

Doing **Business**  
*in Maryland:*

Outlook 2016

A supplement to

THE **DAILY RECORD**

December 2015

# Who Reads the Record?

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Managing Director and Principal  
Colliers International

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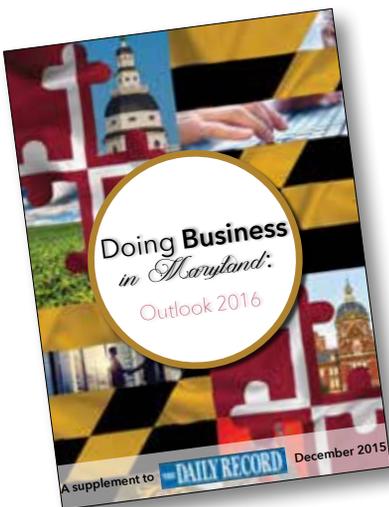
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# In Good Company: business leaders to watch

Two developers reshaping Baltimore's landscape.  
A university president who's made his campus a hotbed of innovation.

A chef who's putting Maryland cuisine on the map.

An economist who has the ear of the governor.

A hospital CEO reaching out to an underserved community.

A leader who has united the state's banking industry.

There are many men and women who are shaping Maryland's business climate, in ways large and small. Here are seven who are at forefront of those efforts.



## Anirban Basu

If ever there were an economist who has taken a deep dive into the world of policy debates and governance issues, it's Anirban Basu, the CEO of Sage Policy Group, a Baltimore-based economic consulting firm. Basu has helped Baltimore City and Baltimore County develop their economic development strategies, offered counsel to politicians on both sides of the aisle and served on a variety of boards and commissions.

He's a ubiquitous presence in the state, offering commentary on radio shows, speaking at economic forums, offering his analysis before business and government groups. His views and background impressed Gov. Larry Hogan, who tapped Basu

to be the chairman of the Maryland Economic Development Commission after having previously asked him to serve on his transition team.

"He's a clear thinker," said state Commerce Secretary Mike Gill, who has worked with Basu in the first year of the Hogan administration. "Direct, honest in that he doesn't express opinions. He looks at information, he looks at data."

Basu is an aggressive and full-throated advocate for policies that attempt to rectify what the economist says are the "two Marylands" – thriving, affluent suburban communities in the center of the state, with sprawling outlying areas of poverty in the Western and Eastern regions. He's scolded politicians when he feels they have adopted a one-size-fits-all program, to the detriment of some sections of the state, and when they have backed tax policies he believes have put Maryland at a disadvantage in the competition with its neighbors.

"He's been a champion and a cheerleader for growing Maryland's business climate," said Christopher Summers, founder and president of the Maryland Public Policy Institute, a nonpartisan policy think tank.

Basu said it's critical for Maryland to reduce the state's tax burden, to send a signal to businesses already here and to those looking to relocate that the state – not just Tennessee or South Carolina or Georgia – is a good place for their operations. He said the Hogan administration is off to a good start by reducing tolls and other fees and getting the state's budget in better shape.

Basu said he is confident Hogan will live up to his pledge to reduce taxes, though he declined to offer a prediction on the governor's likely course of action. In the meantime, Basu said, Hogan already has sent

a strong signal in his first term that the business climate will improve.

"There's a feeling out there that things are getting much better," he said.

– **Thomas Baden Jr.**



## Jody Clark

Some professionals get to shape business while others shape skylines.

Jody Clark took over the everyday operations of Beatty Development this spring as the firm's chief operating officer, putting her in charge of turning founder Michael Beatty's concepts into tangible results.

Her responsibilities include overseeing asset management,

development, leasing and financing at a firm that has taken on projects that are already reshaping the skyline of Maryland's largest city and economic driver.

Daniel P. Henson III, of Henson Development Co., has worked with Clark for years, including working on the development of the Maryland Legal Aid building downtown. He called Clark "one of his favorite people" and credited her with keeping projects efficient and grounded in reality.

"What she's always been good at it is taking the vision and the dream and making it real," Henson said.

Clark, who previously worked at the Rouse Co. as a senior executive, also was the director of Global Real Estate for Legg Mason. Before coming to Beatty Development she also worked at Hannon Armstrong.

The company is currently working on the build-out of the \$1 billion Harbor Point in East Baltimore. The future Exelon Energy regional headquarters building is already extending skywards, as Clark helps to guide projects in the development, such as the 315,000-square-foot Wills Wharf office and hotel project.

Beatty Development is also involved in what could be one of the most challenging upcoming urban redevelopment projects in Baltimore. The firm is one of a few developers working as the New Old Town Team on a proposed overhaul of the Old Town Mall and former Somerset Homes Sites. That project could serve as a transformative project connecting a long neglected stretch of East Baltimore between downtown and the Johns Hopkins Hospital campus.

"As we continue to pursue development projects that contribute to the economic growth and vitality of Baltimore, Jody's 30 years of experience in real estate development and corporate leadership will be a tremendous asset to the firm and to our clients," Beatty said in a news release announcing Clark's hire.

– **Adam Bednar**



## Freeman Hrabowski III

Under Freeman Hrabowski III's leadership, the University of Maryland, Baltimore County has become a hub for STEM and cybersecurity research and training. But the university president – who has held the post for 23 years and counting – is quick to give credit to others.

In the mid-1980s, former president Michael Hooker showed Hrabowski what was being done in Silicon Valley, in North Carolina's research triangle, and around the Massachusetts Institute of Technology.

"He said, 'We can do this.' It was very inspiring, and we began to plan for a research park," Hrabowski recalls.

In addition to bwtech@umbc, where startups incubate and existing companies and government agencies network and conduct research, UMBC is home to numerous academic research centers focusing on topics including cybersecurity, space science, photonics research and women in technology.

In 2000, the university launched UMBC Training Centers, which offers professional skills training to individuals, organizations and government agencies in areas including biotechnology, engineering and information technology.

A partnership with the National Security Administration has led to more than 1,000 UMBC graduates finding work at the agency, Hrabowski said.

"We now have well over 100 companies (at UMBC)," Hrabowski said. "This is not about one person, it's about a community of entrepreneurs."

But Hrabowski's higher-education colleagues and the university's corporate partners were happy to praise his leadership.

Partnering with the campus has been a boon to Northrop Grumman, which has run the Cync Program

with the bwtech cyber incubator since 2011, said Chris Valentino, director of strategy for the company's cyber division.

Northrop Grumman helps incubate and guide early-stage cyber companies, and may later license the new technology and integrate it into its products.

The company also sponsors the UMBC Cyber Scholars program, which helps bring more women and underrepresented minorities into the cybersecurity field.

Valentino said Hrabowski's openness to working with industry partners was key to the programs' success. Having "direct access" and being able to work hand-in-hand with him have been essential, Valentino said.

A focus on STEM has been a key part of UMBC's strategy, and many of the companies at the research and technology park now draw on the student body for interns, said University System of Maryland Chancellor Robert L. Caret.

"Hooker put UMBC on the right path, but Freeman put the meat on the bone. He put substance to the visions," Caret said. "He's done a great job."

– **Daniel Leaderman**



## Ronald Peterson

Ronald Peterson wants to put people to work – especially those who need someone to take a chance on them.

In early September, Peterson led a panel of hospital officials seeking a state approval for local-hiring program intended to give 1,000 people from low-income, high-unemployment neighborhoods—particularly in Baltimore—entry-level jobs in health care.

In the wake of the April riots, hospitals – as the city's largest employers – were in a unique position to help, Peterson told the state Health Services Cost Review Commission.

"We believe we have something tangible that we can offer to give hope to many folks in the inner city of Baltimore in a relatively short period of time," he said.

Later that month, Peterson and Ronald Daniels, his counterpart at Johns Hopkins, announced HopkinsLocal – a separate initiative through which both institutions plan to increase local hiring and steer

more contracts to local minority- and women-owned businesses.

These efforts are nothing new for Peterson, who became president of the hospital and health system in 1996.

For years, Hopkins has been a leader in hiring ex-offenders – putting hundreds of former inmates to work since 2000. In 2014, the health system's senior vice president of human resources, Pamela Paulk, was honored by the White House for these efforts.

"Hopkins banned the box before the city banned the box," said state Sen. Nathaniel J. McFadden, whose district includes the hospital, referring to the practice of waiting until after a job offer has been extended before asking about an applicant's criminal record.

"Ron's outreach to the community is second-to-none," McFadden said, adding that his constituents included many people who have found themselves on the wrong side of the law. "There's some businesses and industries that won't give you the time of day ... Hopkins kind of set the standard," McFadden said.

Peterson and Daniels have also been supportive of an initiative called "Turnaround Tuesdays," sponsored by Baltimoreans United in Leadership Development, or BUILD, said Pastor Marshall F. Prentice of Zion Baptist Church.

The weekly program, hosted by the church, offers support and coaching to Baltimore residents – many of the ex-offenders – struggling to find work, Prentice said.

"Peterson agreed with us in this vision," Prentice said. "Hopkins is doing a great job hiring ex-offenders."

– **Daniel Leaderman**



## Scott Plank

Scott Plank, as an Under Armour executive, once helped his younger brother change the sports apparel business.

After stepping aside from that business, he's launched real estate development firm WarHorse LLC, which has partnered with some of the biggest development firms in the area to begin reshaping the built environment in Baltimore. Although he may not be the out-front

cheerleader his brother Kevin Plank is for Under Armour, Scott Plank has found a niche as a major, behind-the-scenes player re-imagining Charm City.

One of his first real estate endeavors, independent of War Horse, was investing in Belvedere Square. He purchased a share of the property from Struever Bros. Eccles & Rouse Inc., Williams Jackson Ewing and Manekin LLC.

The popular retail development in North Baltimore was reopened in 2003, but was in need of a face lift. Plank's infusion of cash resulted in a face lift for the market, which gave it a boost.

In March it was announced the city selected plans submitted by Caves Valley Partners/War Horse LLC to redevelop the popular Cross Street Market. In August, renderings of the firm's proposal were released and revealed an aggressive redesign of a neighborhood gathering place that radically changes the design of one of Baltimore's most popular neighborhoods.

Arsh Mirmiran, of Caves Valley Partners, said his dealings with Plank have been limited to the proposed Cross Street Market redevelopment but that he has impressed him as someone who wants to do what is best for Baltimore.

"I've found him to be an incredibly bright individual, and really well-intentioned. I think he really wants to improve Baltimore," Mirmiran said.

More recently, War Horse partnered with Greenbelt-based Bozzuto Group on the Anthem House. The 292-unit apartment building with 20,000 square feet of retail space was set to celebrate its groundbreaking on April 27, but was delayed by the riots. When the event was held more than a month later the project was hailed as the type of continued investment needed to help the city heal.

"I think he's got back into what he's passionate about," Mirmiran said.

— Adam Bednar



## Spike Gjerde

Spike Gjerde has been using locally sourced materials in his restaurants since before it became the "cool" thing to do.

His restaurant in Baltimore's Hampden neighborhood, Woodberry Kitchen, has become a go-to spot for people looking for authentic Maryland cuisine.

"As far as local sourcing of food, be it stuff from farms or seafood, I think he's done an extraordinary job," said Gaylord Clark, owner of Two Oceans True Foods Inc. Clark has been supplying seafood, eggs and stewing hens as needed for Gjerde since he owned Joy America Cafe.

Locally sourcing raw materials is a difficult undertaking for a restaurant, given that the supply chain is not always guaranteed to provide a steady stream of goods. Gjerde works around that by storing summer produce

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and other off-season groceries. The restaurant has staff butchers that allows it to be less wasteful with livestock and provide fresher meals.

"We wanted to work as closely as possible with the local food system," Gjerde told *The Daily Record* in 2012.

But Gjerde is doing more than supporting local farmers. At Woodberry Kitchen, he's creating the face of Maryland cuisine, one that doesn't just involve putting Old Bay on crab cakes.

Food critics see Woodberry Kitchen as one of the leading forces in Maryland cuisine, offering fare that is not necessarily cheap but is exceptionally well prepared.

"When I go to a place to eat, I like to see someone who is thinking outside the box," said Clark, describing the way Gjerde's dishes look and taste. "I think what Spike is doing is something that's gaining traction around the country."

Gjerde's cooking was recognized on a national stage in May as he became the first Baltimore chef to win the Jeff Beard Award for "Best Chef: Mid-Atlantic."

— **Anamika Roy**



## **Kathleen Murphy**

Since joining the Maryland Bankers Association as president and CEO in 1999, Kathleen Murphy has been busy representing the interests of the state's nearly 117 banks, 67 of which are headquartered in Maryland.

As the Maryland Bankers Association celebrates its 120th anniversary next year, Murphy's priorities are

the same as they were for the organization when it began in 1896: to change the industry for the better, advocate at all levels of government and to be resourceful.

As an advocate for the banking industry, Murphy presents the industry with one voice, one that speaks for small community banks as strongly as it does for larger financial institutions.

**"When the chairman of the FDIC gives her a hug, you know you've got connections"**

— *George Swygert, Maryland Bankers Association*

"In our state, we have worked very hard and our members are very sensitive to that fact that we're stronger when we speak as one voice as an industry," said Murphy.

George Swygert, chair-elect for the MBA and regional executive at Capital One Bank, sees Murphy's leadership style as one of the reasons why Maryland's banks are able to stand united.

"We really aren't split in how we work as a group," said Swygert. "In some states, smaller banks have a different view than big banks. I think Maryland is unique in that regard."

In the past few years, Murphy and the MBA increasingly have weighed in on bills introduced in the General Assembly that affect the banking industry. This year the MBA took positions on 198 bills at the state level, compared to the 70 to 90 bills the association would typically review and comment on a decade ago, said Murphy.

"The number started increasing just as the recession started," she said.

