GREATER BALTIMORE BUSINESS CLIMATE

» Creative class of entrepreneurs puts down roots in the region

» Region takes the lead in defense of cybersecurity threats

Forward Focused
Greater Baltimore grows on innovation, infrastructure
Pouring everything into a dream.

Understanding what’s important.

The founders of Union Craft Brewing came to us in 2012 with little more than an interesting idea and a passion for craft beer. Together, we identified what needed to be done to get their business off the ground—and their beer into glasses. We’ve since helped them grow to employ a staff of 15. And their dreams are only getting bigger. Our eagerness to help businesses like Union Craft Brewing is why M&T’s a top SBA lender1 in the nation and why we’ve been recognized by Greenwich Associates for excellence in small business banking.2 Find more of Union Craft Brewing’s story at mtb.com/businessbanking.
Access · Innovation · Growth · BALTIMORE

“... cities like Baltimore are, in many ways, the best places to look to understand both how the country’s long-beleaguered cities are changing, and how the Millennials are reshaping America’s urban landscape.” Christian Science Monitor, The “new” cool cities for Millennials, February 1, 2015

“Baltimore’s startup scene... has grown dramatically in recent years. Under Armour launched here in 1998 with a handful of employees—it now has more than 1,300. In 1999, Emerging Technology Centers opened... In 15 years the business incubator and accelerator has aided more than 350 companies that have attracted $1.6 billion in investments. In the past two years seven more accelerators have opened in Baltimore. One thing that helps all startups in Baltimore—a low cost of doing business, including reasonable rents...” Popular Mechanics, The 14 Best Startup Cities in America, January, 2015

The region’s hospitality industry is a major economic force. In 2013, 23.9 million people visited Baltimore, spending a record-breaking $5.15 billion. The industry supported 80,500 jobs and generated $629 million in city and state taxes. Plus, Baltimore will host a record number of citywide groups in 2015, with an economic impact of $138 million.
Top 15 Waterfront Destinations in the World
Fodor’s

One of the 10 Most Underrated Cities
Conde Nast Traveler

One of America’s Most Historic and Cultured Metropolises
The Huffington Post

“"If it’s about getting the job done right, then it needs to happen here.”
Kevin Plank
CEO and Founder of Under Armour, Inc.
Entrepreneur, Risk-Taker

“What makes Baltimore special is the excitement and vibrancy of our arts community.”
Marin Alsop
BSO Music Director, Trailblazer

“It’s the people that really make this place come alive.”
Common
Artist, Social Conscience

Learn how Visit Baltimore works more for the region.
BALTIMORE.ORG/ANNUALREPORT
Legg Mason is a globally diversified family of independent investment managers who are each widely recognized for their specialized expertise, commitment to long-term performance and outstanding client service.

With over a 100-year history in Baltimore, we are one of the world’s largest asset managers. Our distinctive Legg Mason “multi-manager” business model combined with our global distribution network provides clients with a broad spectrum of investment solutions across asset classes, geographies and channels.

Beyond Baltimore, we have a local presence in cities around the globe, serving individual and institutional investors across six continents. And as a responsible global corporate citizen, we have a strong focus on sustainability and support for the communities in which we live and work.

Since 1899, we are proud to be headquartered in downtown Baltimore.
Maryland Rising was initiated by Stevenson University in late 2014. At its premier event, a breakfast forum successfully brought together key area leaders, thinkers, and strategists to discuss important topics related to economic prosperity. The forum garnered numerous news stories/publications that shared the ideas from various speakers, which can be seen at stevenson.edu/MDRising. We welcome interested parties to join our email list for future Maryland Rising activities and to see additional information. Contact Sharon Markley, Vice President, Public Affairs and Strategy at smarkley@stevenson.edu.

Stevenson University (SU) is a national leader in comprehensive career education through its award-winning Career Architecture™ model. SU prepares its students for the workforce of the future including input from area employers to provide theory, practice, and mentoring opportunities. Further, to help students achieve lifelong career management, students develop skills of personal direction, discipline expertise, and professional know-how. Visit stevenson.edu/CareerArchitecture to find out more about the process, to see how Stevenson offers a favorable approach to education while enhancing the area’s workforce, and to post positions for interns or full-time graduates. You are also welcome to contact Anne Scholl-Fiedler, Vice President, Career Services, at ascholl-fiedler@stevenson.edu.

For more information visit stevenson.edu
ON THE COVER
The region embraces the water, including the signature Inner Harbor in Baltimore.
Photo by HES Photography

38
ENTREPRENEURSHIP
BRIGHT STARS
A creative class of entrepreneurs takes root in Greater Baltimore

42
TECHNOLOGY
THE NEXT FRONTIER
Region’s manufacturing industry anchors economy

46
TRANSPORTATION
LINKED IN
Greater Baltimore’s global transportation infrastructure is second to none

51
WORKFORCE
PAVE THE WAY
Public-private partnerships create strong workforce development efforts

54
LIVABILITY
A REGION OF MANY CHARMS
Cosmopolitan flair, spectacular natural beauty meet up in Greater Baltimore

60
ARTS & CULTURE
A RICH TAPESTRY
Greater Baltimore’s arts and culture scene connects artists with the community

64
RECREATION
DIVE RIGHT IN
Greater Baltimore is awash in ways to enjoy the water
Born in Baltimore. Protecting what's invaluable around the world.
(and we're just getting started)

We're a cyber security company—we protect what's invaluable. Whether it's financial information, intellectual property, business communications, or sensitive personal records, CyberPoint helps customers protect their vital assets in cyberspace.

There are no silver bullets in cyber security. That's why we offer a broad range of services, solutions and products. Our experts help customers around the world recognize, recover from, and understand cyber attacks. We engineer resilient networks. And our analytics and expertise prepare customers for a future of continuously emerging threats.

A growing company (just 5 years old) and a great place to work
Our people are the heart of CyberPoint, and we're committed to being a great place to work. Whether they’re in our Baltimore Inner Harbor headquarters or on assignment overseas, our people find challenging, intellectually stimulating work. And generous benefits promote the health, happiness, and security that enable a fulfilling career.

Learn more at cyberpoint.com
Anne Arundel County
The heart of cyber, big data intelligence, and analytics

TOP 10 COMPANIES
Private Sector, by Employee Number
Northrop Grumman Electronic Systems
Anne Arundel Health System
Southwest Airlines
Maryland Live! Casino
UM Baltimore Washington Medical Center
Booz Allen Hamilton
Allergis Group
CSC Business Solutions
Lockheed Martin Mission Systems
Verizon Communications Maryland

HOME TO
NSA
Fort Meade
US Cyber Command
Defense Media Activity
DISA
BWI Airport
US Naval Academy
Annapolis

BUSINESS OPPORTUNITIES

CYBER TECHNOLOGY
8,200 PEOPLE
EMPLOYED IN CYBERSECURITY RELATED JOBS WORKING AT MORE THAN
630 COMPANIES
IN THE COUNTY

COMMERCIAL DISTRIBUTION
356 MILLION TONS
TONS OF FREIGHT TRANSPORTED TO, FROM & THROUGH MARYLAND IN 2013
VALUED AT
$460 BILLION

CONSUMER SPENDING
$62,012
AVERAGE CONSUMER EXPENDITURE
20% HIGHER THAN THE U.S. AVERAGE

SKILLED LABOR MARKET
36.6%
BACHELOR'S DEGREE OR HIGHER

PREMIER LOCATION
30 MINUTES TO WASHINGTON DC & BALTIMORE

TRANSPORTATION
AIR
BWI Airport
Mass Transit
Light Rail
Highways
I-95, Rt. 295, 695, I-195
WATER
The Port of Baltimore
RAIL
MARC Commuter Rail
Amtrak
CSX
Norfolk Southern

CHOOSE ANNE ARUNDEL
CONTACT US TODAY!


Anne Arundel
Economic Development Corporation
ArundelBiz.org
410-222-7410 • info@aaedc.org
10 Great Reasons to Live, Work and Invest in Greater Baltimore

1. **Talent:** Millennials will make up nearly 50 percent of the region’s workforce by 2020. Over the past five years the number of Millennials in the region’s workforce grew by more than 7 percent and the number of foreign-born Millenials has grown 13 percent.

2. **Location:** The region’s mid-Atlantic location offers easy access to Washington, D.C., Philadelphia and New York and its international airport serves 22 million passengers annually.

3. **Discoveries galore:** The region is home to Johns Hopkins, the nation’s No. 1 research university, as well as the University System of Maryland, world-class private institutions, major university bioparks and federal/military labs.

4. **Innovation culture:** Creative talent, business resources and techies make Greater Baltimore an ideal place for innovators to flourish.

5. **Savvy workforce:** Greater Baltimore boasts highly-ranked STEM-focused K-12 public and private schools, and area colleges rank among the nation’s best.

6. **Unmatched healthcare:** Led by world-renowned Johns Hopkins and the University of Maryland Medical System, hospitals in the region’s health-care networks rank among the top in the nation for 33 specialties.

7. **Deepwater link to the world:** The Port of Baltimore’s advantageous inland deepwater location and reputation for efficiency and shipper service drive the port’s top 10 rankings.

