contractor's negligence or failure to perform any of its contractual obligations. If requested by the County, the Contractor must defend the County in any action or suit brought against the County arising out of the Contractor's negligence, errors, acts or omissions under this contract. The negligence of any agent, subcontractor or employee of the Contractor is deemed to be the negligence of the Contractor. For the purposes of this paragraph, County includes its elected officials, officials, employees, agents, boards, and agencies.

#### 18. INDEPENDENT CONTRACTOR

The Contractor is an independent contractor. The Contractor and the Contractor's employees or agents are not agents or employees of the County. Neither these General Conditions nor the contract are intended to create, nor do they create any partnership, joint venture, agency or other relationship between the County and the Contractor.

#### 19. INFRINGEMENT

Contractor represents and warrants that there is no copyright or patent infringement with respect to any goods or materials furnished pursuant to the contract. The Contractor shall indemnify and hold harmless the County with respect to costs, expense, damages, and liability arising from or on account of any claim for infringement.

#### 20. INSPECTIONS

The County has the right to monitor, inspect and evaluate or test all supplies, goods, or services called for by the contract at all reasonable places (including the Contractor's place of business) and times (including the period of preparation or manufacture).

## 21. INSURANCE

Prior to execution of the contract, the Contractor must obtain at its own cost and expense, and keep in force and effect during the term of this contract, including all extensions, the insurance specified in the contract, including any applicable table or attachment, with an insurance company licensed or qualified to do business in the State of Maryland and with an A. M. Best rating of not less than A-. The Contractor must submit a certificate of insurance prior to award of this contract and prior to any contract modification extending the term of the contract, as evidence of compliance with this provision. The County must be named as an additional insured on all liability policies. Forty-five (45) days written notice to the County of cancellation or material change in any of the policies is required. In no event may the insurance coverage be less than that shown on the applicable table, attachment, or contract provision for required insurance. Subject to applicable law, the DIRECTOR OF PURCHASING may waive or modify the requirements of this section 21 in whole or in part.

## 22. NON-CONVICTION OF BRIBERY

The Contractor hereby declares and affirms that, to its best knowledge, none of its officers, directors, members, partners, or employees directly involved in obtaining contracts has been convicted of bribery, attempted bribery, or conspiracy to bribe under the laws of any state or the federal government.

## 23. NONDISCRIMINATION IN EMPLOYMENT

The Contractor shall not discriminate in employment, or in the treatment of employees, or discriminate in any manner on the basis of race, color, gender, age, religion, creed, national origin, ancestry, marital status, disability, political affiliation, or lawful sexual orientation and shall follow and obey all applicable State, federal, and County laws and regulations regarding employment discrimination. The Contractor must bind its subcontractors to the provisions of this section.

## 24. PAYMENTS

This contract is subject to a non-appropriations clause as provided herein. No payment may be made or is due under this contract unless funds for the payment have been appropriated and encumbered by the County. Under no circumstances will the County pay the Contractor for legal fees. The Contractor must not proceed to perform any work (provide goods, services, or construction) prior to receiving written confirmation that the County has appropriated and encumbered funds for the work. If the Contractor fails to obtain this verification from the County prior to performing work, the County has no obligation to pay the Contractor for the work.

If this contract provides for an additional contract term, or for work in any period beyond the end of the County's fiscal year in which the contract is executed, continuation of this contract beyond the end of that fiscal year is contingent upon the subsequent appropriation of funds and encumbrance of those appropriated funds for payments under this contract. If funds are not appropriated and encumbered to support continued performance in a subsequent fiscal period, this contract terminates without further notice from, or cost to, the County. The Contractor acknowledges that the County

Commissioners have no obligation to appropriate funds for this contract in subsequent fiscal years. Furthermore, the County has no obligation to encumber funds to this contract in subsequent fiscal years. Accordingly, for each subsequent contract term, the Contractor must take appropriate action to verify that such funds have been appropriated and encumbered. See Annotated Code of Maryland, Article 31, section 3.

#### 25. PERSONAL PROPERTY

All furniture, office equipment, equipment, vehicles and other similar types of personal property specified in the contract and purchased with funds provided under the contract become the property of the County upon the termination or expiration of this contract, unless expressly stated otherwise.

#### 26. TERMINATION FOR CAUSE

The County may terminate the contract in whole or in part, and from time to time, whenever the County determines that the Contractor is:

- a. defaulting in performance or is not complying with any provision of this contract;
- b. failing to make satisfactory progress in the prosecution of the contract; or
- c. endangering the performance of this contract.