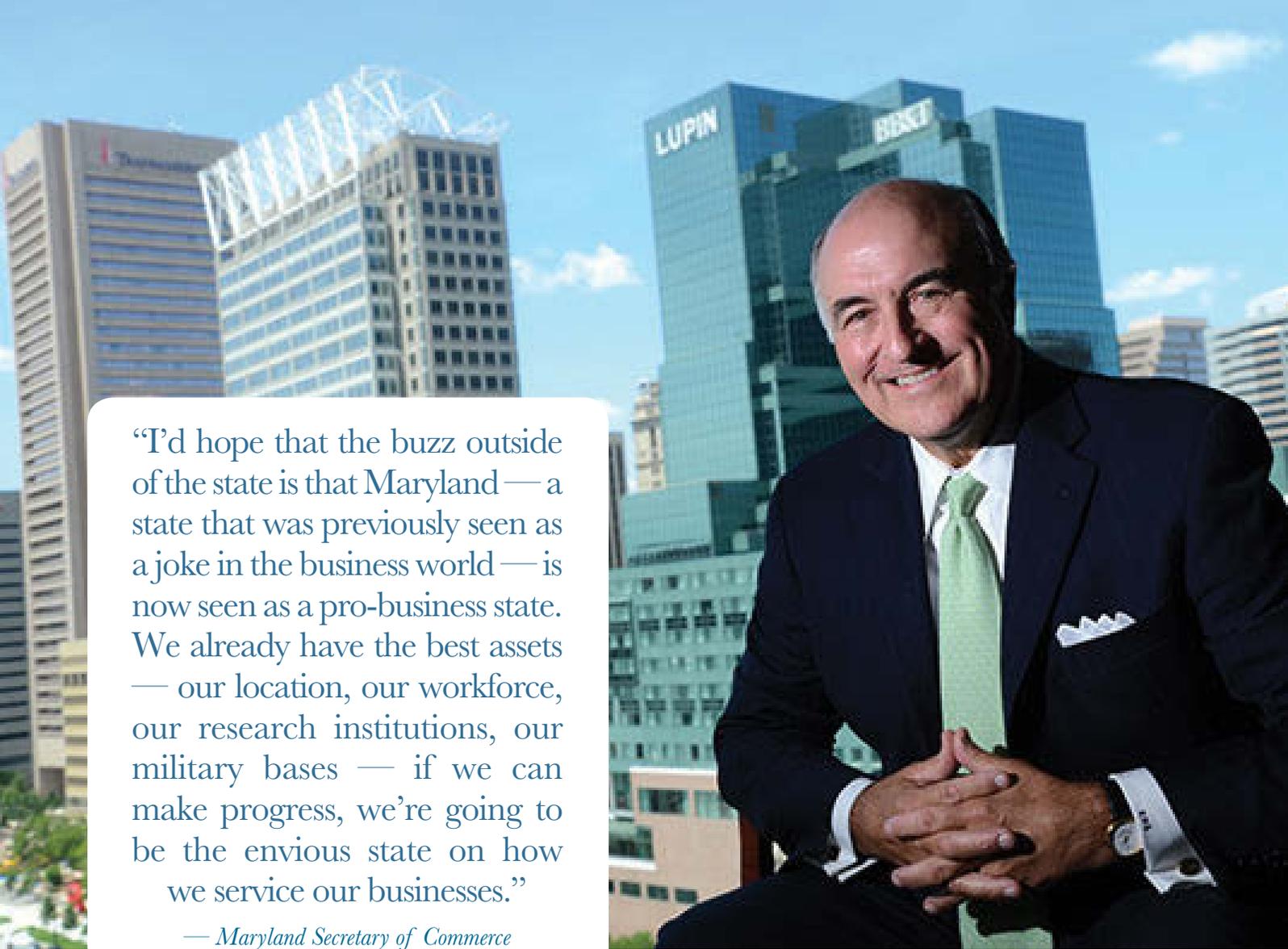
It's not just on the state end that the MBA has become more aggressive. In September, Murphy sent a letter to the FDIC in response to a proposal by the federal agency that would change the way it handles reciprocal deposits. While it's an arcane rule hard to explain to a common person,

Murphy saw its effect on community banks and voiced her concerns. A handful of community banks in the state sent similar letters.

Murphy has made federal regulators notice her and the MBA.

"When the chairman of the FDIC gives her a hug, you know you've got connections," said Swygert. "Sitting one-on-one with senior leaders with these agencies that regulate us brings a lot of clout to us as Maryland bankers."

— **Anamika Roy**



“I’d hope that the buzz outside of the state is that Maryland — a state that was previously seen as a joke in the business world — is now seen as a pro-business state. We already have the best assets — our location, our workforce, our research institutions, our military bases — if we can make progress, we’re going to be the envious state on how we service our businesses.”

— *Maryland Secretary of Commerce*  
*Michael R. Gill*

# Image makeover

## Maryland seeks to improve state’s economic development

By Christine Tobar  
Special to The Daily Record

What’s in a name? Apparently a lot. The Maryland agency that was formerly known as the Department of Business and Economic Development — also known as DBED — has changed its name to the more succinct Department of Commerce, a name that Maryland’s top leaders hope will improve the state’s economic development and its tarnished image as a place to do business.

The name change came as a result of findings that

the Maryland Economic Development and Business Climate Commission released in February 2015. Headed up by former Lockheed Martin CEO Norm Augustine (and a joint initiative of Maryland Senate President Thomas V. Mike Miller and House Speaker Michael E. Busch), the commission’s sole purpose was to assess Maryland’s business climate and find ways to improve it. The commission released 10 findings and 32 recommendations as part of a 129-page report.

**See *COMMERCE* on page 18**

# Job growth

## Economists predict steady uptick in Maryland's workforce

By Pete Pichaske  
Special to The Daily Record

Moderate job growth in Maryland will continue through 2016, local economists say, extending the state's unspectacular but steady recovery from the recession.

"Things look pretty good for Maryland next year," said Lara Ratz, an economist and Maryland analyst with Pennsylvania-based Moody's Analytics. "I expect job growth to continue at the same pace (as this year) next year and even the year after."

For the 12-month period ending in October, Maryland gained 48,000 jobs, according to the federal Bureau of Labor Statistics — an increase of 1.5 percent.

The number of jobs in Maryland has been steadily rising since 2010, according to BLS figures.

Ratz predicted the state would add about 50,000 jobs in 2016.

"Maryland is pretty well-positioned for 2016," echoed Anirban Basu, chairman and CEO of the Sage Policy Group, an economic and policy consulting firm in Baltimore.

Basu said the troubling trends that could hamper a national recovery, such as the decline in energy prices that hurts the growing U.S. energy industry and the strong U.S. dollar that hurts exports, should not slow Maryland because the state has scant energy industry and no large manufacturing sectors.

"It would not surprise me at all if Maryland outperforms the nation next year ... in the pace of job creation," he said.

Maryland is not without weaknesses, including its anemic manufacturing sector and an iffy construction outlook. Most significant, the economists say, is sequestration and the slowdown in federal spending, which imperils a long-time lifeline for Maryland's economy.

Daraius Irani, chief economist of Towson University's Regional Economic and Studies Institute, said about 5 percent of Maryland workers are directly employed by the federal government and another 10 percent indirectly employed — as contractors, for example.

Irani said many in the state are awakening to the fading federal presence in Maryland and are making more efforts to diversify the job picture.

"I'm hearing that much more than in years past," he said.

RESI recently held its annual economic outlook conference for Maryland, and the organization predicted a 1.7 percent growth in employment — about 43,000 jobs — for next year, slightly less optimistic than other economists.

"I think we're doing OK," Irani said. "There's a lot of room for



“Things look pretty good for Maryland next year. I expect job growth to continue at the same pace [as this year] next year and even the year after.”

— *Lara Ratz, economist and Maryland analyst with Pennsylvania-based Moody's Analytics*

improvement.”

Maryland's weaknesses are counterbalanced by what economists say is a number strengths.

Those strengths include a relatively wealthy population, which helps restaurants, bars and hotels, a robust health care industry, a cutting-edge cybersecurity presence and strong growth in professional and business services, which includes such fields as engineering and accounting.

According to the Bureau of Labor Statistics, the number of Maryland jobs in education and health services, professional and business services, and leisure and hospitality (the restaurant, bar and hotel industry) all were on track to increase by more than 2 percent this year.

Jobs in manufacturing, meanwhile, were on track to

decrease by nearly 2 percent.

One wild card in the economic outlook, Irani said, is the fact that Maryland now has a Republican governor, which often is a signal to businesses of a more regulation-light environment.

“I think it's more psychological than an actuality, but having a governor with that 'R' may mean we're more open for business,” Irani said.

He noted that Hogan strongly favors fewer regulations and lower taxes and fees. “Those things may help businesses locate here,” he said.

Another potential wild card, according to Basu, is the lingering effects of the civil unrest in Baltimore that followed the death last spring of Freddie Gray while in police custody.

Basu said Baltimore restaurants, hotels and other businesses were hurt by the unrest, although many of those customers took their business to nearby locations within the state, such as Towson, Columbia and Owings Mills.

He also warned that the impact on Baltimore might last longer than many in the city hope.

“It's important to note that people still talk about the 1968 riots,” he said. “And it doesn't help when the city is heading toward well over 300 homicides this year.”

Still, the economists agree that Maryland remains in a comparatively enviable position.

“Nothing has significantly changed in the Maryland landscape,” Ratz said. “What have been Maryland's traditional strengths will continue to be its strengths.”

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— Ellen Coren Bogage, President and CEO, Chesapeake Public Strategies

"Maryland is my home. I grew up here, my family is here and I chose to build my business here. It's important that we're (Planit) a part of this town and community because the success of one company in Maryland benefits us all. We've built our business through helping other brands thrive and we know that our combined achievements position Maryland as a premier location for businesses. There is tremendous pride in our community and that's what made choosing Maryland an easy decision."



— Matt Doud, President, Co-Founder, Planit

"LifeSpan works with the very best Maryland senior care organizations. This is a state with excellent professional caregivers and great managers, all with a passionate commitment to learning and practicing at the highest possible levels. We feel lucky to have clients like them and it makes working in Maryland an easy choice."



— Isabella Firth, President, LifeSpan Network

"Fedder and Garten has successfully practiced law in Maryland since 1926, and we appreciate the state's highly-functioning court system and well-conceived process for selecting the best judges who are equipped to handle complex business disputes. It's important that we maintain our business in a state with active Bar Associations, and Maryland provides that at the state, county and city levels where civility and collegiality exists among its members. Alternative means of dispute resolution are readily available to us here, as well, so we can customize each case to our clients' needs. Maryland is a great place for our practice to grow."



— Alan F. M. Garten, director and officer, Fedder and Garten Professional Association

# business in Maryland?

"From a sentimental standpoint, I grew up here and love everything Maryland has to offer from the Chesapeake Bay to Ocean City, the Ravens, Orioles and Preakness. From an economic standpoint, running a bank in Maryland has several advantages, including steady economic drivers such as healthcare, education and government. These industries have proven to be less susceptible to economic cycles, therefore contributing to lower unemployment rates and a more stabilized housing market."

— Robert D. Kunisch, Jr., President and Chief Operating Officer, 1st Mariner Bank



"JLL's presence in Maryland, which is an highly important center of higher education, innovation and global trade, is integral as we serve clients and assist them in seeking new avenues of investment."

— Mark Levy, Managing Director and Baltimore Market Leader, JLL



"We do business in Maryland because there are so many creative minds developing new businesses and growing entrepreneurial companies that need the advice, services and financing that Bay Bank is uniquely positioned to provide. We are the bank built by entrepreneurs for entrepreneurs and Bay Bank is a meaningful facilitator and huge beneficiary of the economic growth in this part of the Maryland economy."

— Joseph J. Thomas, president and CEO of Bay Bank



"We have been fortunate to grow a practice here in Maryland over the past 40 years – we continue to be amazed at the caliber of talent in this community that we are fortunate to hire and of the valuable relationships we have been able to build with clients and business partners alike."

— Ira Weinstein, Co-Office Managing Principal, Baltimore office of CohnReznick



# Putting Maryland on the map

Hogan administration wants world to know state is open for business

By Christine Tobar  
Special to The Daily Record

Maryland's international footprint is growing, and Gov. Larry Hogan's administration wants the world to know that the state is open for business.

With life sciences, pharmaceuticals, cybersecurity, transportation and information technology in mind, the administration recently embarked on a trade mission to South Korea, Japan and China and is already seeing benefits.

As a result of the 12-day trip, Maryland has signed a two-year agreement with South Korea to promote trade and economic ties, particularly in life sciences. In October 2015, the state entered into a Memorandum of Cooperation with Korea's largest electric utility, Korean Electric Power Corporation (KEPCO), giving Maryland entities that develop energy-related



technologies in Korea. the opportunity to do business

Maryland exports about \$1.5 billion to South Korea, Japan and China; and a total of 67 companies from those countries operate in Maryland. The Hogan administration hopes to add to that list.



Photo submitted by Gov. Larry Hogan's Office

Gov. Larry Hogan, First Lady Yumi Hogan and other members of the administration embarked on a 12-day trip to Asia over the summer. They traveled to South Korea, China and Japan. Here, the Maryland flag is seen flying in Seoul, South Korea.



Photos submitted by Gov. Larry Hogan's Office

Gov. Larry Hogan and t Lady Yumi Hogan pose with officials during their 12-day trip to Asia in 2015. Below: Maryland Gov. Larry Hogan shakes hands with Hwan Yong Nho, president and CEO of Air Conditioning & Energy Solution Company.

"We have a significant presence of Korean and Japanese companies in Maryland, and as a result of the trip that Governor Hogan led, there are multiple export and investment opportunities," said Signe Pringle, head of the international division for the Maryland Department of Commerce. "It makes sense to continue to cultivate the relationships there."

Maryland is also eyeing Southeast Asia, Pringle said, specifically Singapore and Indonesia, where Maryland's high-tech companies could benefit from the cybersecurity and IT markets there. Canada is also a target, albeit an easier one, Pringle said, because of language and cultural similarities.

Canada also is Maryland's largest export country — claiming 15 percent of the total exports for the state.

Maryland's international portfolio is already robust, with more than 600 foreign-based businesses based in the state. In addition, according to the Maryland Department of





Photo submitted by Gov. Larry Hogan's Office

Gov. Larry Hogan signed a memorandum of understanding for cooperation in the field of SMEs in June.