8. **Cyber central:** One of nation’s highest concentrations of IT professionals, a well-developed high-tech infrastructure, and a major federal and military presence are driving central Maryland’s emergence as an epicenter for cybersecurity.

9. **Music, arts, culture, sports:** The region’s many concert venues, acclaimed museums and major league teams provide residents with exceptional entertainment, arts and recreational opportunities.

10. **Restaurants:** Known for crab cakes, there is “so much more” exceptional eating in Baltimore, according to the Food Network, which characterizes the region as a place with strong chefs and a strong sense of pride.
Discover Greater Baltimore

HOW SWEET IT IS

The red neon sign has been a beacon in Baltimore’s Inner Harbor for more than six decades, telling the world the location of Domino Foods’ sugar refining operations. Domino is part of the American Sugar Refining Group, the world’s largest refiner of sugar cane.

Since the early 1920s, Domino has been a fixture in Baltimore, sending the sugar produced in the familiar white and yellow packaging around the world. The facility employs more than 600 workers, refines more than 6.5 million pounds of raw sugar daily and processes about 14 percent of the sugar in the U.S.

The refining operation produces more than 40 different final products for retail and bulk sale, including 350 billion single-serving sugar packets per year.

The signature Domino Sugars sign was added to the refining complex in 1951. In 2014, a new solar array installed on the refinery’s roof began powering the 8,400-square-foot, red neon sign. The bank of 76 blue solar panels can produce 41,000 kilowatt-hours of electricity per year and offset an estimated 29 metric tons of carbon dioxide that would be released annually.
Energized for your success.

At the center of the nation’s fourth largest retail market, Central Maryland is a vibrant economic region that also is superb for manufacturing, service and technical industries. BGE is proud to provide the energy behind the region’s economy. We offer a wide range of pricing options and energy efficiency incentives to help companies flourish and grow. It’s smart energy that is smart for business. To learn more, call BGE’s Economic Development Office at 410.470.8965 or visit BGE.COM
**SIGNATURE BUSINESS**

**SPICE OF LIFE**

Mc Cormick & Co., the world’s leading maker of herbs, spices, seasonings, flavorings, sauces and extracts, has called the Baltimore region home since 1889, when founder Willoughby M. McCormick and three young workers started the company in a basement, and sold their flavors and extracts door to door.

Today, the company’s products are sold in some 125 countries and used in kitchens, food retailers, food-service businesses and industrial food manufacturers. McCormick & Co. had sales of more than $4.2 billion in its last full fiscal year. The company’s brands include Lawry’s, Club House and McCormick, and ethnic labels Zatarain’s, Thai Kitchen and Simply Asia. It also produces brands sold regionally, such as Ducros and Schwartz, and private labels.

McCormick & Co. is headquartered in Sparks in Baltimore County and employs more than 2,130 workers in the region. It was named to The Baltimore Sun’s “Top Workplaces” list for the best places to work in Greater Baltimore in 2011 and 2012.

**COOL COMPANY**

**NO SWEAT**

Under Armour has grown from a niche producer of performance athletic undergarments and clothing to one of the world’s leading sports apparel makers, with annual revenues of nearly $3.1 billion.

The company’s moisture-wicking and heat-dispersing fabrics are used in everything from T-shirts to socks for the athletic and active lifestyle markets. It also sells a full line of performance bags, baseball batting, and football gloves and cleats, and is a major footwear supplier for the National Football League and Major League Baseball.

Founded in 1995 by former University of Maryland football player Kevin Plank, Under Armour moved to Baltimore in 2002, and has grown into one of the region’s most well-known corporate citizens and major employers, with nearly 1,800 workers.

Housed in a campus in the Locust Point community that was once part of a Procter & Gamble soap factory, Under Armour launched an expansion in 2011 that will ultimately see it add 400,000 square feet of space for offices, additional athletic facilities for employees, and a retail store at its Locust Point campus. As part of that expansion, the company opened a 4,300-square-foot visitors center in fall 2013.

**SIGNATURE PRODUCT**

**SEAL THE DEAL**

Baltimore is the hometown of DAP Products, a leading manufacturer of home repair and construction products including latex caulks, silicone sealants, contact cements, construction adhesives, glues, glazings and Spackle, as well as patch and repair products.

The company’s products are used by professional painters, remodelers, builders and do-it-yourselfers, and sold in 60,000 retail outlets, ranging from home centers and mass merchandisers to hardware and paint stores.

The company, which began in the 1860s as a producer of wax for canning products, eventually became the Dicks-Pontius Co. and merged with Armstrong Products in 1957, forming Dicks-Armstrong-Pontius. The company later shortened its name to the brand DAP.

The company employs more than 700 associates around the world to support its sales, marketing and manufacturing efforts. DAP, which moved its headquarters to Baltimore from Ohio in 1998, has a manufacturing facility and distribution center in Baltimore. Its corporate headquarters in the historic Canton neighborhood includes research and development, marketing, finance, IT and other corporate functions.
Proud to be local.

INVESTED IN BALTIMORE SINCE 1937.

We're big fans of our hometown. After all, Thomas Rowe Price, Jr., founded his investment firm in Baltimore in 1937. And we've remained headquartered here ever since, growing to become a global asset manager for investors who are in it for the long term. With offices in downtown Baltimore and nearby Owings Mills, more than 4,100 of our associates work and live in the greater community.

Learn more about us at troweprice.com.
The Greater Baltimore region has gained a global reputation for its flourishing health care, education, law, defense and financial services sectors. But it is writing another chapter in its economic evolution built on fields of the future, from 3-D manufacturing to cybersecurity and next-generation technologies.

“Greater Baltimore is diverse,” says Don Fry, president and CEO of the Greater Baltimore Committee, an organization that advocates on issues related to economic growth, job creation, workforce development, transportation and quality of life in Baltimore City and the region’s five surrounding counties.

Along with strong traditional industries, the region is rich with emerging innovation and technology companies.

“There is a tremendous amount of research and development taking place in the region, in areas from bioscience to cybersecurity,” Fry says.

Constituting the nation’s 20th largest metro, the region generated $168.8 billion in gross domestic product in 2014, and has experienced fast growth in both business and population over the past few years.

“As the economy has rebounded, Greater Baltimore has been an attractive place to come to,” Fry says. “We have a highly educated and trained workforce and economic activities occurring at public and private colleges here.”

**Strong Talent, Transportation Base**

The region’s pool of talented workers, with educational attainment in undergraduate and advanced degrees well above the national average, and its interconnected professional networks are key advantages drawing new investment. According to the Economic Alliance of Greater Baltimore (EAGB), the region tops the nation in its concentration of information technology and bioscience workers. Its proximity to major research universities like Johns Hopkins and the University System of Maryland (USM), along with top
WIN
BALTIMORE

A PROUD MEMBER OF THE
GREATER BALTIMORE COMMITTEE.

The Win Baltimore Initiative is designed to spark positive change throughout Baltimore and its surrounding neighborhoods by fueling the social, educational, and physical advancement of the boys and girls who will serve as the future business and community leaders of the region.
government, military and health-care institutions, also enrich its knowledge base.

Another advantage is the region’s mid-Atlantic location in proximity to Washington, D.C., New York and Boston. An integrated transportation infrastructure offers access to I-95 and the Port of Baltimore – one of only two U.S. ports capable of handling the world’s largest ships – along with commuter rail and the Baltimore/Washington International (BWI) Thurgood Marshall Airport.

“We have first-rate infrastructure that keeps the region connected to major U.S. and international markets via air, roads, rail and water,” says Tom Sadowski, president and CEO of the EAGB, a public-private partnership that promotes economic development, job creation and business investment across the region.

Low costs for land and properties compared to other East Coast cities also attract business.

“We may have a big-city feel, but we don’t have the costs associated with a big city,” Fry says.

“We also have alternatives within the surrounding jurisdictions for those who don’t want the downtown experience.”

These assets combined create a supportive culture for businesses of all sizes, from entrepreneurial startups to Fortune 500 firms, Sadowski says.

“This kind of business environment, coupled with our high standard of living, sets us apart from other markets,” he says.

The Education Engine

Higher education is a vital economic engine for the region, which supports top-rated universities like Johns Hopkins, the University of Baltimore, University of Maryland Baltimore County (UMBC), Loyola University Maryland, Stevenson, Morgan State, Coppin State and the Naval Academy in Annapolis. These institutions are active in commercializing research.

“We have a critical mass of great minds with expertise in many fields, and that provides opportunities for entrepreneurial activities to develop out of those areas,” Fry says.

Federal agencies such as the Centers for Medicare and Medicaid and the U.S. Social Security Administration, as well as installations like Fort Meade – headquarters for the U.S. Cyber Command and National Security Agency – also add to the region’s innovative clout, partnering with private industry to commercialize research.

Greater Baltimore is home to a growing roster of corporations headquartered in the region, including McCormick & Co., Constellation Energy, Erickson Retirement Communities, Allegis Group, AAI, CareFirst, Laureate Education, MICROS Systems, Ciena and Ascend One. Some include hometown startups like the nation’s fastest-growing sports apparel firm, Under Armour, which CEO Kevin Plank grew from a basement operation into a billion-dollar company along Baltimore’s Inner Harbor.