Prior to a termination for cause, the County will send the Contractor written notice specifying the cause. The notice will give the Contractor ten (10) days from the date the notice is issued to cure the default or make progress satisfactory to the County in curing the default, unless a different time is given in the notice. If the County determines that default contributes to the curtailment of an essential service or poses an immediate threat to life, health, or property, the County may terminate the contract immediately upon issuing oral or written notice to the Contractor without any prior notice or opportunity to cure. In addition to any other remedies provided by law or the contract, the Contractor must compensate the County for additional costs that would be incurred by the County, whether the costs are actually incurred or not, to obtain substitute performance. A termination for cause shall be considered a termination for convenience as of the date the Contractor was advised of the termination for cause, if there was, in fact, no cause.

#### 27. TERMINATION FOR CONVENIENCE

This contract may be terminated by the County, in whole or in part, upon written notice to the Contractor, when the County determines termination to be in the County's best interest. The termination is effective ten (10) days after the notice is issued, unless a different time is given in the notice. The County is liable only for payment for acceptable performance prior to the effective date of the termination, and for costs reasonably incurred as of the date of termination, which costs or items acquired by such costs cannot be economically retained by the Contractor for other or future use of the Contractor.

#### 28. TIME

Time is of the essence in the performance by Contractor of the contract and of all ancillary matters arising therefrom.

29. TITLE

All goods delivered or provided to the County or otherwise pursuant to the contract, and the title thereto, shall be free any security interest, lien, contract restriction, or other form of encumbrance. Title shall pass to the County at the place of delivery to the County, subject to the County's right to inspect and accept or reject the goods.

30. WORK UNDER THE CONTRACT

Work may not commence under this contract until all conditions for commencement are met, including execution of the contract by both parties, compliance with insurance requirements, and issuance of any required notice to proceed.

Your construction partners from 'day one' until 'day done'

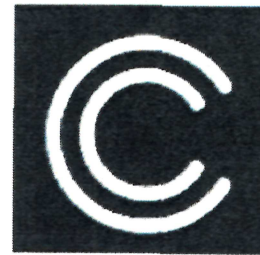
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**Cromwell**  
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[www.CromwellContractingllc.com](http://www.CromwellContractingllc.com)

Jonathan Goetz  
Director of Business Development  
[jgoetz@oakcontracting.com](mailto:jgoetz@oakcontracting.com)

Drew Manning  
General Manager  
[dmanning@cromwellcontractingllc.com](mailto:dmanning@cromwellcontractingllc.com)

1000 Cromwell Bridge Road | Towson, MD 21286 | 410.828.4985



# About Us

## **Oak Contracting, LLC**

- Founded in 1971; headquartered in Towson, MD
- Began as General Contractors until changing focus in 1996 to Construction Management
- Completed over \$2-billion Construction Management projects with 95% repeat customers
- Over \$100-million bonding capacity
- Completed projects ranging from \$1-million to \$100-million. Excel in projects ranging from \$5-million to \$50-million.

## **Cromwell Contracting, LLC**

- Founded in 2020; as a subsidiary of Oak Contracting. Headquartered in Towson, MD
- General Contracting Delivery Method
- Completed projects in Baltimore City, Montgomery County, Talbot County, Fredrick County.
- Current Projects at Loyola University, Wicomico County, and Baltimore County
- Excel in projects up to \$5-million in value

# Prior Experience

**Drew Manning , General Manager - Cromwell Contracting, LLC**  
**Prior Experience - Manning Contractors, President**  
**2014-2019**

Church of the Resurrection – Rough Carpentry  
Project cost: \$750,000

Historic East Baltimore Community Action Coalition  
Station East Homes – Home Renovations  
Project cost: \$417,139

Historic East Baltimore Community Action Coalition  
Youth Shelter – Tenant Fit-Out Renovation  
Project cost: \$370,637

Hunt Valley Office Renovations  
Project cost: \$98,000

Northeast Market  
Project cost: \$120,000

UMBC Sherman Hall – General Trades  
Project cost: \$443,742

Baltimore Recovery Center  
Project cost: \$125,708

Ridgebrook Office Restoration  
Project cost: \$20,123

Historic East Baltimore Community Action Coalition  
BCCC – Fit Out Classroom Renovation  
Project cost: \$203,380

Historic East Baltimore Community Action Coalition  
City Seed Food Incubator  
Project cost: \$212,859



# Prior Experience

**Drew Manning , General Manager - Cromwell Contracting, LLC**  
**Prior Experience - A.R. Marani, Inc., Project Manager**  
**2006-2014**