Commerce, exports for the state reached a record high of \$12.2 billion in 2014 — a 113 percent increase since 2004.

For businesses looking to expand their international portfolios, the Maryland Department of Commerce's Office of International Investment and Trade offers a number of resources to get them started. The agency has foreign trade offices in nine cities, including Mexico City, Sao Paulo, Nigeria, Tel Aviv, Paris, Dubai, Delhi, Shanghai, and Taipei. The offices provide international market and industry research, assist Maryland companies in marketing their products and services abroad, assess requirements for export documentation, plan and execute foreign trade shows, arrange networking opportunities, and offer financial assistance through the ExportMD grant program.

About 60,000 jobs in Maryland are supported by exports, and about 7,000 Maryland companies export their products worldwide, Pringle said. About 90 percent of them are small businesses, which is why the ExportMD grant program is so important, she said.

"Our main task is to ensure companies have the resources, and we are here to help Maryland businesses get their foreign trade off the ground," she said.

The ExportMD grant helps businesses finance the costs of marketing themselves internationally. The grants can be used to cover trade show fees, marketing materials and travel expenses. To date, the state's Department of Commerce has awarded ExportMD grants to 44 companies. As a result, grant recipients have leveraged more than \$168 million in export sales. Applications for the ExportMD program are accepted on a bi-monthly basis.

SURVICE Engineering, an aerospace company based in Belcamp was a recent recipient of an ExportMD grant and used the funds to attend the annual Paris Air Show, the world's largest aerospace event.

The event boasts exhibitors from 48 countries,

"We have a significant presence of Korean and Japanese companies in Maryland, and as a result of the trip that Governor Hogan led, there are multiple export and investment opportunities. It makes sense to continue to cultivate the relationships there."

— *Signe Pringle, head of the international division for the Maryland Department of Commerce*

delegations from 91 countries and over 350,000 show attendees. The June 2015 event generated \$130 billion in contracts, according to the organization.

Mark Butkiewicz, general manager of applied technology operation for SURVICE, said that without the ExportMD grant, the company wouldn't have gotten the exposure. The company has been a recipient of the ExportMD grant in past years, but this has been the most successful. SURVICE teamed up with Malloy Aeronautics, a company specializing in hover crafts, at the Paris Air Show.

"There is a reason we have taken advantage of the ExportMD grant in the past. It's very productive and gets us in front of clients that we wouldn't have otherwise had exposure to. The exposure from attending the Paris Air Show has led to international press coverage of the research and development we've been working on," Butkiewicz said.

SURVICE is now working on two contracts with the U.S. Army as a result.



# Port of Baltimore business is booming

Port is #1 in auto, cargo

By Pete Pichaske  
Special to The Daily Record

More than three centuries after the Maryland General Assembly designated it as a port of entry, the Port of Baltimore has evolved into one of the state's leading economic engines, generating some 140,000 direct and indirect jobs, \$3 billion in personal income and \$310 million in state and local revenues.

For the future, port boosters see more growth and progress.

"The success of the port in recent years has been a tremendous story for the entire state, and it's likely to grow," said Donald Fry, president and CEO of the Greater Baltimore Committee and a member of the Maryland Port Commission. "The number of jobs that are provided and the amount of fiscal impact the port has for personal income and from a tax perspective is very, very significant. ... And the port is positioned to do very well in future years."

The Port of Baltimore, located in the middle of the huge East Coast market, is the country's top auto port and also the top port for all "roll-on/roll-off" cargo (cars, trucks, farm equipment, etc.). It also is among the nation's leaders in handling commodities as varied as

"The success of the port in recent years has been a tremendous story for the entire state, and it's likely to grow."

— Donald Fry, president and CEO of the Greater Baltimore Committee

sugar, aluminum and coal.

What gives port leaders confidence in the future is the port's ability to handle the new generation of huge cargo ships that will be coming to the country after the Panama Canal is widened. That long-planned project is due to be completed in the spring, and the Port of Baltimore is one of only two East Coast ports able to accommodate the huge cargo ships.

Added cruise business also has boosted the port's success, said Richard Scher, director of communications for the Maryland Port Administration. The port began offering year-round cruising in 2009, and now has two

The Port of Baltimore has evolved into one of the state's leading economic engines, generating some 140,000 direct and indirect jobs, \$3 billion in personal income and \$310 million in state and local revenues.

**Maximilian Franz/The Daily Record**



providers: Royal Caribbean and Carnival, as well as other cruise ships that stop in Baltimore.

More than 90 cruises carrying nearly 200,000 passengers sailed out of Baltimore in 2004, according to the port, the fifth-highest total on the East Coast. The port's cruise industry supports more than 500 jobs and provides a \$90-million boost to the state economy.

According to Maryland Transportation Secretary Pete Kahn, if the port were a single-entity employer it would be the 12th largest employer in the state.

"A lot of these are good-paying, family supporting jobs as a longshore worker, trucker or terminal operator," he said.

The average annual salary for direct jobs at the port, he said, is \$61,800 — 16 percent higher than the state average.

The port "is one of Maryland's top economic generators," Kahn said.

At least one local economist is sounding mild alarms about the port's future. Daraius Irani, chief economist of Towson University's Regional Economic and Studies Institute, noted that a continuing slowdown in the world economy and the strong U.S. dollar could slow the port's exports of such commodities as coal and farm equipment.

Moreover, he warned that the state's failure to find a way to carry off-loaded cargo out of the port other than through the Howard Street Tunnel, which is too low to allow trains to double-stack containers, could make the large ships think twice about using Baltimore.

The inability to double-stack cargo makes hauling freight to markets more time-consuming, but finding an alternative to the Howard Street Tunnel has stymied the state for years.

"It's our choke point," Irani said of the tunnel.

Port boosters have long made double-stacking a priority, but they downplay warnings of gloom and doom without it.

"It would be nice to have double-stacking, and we should strive to have that happen," Fry said. "But the port and the state are optimistic that will not deter the number of ships that will come to Baltimore."

He added, "The port and all its maritime activities have been an essential part of our economic development product for more than 300 years. I think we've adapted to the changes in the market over time, ...and we have in fact one of the most efficient ports on the East Coast at loading cargo on and off ships. The port is a tremendous benefit for us."

# The changing face of Maryland's entrepreneurs

## Women, Hispanics open businesses at rapid rates

By Anamika Roy  
Anamika.Roy@TheDailyRecord.com

The face of the average business owner in Maryland is changing.

While men, mostly Caucasian, continue to run businesses that employ the most people and bring the most revenue, women are opening businesses at twice the rate as men. Some 40,000 small businesses in the state are owned by people of Hispanic descent, further establishing the community's place as a small-business force.

As of 2012, a survey of business owners showed that Maryland is home to more than 204,000 minority-owned business and 201,053 women-owned businesses, according to the state's Department of Commerce, formerly known as the Department of Business and Economic Development.

Nearly 21,000 of the women-owned firms had payrolls and collectively employed close to 200,000 workers. Those firms had sales of \$26.4 billion and a combined payroll of \$7.5 billion, the survey results said.

The state's 22,000 minority-owned firms had payroll and employed more than 182,000 workers.

The firms had \$26.6 billion in sales and a payroll of \$6.8 billion. Broken down, the state's almost 42,000 Asian-American-owned businesses brought in the most in sales at \$15.8 billion. Businesses owned by African-Americans brought in \$8.9 billion in total sales, while Hispanic-owned businesses made \$5.4 billion.

But the growth in the number

of these businesses comes with a caveat, experts note: While women and Hispanics are opening businesses at a faster rate than the rest of the population, they are keeping things small.

"Women entrepreneurs tend to look at it as a hobby. They don't really look at it as a business," said Kiesha Haughton Smoots, managing director of Maryland Women's Business Center. The center works with women-led businesses to change that mindset.

While women-owned businesses are opening at twice the rate of male-

"It has never been a better environment for women entrepreneurs as it is now."

— Lourdes Martin-Rosa, government contracting adviser at American Express OPEN

### A Port Working For You

127,000 jobs are linked to activities from the Port of Baltimore including 13,650 direct jobs generated at the Port. These include well-paying jobs with trucking companies, cargo handlers, railroads, manufacturers, pilots, and ocean carriers. Other positions like teachers, retail, and mechanics are supported by a healthy and vibrant Port.

The Port annually generates about:

- Nearly \$3 billion in personal wages and salary
- More than \$310 million in state and local taxes

Governor Larry Hogan | MDOT Secretary Pete K. Rahn | MPA Executive Director James J. White



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owned businesses, they only bring in 25 percent of revenue compared to men. Women-owned businesses also tend to be sole proprietorships, such as a daycare service that only has one employee, and they aren't big job creators, according to a report by American Express OPEN, which looks at the state of women-owned businesses using data from the U.S. Census Bureau.

Even though women-owned firms make up 30 percent of all businesses and are growing faster in number and in employment than other firms, those businesses only employ 6 percent of the country's workforce and contribute just under 4 percent of the country's revenues, the report said. Those numbers have remained stagnant since 1997.

Government contracting is among the biggest industries for Maryland's fastest-growing companies, but women have historically had trouble getting those contracts.

"It has never been a better environment for women entrepreneurs as it is now," said Lourdes Martin-Rosa, a

government contracting adviser at American Express OPEN, who works with women contractors.

The federal government has a 5 percent goal for awarding contracts to women-owned businesses. Edifice Solutions, a women-owned construction company that handles government contracts worldwide was the second-fastest growing company in Maryland according to Inc. Magazine this year.

Edifice's success is a sign that Maryland's women-owned companies are awakening to the possibility of competing for government contracts.

"They never had the tools and resources they needed to meet the 5 percent goal," said Martin-Rosa of Maryland companies.

In the American Express study, Maryland ranked No. 7 in the country for states with the most women-owned businesses. Washington, D.C., ranked No. 3. The D.C. metro area, which includes parts of Maryland and Virginia, ranked No. 7 among metro areas that have the most women-owned firms.

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## **COMMERCE** *continued from page 7*

One of the main recommendations was to create a Secretary of Commerce to oversee DBED and all the agencies involved in economic development.

The reorganization and the name change is not the only part of the strategy.

The agency also is getting a facelift in how agencies interact with the public as well as planned improvements in services and incentive programs. Gov. Larry Hogan's administration hopes those changes make the state friendlier to businesses.

Michael R. Gill, the secretary who was appointed to DBED under the Hogan administration, is now the state's first Secretary of Commerce and has high hopes for the changes underway.

"At first I thought it was just a new title, but really it represents a new opportunity to view economic development in a more positive way. The thing that motivates me the most is the realization that the job of our team — comprised of 230 team members — is to help businesses, to be more responsive, to be better listeners, to execute our programs better. I don't feel pressure. I feel a tremendous sense of urgency to get out there and make things happen," Gill said.

While Gill doesn't believe a name change will bring more business to Maryland, he does believe that the energy at Commerce is different and has elevated the importance of economic development for the state. The name change, Gill says, broadens the way in which economic development is viewed in Maryland. Economic development, he said, is no longer the name of a state department, but the basis of the culture in how

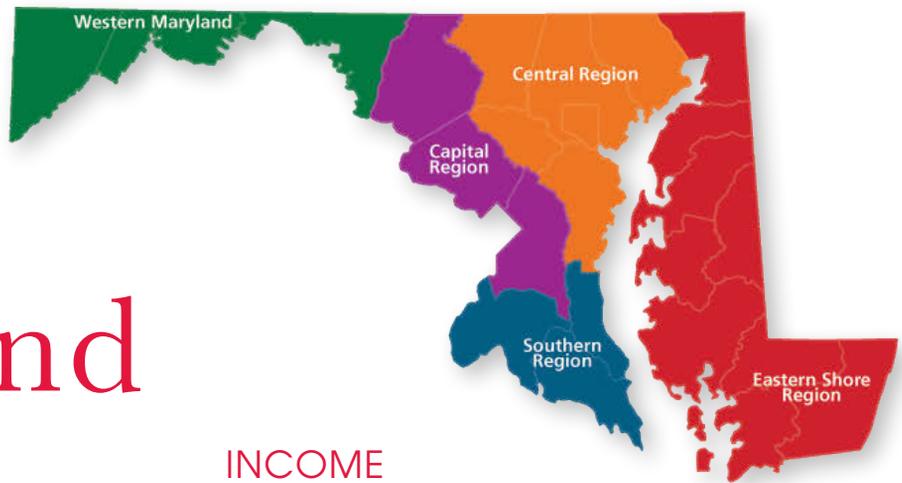
the state does things.

In addition to overseeing the newly named agency, Gill will oversee a commerce subcabinet comprised of the agencies that are directly involved in economic development matters including the Governor's Office of Minority Affairs; the Department of Transportation; the Department of Labor, Licensing and Regulation; the Department of Planning; the Department of Environment; and the Department of Housing and Community Development. The subcabinet is set to have its first meeting in December and will focus on how to make Maryland a more pro-business state, including improving responsiveness and customer service (also a recommendation of the commission report).

The department has already begun hiring more regional and industry representatives — not only to beef up their customer service in each of the 24 jurisdictions, but to also strengthen Maryland's key industries, including life sciences, cybersecurity, manufacturing, and aerospace and defense.

While a true measure of success in economic development is job growth, Gill says, he wants other states to envy Maryland's pro-business environment.

"I'd hope that the buzz outside of the state is that Maryland — a state that was previously seen as a joke in the business world — is now seen as a pro-business state. We already have the best assets — our location, our workforce, our research institutions, our military bases — if we can make progress, we're going to be the envious state on how we service our businesses," he said.