These companies, along with other leading employers like Northrop Grumman Corp., Lockheed Martin and GSK, create job opportunities that keep graduates in the area and draw top talent. Greater

Baltimore’s vibrancy, affordability and amenities are increasingly making it a favored destination for Millennials – a dynamic that is enhancing the quality and quantity of the workforce, says Beth Norton, head of talent acquisition for Baltimore-based investment management firm T. Rowe Price.

Millennials are also infusing Greater Baltimore with technology-based startups that are changing the dynamic of the region’s government-based economy, which is why “it’s up to us to make sure that innovation and entrepreneurial activities are increasing even more so,” Fry says.
Blueprint to Success
REGIONAL ORGANIZATIONS WORK TOGETHER TO ENHANCE GREATER BALTIMORE’S COMPETITIVE BUSINESS CLIMATE

Greater Baltimore is home to two groups working to enhance the economic vitality of the seven-county region, The Greater Baltimore Committee acts as the leading voice for business and civic leaders on issues related to economic growth, job creation, workforce development, transportation and quality of life.

“We try to anticipate the challenges we are going to face, educate people about those and develop solutions,” says Don Fry, president and CEO of the Greater Baltimore Committee.

Some of the organization’s top initiatives include strengthening competitiveness for job growth, improving opportunities for mass transit, and bolstering incentives and tax credits to attract more startup firms and angel investors. The committee is also heading up participation in the Brookings Institution’s Global Cities Initiative, which focuses on increasing export opportunities for small- and medium-sized businesses.

“We have a significant opportunity for future growth in the export trade area and for companies to expand their markets and grow,” Fry says.

The Economic Alliance of Greater Baltimore (EAGB) advances economic development by promoting the region as a world-class market in which to live, learn, work and invest. The EAGB is a unique partnership of business executives, government officials and higher education leaders who collaborate to drive economic development, job creation and business investment. The EAGB conducts high-level, non-partisan analysis and research to identify key trends and market strengths to help companies better understand the growth opportunities.

“Our partnerships allow us to convene the right people to drive collaboration, address challenges, recognize successes, pool marketing resources and take strategic action to promote the region’s many strengths as a place to locate and grow a business,” says Tom Sadlowski, president and CEO of the Economic Alliance of Greater Baltimore. “By taking care of our existing companies, celebrating their successes and having them share their positive experiences here in the Greater Baltimore marketplace, we are able to attract other companies, talent and new investment.”

- Emily McMackin
EDS & MEDS

HEALTH CARE, HIGHER EDUCATION FUEL GREATER BALTIMORE’S KNOWLEDGE ECONOMY

By Phil Newman

When conversations about Greater Baltimore arise almost anywhere in the world, the talk turns quickly to the region’s renowned education and health sectors, which include Johns Hopkins University (JHU) and its deep expertise in teaching and treatment.

While JHU’s reputation is well earned, the university and its medical centers are only part of Greater Baltimore’s robust education and health sector that includes both globally known institutions and emerging companies that are drawing diverse talent and fueling the region’s economic growth.

Head of the Class

Founded in 1876 as the nation’s first research university, Johns Hopkins has remained No. 1 in research funding for 35 consecutive years and is a pacesetter in grants from the National Institutes of Health. JHU claims 36 Nobel laureates and is ranked first in education, public health, and biomedical-engineering programs by U.S. News & World Report. Johns Hopkins is Maryland’s largest private employer, with more than 47,000 workers in its university and hospital/health system, contributing $9.1 billion to the state’s economy each year.

“Johns Hopkins has always sought to advance discovery and bring those discoveries into people’s lives, from the halls of our hospital to the classrooms of East Baltimore’s Henderson-Hopkins school,” says Ronald J. Daniels, Johns Hopkins University president. “Our sense of mission
drives the expansion of our university’s innovation and entrepreneurship initiatives to better support our scholar-inventors, marshal the capacities of our partners in industry and academia, and deliver on the promise of urban universities like ours that increasingly play a role as igniters of economic growth in our communities.”

Under the umbrella of the new Johns Hopkins Technology Ventures, Daniels says, the university has brought the health-care technology accelerator DreamIt Health and launched its inaugural entrepreneurship boot camp to support its scientist-entrepreneurs. It also has invested in its Social Innovation Lab to support mission-driven enterprises in Baltimore and beyond.

“We opened FastForward East, our newest business incubator, which is located at the heart of our life sciences enterprise in East Baltimore,” Daniels says. “We are leveraging the creativity of our faculty and students to provide cutting-edge health care, turn discoveries into new technologies and catalyze
opportunity in our communities across the region and state.”

JHU and its academic cohorts in Greater Baltimore consistently land atop national rankings.

More than 54,000 workers are employed in educational services, which include a blend of public and private universities – from the U.S. Naval Academy in Annapolis, to six campuses of Maryland’s university system, to the private Loyola University Maryland to community colleges in every county in the region.

On the medical front, Greater Baltimore is home to the nation’s third-highest concentration of health-care employees among U.S. metros. Overall, the region’s health-care sector employs 189,000 workers and 24 companies each employ more than 1,000 workers.

Innovative Incubation

Greater Baltimore’s higher-education institutions and health-care systems are also top-tier in their support of innovation. The region has long been at the fore of breakthrough research in health care and a leader in emerging industries such as health-care IT and education technology. Universities such as Johns Hopkins and the University of Maryland, Baltimore, house major programs to commercialize their research and create new companies.

Towson University in Baltimore County, another higher education standout in the region, has a Division of Innovation & Applied Research that fosters entrepreneurship, provides research and technical services and creates business partnerships designed to bolster local communities.

“Through entrepreneurship, we develop new businesses and new products and services that add to the economy,” says Dyan Brasington, the division’s vice president. “Our research and technical services provide

---

### Greater Baltimore Institution Enrollment

<table>
<thead>
<tr>
<th>Institution</th>
<th>Enrollment</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Community College of Baltimore County</strong></td>
<td>20,673</td>
</tr>
<tr>
<td><strong>Anne Arundel Community College</strong></td>
<td>15,149</td>
</tr>
<tr>
<td><strong>Howard Community College</strong></td>
<td>7,905</td>
</tr>
<tr>
<td><strong>Baltimore City Community College</strong></td>
<td>6,918</td>
</tr>
<tr>
<td><strong>Harford Community College</strong></td>
<td>6,214</td>
</tr>
<tr>
<td><strong>Carroll Community College</strong></td>
<td>3,460</td>
</tr>
<tr>
<td><strong>Cecil Community College</strong></td>
<td>2,276</td>
</tr>
<tr>
<td><strong>Towson University</strong></td>
<td>21,111</td>
</tr>
<tr>
<td><strong>University of Maryland, Baltimore County</strong></td>
<td>12,268</td>
</tr>
<tr>
<td><strong>Morgan State University</strong></td>
<td>7,005</td>
</tr>
<tr>
<td><strong>University of Maryland, Baltimore</strong></td>
<td>6,156</td>
</tr>
<tr>
<td><strong>University of Baltimore</strong></td>
<td>5,843</td>
</tr>
<tr>
<td><strong>U.S. Naval Academy</strong></td>
<td>4,603</td>
</tr>
<tr>
<td><strong>Coppin State University</strong></td>
<td>4,051</td>
</tr>
<tr>
<td><strong>Johns Hopkins University</strong></td>
<td>19,758</td>
</tr>
<tr>
<td><strong>Loyola University Maryland</strong></td>
<td>6,080</td>
</tr>
<tr>
<td><strong>Stevenson University</strong></td>
<td>3,409</td>
</tr>
<tr>
<td><strong>Notre Dame of Maryland University</strong></td>
<td>2,935</td>
</tr>
<tr>
<td><strong>Goucher College</strong></td>
<td>2,319</td>
</tr>
<tr>
<td><strong>McDaniel College</strong></td>
<td>1,739</td>
</tr>
<tr>
<td><strong>Sojourner-Douglass College</strong></td>
<td>1,242</td>
</tr>
</tbody>
</table>

*Part of the University System of Maryland

Source: U.S. BLS
Helping clients protect and grow their businesses.

Whiteford Taylor Preston LLP

Founded in Baltimore in 1933, Whiteford, Taylor & Preston is one of Maryland’s largest law firms. We are experienced at the state and local level, our practices are national in scope, and the matters we work on are increasingly international.

With over 160 lawyers in five states and the District of Columbia, we provide strategic business and litigation services to clients ranging from incubator start-ups to Fortune 100 companies.

Community-oriented and culturally diverse, the great majority of our lawyers have leadership roles in bar, trade or civic nonprofit organizations. Our ranks include past Presidents of the Maryland and Virginia Bars, a former Baltimore City Solicitor, a past president of the Maryland Hispanic Bar Association, and a Board member of the Economic Alliance of Greater Baltimore.

Please feel free to call on us for insights or advice about Baltimore’s economy and business-friendly location.

800.987.8705 / www.wtplaw.com
solutions focused on making the state more efficient and effective, showing a return on investment. Continuing education provides training and certifications that help people get jobs and address organization workforce shortages by closing the skills gap. Our partnerships with nonprofits, businesses and government agencies, which often include undergraduate research and civic engagement, positively impact local communities.”