Day Spring Square  
Project cost: \$6,250,000

Sandy Hill Camp – New Gym/Multi Purpose Room  
Project cost: \$984,523

Ascension Evangelical Lutheran Church - Renovations  
Project cost: \$1,658,078

Historic East Baltimore Community Action Coalition  
901 N Milton Ave  
Project cost: \$6,400,000

St. Ignatius Parish – Additions and Renovations  
Project cost: \$514,982

UMCP Knight Hall – College of Journalism  
Project cost: \$1,590,946

Villa Maria School – New Building  
Project cost: \$411,751

Ascension Evangelical Lutheran Church  
Project cost: \$115,931

McCormick Corporate Headquarters - Lobby  
Project cost: \$95,718

St. Elisabeth Ann Seton Parish  
Project cost: \$445,510

Bel Air Road Retail Sores  
Project cost: \$1,334,123

# Construction Services

## ❑ Roles of the Team During Construction

- Project Management
  - Value Engineering and Constructability Advisement
  - Contract Management
  - Owner Coordination Meetings
  - General Management of Subcontractor and Suppliers
  - Manages the Submittal and RFI process
  - Managing change documents
  - Manage Communication between all Team Members
  - General Schedule Management
  - Monitor Supply Chain Concerns
- Site Management
  - Quality Control and Schedule Compliance
  - Detailed Management of Subcontractors and Suppliers
  - Manage Site Logistics and On-Site Communications
  - Health and Safety



# Recent References

**Under Armour**  
**1020 Hull Street**  
**Baltimore MD 21230**  
**Bobby Jones**  
**Sr Manager, Project Delivery**  
**443-676-9686 (M)**

**Loyola University**  
**4501 North Charles Street**  
**Baltimore, MD 21210**  
**Meredith Sullivan, AIA**  
**Director of Project Management**  
**Design and Construction**  
**443-844-6409 (M)**

**HEBCAC**  
**1212 N. Wolfe Street**  
**Baltimore, MD 21204**  
**Jeff Thompson**  
**Deputy Director**  
**410-917-7083 (M)**

**Talbot County Public Schools**  
**12 Magnolia Street**  
**Easton, MD 21601**  
**Kevin Schafer**  
**Director of Operations**  
**410-822-0330 (O)**

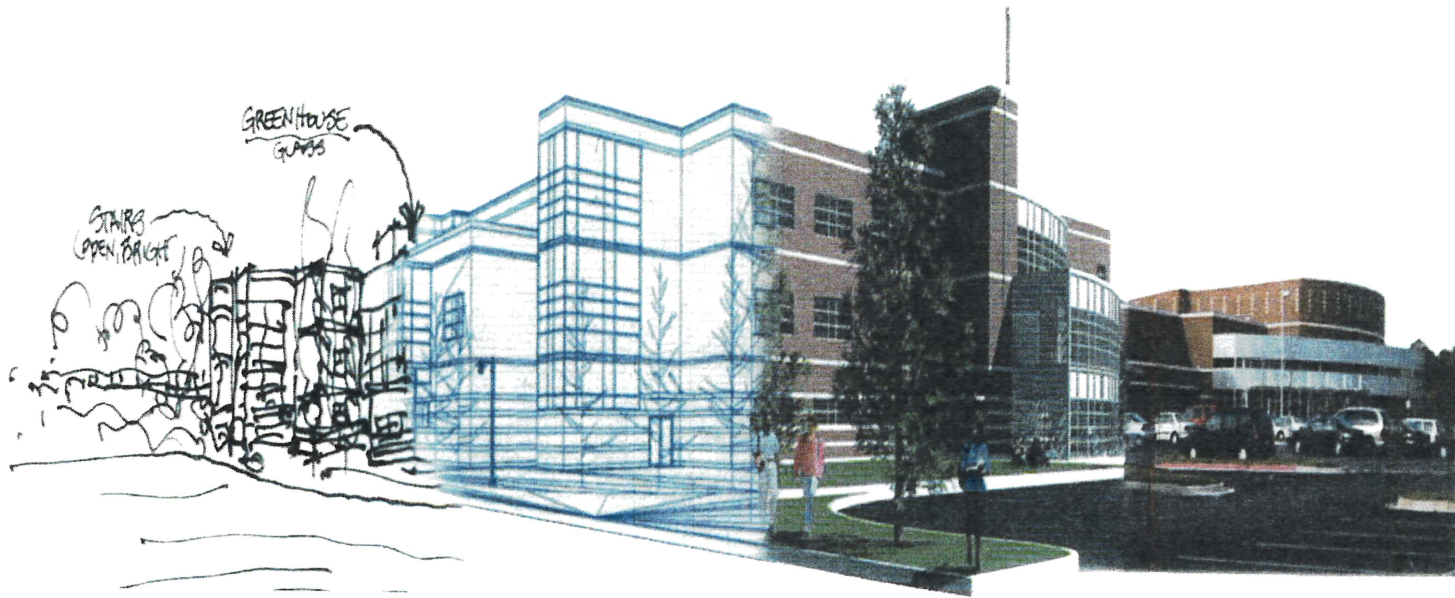
**MD Telephone**  
**1014 Cromwell Bridge Road**  
**Towson, MD 21286**  
**Michael and John Cook**  
**Owners**  
**410-832-7200**