# Maryland

## POPULATION

2010 Census	5,773,552
2020 Projection	6,224,550

## INCOME

Per capita personal income	\$35,328
Median household	\$71,707
Average household	\$93,415

## LABOR AVAILABILITY

Total civilian labor force	3,127,676
Employment	2,921,931
Unemployment	205,745
Unemployment rate	6.6%

## EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	89.1%
Bachelor's degree or higher	36.9%

## MAJOR EMPLOYERS

Fort George G. Meade  
 University System of Maryland  
 Johns Hopkins University  
 Johns Hopkins Hospital and Health System  
 Wal-Mart  
 National Institutes of Health  
 Aberdeen Proving Ground  
 MedStar Health  
 University of Maryland Medical System  
 Joint Base Andrews Naval Air Facility  
 Giant Food  
 U.S. Social Security Administration  
 U.S. Food and Drug Administration

Walter Reed National Military Medical Center  
 Naval Air Station Patuxent River  
 Northrop Grumman  
 Marriott International  
 Verizon Maryland  
 Lockheed Martin  
 Constellation/BGE  
 Target  
 Home Depot  
 LifeBridge Health  
 United Parcel Service (UPS)  
 Booz Allen Hamilton  
 Exelon

Note: Largest employers exclusive of state and local governments. Federal and military employers exclude contractors. Fort George G. Meade includes employees of the National Security Agency.

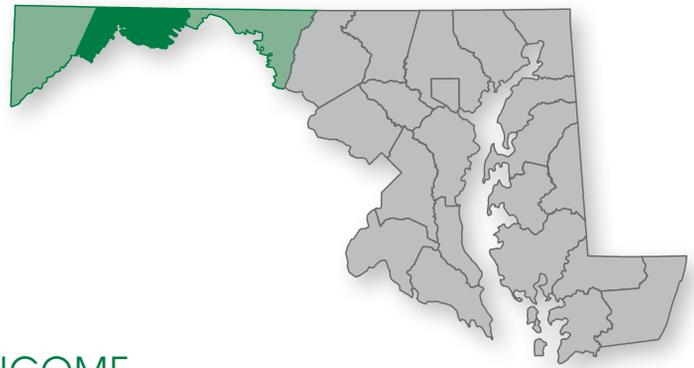
SOURCES: Maryland Department of Commerce

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# Allegany COUNTY



## POPULATION

2010 Census	75,087
2020 Projection	75,150

## INCOME

Per capita income	\$21,498
Median household	\$39,166
Average household	53,275

## LABOR AVAILABILITY

Total civilian labor force	35,748
Employment	33,595
Unemployment	2,153
Unemployment rate	6%

## EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	86.5%
Bachelor's degree or higher	16.59%

## COLLEGES AND UNIVERSITIES

Allegany College of Maryland	Frostburg State University
------------------------------	----------------------------

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

Allegany Business Center @ FSU	Barton Business Park
North Branch Industrial Park	Commerce Center Park
Riverside Industrial Park	Upper Potomac Industrial Park
Westernport Industrial Park	Frostburg Business Park

## MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Western Maryland Health System	2,200	Medical services
Frostburg State University	939	Higher education
CSX Transportation	900	Railroad
Hunter Douglas Northeast	860	Window blinds
Allegany College of Maryland	714	Higher education
Verso	700	Pulp and paper products
ACS	570	Telecommunications
Wal-Mart	500	Consumer goods
Rocky Gap Casino	500	Casino/gaming
American Woodmark	452	Manufacturing
The Active Network	430	Telecommunications
Giant Food Stores/MARTIN'S Food Markets	300	Groceries

Note: Excludes post offices, state and local governments; includes public higher education institutions.

\* Employee counts for federal and military facilities exclude contractors.

## ECONOMIC DEVELOPMENT CONTACT

Allegany County Department of Economic and Community Development  
 701 Kelly Road, Suite 400  
 Cumberland, MD 21502  
 301-777-5967/800-555-4080  
[www.alleganyworks.org](http://www.alleganyworks.org)  
 Matthew W. Diaz, Director

SOURCES: Allegany County Department of Economic and Community Development; Maryland Department of Commerce.



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For More Information Contact:

**Allegany County Department of  
Economic & Community Development**  
**301-777-5967 • 800-555-4080**  
**[www.alleganyworks.org](http://www.alleganyworks.org)**



# Anne Arundel COUNTY



## POPULATION

2010 Census	537,656
2020 Projection	580,000

## INCOME

Per capita personal income	\$60,064
Median household	\$87,217
Average household	\$108,465

## LABOR AVAILABILITY

Total civilian labor force	295,723
Employment	280,492
Unemployment	15,231
Unemployment rate	5.2%

## EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	91.4%
Bachelor's degree or higher	37.4%

## COLLEGES AND UNIVERSITIES

Anne Arundel Community College	Anne Arundel Community College at Arundel Mills – Regional Higher Education Center
St. John's College	
U.S. Naval Academy	

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

Annapolis Corporate Business Park	Marley Neck Industrial Park
Annapolis Junction Business Park	National Business Park
Arundel Overlook	Odenton Town Center Office
BWI Technology Park	Preston Gateway Corporate Park
Corporate Center at Arundel Preserve	Village at Waugh Chapel South
Defense Highway Business Center	Independence Park at Odenton Town Center
Station Ridge	
Fort Meade Technology Center	

## MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Fort George G. Meade * (1)	53,733	Military installation
Northrop Grumman	7,725	Electronic surveillance products
Anne Arundel Health System	4,000	Medical services
Southwest Airlines	3,200	Airline
Maryland Live! Casino	3,000	Casino
University of Maryland Baltimore Washington Medical Center	2,901	Medical services
U.S. Naval Academy/Naval Support Activity*	2,340	Higher education
Booz Allen Hamilton	2,100	Strategy management and technical services
Wal-Mart/Sam's Club	2,106	Consumer goods
Anne Arundel Community College	1,849	Higher Education
Allegis Group	1,500	Global staffing firm
CSC	1,229	IT services

Note: Excludes post offices, state and local governments; includes public higher education institutions.

\* Employee counts for federal and military facilities exclude contractors.

(1) Includes employees of National Security Agency

## ECONOMIC DEVELOPMENT CONTACT

Anne Arundel Economic Development Corp.  
2660 Riva Road, Suite 200  
Annapolis, MD 21401  
410-222-7410  
www.aedc.org

SOURCES: Maryland Department of Commerce. Anne Arundel Economic Development Corp.

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2016 Award Events

THE DAILY RECORD



**INFLUENTIAL**  
MARYLANDERS

**March 17, 2016**

**Grand Lodge of Maryland • 5:30 p.m.**

Honors individuals who have made a significant impact in their field and are influential leaders in Maryland. Winners are chosen by The Daily Record's editors.

**NOMINATIONS CLOSE JANUARY 15**

MARYLAND'S  
**TOP 100**  
WOMEN

**April 18, 2016**

**Meyerhoff Symphony Hall • 5 p.m.**

Honors 100 outstanding women for professional accomplishment, dedication to community and mentoring.

**NOMINATIONS CLOSE JANUARY 6**

**Leadership**  
in **Law**

**May 2016**

**Location to be determined • 5:30 p.m.**

Honors legal leaders who are making a significant impact on the profession and their community.

**NOMINATIONS CLOSE FEBRUARY 5**



**20** IN THEIR  
TWENTIES

**June 22, 2016**

**Gertrude's at the Baltimore Museum of Art • 5:30 p.m.**

Recognizes the best and brightest under the age of 30 who are already contributing to Maryland's growth with their endless energy and entrepreneurial spirit.

**NOMINATIONS CLOSE MARCH 11**

**VIP** LIST  
SUCCESSFUL BEFORE 40  
VERY IMPORTANT PROFESSIONALS

**August 25, 2016**

**The Pier 5 Hotel • 5:30 p.m.**

Recognizes very important professionals who are 40 years old or younger for their professional accomplishments and community involvement.

**NOMINATIONS CLOSE MAY 13**

MARYLAND'S MOST ADMIRED  
**CEOs**

**September 22, 2016**

**BWI Hilton • 5:30 p.m.**

Honors talented business CEOs and nonprofit executive directors throughout our state who are admired by their employees and the community for their leadership and professionalism.

**NOMINATIONS CLOSE JUNE 10**

**INNOVATOR**  
OF THE YEAR

**October 13, 2016**

**Center Club • 5:30 p.m.**

Recognizes individuals and companies that have created a product, service or program that has had a positive effect on their business, industry or community.

**NOMINATIONS CLOSE JULY 8**

**Leading Women**  
Maryland's Future

**December 5, 2016**

**Location to be determined • 5:30 p.m.**

Recognizes women 40 years old or younger for their professional accomplishments, community service and commitment to inspiring change.

**NOMINATIONS CLOSE AUGUST 26**

**Let's Get Social! #TDRawards**

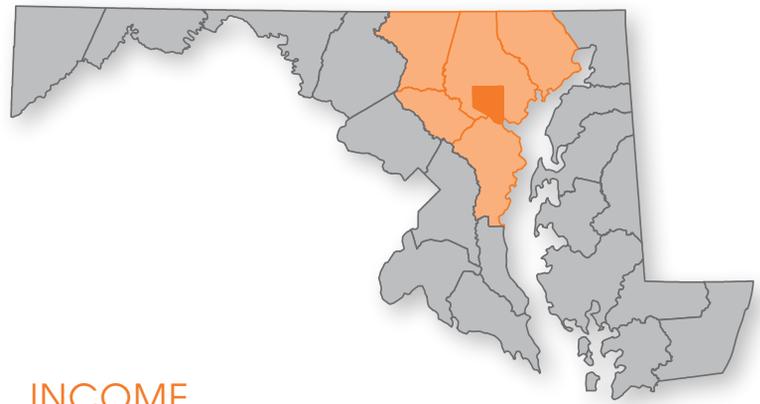
*Event Sponsorships are Available*

For more information or to nominate, call Morgan Cook 443.524.8181 or email [Morgan.Cook@TheDailyRecord.com](mailto:Morgan.Cook@TheDailyRecord.com)

**TheDailyRecord.com**

# Baltimore

## CITY



### POPULATION

2014 Census	622,793
2025 Projection	644,000

### INCOME

Per capita income	\$25,290
Average household	\$61,533
Median household	\$42,466

### LABOR AVAILABILITY

Total civilian labor force	300,243
Employment	276,291
Unemployment	23,952
Unemployment rate	8.0%

(Data from Maryland Department of Labor, Licensing and Regulation as of August 2015)

### EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	87.8%
Bachelor's degree or higher	27.8%

Census 2013

### COLLEGES AND UNIVERSITIES

Baltimore City Community College  
Coppin State University  
Loyola University Maryland  
Morgan State University  
Notre Dame of Maryland University  
St. Mary's Seminary and University  
University of Maryland, Baltimore

Binah Institute of Advanced Judaic Studies  
Johns Hopkins University  
Maryland Institute College of Art  
Ner Israel Rabbinical College  
University of Baltimore  
Women's Institute of Torah Seminary

### MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Johns Hopkins University	21,550	Higher education
Johns Hopkins Hospital & Health System (1)	18,520	Medical services
University of Maryland Medical System (3)	10,003	Medical services
MedStar Health (4)	6,479	Medical services
University System of Maryland (2)	6,160	Higher education
LifeBridge Health (5)	5,026	Medical services
Mercy Health Services	3,992	Medical services
St. Agnes HealthCare	3,259	Medical services
Exelon	3,116	HQ/energy products and services
Kennedy Krieger Institute	2,200	Health services for the disabled

Note: Excludes post offices, state and local governments; includes public higher education institutions.

(1) Includes Johns Hopkins Hospital and Bayview Medical Center. (2) Includes UMB, UB, Coppin State University and UMBI. (3) Includes UMD Med. Ctr., MD General Hosp., Univ. Specialty Hosp. & Mt. Washington Pediatric Hosp. (4) Includes Union Memorial Hospital, Good Samaritan Hospital and Harbor Hospital Center. (5) Includes Sinai Hospital and Levindale.

### ECONOMIC DEVELOPMENT CONTACT

Baltimore Development Corp.  
36 S. Charles St., Suite 1600  
Baltimore, MD 21201  
410-837-9305  
www.baltimoredevelopment.com  
William H. Cole, President & CEO

SOURCES: Baltimore Development Corp.; Maryland Department of Commerce. U.S. Census Bureau.



## GREATER BALTIMORE COMMITTEE

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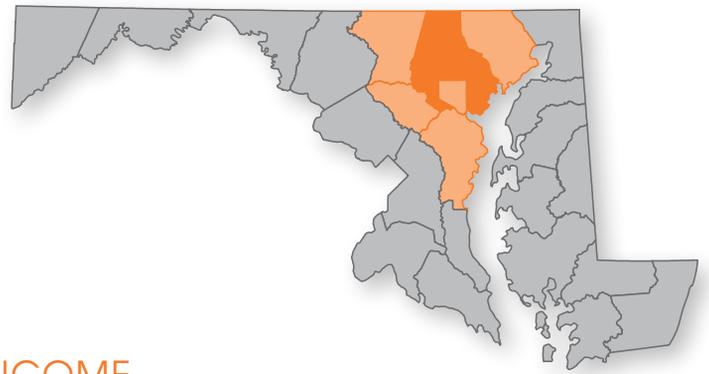
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For membership information contact: Liz Pettengill • 410.727.2820 • [lisbethp@gbc.org](mailto:lisbethp@gbc.org)



# Baltimore

## COUNTY



### POPULATION

2010 Census	805,029
2020 Projection	847,000

### INCOME

Per capita income	\$54,009
Average Household	\$87,423
Median Household	\$67,186

### LABOR AVAILABILITY

Total civilian labor force	451,139
Employment	424,762
Unemployment	26,377
Unemployment rate	5.8%

### EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	90.2%
Bachelor's degree or higher	35.5%

### COLLEGES AND UNIVERSITIES

Community College of Baltimore County  
 ITT Technical Institute  
 Talmudical Academy of Baltimore  
 University of Maryland, Baltimore County

Goucher College  
 Stevenson University  
 Towson University

Nielsen

### SELECT BUSINESS AND CORPORATE OFFICE PARKS

Baltimore Crossroads @ 95  
 Dundalk/North Point Windlass Run Business Park  
 Hunt Valley Business Community  
 Marshfield Business Park  
 Loveton Center  
 Woodlawn Federal Center  
 Metro Center at Owings Mills  
 TU Incubator, Towson

Business Center at Owings Mills  
 Rutherford Business Center  
 Pulaski Industrial Park  
 Southwest Business Community and Logistics Center  
 White Marsh Business Community  
 BWtech@ UMBC  
 Red Brook Financial Center

### MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
U.S. Social Security Administration	16,000	HQ/income security program
University System of Maryland (1)	5,396	Higher education
Greater Baltimore Medical Center (GBMC)	3,695	Medical services
Wal-Mart/Sam's Club	3,400	Consumer goods
Medstar Franklin Square Medical Center	2,829	Medical services
T. Rowe Price Group	2,835	Financial services
Community College of Baltimore County	2,723	Higher education

Note: Excludes post offices, state and local governments; includes public higher education institutions.  
 (1) Includes UMBC and Towson University.