Towson embraces a philosophy that serves a desire to make the region and Maryland a better place to live, work and be productive, Brasington says.

Such efforts have created a verdant landscape for startups like Baltimore-based 1sqbox, a software- and hardware-development firm that creates innovative education-tablet applications for K-12 learning. The company has the first intuitive classroom and administrative-management tool that streamlines information exchange among participants in the educational process.

**Visionary Quest**

Another example of a startup growing within Greater Baltimore’s fertile environment is GrayBug, which emerged out of Johns Hopkins’ world-renowned Wilmer Eye Institute in September 2011.

GrayBug’s niche is using proprietary technology to develop longer-lasting, controlled-release treatment methods for ocular diseases such as macular degeneration (wet AMD) and glaucoma. Its founders and collaborators include Justin Hanes, Ph.D., a professor and director of the Center for Nanomedicine at Wilmer, along with fellow clinician-scientists Drs. Peter A. Campochiaro and Peter J. McDonnell.

The company has benefited not only from Johns Hopkins’ medical and educational underpinnings, but also from early access to Greater Baltimore’s dynamic business resources and key investors such as The Abell Foundation and Maryland Venture Fund, says Hanes, GrayBug’s chief scientific officer.

“The growth and success of GrayBug over the past four years has gone hand-in-hand with being in Baltimore and Maryland,” Hanes says. “We have seen such tremendous support for a young life sciences company and our groundbreaking technology, with the exciting potential to take products into multibillion-dollar markets that will make a significant difference for patients and their families.”

---

**MEDICAL INNOVATION STARTS HERE.**

A standout on the medical manufacturing superhighway, Cecil County brings revolutionary technologies from bench to bedside.

- Prime air, port, rail and I-95 access between Baltimore and Philadelphia
- Proximity to major medical R&D hubs
- Home to multinational medical leaders Terumo Medical Corporation, Terumo Cardiovascular Systems, W. L. Gore, Veltec and Micropore
- Over 100 higher educational and federal defense institutions within 60 miles

CONVENIENT. CONNECTED. CENTERED ON YOUR SUCCESS.

Connect with the Cecil County Office of Economic Development at 410.996.6292 or www.cecilbusiness.org.
RX FOR GROWTH

GREATER BALTIMORE'S BIOTECH SECTOR IS A BREEDING GROUND FOR DISCOVERY

STAFF PHOTOS BY Michael D. Tedesco
At the University of Maryland’s BioPark, researchers work to advance biomedical breakthroughs.
When it comes to the biotechnology sector in Greater Baltimore, the numbers border on staggering, but so do the stories of life-altering breakthroughs at outfits ranging from globally recognized giants to bootstrap firms seeking to establish a foothold.

As a global leader in the biotech field, the region is home to some 300 bio-related companies and 260,000 biohealth workers, according to the Economic Alliance of Greater Baltimore (EAGB). What’s more, according to the Brookings Institution, Greater Baltimore boasts 283,000 STEM jobs — science, technology, engineering and mathematics — roughly one-fifth of the region’s workforce.

Opportunity on the Rise

Central Maryland is among the top five U.S. biohealth hubs, and the Baltimore-Washington region ranks sixth in U.S. venture-capital funding for biotech since 2008, according to the EAGB. The region leverages a roster of major academic research universities, proximity to key federal agencies such as the National Institutes of Health (NIH), access to venture and other funding, and vast resources including tech parks and incubator facilities.

From mighty oaks — BD Diagnostics, Pharma International, Nutramax and others — to seedlings, the biotech field finds fertile soil to grow here. The momentum continues with startups launching, venture money flowing, headquarters opening, new labs and office buildings rising, and biotech creativity exploding.

The region’s fast-growing firms include Immttech Inc., a New Windsor-based provider of integrated immunoassay design and manufacturing expertise to the immunodiagnostic and biotech industries, and Lupin Pharmaceuticals Inc., the Baltimore-based subsidiary of India-based pharma outfit Lupin Ltd. that produces high-quality, affordable generic medicines and branded formulations.

Among the key reasons for Greater Baltimore’s strength is its robust support structure for biotech development, including the Science + Technology Park (STP) at Johns Hopkins and the University of Maryland BioPark (UMB).

Impressive Body of Work

Johns Hopkins has ranked No. 1 in R&D expenditures among U.S. research universities for 35 years running, according to the National Science Foundation. In fiscal year 2013 alone, JHU’s expenditures totaled nearly $2.2 billion for medical, science and engineering R&D.

Among the many firms to emerge from the university’s science and tech park is AnatomyWorks, which develops tools to create searchable databases of clinical, brain-MRI data and image-based search engines. To do so, it draws on multiple technologies and resources, including
**Top Biotech Employers in Greater Baltimore**

1. BD Diagnostics: 1,600
2. Quest Diagnostics: 768
3. PII/Pharmaceutics International Inc.: 478
4. GEA Process Engineering Inc.: 250
5. Smith & Nephew Inc.: 250
6. Lupin Pharmaceuticals Inc.: 250
7. Science and Technology Corp.: 240
8. Nutramax Laboratories Inc.: 240
9. GE Healthcare: 200
10. Shimadzu Scientific Instruments Inc.: 180

Source: Economic Alliance of Greater Baltimore

**Higher Education R&D Expenditures (FY 2013)**

- **$2.2B**
  Johns Hopkins University

- **$429.3M**
  University of Maryland, Baltimore

- **$71.8M**
  University of Maryland Baltimore County

- **$15.5M**
  Morgan State University

- **$10.8M**
  U.S. Naval Academy

- **$5.4M**
  University of Baltimore

- **$2.8M**
  Towson University

Source: National Science Foundation

**STEM Jobs in Greater Baltimore**

281,730 (2011)

- **23.1%**
  Share of STEM jobs (No. 8 out of 100 markets)

- **11.7%**
  Jobs requiring specialized knowledge in engineering

- **7%**
  Jobs requiring specialized knowledge in math

- **10.7%**
  Jobs requiring specialized knowledge in science

- **5.9%**
  Jobs requiring specialized knowledge in computers

Source: Brookings Institution; Baltimore is in the top 10 ranking of cities for Employer Demand for STEM skills; 47.5% of job postings require STEM skills

**Leading Regions for R&D Expenditures (as percent of 2012 GDP)**

1. Albuquerque (NM): 7.65%
2. Baltimore (MD): 5.90%
3. Boston (MA): 5.49%
4. Hartford (CT): 5.01%
5. Seattle/Spokane (WA): 4.99%

Source: Competitive Alternatives, KPMG

BUSINESSCLIMATE.COM/BALTIMORE || 31
Economic Alliance of Greater Baltimore

The Economic Alliance is a partnership of government, industry, and higher education promoting Greater Baltimore as a world-class market in which to live, work, learn, and invest. This unique and dynamic partnership is central to fostering high-value, sustainable economic development throughout the Greater Baltimore region.

Baltimore is a Top 5 Metro for:
- Roll-On/Roll-Off Cargo
- Technology Wages
- Small Business
- Innovation & Entrepreneurship
- Startups
- Recent College Grads

The Economic Alliance advances regional economic development by:

**MARKETING**
- promoting the region

**BUSINESS RETENTION**
- preserving the business base and facilitating growth

**BUSINESS ATTRACTION**
- bringing in new business to grow jobs and investment

**PARTNERSHIP**
- convening business, education, and government leaders to foster economic development

**THOUGHT LEADERSHIP**
- establishing the region as a world-class market for research, business, and innovation

To learn more about the Greater Baltimore region, download market reports, or schedule a tour, visit us at greaterbaltimore.org

[@Econ_Alliance](https://twitter.com/Econ_Alliance)
/[greaterbaltimore](https://facebook.com/greaterbaltimore)
/[company/economic-alliance-of-greater-baltimore](https://linkedin.com/company/economic-alliance-of-greater-baltimore)
image-segmentation algorithms, brain atlas libraries, cloud-computation architectures, Web interfaces and clinical data.

“Inevitably, the human, data, and technology of AnatomyWorks are tightly related to those in clinical and research divisions in JHU,” says Susumu Mori, CEO of AnatomyWorks and a professor of radiology at the university’s School of Medicine.

“The proximity to JHU – I mean, within walking distance – is essential,” he says of STP. “The park provides a flexible and scalable environment, starting with just one cubic, access to office equipment and meeting rooms, which can easily accommodate growth. I feel very fortunate to have STP available for our startup company.”

Like many of its biotech peers, AnatomyWorks relies on grants, seed investors and other funding sources. In its case, a recent $1 million, small-business grant from NIH has provided a major boost.

“One of the most common bottlenecks for a startup is, of course, cash – cash to hire talented employees and support their activities,” Mori says. “Our recent award hugely enhances our ability to develop our technologies and databases.”

In addition, the grant has helped AnatomyWorks initiate the FDA-approval process, he says. “As an awardee, we feel that it is our obligation to successfully develop our tools and introduce them to the market.”

**BioPark Boom**

At UM’s BioPark, another vibrant community of life science companies and academic research centers is working to commercialize new drugs, diagnostics and devices while advancing biomedical research. The park features two wet lab/office buildings (with a third planned for 2016), a forensic medical center, and an MD Proton Treatment Center set for completion in 2015.