**Howard County Public Schools**  
**10910 Clarksville Pike**  
**Ellicott City, MD 21042**  
**Bruce Gist**  
**Executive Director of Operations**  
**410-313-6600 (O)**



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---

**Andy Fish, Senior Director, Office of Finance Programs, Maryland  
Department of Commerce**

**11/2/2021**

**County Commissioners Meeting**

**Item Summary:**

Private Activity Bond Allocation

**ATTACHMENTS:**

**Description**

10.15.21 Andy Fish, Senior Director, Office of Finance Programs, Re-allocation of Maryland State Ceiling, Department of Commerce, Private Activity Bond Allocation, Maryland Department of Housing and Community Development



Larry Hogan | Governor  
Boyd Rutherford | Lt. Governor  
Kelly M. Schulz | Secretary of Commerce  
Signe Pringle | Deputy Secretary of Commerce

October 15, 2021

The Honorable P. Thomas Mason  
President  
Board of County Commissioners of Kent County  
Kent County Government Center  
400 High Street,  
Chestertown, Maryland 21620

**SUBJECT:** Re-allocation of Maryland State Ceiling

Dear Commissioner Mason:

Effective January 1<sup>st</sup> of each year the Department of Commerce (the "Department") notifies each jurisdiction of their share of the Private Activity Bond allocation pursuant to Section 13-805 of the Financial Institutions Article of the Annotated Code of Maryland. On October 1<sup>st</sup>, all unused allocation reverts back to the Department where it is pooled in the Secretary's Reserve and available for re-allocation until the December 31<sup>st</sup> expiration.

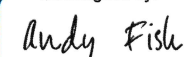
Based upon issuance reports to the Department, the remaining unused amount of the Maryland State Ceiling for Private Activity Bonds in 2020 reverting to the Secretary's Reserve is \$266,009,920. Additionally, unused housing allocation transferred to the Community Development Administration (the "CDA") is \$382,869,880. See the attached exhibit A.

Requests for re-allocation from the Secretary's Reserve should be submitted to the Department and for housing to the CDA in accordance with Section 13-801 et. seq. of the Financial Institutions Article of the Annotated Code.

Should you have questions regarding the allocation, please contact Rahel Kidane at 410-767-6357 or by e-mail at [rahel.kidane@maryland.gov](mailto:rahel.kidane@maryland.gov).

Sincerely,

DocuSigned by:

  
Andy Fish

Senior Director, Office of Finance Programs

Enclosure

cc: Jamie Williams, Economic Development Coordinator  
Kent County Government



**EXBHIT A**  
**Maryland Department of Commerce**  
**Re-allocation of Maryland State Ceiling-October1, 2021**

**2021 Initial Allocation**

|                                             |    |                |                       |
|---------------------------------------------|----|----------------|-----------------------|
| (1 ) Counties (i) Total Allocation          |    | \$             | 332,512,400.00        |
| (ii) Housing                                | \$ | 232,758,680.00 |                       |
| (iii) 1. Non-Housing                        | \$ | 79,802,976.00  |                       |
| 2. Bonus Non-Housing                        | \$ | 19,950,744.00  |                       |
| Community Development Administration (CDA)  |    | \$             | 166,256,200.00        |
| Municipal                                   |    | \$             | 16,625,620.00         |
| Secretary's Reserve                         |    | \$             | 149,630,580.00        |
| <b>2021 Initial Allocation Total Amount</b> |    | <b>\$</b>      | <b>665,024,800.00</b> |

**PAB's Bonds Issued from January to September 30, 2021**

|                                                      |    |                 |
|------------------------------------------------------|----|-----------------|
| Housing Bonds issued in 2021 against 2021 Allocation | \$ | (16,145,000.00) |
| Total Counties bond Issued                           | \$ | (16,145,000.00) |