### ECONOMIC DEVELOPMENT CONTACT

Baltimore County Department of Economic & Workforce Development  
 Historic Courthouse  
 400 Washington Ave., Suite 100  
 Towson MD 21204  
 410-887-8000  
[www.baltimorecountymd.gov/business](http://www.baltimorecountymd.gov/business)  
[businesshelp@baltimorecountymd.gov](mailto:businesshelp@baltimorecountymd.gov)

SOURCES: Baltimore County Department of Economic & Workforce Development; Maryland Department of Commerce. Maryland Department of Planning.  
 Nielsen Company 2015



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Baltimore County Executive Kevin Kamenetz and the Baltimore County Council

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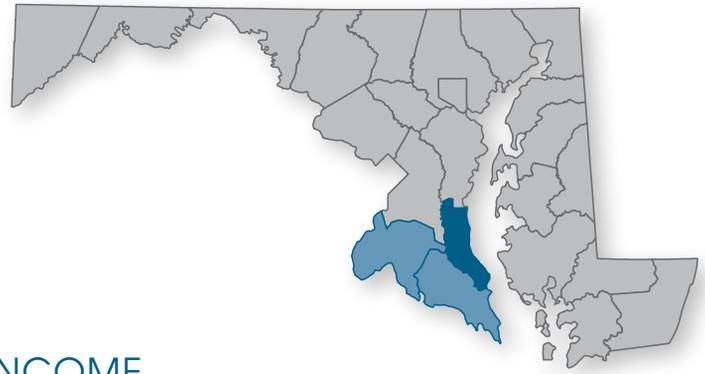
These programs support EmPOWER Maryland.

Call 410.290.1202 or  
visit [BGESmartEnergy.com](http://BGESmartEnergy.com).



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# Calvert COUNTY



## POPULATION

2010 Census	88,737
2020 Projection	95,600

## INCOME

Per capita income	\$37,663
Average household	\$107,312
Median household	\$95,110

## LABOR AVAILABILITY

Total civilian labor force	47,799
Employment	45,612
Unemployment	2,187
Unemployment rate	4.6%

## EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	93.1%
Bachelor's degree or higher	29.2%

## COLLEGES AND UNIVERSITIES

College of Southern Maryland

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

Calvert County Industrial Park	Calvert-Arundel Business Park
Dunkirk Gateway Business Center	North Calvert Industrial Park
Patuxent Business Park	

## MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Calvert Memorial Hospital	1,200	Medical services
Exelon/Calvert Cliffs Nuclear Power Plant	800	Nuclear power generation
Wal-Mart	420	Consumer goods
Giant Food	360	Groceries
Safeway	340	Groceries
Chesapeake Beach Resort & Spa	300	Hotel, spa and restaurants
McDonald's	278	Restaurants
Asbury Solomons Island	250	Nursing care
Arc of Southern Maryland	201	Medical and social services
DirectMail.com	200	Fulfillment services
Edward B. Howlin	180	Manufacturing (concrete)
Calvert County Nursing Center	179	Nursing care

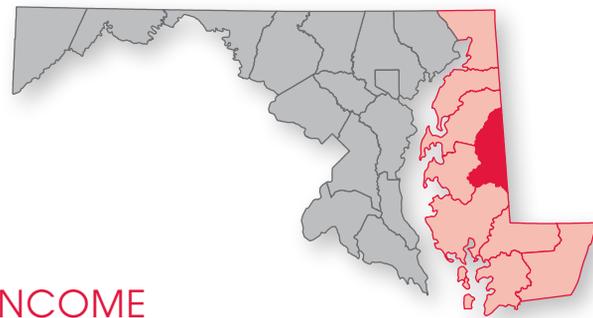
Note: Excludes post offices, state and local governments; includes public higher education institutions.

## ECONOMIC DEVELOPMENT CONTACT

Calvert County Department of Economic Development  
 Calvert County Courthouse  
 175 Main Street  
 Prince Frederick, MD 20678  
 410-535-4583  
[www.eocalvert.com](http://www.eocalvert.com)  
 Linda Vassallo, Director

SOURCES: Calvert County Department of Economic Development; Maryland Department of Commerce.

# Caroline COUNTY



## POPULATION

2010 Census	33,066
2020 Projection	36,050

## INCOME

Per capita personal income	\$24,551
Average household	\$65,042
Median household	\$52,967

## LABOR AVAILABILITY

Total civilian labor force	17,487
Employment	16,381
Unemployment	1,106
Unemployment rate	6.3%

## EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	82.3%
Bachelor's degree or higher	14.4%

## COLLEGES AND UNIVERSITIES

Chesapeake College

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

Caroline Industrial Park	Caroline Industrial Technology Park
Denton Industrial Park	Federalsburg Industrial Park
Greensboro Industrial Park	Mid-Shore Technology Park
Frank M. Adams Industrial Park	

## MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Dart Container	590	Paper/plastic cups
Benedictine School for Exceptional Children	425	Private school for special education
Wal-Mart	280	Consumer goods
Preston Automotive Group	270	
H&M Bay	263	Refrigerated trucking
Choptank Transport	195	Freight management
Choptank Electric Cooperative	161	Electric utility cooperative
Choptank Community Health System	140	Medical services
Tri-Gas & Oil	130	Appliances, metered gas, fuel oil
Envoy of Denton	105	
Caroline Center	104	Services for the disabled
M&M Refrigeration	103	Cooling equipment
Caroline Nursing Home	100	Medical services
Verizon	100	
Medifast	100	Dietary health products
Maryland Plastics	97	
Food Lion	95	Groceries
Kraft Foods	85	
Burriss Retail Logistics	85	Refrigerated trucking
Hanover Foods	85	Processed vegetables distribution

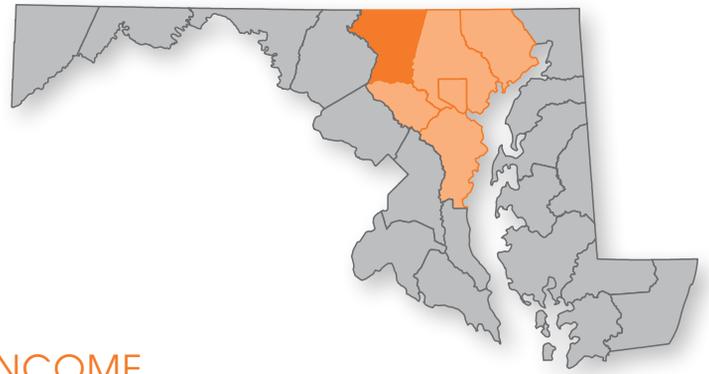
Note: Excludes post offices, state and local governments; includes public higher education institutions.

## ECONOMIC DEVELOPMENT CONTACT

Caroline Economic Development Corp.  
9194 Legion Rd., Suite 1  
Denton, MD 21629  
410-479-4188  
www.carolinebusiness.com  
Angela Visintainer, Director

SOURCES: Caroline Economic Development Corp.; Maryland Department of Commerce.

# Carroll COUNTY



## POPULATION

2010 Census	167,134
2020 Projection	183,600

## INCOME

Per capita income	\$40,749
Average household	\$99,179
Median household	\$84,790

## LABOR AVAILABILITY

Total civilian labor force	93,797
Employment	89,462
Unemployment	4,335
Unemployment rate	4.6%

## EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	91.5%
Bachelor's degree or higher	32.7%

## COLLEGES AND UNIVERSITIES

Carroll Community College	McDaniel College
---------------------------	------------------

## SELECT BUSINESS PARKS

Carroll County Air Business Center	Carroll County Commerce Center
North Carroll Business Park	Liberty Exchange
Mt. Airy Business Park	Warfield Corporate Center
West Branch Trade Center	Westminster Technology Park

## MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Carroll Hospital Center	1,997	Medical services
Penguin Random House	753	Book warehousing and distribution
EMA	700	Nursing care
McDaniel College	621	Higher education
Wal-Mart	600	Consumer goods
Jos. A. Bank Clothiers	600	HQ/men's clothing
Carroll Community College	509	Higher education
Weis Markets	499	Groceries
EVAPCO	440	Cooling equipment
Carroll Lutheran Village	425	Nursing care
Northrop Grumman	400	Industrial equipment

Note: Excludes post offices, state and local governments; includes public higher education institutions.

## ECONOMIC DEVELOPMENT CONTACT

Carroll County Department of Economic Development  
 225 N. Center St., Suite 101  
 Westminster, MD 21157  
 410-386-2070  
[www.carrollbiz.org](http://www.carrollbiz.org)  
 Jon Weetman, Administrator of Operations  
 and Small Business Development  
 John T. "Jack" Lyburn, Director

SOURCES: Carroll County Department of Economic Development; Maryland Department of Commerce.

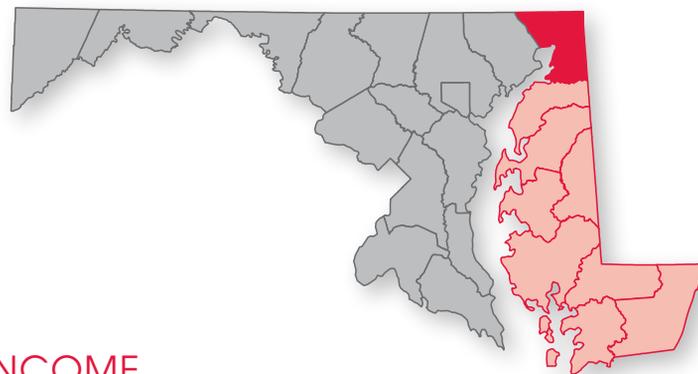


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Right Time**

**Carroll County**  
ECONOMIC DEVELOPMENT  
410-386-2070  
[www.carrollbiz.org](http://www.carrollbiz.org) ❖ @CarrollEconDev  
[info@carrollbiz.org](mailto:info@carrollbiz.org)



# Cecil COUNTY



## POPULATION

2010 Census	101,108
2020 Projection	108,600

## INCOME

Per capita income	\$29,518
Average household	\$79,761
Median household	\$66,689

## LABOR AVAILABILITY (August 2015)

Total civilian labor force	52,252
Employment	49,085
Unemployment	3,167
Unemployment rate	6.1%

## EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	88.2%
Bachelor's degree or higher	23.3%

## COLLEGES AND UNIVERSITIES

Cecil College\*

\* Partnerships with several four-year institutions

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

Bainbridge Business Park	North East Commerce Center
Principio Industrial Park	Triumph Industrial Park
Upper Chesapeake Corporate Center	Broadlands Industrial Park
Peninsula Industrial Park	Elkton Business Center
Perryville Industrial Park	

## MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
W. L. Gore & Associates	2,387	GORE-TEX® medical products/R&D
Perry Point VA Medical Center *	1,500	Medical services
Union Hospital/Affinity Health System	1,236	Medical services
IKEA	580	Home furnishings distribution
Cecil College	521	Higher education
Wal-Mart	500	Consumer goods
ATK	464	Propellants, rocket motors
Penn National Gaming (Hollywood Casino)	405	Casino gaming
Terumo Medical Products	342	Medical products/R&D
Terumo Cardiovascular Systems	297	Medical products/R&D
Burriss Logistics	250	Refrigerated trucking

Note: Excludes post offices, state and local governments; includes public higher education institutions.

\* Employee counts for federal and military facilities exclude contractors.

## ECONOMIC DEVELOPMENT CONTACT

Cecil County Office of Economic Development  
 200 Chesapeake Blvd., Suite 2700  
 Elkton, MD 21921  
 410-996-6292  
[www.cecilbusiness.org](http://www.cecilbusiness.org)  
 Lisa Webb, CECD, Director

SOURCES: Cecil County Office of Economic Development; Maryland Department of Commerce; U.S. Census Bureau



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- Prime air, port, rail, and highway access between Baltimore and Philadelphia
- Home to world-class leaders W.L. Gore, Orbital ATK, and Terumo Medical
- Developable land and build-to suit options
- 9 business parks in a state-designated enterprise zone
- Fast-track permitting, loans, and financial incentives
- Tax-exempt financing for medical manufacturers



Connect with the Cecil County Office of Economic Development at **410.996.6292** or **[www.cecilbusiness.org](http://www.cecilbusiness.org)**.

# Charles COUNTY



## POPULATION

2010 Census	146,551
2020 Projection	174,350

## INCOME

Per capita income	\$36,653
Median household	\$90,789
Average household	\$103,187

## LABOR AVAILABILITY

Total civilian labor force	81,795
Employment	75,777
Unemployment	6,018
Unemployment rate	6.2%

## EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	91.5%
Bachelor's degree or higher	27.1%

## COLLEGES AND UNIVERSITIES

College of Southern Maryland

Waldorf Center for Higher Education

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

228 Business Center & Berry Park  
 Indian Head Science and Technology Park  
 White Plains Corporate Center  
 Piney Reach Business Park  
 Middle Business Park

Hughesville Station Business Center  
 St. Charles Business and Industrial Parks  
 Waldorf Technology Park  
 Acton Lane Berry Park  
 Fairview Executive Center and Business Park

## MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Naval Support Facility (NSF) Indian Head *	2,693	Military installation
University of Maryland, Charles Regional Medical Center	850	Medical services
Wal-Mart/Sam's Club	592	Consumer goods
Facchina Construction	550	HQ/construction services
Safeway	475	Groceries
College of Southern Maryland	418	Higher education
Target	400	Consumer goods
McDonald's	396	Restaurants
Southern Maryland Electric Cooperative (SMECO)	386	Energy products and services
Genesis Health Care	312	Nursing care

Note: Excludes post offices, state and local governments; includes public higher education institutions.