The BioPark’s 35 tenant companies represent a range of specialty areas.

They include Paragon Bioservices, a contract research and manufacturing organization (CRO/CMO) whose mission is to accelerate the development and manufacturing of biopharmaceuticals; InstantLabs, which has developed a groundbreaking medical-diagnostics technology that promises to reduce lab-test costs by 10 to 15 percent; and Ocular Proteomics, which is committed to preserving and improving sight for the millions of people with eye diseases by leveraging a new class of biomarkers found in vitreous fluid in the eye.

“Baltimore has rightfully claimed a lead position in the global innovation economy with much of the action – new companies, discoveries of new products, new jobs and talent – driven by success and growth in the life sciences,” says Jane M. Shaab, senior vice president and executive director of UM’s BioPark.

“Baltimore benefits from the robust and ever-expanding research endeavors streaming from the University of Maryland and Johns Hopkins,” she says. “We are a town fueled by scientific discovery and traveling at high speed.”

The BioPark, she says, is helping to make the region a center of discovery. “We work every day to support and grow these enterprises,” Shaab says, “and build an unbeatable community of science.”

Life science companies in Greater Baltimore benefit from expertise at the region’s renowned health-care and higher education institutions.
For anyone who uses a computer, work being performed in Greater Baltimore is helping to make that experience a safer one.

With its proximity to major federal institutions and military installations, an impressive concentration of scientific and professional services workers, standout college and university programs, renowned research institutions, and a support infrastructure that encourages high-tech enterprise, Greater Baltimore is flourishing as a global center for information technology and cybersecurity.

The region’s concentration of professionals in IT occupations is higher than in Silicon Valley or Boston. Greater Baltimore features one of the nation’s highest concentrations in data processing and technical consulting, and it ranks sixth for concentration of cybersecurity professionals.

Tech-Savvy Graduates

A major advantage for the region in developing its cybersecurity and IT sectors is the quality of its workforce. Eight of the region’s colleges and universities are ranked as NSA Information Assurance Centers of Excellence. The Baltimore-Washington region also has more computer science degree graduates than anywhere in the nation.

Having that level of talent is one of the reasons that Fort Meade, which already was home to the National Security Agency, became the headquarters of the newly formed U.S. Cyber Command in 2010.

Anne Arundel County, where Fort Meade is located, has attracted a number of cyber-related developments such as Lockheed Martin’s 56,000-square-foot Cyber Center of Excellence, which opened in 2013 with a seating capacity for 250 professionals.
Belong to the region’s ‘go to’ business organization

What’s the key to business success? Staying competitive. What do all businesses need to thrive? Relationships. Build business relationships, get connected.

The Greater Baltimore Committee ... working to grow your business.

To join:
Visit www.gbc.org
Contact Don Fry at 410-727-2820 or donaldf@gbc.org

GREATER BALTIMORE COMMITTEE
Regional business leaders creating a better tomorrow... today.
“There is a growing need for computer science and cybersecurity professionals, and the Fort Meade area has established itself as a prime environment for such backgrounds,” says Deon Viergutz, Lockheed Martin vice president of cyber solutions. “Our customers benefit from our experts being immersed in the latest techniques and knowledge base.”

In addition to system labs and employee training rooms, the facility contains an Advanced Innovation Center that utilizes the breadth of Lockheed Martin’s capabilities and investments, so the team can rapidly develop and provide solutions to customers’ most critical mission needs.

Aberdeen Proving Ground, which began as a center to test military equipment and ordnance, is now the premier research center for military weapons systems. Work that takes place on the 72,000-acre complex in Harford County has made it a hub of research, development and testing.

**Incubators for Growth**

The region offers a number of resources that encourage entrepreneurship in the cyber and IT sectors. The BWtech@UMBC Research and Technology Park cyber incubator provides business and technical support to early stage companies in the IT and cybersecurity arenas.

About a dozen companies have graduated from the incubator, and about 35 are still involved in the program. And about a dozen firms are in the Cync program sponsored by Northrop Grumman, which provides a scholarship and additional resources to select companies.

“The companies like to become a part of this community, where they can access relevant programming for their industry sector,” says Ellen J. Hemmerly, BWtech president and executive director.

One graduate company, Fearless Solutions, was started by UMBC graduate Delali Dzirasa to develop secure software solutions, including cyber network visualization. The company has grown to six employees.

Another startup, Light Point Security, participated in the Cync program and will be close to graduating at the end of 2015, says Zuly Gonzalez, CEO and co-founder. Before joining the incubator in 2012, Gonzalez and her partner needed help creating a business around their secure software technology.

“Building our product was easy, but building a company around that product is where the incubator’s resources were helpful for us,” she says.

Another homegrown company, Millennial Media, has become a global leader in the mobile device advertising industry. Millennial Media was founded in Baltimore in 2006 and has made Charm City its headquarters for nearly a decade, says Dani Cushon, senior vice president, global marketing and communications.

“Our office’s location in the Canton neighborhood is ideal for attracting creative and technical talent, and its proximity to BWI Airport makes traveling between Millennial Media’s 16 global offices really easy,” Cushon says.

“The city is teeming with new life: tech companies, restaurants, shops and real estate. We have found a welcome and permanent home in Baltimore, and we look forward to promoting and sharing in the city’s growth for years to come.”
BRIGHT STARS

A CREATIVE CLASS OF ENTREPRENEURS TAKES ROOT IN GREATER BALTIMORE

By Bill Lewis

No matter how you measure success – the amount of venture capital raised or the cups of coffee consumed during brainstorming sessions – Greater Baltimore is a hotbed for cool companies and the entrepreneurs who create them.

The region fuses creative-class talent, renowned higher education institutions, and a network of resources and support to allow entrepreneurial ambition to flourish – and it offers a quality of life that allows entrepreneurs to work where they want to live.

“There are lots of young entrepreneurs who like Baltimore’s cost of living, convenience and young population. I would also say there are a large number of social entrepreneurs who are making a big difference as well,” says David Warnock, managing partner for Camden Partners, a private equity firm.

Camden Partners chose Baltimore for its home for the same reasons so many other firms are attracted to the region, he says, including “young talent, convenience to BWI and Penn Station, and cost of living.”

Startup Success

In particular, entrepreneurial activity is strong in health care, education technology and cybersecurity, says Warnock, who serves as chairman of the Greater Baltimore Committee’s Board of Directors.
Startups and next-stage companies in the region received more than $800 million in venture funding in the third and fourth quarters of 2014.
Facilities like Betamore, below right, and the Emerging Technology Center, below left, provide valuable resources for entrepreneurs.
“Right now this is exactly where we need to be, and the hope is that the city matures with the tech scene, so we can remain here indefinitely.”

_Todd Marks, Mindgrub Technologies_

Successful companies in the region that have attracted Camden Partners’ investment include Calvert Education, a developer of school curriculums in all 50 states and more than 60 countries, and Paragon Biosciences. Paragon’s focus is on developing and manufacturing biopharmaceutical protein drugs.

Camden isn’t the only investor discovering opportunities in Greater Baltimore. In the third and fourth quarters of 2014 alone, companies in the Baltimore-Washington, D.C. region received more than $600 million in venture funding. Baltimore-based Pixelligent Technologies LLC, for example, received $5.5 million in later-stage funding.

**Nurturing Innovation**

The region offers a number of resources to help promising companies get off the ground or to reach their next level of growth.

TEDCO, for example, is an independent organization with the goal of being Maryland’s leading source for entrepreneurial business assistance and seed funding for the development of startup companies in the state’s innovation economy. TEDCO provides mentoring, funding, and networking for entrepreneurs and startups as they bring innovative concepts to market.

ADVANCE Maryland, working in partnership with the Maryland Department of Business and Economic Development, the Economic Alliance of Greater Baltimore, and the National Center for Economic Gardening, works with second-stage entrepreneurs and helps businesses address challenges and identify opportunities. Economic gardening is a strategy that identifies existing growth companies and provides critical strategic information tailored to their needs. ADVANCE Maryland provides a research team that mines sophisticated databases for its clients and leverages a number of high-end business development tools related to search engine optimization (SEO), social media marketing and geographic information systems. The process is conducted using private conference calls and secure online workspace.

The region offers a wealth of specialized incubator/accelerator/co-working initiatives that provide working and collaborative space, as well as mentoring, technical support and other services for entrepreneurial companies.

Betamore, for example, is an award-winning co-working space, incubator, and campus for technology and entrepreneurship whose mission is to make Baltimore a leading global entrepreneurship destination.

Since its opening in January 2013, Betamore’s member startups have raised more than $6 million in venture funding. The typical startup working here hires a new employee every 13 days. The organization has also produced well over 700 hours of educational resources.

Betamore measures its success in one more way that would be familiar to most entrepreneurs. At last count, 6,307 cups of coffee had been brewed at its campus.

Another local resource, the DreamIt accelerator program, provides seed funding for selected companies, coaching and mentoring from experienced entrepreneurs and connections to funding sources and other support.

Accelerate Baltimore, an initiative of Baltimore’s award-winning Emerging Technology Centers incubator and The Abell Foundation, provides entrepreneurial companies with seed capital, resources, mentors, potential partners and co-working space.