**Unused 2021 Maryland Ceiling Allocation Balance**

|                                                                                                  |           |                       |
|--------------------------------------------------------------------------------------------------|-----------|-----------------------|
| Unused Counties Housing Allocation transferred to CDA *                                          | \$        | 216,613,680.00        |
| Unused CDA Allocation re-allocated to CDA*                                                       | \$        | 166,256,200.00        |
| <b>Total Unused 2021 CDA and local issuers Maryland Ceiling Allocation as of Septemb30, 2021</b> | <b>\$</b> | <b>382,869,880.00</b> |

|                                                                               |           |                       |
|-------------------------------------------------------------------------------|-----------|-----------------------|
| None-House Transferred to Secretaries Reserve                                 | \$        | 99,753,720.00         |
| Municipal                                                                     | \$        | 16,625,620.00         |
| Secretary's Reserve                                                           | \$        | 149,630,580.00        |
| <b>Total Unused 2021 Secretary's Reserve Balance as of September 30, 2021</b> | <b>\$</b> | <b>266,009,920.00</b> |



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## **Economic and Tourism Development 11/2/2021 County Commissioners Meeting**

### **Item Summary:**

Thank You Letter

### **ATTACHMENTS:**

Description



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## **Procedures for Public Comment 11/2/2021 County Commissioners Meeting**

### **ATTACHMENTS:**

#### **Description**

Procedures for Public Comment

11.02.21 Public Comments Sign In Sheet

# **BOARD OF COUNTY COMMISSIONERS OF KENT COUNTY PROCEDURES FOR PUBLIC COMMENT**

In addition to public appearance, the meeting is also being held virtually, via teleconference and viewable on the County website at [www.kentcounty.com/government](http://www.kentcounty.com/government).

It is our desire that everyone who wishes to comment be given a fair and uninterrupted opportunity to express their views to the County Commissioners during this public comment period.

- Comments will be limited to three (3) minutes in length.
- Comments longer than three (3) minutes will be required to be submitted in writing.
- The Board President will open the meeting to Public Comments, citizens are asked to state their name, address, and the topic of interest. Citizens are to ask that all views be expressed in a respectful and civil manner. The Board respects your desire and right to convey your message freely. We ask as a courtesy to the Board and our citizens that you respect the Commissioners' request to refrain from naming citizens and name calling when offering any critique.

The County staff will acknowledge each caller, in the order they called in, announce the last 4 digits of the phone number that was used to call in, and will ask the caller to unmute their phone allowing them to comment.

**PUBLIC COMMENTS  
SIGN IN SHEET  
November 2, 2021**

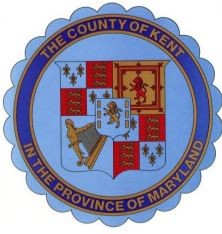
| NAME (please print)       | ADDRESS                                        | TOPIC       |
|---------------------------|------------------------------------------------|-------------|
| ALEX & KRISTINA<br>HERMAN | 27932 REDMILL ST<br>KENNEDYVILLE MD<br>21045   | DEVELOPMENT |
| AARON CAPP                | 11950 FLOUR MILL ST<br>Kennedyville MD 21045   | Development |
| David & Trish Drury Sr.   | 11901 Dairy St.<br>Kennedyville, Md. 21045     | Development |
| David & Trish Drury Sr.   | 11942 Flour Mill St.<br>Kennedyville, MD 21045 | Development |
| Doug Hamilton             | 27994 Redmill St.<br>Kennedyville 21045        | Development |

**PUBLIC COMMENTS  
SIGN IN SHEET  
November 2, 2021**

| NAME (please print) | ADDRESS                                        | TOPIC           |
|---------------------|------------------------------------------------|-----------------|
| Brenda Sprout<br>2  | 27962 Flour mill<br>St<br>Kennedville MD 21645 | new development |
| Holly Kennedy       | 11981 Dewes Lake<br>Kennedville, MD 21645      | development     |
| Ana Osuna           | 11937 Sparks Lane,<br>Kennedville, MD 21645    |                 |
| Daniel Ringenay     | 11941 Sparks Lane<br>Kennedville, MD<br>21645  |                 |
| CHARLIE PHILLIPS    | 11941 SPARKS LN.                               | 2               |

**PUBLIC COMMENTS  
SIGN IN SHEET  
November 2, 2021**

| NAME (please print) | ADDRESS                                 | TOPIC       |
|---------------------|-----------------------------------------|-------------|
| Jimmy Arce          | 11916 Flowmill St<br>Kennewick WA 98545 | Development |
|                     |                                         |             |
|                     |                                         |             |
|                     |                                         |             |
|                     |                                         |             |



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## **Contingency and Use of Fund Balance Report 11/2/2021 County Commissioners Meeting**

### **ATTACHMENTS:**

#### **Description**

10-19-2021 Commissioner Report Contingency



[illegible]