\* Employee counts for federal and military facilities exclude contractors.

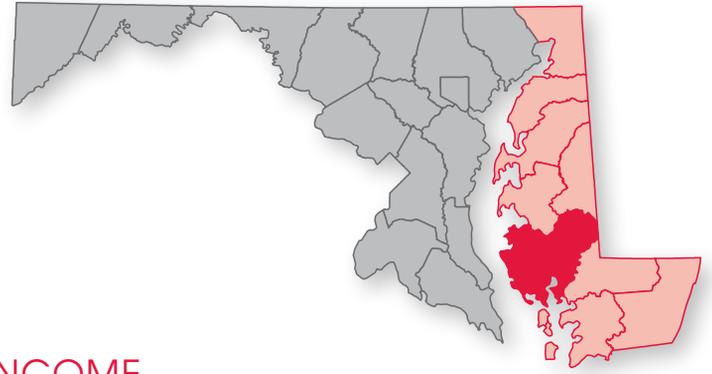
## ECONOMIC DEVELOPMENT CONTACT

Charles County Office of Economic Development  
 10665 Stanhaven Place, Suite 206  
 White Plains, MD 206951  
 301-885-1340  
[www.meetcharlescounty.com](http://www.meetcharlescounty.com)  
 Kwasi Holman, Director

SOURCES: Charles County Office of Economic Development; Maryland Department of Commerce.

# Dorchester

C O U N T Y



## POPULATION

2010 Census	32,618
2020 Projection	34,800

## INCOME

Per capita income	\$26,136
Median household	\$45,508
Average household	\$62,172

## LABOR AVAILABILITY

Total civilian labor force	16,042
Employment	14,687
Unemployment	1,355
Unemployment rate	8.4%

## EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	84%
Bachelor's degree or higher	18.6%

## COLLEGES AND UNIVERSITIES

Chesapeake College

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

Chesapeake Industrial Park

Dorchester Regional Technology Park

**The Eastern Shore Innovation Center (Technology Incubator)** is under construction and should be completed by the end of the year. It's located in the Dorchester Regional Technology Park.

## MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Amick Farms	1,049	Poultry processing
Hyatt Regency Chesapeake Bay Golf Resort	316	Resort, golf and conference center
Wal-Mart	286	Consumer goods
University of Maryland Shore Medical Center at Dorchester	273	Medical services
Cambridge International	225	Conveyor belts
Delmarva Community Services	203	Vocational and day habilitation services
Protenergy Natural Foods	184	Food Processing
Signature Health Care at Mallard Bay	175	Nursing care
Horn Point Laboratory	156	Fishery Research
Bloch & Guggenheimer	156	Pickle processing
Adventist Behavioral Health System Eastern Shore	150	Medical services
Genesis Healthcare/Chesapeake Woods Center	100	Nursing care

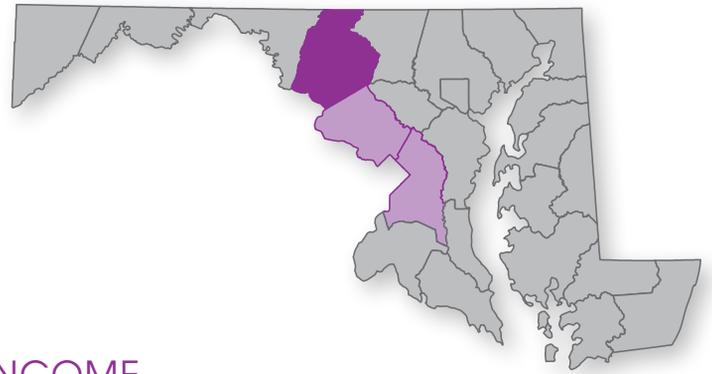
Note: Excludes post offices, state and local governments; includes public higher education institutions.

## ECONOMIC DEVELOPMENT CONTACT

Dorchester County Economic Development Office  
 5263 Bucktown Road  
 Cambridge, MD 21613  
 410-228-0155  
[www.choosedorchester.org](http://www.choosedorchester.org)  
 Keasha Haythe, CECd, Director

SOURCES: Dorchester County Economic Development Office; Maryland Department of Commerce.

# Frederick COUNTY



## POPULATION

2010 Census	233,385
2020 Projection	265,650

## INCOME

Per capita income	\$36,240
Average household	\$98,128
Median household	\$82,311

## LABOR AVAILABILITY

Total civilian labor force	128,836
Employment	121,494
Unemployment	7,342
Unemployment rate	5.7%

## EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	91.7%
Bachelor's degree or higher	38%

## COLLEGES AND UNIVERSITIES

Frederick Community College	Hood College
Mount St. Mary's University	

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

270 Technology Park	Ballenger Creek Center
Century Center	Frederick Innovative Technology Center @ Monocacy
Center at Monocacy	Westview South
Frederick Airport Park	Intercoastal Industrial Center
Jefferson Technology Park	Knowledge Farms Technology Center
Omega Center	Riverside Industrial Park
Riverside Technology Park	Stanford Industrial Park
Urbana Office & Research Center	Wedgewood Business Park
Westview Corporate Campus	Riverside Research Park
Riverside Corporate Park	

## MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Fort Detrick * (1)	4,600	Military installation
Frederick Memorial Healthcare System	2,696	Medical services
Wells Fargo Home Mortgage	1,881	Mortgage services
Leidos Biomedical Research	1,836	Medical research
Frederick Community College	1,055	Higher education
UnitedHealthcare	832	Health insurance
State Farm Insurance	830	Insurance
Wal-Mart/Sam's Club	700	Consumer goods
Astra Zeneca	595	Biopharmaceutical

Note: Excludes post offices, state and local governments; includes public higher education institutions.

\* Employee counts for federal and military facilities exclude contractors.

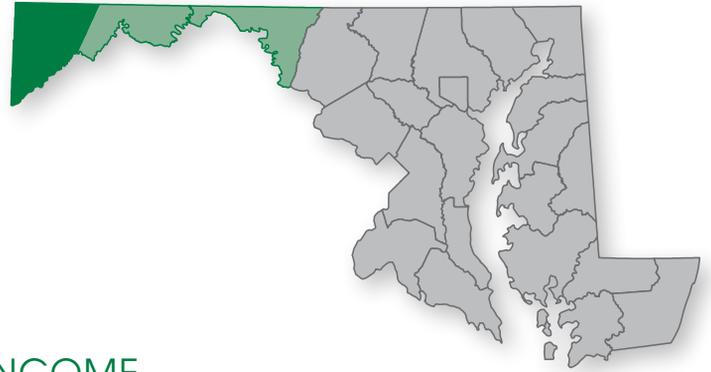
(1) Includes 1,000 employees at NCI-Frederick.

## ECONOMIC DEVELOPMENT CONTACT

Frederick County Office of Economic Development  
12 E. Church St.  
Frederick, MD 21701  
301-600-1058  
www.discoverfrederickmd.com  
Helen Propheter, Director

SOURCES: Frederick County Office of Economic Development; Maryland Department of Commerce.

# Garrett COUNTY



## POPULATION

2010 Census	30,097
2020 Projection	30,600

## INCOME

Per capita income	\$24,904
Average household	\$59,916
Median household	\$45,354

Source: ACS 2008-2012 5-Year Estimates, U.S. Census Bureau

## LABOR AVAILABILITY

Total civilian labor force	16,880
Employment	15,768
Unemployment	1,112
Unemployment rate	6.6%

## EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	88.0%
Bachelor's degree or higher	18.1%

Source: ACS 2008-2012 5-Year Estimates, U.S. Census Bureau

## COLLEGES AND UNIVERSITIES

Career Technology & Training Center	Garrett College
-------------------------------------	-----------------

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

Central Garrett Industrial Park	Garrett Information Enterprise Center
Keyser's Ridge Business Park	McHenry Business Park
Northern Garrett Industrial Park	Southern Garrett Business and Technology Park

## MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Garrett Regional Medical Center	365	Medical services
Beitzel	280	Metal fabrication
Wal-Mart	270	Consumer goods
Garrett College	264	Higher education
First United	217	Banking/insurance services
Pillar Innovations	204	Mine support technologies
Wisp Resort (1)	200	4-season resort
Goodwill Retirement Community	189	Nursing care
Garrett County Community Action Committee	170	Social advocacy
Closet Maid	162	Storage, shelving products

Note: Excludes post offices, state and local governments; includes public higher education institutions.

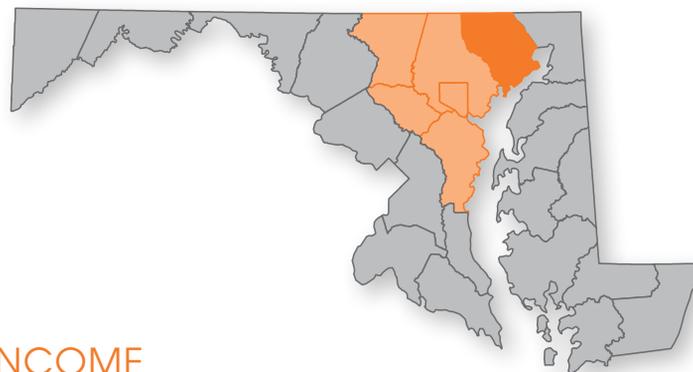
(1) Employment increases to approximately 600 during winter ski season.

## ECONOMIC DEVELOPMENT CONTACT

Department of Economic Development  
Garrett County Government  
203 S. Fourth Street, Room 208  
Oakland, MD 21550  
301-334-1921  
www.gcedonline.com  
Alex McCoy, MBA, CEcD, Director

SOURCES: Garrett County Office of Economic Development; Maryland Department of Commerce. Maryland Department of Labor, Licensing & Regulation; U.S. Census Bureau

# Harford COUNTY



## POPULATION

2010 Census	244,820
2020 Projection	244,826

## INCOME

Per capita income	\$35,907
Median household	\$80,905
Average household	\$96,470

## LABOR AVAILABILITY

Total civilian labor force	135,057
Employment	127,256
Unemployment	7,801
Unemployment rate	5.8%

## EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	92.4%
Bachelor's degree or higher	32.8%

## COLLEGES AND UNIVERSITIES

Harford Community College  
Towson University in Northeastern Maryland  
University Center Northeastern Maryland

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

Aberdeen Corporate Park	Hickory Ridge Technology Campus
Box Hill Corporate Center	Lakeside Business Park
Bulle Rock Corporate Park	North Gate Business Park
Chesapeake Industrial Park	Park Avenue
Fieldside Commons	Park Centre
Forest Hill Business Airpark	Riverside Business Park
The GATE at APG	Water's Edge Corporate Campus
The Ground Floor at Harford	Harford Business Innovation Center

## MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Aberdeen Proving Ground (APG) *	16,797	Military installation/R&D
Upper Chesapeake Health System	3,129	Medical services
Rite Aid Mid-Atlantic Customer Support Center	1,300	Pharmaceuticals & health-related consumer goods distribution
Kohl's Distribution Center	1,255	E-commerce distribution
Harford Community College	1,029	Higher education
Klein's ShopRite of MD	1,000	Groceries
Wal-Mart	900	Consumer goods
Jacobs Technology	865	Laboratory analysis
Home Depot	500	Home improvement products
Target	500	Consumer goods
Wegmans	499	Groceries
BSC America	475	Major vehicle auction
American Infrastructure	445	Highway, street & bridge construction
Booz Allen Hamilton	430	Government support
CSC	410	Engineering services

Note: Excludes post offices, state and local governments; includes public higher education institutions.

\* Employee counts for federal and military facilities exclude contractors.

## ECONOMIC DEVELOPMENT CONTACT

Harford County Office of Economic Development  
220 S. Main St.  
Bel Air, MD 21014  
410-638-3059/888-1 95 SITE  
www.harfordbusiness.org  
Karen L. Holt, Director

SOURCES: Harford County Office of Economic Development; Maryland Department of Commerce.



# HARFORD

COUNTY

ECONOMIC DEVELOPMENT



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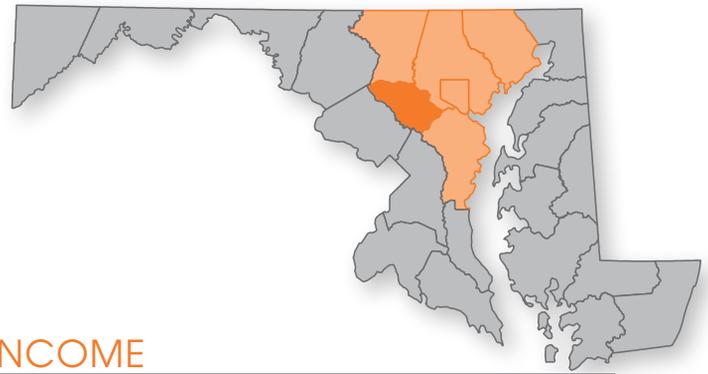
- Loan programs
- Workforce training grants
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**BARRY GLASSMAN, COUNTY EXECUTIVE**  
**KAREN HOLT, DIRECTOR**

# Howard COUNTY



## POPULATION

2010 Census	287,085
2020 Projection	330,558

## INCOME

Per capita income	\$51,452
Median household	\$106,707
Average household	\$140,754

## LABOR AVAILABILITY

Total civilian labor force	173,443
Employment	166,528
Unemployment	6,915
Unemployment rate	4.0%

## EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	95.1%
Bachelor's degree or higher	60.5%

## COLLEGES AND UNIVERSITIES

Howard Community College  
Lincoln College of Technology  
University of Phoenix  
Maryland University of Integrative Health  
Oxford Square

Johns Hopkins University  
Loyola University Maryland  
University of Maryland University College  
UMBC

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

Corridor 95 Business Park  
Dorsey Commerce Center  
Maple Lawn  
Troy Hill Corporate Park  
Maryland Food Center Authority

Columbia Gateway Business Park  
Emerson Corporate Commons  
Meadowridge 95 Office Park  
Maryland Center for Entrepreneurship  
Downtown Columbia

## MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Johns Hopkins University Applied Physics Laboratory	5,000	R&D systems engineering
Verizon Wireless	2,028	Telecommunications
Lorien Health Systems	2,000	Nursing care
Howard County General Hospital	1,777	Medical services
Howard Community College	1,294	Higher education
Leidos	1,195	Engineering services
Coastal Companies	1,050	Produce processing
Giant Food	1,050	Groceries
The Columbia Association	900	Nonprofit civic organization
Wells Fargo	842	Securities administration
MICROS Systems/Oracle	815	HQ / software development

Note: Excludes post offices, state and local governments; includes public higher education institutions.