Mindgrub Technologies is thriving in Baltimore, thanks in large part to the deep talent pool of computer science professionals who were trained at the University of Maryland, Baltimore and have chosen to live in the city, says Todd Marks, the company’s president and CEO.

Entrepreneurial activity in Greater Baltimore is “very green and early stage right now” and has a need for more investment dollars and leadership, Marks says.

Looking ahead, it’s important for the city to continue to positively address quality of life issues – schools and taxes, for example – so that as recent college graduates start their families, Baltimore is the place where they choose to live and work.

“Right now this is exactly where we need to be, and the hope is that the city matures with the tech scene, so we can remain here indefinitely,” Marks says.
Manufacturing is a key element of Greater Baltimore’s economy, where nearly 1,700 manufacturers employ more than 57,000 workers. But this is not your grandfather’s factory floor. The sounds of rivets and hammers have been replaced by the tapping of keyboards and the hum of 3-D printers.

Greater Baltimore’s manufacturers are leading the nation’s transition to next-generation, technologically sophisticated production. In fact, the largest manufacturing industries in the region are high-tech specialties, such as the computer and electronics cluster.

Growing numbers of manufacturers are eliminating the assembly line and replacing it with 3-D printing, also known as additive manufacturing (3DP/AM), allowing them to engage in rapid prototyping and innovation. These nimble enterprises are able to expedite design, production and delivery of products across a range of industries.

“It’s a fascinating technology, growing and refining at warp speed,” says Karen Holt, director of the Harford County Office of Economic Development. Her office houses a regional

The region has taken a lead in 3-D printing innovation.
additive manufacturing authority, RAMP-MD, whose pioneering technologies have leveraged federal 3-D labs at the Aberdeen Proving Ground and other federal labs to promote emerging business technologies and manufacturing growth in northeast Maryland.

executive director of 3D Maryland, an initiative of the Howard County Economic Development Authority and the Maryland Center for Entrepreneurship designed to increase engagement between 3-D printing and additive manufacturing and regional manufacturers such as Repliform and Aio Designs, she says.

“There is much business development coming down the pike. This is just getting started. These technologies are also attracting investment dollars to Maryland. We have seen investment in new innovative companies in our innovation and entrepreneurial ecosystem as well as in existing manufacturers upping their game. Businesses are looking to relocate to Maryland because of our commitment to these advanced manufacturing technologies,” Baum says.

The 3D Maryland Innovation and Prototyping Lab has produced prototypes of motor mounts, camera shrouds, medical devices, consumer goods and other products. In its first eight months, it served more than 75 clients producing more than 200 3-D printed parts, Baum says.

Baltimore architecture and design firm Ayers Saint Gross has been working with 3-D technologies for more than 11 years. Building Information Modeling (BIM) allows the firm to virtually construct a building and systems before physically building the structure.

“The cost savings to design and build through this process have more than justified our investment in the technologies, and I believe we are building smarter and more efficiently than we ever have,” says senior associate Brian Russell.

3-D printing takes computer modeling even further for designers, he says.

“We are using 3-D printing technologies to produce physical models that not only help us convey our design intent but also allow us to do design analysis. I see a day coming very soon when we will be prototyping and 3-D printing different parts of our buildings,” Russell says.
Greater Baltimore Manufacturing by the Numbers

Source: Economic Alliance of Greater Baltimore

$59,875
Average manufacturing earnings in region in 2011 ($52,330 nationally)

$11B
Greater Baltimore gross manufacturing output in 2011

Opportunity Docks
Digital Harbor Foundation fosters innovation, tech advancement, and entrepreneurship by helping youth develop digital-age skills through activities and tech workforce readiness. The foundation offers programs in topics such as 3-D printing and Web development for grades 1-12. Youth programs include month-long elementary school programs, semester-long middle and high school programs, two-week summer camps and school-day field trips.
LINKED IN

GREATER BALTIMORE’S GLOBAL TRANSPORTATION INFRASTRUCTURE RANKS SECOND TO NONE
Greater Baltimore is a global business destination, and it provides a world-class transportation infrastructure that moves people and goods.

With a day’s drive access to more than one-third of the U.S. population, the region offers favorable market access that has made it attractive to logistics providers. It includes 150 companies and 100 trucking terminals with a fleet of 27,000 commercial vehicles.

Key East Coast thoroughfare Interstate 95 passes directly through the region, which is also served by Class I carriers CSX and Norfolk Southern and five shortline railroads, as well as three international airports.

Port of Baltimore

A key component of the region’s transportation infrastructure is the Port of Baltimore. Its public marine terminals had a record year in 2014, handling more than 9.7 million tons of cargo. Records were established in both auto and container shipments for the year.

Public and private shipments of international goods at the port totaled 29.5 million tons, with a value of $52.5 billion. The Port of Baltimore is the leading U.S. port for automobiles, with more than 792,000 vehicles handled in 2014.

“We wanted to be a diverse port to protect ourselves against the downturns that can occur in the economy at any given time, and I think we have achieved that,” says James White, executive director of the Maryland Port Administration (MPA).

Baltimore’s Port Is Rolling

One of the largest vehicle and Ro-Ro (roll-on/roll-off) operators is Wallenius Wilhelmsen Logistics (WWL), a Scandinavian-based company that has operated in Baltimore for more than 150 years. While WWL does more than ship and receive autos and machinery, it has developed a specialty in outbound vehicle logistics. WWL processes autos, heavy equipment, Ro-Ro and other noncontainerized cargo at the port, handling more than 200,000 cars and 1 million tons of cargo in Baltimore annually. The company employs more than 300 workers at its Dundalk Terminal facility in Baltimore.

Michael Derby, general manager for WWL East Coast and environmental affairs, says one of the Port of Baltimore’s major advantages is the diversity in the commodities it handles and the effort the Maryland Port Administration makes for both public and private port operations.

“There are simply more options available to those wanting to utilize the port,” Derby says.

One of the major factors in a successful port is its ability to turn around a ship quickly and efficiently, and Derby says Baltimore does that well.

Baltimore is also an ideal location for auto and Ro-Ro shipments because of its location near major metro areas, particularly those in the Midwest.

“The port also has excellent facilities and the land space to handle WWL’s large-scale processing operations,” Derby says.

Ports America Chesapeake

One of the largest terminal operators in the region is Ports America Chesapeake, which operates the Seagirt Marine Terminal, located on a 265-acre site. And part of a 50-year lease agreement with the MPA, Ports America built a new 50-foot container berth that can handle the large Post-Panamax vessels that are coming to East Coast ports with the widening of the Panama Canal. It also operates four state-of-the-art super cranes able to handle the larger ships.

The partnership between the Maryland Port Administration and Ports America Chesapeake is expected to create more than 2,000 permanent jobs in the coming years.

Bayard Hogans, general
manager of Ports America Chesapeake, says Baltimore is a highly productive and efficient port with excellent deep-water channels and amenities that shippers want.

“We are an excellent part of the supply chain,” he says.

White of the MPA says there are also long-range plans to create more land area in the port vicinity, through dredging to expand automobile handling as well as container cargo handling.

Air of Distinction

Greater Baltimore also can effectively move goods and people by air. Baltimore/Washington International Thurgood Marshall Airport (BWI) is the nation’s 22nd busiest airport and serves more than 22 million passengers a year with more than 600 daily flights and nonstop service to 75 domestic and international destinations.

Air service is also available nearby at Reagan National and Dulles International.

BWI is an important transportation resource and economic engine for Greater Baltimore, as well as Maryland and the nation’s Capital Region, says Ricky D. Smith, CEO of BWI.

A major expansion at the BWI airport is the multi-phase D and E Concourse connector program that will greatly benefit BWI’s growing international service. The entire project is expected to be completed in 2017. One of the new international carriers is Iceland-based WOW Air, a low-fare international airline that will operate service between BWI and Reykjavik, with connections available to other European markets.

SHIP SHAPE

Greater Baltimore is gaining in popularity as a place to embark on a cruise. In March 2014, the Maryland Port Administration (MPA) celebrated the return of the renovated Carnival Cruise Lines ship Pride to the Port of Baltimore. The ship left in October 2014 to undergo a multimillion-dollar renovation including new dining and entertainment as well as new emission technologies. Carnival offers five- to 14-day cruises onboard the Carnival Pride year round. Maryland benefits from $90 million in economic activity generated by cruise activities.
CAREER TRAINING AND WORKFORCE DEVELOPMENT

From programs in Nursing and Surgical Tech to classes in Automotive Technology, Computer Information Systems and Trade Apprenticeships, CCBC helps people and businesses get the training they need to grow.

To find out more about our programs, visit ccbcmd.edu or call 443-840-4900.

SEE WHAT YOU CAN BE

CCBC The incredible value of education.
www.ccbcmd.edu
Through innovative partnerships between schools and higher education institutions, government and business, Greater Baltimore students are acquiring skills that will prepare them for the workforce.

Howard County Public Schools (HCPS), for one, offers programs in a number of career fields. Its Partnership Program lets students participate in events and programs that acquaint them with the world of work. These include career fairs, apprenticeships and job shadowing, as well as paid and unpaid internships and mentoring.

**Students Focus on Careers**

HCPS also offers career academies in areas such as arts, media and communications, business and finance, construction and development, and consumer services.

“Our seniors and juniors are learning skills, working on projects and performing internships in these areas,” says Natalie Belcher, HCPS instructional facilitator. “We are helping students make better decisions when it comes to planning for a future career. We also have a number of employers who will hire some students right out of high school after they have participated in an internship.”

Anne Arundel County Public Schools has more than 900 students completing internships with area employers. The school system has a team of nine full-time internship coordinators who help ensure internships are working well for both students and employers.

The school system also has a magnet school and signature programs. Some of the magnet school specialties include biomedical and allied health, STEM, and performing and visual arts.

“The school system’s signature schools help students connect classroom instruction with real-world situations and work-relevant skills,” says Tammy Diedrich, Anne Arundel’s manager of internship and business programs.

Baltimore County Public Schools offers career research, work-based learning, internships, career and...
We are the University of Maryland, Baltimore.

We are UMB.

University of Maryland, Baltimore (UMB) confers the majority of health care, human services and law professional degrees in Maryland each year. These professionals use their interdisciplinary education to impact economic development in the city, state, and nation and to further our mission to improve the human condition.

CHAMPIONS OF EXCELLENCE
technology education, apprenticeships, and job shadowing. Each is designed to prepare students for the future workforce. The school system also has partnerships with many colleges and universities to offer advanced credit opportunities in chosen career areas.

Hire One Youth

The City of Baltimore has initiated programs designed to increase employment for adults and youth. One of the most successful programs is Hire One Youth, an initiative focused on encouraging companies to commit to hiring at least one Baltimore youth during the summer as a way to engage young people for the future.

Baltimore Mayor Stephanie Rawlings-Blake, who initiated the Hire One Youth program, says it is one way Baltimore’s private sector plays a large role in the city’s future workforce.

“With the nation’s unemployment rate for youth at its highest level since World War II, it’s imperative that government, business, nonprofit organizations and communities join together to find solutions to connect our young people to early work experiences, and provide them with the necessary tools to enter the workforce,” Mayor Rawlings-Blake says.

Hire One Youth is part of Baltimore City’s YouthWorks summer jobs program that matches young people between ages 14 and 21 to five-week work experiences with private-sector, nonprofit, and city and state government employers. The program helps prepare students through targeted matching of jobs to older teens’ career interests and an emphasis on effective work behaviors and financial literacy.

Colleges and universities partner in other ways to support training and career development. Notre Dame of Maryland University’s School of Nursing offers bachelor’s and master’s degrees in nursing. The school’s new Nursing Center for Caring with Technology features three simulation labs for labor and delivery, pediatrics and patient rooms, and observation rooms.

Additionally, the School of Nursing has recently entered a collaboration with the Community College of Baltimore County to offer a dual enrollment associate to bachelor’s degree program, says Mary Packard, chairwoman of the School of Nursing. Packard says Notre Dame encourages short-term visits by area high school students to learn more about the university and its nursing programs.
A REGION OF MANY CHARMS

COSMOPOLITAN FLAIR AND SPECTACULAR NATURAL BEAUTY MEET UP IN GREATER BALTIMORE

By Emily McMackin

Nichole Baccala Ward has lived in several cities, but her favorite is the one she grew up in and has always returned to: Baltimore.

“When I started thinking about where to stay long term, it was important for me to come back to Baltimore,” Ward says. “Here, I’ve been able to find that perfect balance between career and professional growth opportunities and having a great place to live and raise a family.”

Ward loves the area so much that when she and her husband moved to North Carolina for his job, she spent the next five years commuting back to the city every other week, so she could continue her job at Baltimore-based advertising agency TBC.

The decision paid off for Ward, who is now president of the agency. Along with working at the
Greater Baltimore offers a mix of neighborhoods and communities that welcome residents of all ages and interests.
company of her choice, Ward loves being able to play with her daughter in the yard at home in their historic Mount Vernon neighborhood, or hop on the light rail system for a quick ride downtown to catch an Orioles game, a Broadway show at the Hippodrome Theatre or the sunset over the Inner Harbor.

“You can live in the city, but also afford your own home and have a high quality of life,” Ward says. “It’s the best of both worlds.”

Distinct Communities

For professionals of all ages, especially Millennials flocking to the region, Greater Baltimore offers the right mix of authenticity and sophistication, community and culture, and affordability and opportunity.

Residents can enjoy access to the best in arts and culture, shopping, sports, recreation, entertainment and cuisine, while also exploring surrounding communities that have retained their charm and character.

“Baltimore has something for everyone,” says Mike Kelly, executive director of the Baltimore Metropolitan Council. “The neighborhoods are very independent and unique. Each one has its own spirit, and you can find a place where you fit in.”

Like many young professionals in the region, Kelly came to the region to attend college, and the Loyola University Maryland graduate loved it so much he decided to stay. Highly regarded colleges and universities often draw talent to Greater Baltimore, but what keeps grads there is the opportunity to gain experience in rising industries as diverse as bioscience and cybersecurity – without the high cost of living in places like Washington, D.C., Philadelphia and New York.

The region embraces creative ideas and supports innovative companies helmed by those whose ideas rose from paper concepts to successful brands.

Not only are the barriers of entry lower, but transplants also find the community more welcoming in the place locals affectionately call “Smalltimore.”

“Every day you have the chance of meeting someone you share an unexpected connection with,” Kelly says. “It doesn’t take long to become part of the fabric here.”

Walkability and Vibrancy

The city’s compact size makes it easily walkable, not only downtown but also in its neighborhoods, where people sit on the front stoop of their houses...
visiting with neighbors and walk almost everywhere. Along with light rail that connects to business and residential centers as well as BWI Airport, Baltimore offers free transportation via the water through the Harbor Connector, some free bus transit downtown via the Charm City Circulator and rapid transit to D.C.’s Union Station via the MARC commuter train.

“It’s just 45 minutes to Union Station, and the trains to D.C. are full every day,” says Kelly, who knows many professionals who work in D.C. but live in Baltimore.

Regional leaders have taken progressive steps to make Greater Baltimore more transit-friendly and pave the way for revitalized districts with downtown housing, eclectic shopping and dining, and modern arts and culture – all amenities that matter to Millennials, says Byron Macfarlane, a Baltimore-area native who serves as Register of Wills for Howard County.

Examples include a 7-mile waterfront promenade trail that traverses Baltimore’s entire Inner Harbor, as well as mixed-use neighborhoods rising up on former industrial land like Harbor East, which is attracting an influx of corporate headquarters, upscale condos and boutique hotels like the Four Seasons.

Beyond the city itself, vibrancy extends to towns including Annapolis, Bel Air and nearby communities like Columbia and Ellicott City, which Macfarlane describes as a “microcosm of the city because there is always something new to do.”

“Greater Baltimore is a place where you see good things happening continuously – and you want to be part of it,” he says.
Carroll County is the “Right Place” and this is the “Right Time” for business to flourish. Carroll’s central location offers convenient access to business opportunities and affordable space options. Carroll County is a proud member of the Baltimore Metropolitan Region. The County’s healthy business climate has attracted both national and international companies including Northrop Grumman, Penguin Random House, Knorr Brake and Ridge Engineering.

National developers have recognized the potential of Carroll County. Attractive business parks are ready for leasing at Liberty Exchange, the Carroll County Commerce Center and Eldersburg Business Center. The Westminster Technology Park offers finished lots ranging from two – 17 acres. The Warfield Corporate Campus is being redeveloped into a mixed use development with office, flex and retail amenities within walking distance of new residential units.

Recognizing the needs of technology to support business operations, Carroll County has built a fiber network highway throughout the County. Fiber has been run to major business parks to ensure that businesses have the infrastructure required to maintain a cutting edge over competitors.

Carroll County has implemented programs designed to ensure that businesses progress through the development process efficiently. Economic Development acts as your liaison, organizing with site review and permitting entities to maintain open lines of communication. As your point person, Economic Development facilitates cooperation leading to solutions with colleagues across all levels of governmental organizations.

The Department of Economic Development’s mission is to create a positive business climate that will accommodate the expansion of existing industry and attract new industry. Professional staff is available to assist with whatever challenges a business encounters. Available services include facility tours, research, financing packages, customized proposals, regulatory agency assistance, government liaison, workforce training and development and business advocacy.

For more information please call 410-386-2070 or visit us at www.carrollbiz.org.
Greater Baltimore’s diverse arts and culture scene is best defined as an ecosystem – one that not only entertains, but also connects residents and visitors to the region. Over the last 30 years, the arts and culture scene has grown with a focus to advance music, theater, tourism and community involvement, such as artists working with kids and college students starting their own businesses in the industry, says Jeannie Howe, executive director of the Greater Baltimore Cultural Alliance and Baltimore resident for more than 25 years.

The region is steeped in a rich history as home to Fort McHenry National Monument and Historic Shrine, where soldiers raised an American flag in the War of 1812 against Great Britain, which inspired Francis Scott Key to write the "The Star Spangled Banner." Greater Baltimore offers a diverse and thriving arts and culture scene. Attractions such as Baltimore’s American Visionary Arts Museum, which focuses on intuitive, self-taught artistry, entertain visitors of all ages.
Spangled Banner. Other notable historic sites include the U.S. Naval Academy Museum – Armel-Leftwich Visitor Center, the Edgar Allen Poe House, and Clifton Mansion, home to Johns Hopkins.