\* Employee counts for federal and military facilities exclude contractors.

## ECONOMIC DEVELOPMENT CONTACT

Howard County Economic Development Authority  
6751 Columbia Gateway Drive, Suite 500  
Columbia, MD 21046  
410-313-6500  
www.hceda.org  
Lawrence F. Twele, CEO

SOURCES: Howard County Economic Development Authority; Maryland Department of Commerce.

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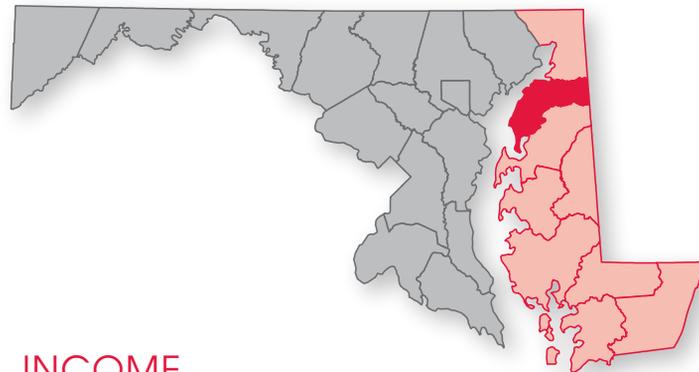
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# Kent COUNTY



## POPULATION

2010 Census	20,197
2020 Projection	21,400

## INCOME

Per capita income	\$28,322
Median household	\$53,854
Average household	\$68,402

## LABOR AVAILABILITY

Total civilian labor force	10,753
Employment	9,988
Unemployment	765
Unemployment rate	7.1%

## EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	86.8%
Bachelor's degree or higher	27.7%

## COLLEGES AND UNIVERSITIES

Chesapeake College	Washington College
--------------------	--------------------

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

Chestertown Business Park	Kent County Business Park at Worton
Interstate 301 Industrial Area	Radcliffe Creek Business & Professional Park

## MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Washington College	525	Higher education
Shore Medical Center at Chestertown	429	Medical services
Dixon Valve & Coupling	366	Valves and couplings
David A. Bramble	224	Asphalt paving, road construction
Heron Point of Chestertown	200	Nursing care
LaMotte	182	Chemical testing equipment
Angelica Nurseries	175	Nursery
Redner's	95	Groceries
Autumn Lake Healthcare at Chestertown	82	Nursing care
Gillespie & Son	80	Concrete products

Note: Excludes post offices, state and local governments; includes public higher education institutions.

## ECONOMIC DEVELOPMENT CONTACT

Kent County Tourism  
400 High St.  
Chestertown, MD 21620  
410-778-0416  
www.kentcounty.com  
Bernadette Bowman, Director

Kent County Economic Development  
400 High St.  
Chestertown, MD 21620  
410-778-4600  
www.kentcounty.com  
Ernest A. Crofoot, County Administrator

SOURCES: Kent County Economic Development Office; Maryland Department of Commerce.



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Courtesy of Tolchester Marina, Inc.



Crow Farm & Vineyard



**Jamie Williams**  
Economic Development  
Coordinator  
Phone: 410-810-2168  
Email: [jwilliams@kentgov.org](mailto:jwilliams@kentgov.org)



[www.kentcounty.com/business](http://www.kentcounty.com/business)



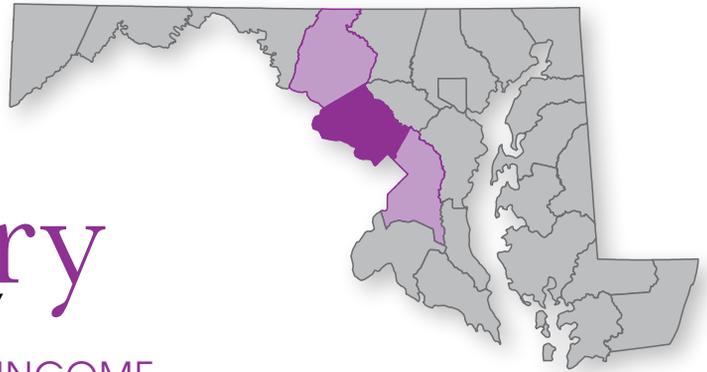
@kc\_ecnmcdvlpmt



Kent County Economic Development



# Montgomery COUNTY



## POPULATION

2010 Census	971,177
2020 Projection	1,067,000

## INCOME

Per capita income	\$47,062
Median household	\$94,767
Average household	\$126,927

## LABOR AVAILABILITY

Total civilian labor force	528,958
Employment	508,190
Unemployment	23,641
Unemployment rate	4.5%

## EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	91.19%
Bachelor's degree or higher	56.89%

## COLLEGES AND UNIVERSITIES

Columbia Union College  
National Labor College  
Uniformed Services University of the Health Sciences  
Washington Adventist  
Rockville Innovation Center

Montgomery College  
SANS Technology Institute  
The Universities at Shady Grove  
University Yeshiva College

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

LifeSci Village  
Potomac Office Park  
Great Seneca Science Corridor  
Silver Spring Innovation Center

Germantown Innovation Center  
Preserve at Tower Oaks Office Park  
Shady Grove Innovation Center  
Wheaton Business Innovation Center

## MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
National Institutes of Health *	16,900	Medical research
Walter Reed National Military Medical Center *	8,500	Medical services
Adventist Healthcare	5,000	Medical services
U.S. Food and Drug Administration *	8,200	Food and drug R&D and standards
Marriott International	5,200	Hotels/motels
Booz Allen Hamilton	5,000	Management consulting, technology integration
Lockheed Martin	4,700	Defense, aerospace & electronics
National Oceanic and Atmospheric Administration	4,600	HQ/weather analysis and reporting
Montgomery College	3,451	Higher education
Kaiser Foundation Health Plan	3,100	Medical services
Giant Food	3,000	Groceries

Note: Excludes post offices, state and local governments; includes public higher education institutions.

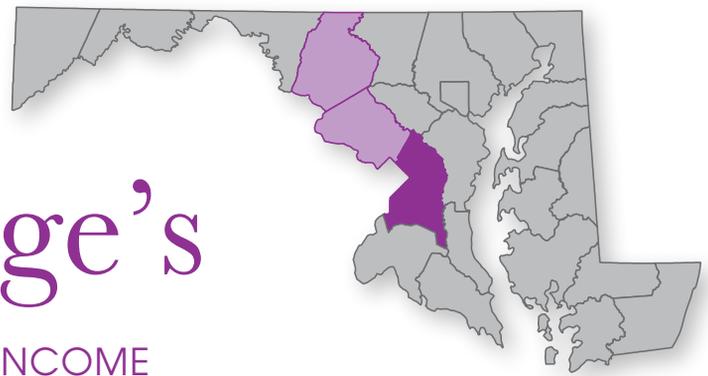
\* Employee counts for federal and military facilities exclude contractors.

## ECONOMIC DEVELOPMENT CONTACT

Montgomery County Department  
of Economic Development  
111 Rockville Pike, Suite 800  
Rockville, MD 20850  
240-777-2000  
choosemontgomerycountymd.com

SOURCES: Montgomery County Department of Economic Development,  
Maryland Department of Commerce

# Prince George's COUNTY



## POPULATION

2010 Census	863,420
2020 Projection	899,712
(COG Round 8.3 Cooperative Forecast)	

## INCOME

Per capita income	\$31,825
Median household	\$72,290
Average household	\$89,171

## LABOR AVAILABILITY

Total civilian labor force	515,715
Employment	466,737
Unemployment	65,548
Unemployment rate	9.1%

## EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	85.5%
Bachelor's degree or higher	31.0%
Graduate or professional degree	12.9%

Note: Income, Labor Force/Employment, and Educational Attainment data were obtained from the US Census, 2014 American Community Survey 1-year estimates

## COLLEGES AND UNIVERSITIES

Bowie State University  
 Laurel College Center  
 TESST College of Technology  
 University Town Center  
 University of Maryland University College

Capitol College  
 Prince George's Community College  
 University of Maryland, College Park  
 Washington Bible College

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

Konterra Business Campus  
 Steeplechase  
 Willowbrook Business Center  
 Bowie Business Innovation

National Harbor  
 University of Maryland M Square Research Park  
 Woodmore Towne Centre - Glen Arden

## MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
University System of Maryland (1)	18,562	Higher education
Joint Base Andrews Naval Air Facility Washington*	17,500	Military installation
U.S. Internal Revenue Service *	5,539	Revenue collection and data processing
U.S. Census Bureau *	4,414	Demographic research & analysis
United Parcel Service (UPS)	4,220	Mail and package delivery services
NASA — Goddard Space Flight Center *	3,397	Space research
Giant Food	3,000	Groceries
Verizon	2,738	Telecommunications
Prince George's Community College	2,665	Higher education
Dimensions Healthcare System	2,500	Medical services
Marriott International	2,303	Hotels and motels

Note: Excludes post offices, state and local governments; includes public higher education institutions.

(1) Includes UMCP, UMUC and Bowie State University.

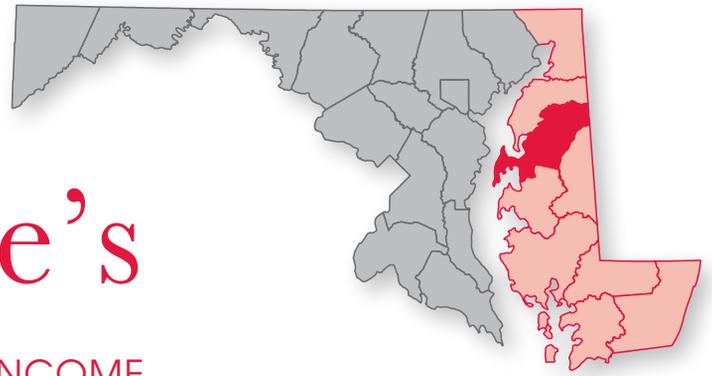
\* Employee counts for federal and military facilities exclude contractors.

## ECONOMIC DEVELOPMENT CONTACT

Prince George's County Economic Development Corp.  
 1801 McCormick Drive, Suite 350  
 Largo, MD 20774  
 301-583-4650  
 www.pgcedc.com  
 Gwen S. McCall, President and CEO

SOURCE: <http://commerce.maryland.gov/Documents/ResearchDocument/PrGeorgesBef.pdf>

# Queen Anne's COUNTY



## POPULATION

2010 Census	47,798
2020 Projection	53,600

## INCOME

Per capita income	\$36,417
Median household	\$85,334
Average household	\$99,330

## LABOR AVAILABILITY

Total civilian labor force	27,677
Employment	26,040
Unemployment	1,637
Unemployment rate	5.9%

## EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	91.8%
Bachelor's degree or higher	34.87%

## COLLEGES AND UNIVERSITIES

Chesapeake College	Washington College
Chesapeake College Higher Education Center	

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

Centreville Business Park	Chesapeake Bay Business Park
Island Professional Park	Matapeake Professional Park
Penn Station	Thompson Creek Business Park

## MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Chesapeake College	756	Higher education
S.E.W. Friel*	275	Canned food processing
Paul Reed Smith Guitars	236	HQ / custom guitars
REEB Millwork	180	Doors & windows
Power Electronics	162	Industrial control panels
Federal Resources Supply	146	HQ/ first response hazard kits
Tidewater Direct	144	Commercial printing
Genesis HealthCare / Corsica Hills Center	134	Nursing care
Clinton Nurseries of Maryland	130	Flowers & nursery stock
Chesterwye Center	100	Services for persons with disabilities

Note: Excludes post offices, state and local governments; includes public higher education institutions.  
(1) Includes seasonal workers

## ECONOMIC DEVELOPMENT CONTACT

Queen Anne's County Department of Economic Development  
425 Piney Narrows Road  
Chester, MD 21617  
(410) 604-2100  
www.choosequeenannes.com  
Jamie Gilbert, Executive Director

SOURCES: Queen Anne's County Economic Development and Tourism;  
Maryland Department of Commerce.

# Saint Mary's COUNTY



## POPULATION

2010 Census	105,151
2020 Projection	125,150

## INCOME

Per capita income	\$33,592
Median household	\$78,233
Average household	\$91,175

## LABOR AVAILABILITY

Total civilian labor force	56,316
Employment	53,030
Unemployment	3,286
Unemployment rate	5.8%

## EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	89.6%
Bachelor's degree or higher	29.5%

## COLLEGES AND UNIVERSITIES

College of Southern Maryland  
Southern Maryland Higher Education Center

Seafarers Harry Lundeberg School of Seamanship  
St. Mary's College of Maryland

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

Expedition Office Park  
Fowler Industrial Park  
Park Place  
St. Mary's County Industrial Park

Exploration Park Business Center  
Lexington Park Corporate Center  
Pine Hill Technology Park  
Wildewood Business Park

## MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Naval Air Station Patuxent River *	11,232	Military installation
MedStar St. Mary's Hospital	1,201	Medical services
DynCorp International	1,019	Professional and technical services
BAE Systems	850	Technical products and services
Wyle	705	Technical and scientific research services
Lockheed Martin	540	Aeronautics, systems engineering
Engility	500	Systems and engineering and management
Boeing	450	Engineering services
HMR of Maryland (Charlotte Hall)	438	Nursing care
SAIC	431	Engineering, scientific & management services
Booz Allen Hamilton	412	Systems engineering and management

Note: Excludes post offices, state and local governments; includes public higher education institutions.

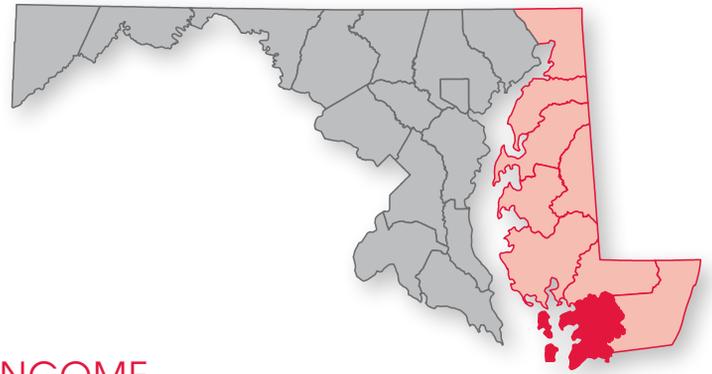
\* Employee counts for federal and military facilities exclude contractors.

## ECONOMIC DEVELOPMENT CONTACT

St. Mary's County Department of Economic Development  
Potomac Building  
23115 Leonard Hall Drive  
P.O. Box 653  
Leonardtwn, MD 20650  
301-475-4200, ext. 1400  
www.stmarysmd.com/ded  
Robin Finnacom, Acting Director

SOURCES: St. Mary's County Department of Economic and Community Development; Maryland Department of Commerce; Maryland Department of Planning and U.S. Bureau of the Census; Maryland Department of Labor, Licensing and Regulation, Office of Workforce Information and Performance; U.S. Department of Commerce, Bureau of Economic Analysis

# Somerset COUNTY



## POPULATION

2010 Census	26,470
2020 Projection	27,750

## INCOME

Per capita income	\$16,009
Median household	\$37,733
Average household	\$49,260

## LABOR AVAILABILITY

Total civilian labor force	10,661
Employment	9,605
Unemployment	1,056
Unemployment rate	9.9%

## EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	78.5%
Bachelor's degree or higher	15.1%

## COLLEGES AND UNIVERSITIES

University of Maryland Eastern Shore

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

Chase Plaza Business Park  
Princess Anne Industrial Park

Crisfield Industrial Park

## MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
University of Maryland Eastern Shore (UMES)	1,004	Higher education
Sysco Eastern Maryland	550	Food products distribution
Somerset Community Services	405	Services for the disabled
McCready Memorial Hospital	255	Medical services
Aurora Sr. Living of Manokin	175	Nursing care
Rubberset	149	Paint brushes
Southern Connection Seafood (1)	120	Seafood processing & wholesale distribution
Three Lower Counties Community Services	105	Medical services
McDonald's	91	Restaurant

Note: Excludes post offices, state and local governments; includes public higher education institutions.

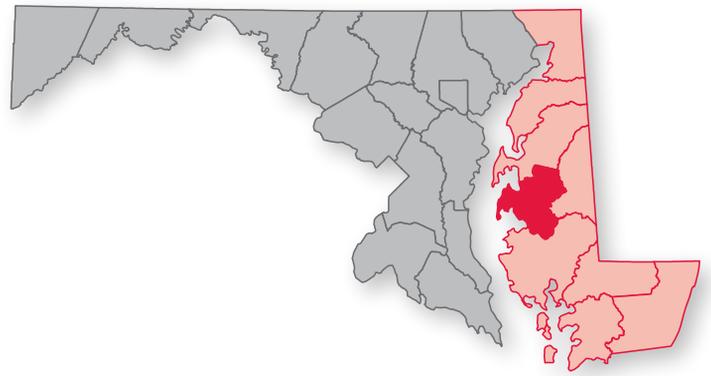
(1) Includes seasonal workers

## ECONOMIC DEVELOPMENT CONTACT

Somerset County Economic Development Commission  
11916 Somerset Ave., Suite 202  
Princess Anne, MD 21853  
410-651-0500  
www.somersetcountyedc.org  
Daniel K. Thompson, Executive Director

SOURCES: Somerset County Economic Development Commission; Maryland Department of Commerce.

# Talbot COUNTY



## POPULATION

2013 Census	37,859
2020 Projection	40,850

## INCOME

Per capita income	\$38,022
Median household	\$61,597
Average household	\$88,215

## LABOR AVAILABILITY

Total civilian labor force	19,360
Employment	17,726
Unemployment	1,634
Unemployment rate	5.2%

## EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	89.6%
Bachelor's degree or higher	33.2%

## COLLEGES AND UNIVERSITIES

Chesapeake College

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

Airport Industrial Park  
Clifton Industrial Park  
Easton Technology Center  
Talbot Commerce Park

Carlton Business Park  
Easton Business Center  
Glebe Park

## MAJOR EMPLOYERS

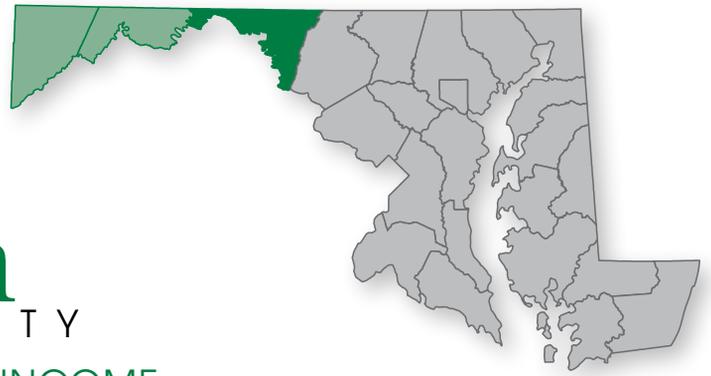
Employer	Number Employed	Product/Service
University of Maryland Shore Medical Center at Easton	1,641	Medical services
Allen Harim Foods	408	Poultry processing
Genesis HealthCare/The Pines	250	Nursing care
William Hill Manor	220	Nursing care
Wal-Mart	205	Consumer goods
Quality Health Strategies	180	Health care improvement
Shore Bancshares	177	Financial holding company
Chesapeake Building Components	156	Component building products
Aphena Pharma Solutions	120	Pharmaceutical packaging

Note: Excludes post offices, state and local governments; includes public higher education institutions.

## ECONOMIC DEVELOPMENT CONTACT

Talbot County Office of Economic Development  
215 Bay St., Suite 5  
Easton, MD 21601  
410-770-8058  
www.talbotcountymd.gov  
Paige R. Bethke, Director

SOURCES: Talbot County Office of Economic Development; Maryland Department of Commerce.



# Washington COUNTY

## POPULATION

2010 Census	147,430
2020 Projection	160,300

## INCOME

Per capita income	\$26,093
Median household	\$55,700
Average household	\$67,972

## LABOR AVAILABILITY

Total civilian labor force	69,318
Employment	64,500
Unemployment	4,839
Unemployment rate	7%

## EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	86.6%
Bachelor's degree or higher	19.9%

## COLLEGES AND UNIVERSITIES

Hagerstown Community College  
University of Maryland at Hagerstown

Kaplan University - Hagerstown

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

Airport Business Park  
Friendship Technology Park  
Newgate Industrial Park  
Mount Aetna Technology Park

Fort Ritchie at Cascade  
Hunters Green Business Center  
Showalter Road Center  
Stanley E. Fulton Industrial Complex

## MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Meritus Health Inc.	2,740	Medical services
First Data	2,322	Credit card processing
Citi	2,100	Credit card processing
Volvo Group	1,517	Diesel engines and transmissions
Hagerstown Community College	890	Higher education
The Bowman Group LLC	746	Hotels management
FedEx Ground	705	Mail and package delivery services
Staples	597	Office supplies distribution & retailing
Merkle Response	545	Aircraft maintenance

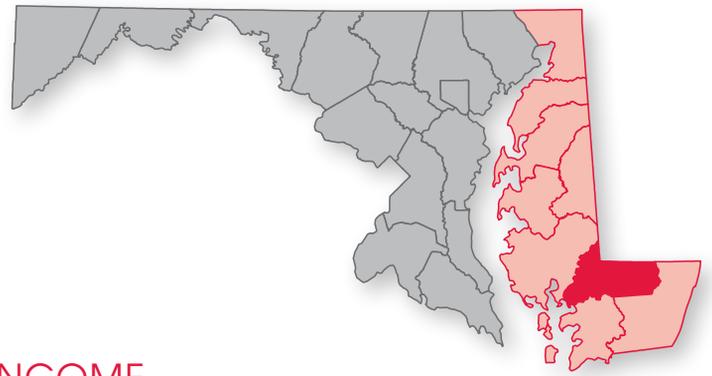
Note: Excludes post offices, state and local governments; includes public higher education institutions.

## ECONOMIC DEVELOPMENT CONTACT

Washington County Department of Business Development  
100 W. Washington St., Room 103  
Hagerstown, MD 21740  
240-313-2280  
www.hagerstowndc.org  
Kassle Lewis, Director of Business Development

SOURCES: Washington County Department of Business Development;  
Maryland Department of Commerce.

# Wicomico COUNTY



## POPULATION

2010 Census	98,733
2020 Projection	109,200

## INCOME

Per capita personal income	\$25,028
Median household	\$50,523
Average household	\$65,900

## LABOR AVAILABILITY

Total civilian labor force	52,799
Employment	48,510
Unemployment	4,289
Unemployment rate	8.1%

## EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	85.8%
Bachelor's degree or higher	27.8%

## COLLEGES AND UNIVERSITIES

Salisbury University

Wor-Wic Community College

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

Air Business Center  
Northgate Business Center  
Northwood Industrial Park

Beaglin Crossing Business Park  
Fruitland Industrial Park  
Westwood Commerce Park

## MAJOR EMPLOYERS

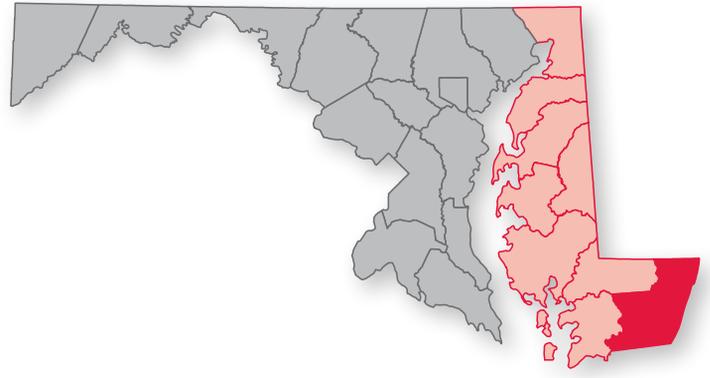
Employer	Number Employed	Product/Service
Peninsula Regional Medical Center	3,300	Medical services
Salisbury University	1,800	Higher education
Perdue Farms	1,600	HQ/poultry processing
Wal-Mart/Sam's Club	750	Consumer goods
Labinal Salisbury	400	Electronics assembly
Jubilant cadista Pharma	400	Generic pharmaceuticals
Genesis Salisbury Rehab.	340	Nursing care
Delmarva Power	300	Energy products & services
K&L Microwave	250	Electronics assembly
Dave Pointe	250	Services for the disabled
SHORE UP!	250	Community development & social services
BBSI	249	Staffing services
Boscov's	249	Consumer goods
Pepsi-Cola Bottling	249	Beverages

Note: Excludes post offices, state and local governments; includes public higher education institutions.

## ECONOMIC DEVELOPMENT CONTACT

Salisbury-Wicomico Economic Development Inc.  
One Plaza East, Suite 501  
P.O. Box 4700  
Salisbury, MD 21803  
410-749-1251  
www.swed.org  
David Ryan, Executive Director

SOURCES: Salisbury-Wicomico Economic Development Inc.; Maryland Department of Commerce.



# Worcester COUNTY

## POPULATION

2010 Census	51,454
2020 Projection	56,100

## INCOME

Per capita personal income	\$31,297
Median household	\$58,687
Average household	\$80,932

## LABOR AVAILABILITY

Total civilian labor force	28,703
Employment	25,495
Unemployment	3,208
Unemployment rate	11.2%

## EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	90.4%
Bachelor's degree or higher	26.39%

## COLLEGES AND UNIVERSITIES

Wor-Wic Community College

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

Pocomoke City Industrial Park

## MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Harrison Group	1,083	Hotels/restaurants
Atlantic General Hospital	850	Medical services
Wal-Mart	500	Consumer goods
O.C. Seacrets	380	Hotel/restaurant
Dough Roller	350	Restaurants
Phillips Seafood Restaurants	326	Restaurants
Carousel Resort Hotel & Condominiums	294	Hotel & condos
Clarion Resort Fontainebleau	270	Hotel/restaurant
Ocean Enterprise 589/Casino at Ocean Downs	249	Casino gaming
Fager's Island	240	Hotel and restaurant
Ocean Pines Association	221	Non profit civic organization
91st Street Joint Venture/Princess Royale	204	Hotel & conference center
Berlin Nursing and Rehabilitation Center	197	Nursing care
Candy Kitchen	150	Candy products

Note: Excludes post offices, state and local governments; includes public higher education institutions.

## ECONOMIC DEVELOPMENT CONTACT

Worcester County Department of Economic Development  
 100 Pearl St., Suite B  
 Snow Hill, MD 21863  
 410-632-3112  
[www.chooseworchester.org](http://www.chooseworchester.org)  
 William A. Badger, Director

SOURCES: Worcester County Department of Economic Development; Maryland Department of Commerce.

# TALBOT COUNTY MARYLAND

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**UM CHARLES REGIONAL MEDICAL CENTER**  
 Southern Maryland | [charlesregional.org](http://charlesregional.org)

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**UM ST. JOSEPH MEDICAL CENTER**  
 Towson | [stjoseph Towson.com](http://stjoseph Towson.com)

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