“Artists value history, and that makes us value ourselves,” Howe says. “They are important because they create places for dialog and participation in the community. Often, artists will move to a place before anyone else, and that encourages others to see that we really have a lot to offer the overall region.”

Jazzed for Music

Music helps create that bond. Jazz is growing rapidly in the region, which prides itself on an underground music scene that includes everything from classical to metal, and there are venues to accommodate them all.

A signature performance venue is Merriweather Post Pavillion in Columbia in Howard County, which announced plans in September 2014 to make $19 million in improvements over a five-year period.

“People who know great music know it’s a great venue,” says Rachellina Bonacci, CEO of Howard County Tourism and Promotion and a Baltimore-area resident for more than 25 years. “Music sounds better outdoors, and there’s something about being under the sun or stars, kicking your feet up, and enjoying time with your friends. It’s like a lawn party with 20,000 people.”

Music, indeed, is a large part of Greater Baltimore, with the Baltimore Symphony Orchestra,

The Hippodrome Theatre in Baltimore and Merriweather Post Pavillion in Columbia are just two must-visit venues in the region.
led by Marin Alsop, the first woman to conduct a major U.S.
orchestra, and the Peabody
Institute of the Johns Hopkins
University, which houses a school
of music and school for
performing arts, both hosting
concerts and events. Other venues
include the Royal Farms Arena
and Pier Six Concert Pavilion in
Baltimore, Oregon Ridge in
Cockeysville, and the Rams Head
Tavern in Annapolis.

“People want a concert venue
in their community, and seeing a
show, especially at a place like
Merriweather, creates the
essential Maryland memory.
That’s what our community is
about,” Bonacci says.

Theaters and Museums

The region also offers many
places to see theatrical
performances or browse exhibits.

The legendary Hippodrome
Theatre, which opened in 1914
and has since been renamed the
France-Merrick Performing Arts
Center, remains a staple in the
revitalized Bromo Tower Arts &
Entertainment District in
downtown Baltimore.

The theater re-opened in 2004
after being closed for 20 years,
and aside from hosting major
performances that include Wicked
and Kinky Boots, it also showcases
comedy, dance and music.
Audiences can also catch a show
at the Patricia and Arthur Model
Performing Arts Center at The
Lyric, Center Stage, Everyman
Theater, and the latest addition to
the arts scene, the Chesapeake
Shakespeare Company.

Another great way for visitors
to learn about the region’s history
and things to do is through museums.

The Walters Art Museum and
Baltimore Museum of Art feature
90,000 works and draw visitors to
explore various centuries and
mediums of art. Located in
Baltimore’s historic Federal Hill
neighborhood, the American
Visionary Art Museum draws more
than 100,000 visitors a year to see
works by self-taught “intuitive”
artists. The 67,000-square-foot
museum, with a permanent
collection of more than 4,000
works, was built on reclaimed land
that once housed a copper factory.

Additionally, experiential
museums such as the Baltimore
Museum of Industry pay homage
to the region’s industrial and
technological heritage by telling
the stories of the state’s industries
and the people who worked in
them. Meanwhile, the B&O
Railroad Museum, Babe Ruth
Birthplace Museum, Sports
Legends Museum at Camden
Yards, and Geppi’s Entertainment
Museum celebrate trains, sports
and comic books.

Sports Scene

With so much to do in Greater
Baltimore, it’s no surprise there’s
an action-packed sports scene as
well. Stadiums fill with sports fans
who want to cheer MLB’s
Baltimore Orioles and the NFL’s
Baltimore Ravens. Soccer fans will
enjoy indoor soccer’s Baltimore
Blitz, and college sports-goers
can’t miss top-collegiate lacrosse
and football teams.

“You want people to come here –
not just for the proximity to other
cities – but for them to explore the
area and see the off-the-beaten-
path attractions,” Howe says. “Arts
and culture helps us connect to the
community, to each other and
ourselves.”

To view a calendar of events and get
half-off discounts and free shows,
check out Culture Fly at
www.culturefly.org/calendar
DIVE RIGHT IN

GREATER BALTIMORE IS AWASH IN WAYS TO ENJOY THE WATER
It’s easy to experience life on the water in Greater Baltimore, thanks to the sailing, kayaking, fishing and swimming opportunities available throughout the region. Prefer to stay on dry land? Explore an aquarium and a science center, and step back in time during a historic ship tour.

**Greater Baltimore Water Adventures**

The Anita C. Leight Estuary Center, located on Otter Point Creek in Harford County, is home to one of the last remaining tidal freshwater marshes in the Upper Chesapeake Bay. Visitors can bring their own watercrafts and set out on a self-guided paddle trail, and canoe, kayak and pontoon boat group tours are available on weekends during warm weather months.

“There are very few public access points to the water and bay in Harford County,” says Kriste Garman, park manager for the estuary center. “We provide easy access to the water, and in the wintertime, we have the best sunset view on the East Coast.”

Offering more on-the-water fun, the Canton Kayak Club provides members with unlimited access to their kayaks, paddles and life safety vests at each of their six dock locations throughout Baltimore.

Robert Pinkerton, membership chair of the CKC, says 500 people were part of the club in 2014, and he expects that number to be similar in 2015. While members are free to paddle alone, organized group trips take place throughout the club’s season, which typically lasts from early May until late October.

“Most of our dock locations offer different paddling options,” Pinkerton says.
“You may head one way for calm water and peace and quiet, or the other for some challenging waves and a more exciting adventure.”

Based at the Ellen Moyer Nature Park on Back Creek, the Annapolis Community Boating Group is a nonprofit organization that offers affordable sailboat, canoe, kayak and paddleboard rentals from mid-May to mid-September. The group also hosts sailing lessons, paddling events and summer camps, and while memberships are available, all services are open to the public.

“We provide a way for people to get on the water and learn more about boating without spending too much money,” says Lorie Stout, who serves as an ACB board member and is the group’s former executive director.

The Baltimore Rowing Club, based in the Cherry Hill area, also helps the community get out on the water. The nonprofit organization offers youth and adult programs, as well as introductory programs for new rowers.

Those looking to cast a line will find several trout fishing destinations in Carroll County. Cecil County hosted the Bassmaster Elite & Summerfest in August 2015, which drew an estimated 30,000 visitors over its four-day run. Anglers from across the country competed for a top prize of $100,000.

**Water-Related Destinations and Activities**

Located at Baltimore’s Inner Harbor, the National Aquarium houses more than 20,000 creatures great and small, and features exhibits such as Animal Planet Australia, which gives visitors a glimpse into a typical northern Australia river gorge. The facility also includes the recently added Blacktip Reef exhibit that contains more than 700 animals, such as a 500-pound green sea turtle, and offers a floor-to-ceiling pop-out viewing window.

Also at the Inner Harbor, the 170,000-square-foot Maryland Science Center has three levels of exhibits, including one that highlights Maryland’s fabled blue crab and the Chesapeake Bay. The center also includes a planetarium, an observatory and an IMAX theater.

History buffs may be drawn to the Historic Ships in Baltimore, one of the world’s most impressive collections of military watercrafts. Located on the Inner Harbor, the collection features the USS Constellation, a tall ship that is known as the final sail-only warship created by the U.S. Navy, as well as the USCGC Taney, USS Torsk and Lightship 116 Chesapeake. The collection also includes the Seven Foot Knoll Lighthouse, which is the state’s oldest screw-pile lighthouse. Visitors can tour the ships and the lighthouse, each filled with exhibits and artifacts.
SEE WHERE IT ALL STARTED

Geppi’s Entertainment Museum in Baltimore details the story of American popular culture dating to the nation’s earliest days of entertainment and fashion.
» ENTERTAINMENT COMES ALIVE

The Station North Arts and Entertainment District in Baltimore, the first arts and entertainment district in the region, features artist work/live spaces and galleries.
**ECONOMIC PROFILE**

**Population**
- Greater Baltimore Region: **2,824,384**
- Anne Arundel County: **555,743**
- Baltimore City: **622,104**
- Baltimore County: **823,015**
- Carroll County: **167,564**
- Cecil County: **101,913**
- Harford County: **249,915**
- Howard County: **304,580**

**Labor Force**
(2013)
- Nonfarm: **1,248,500**
- Private: **1,029,000**

*Source: Economic Alliance of Greater Baltimore*

**Major Industry Sectors**
(by percentage of total nonfarm employment, Baltimore MSA)
- Government: 16.9%
- Health Care: 14.7%
- Retail Trade: 10.8%
- Leisure & Hospitality: 9.3%
- Professional, Technical & Scientific: 6.6%
- Admin & Support, Services: 6.6%
- Financial Activities: 5.6%
- Manufacturing: 5.6%
- Mining, Logging & Construction: 4.2%
- Wholesale Trade: 4.1%
- Educational Services: 3.9%
- Other Services: 3.3%
- Transportation & Utilities: 3.3%

**Economic Development Contacts**

**Baltimore City**
- Website: [www.baltimoredevelopment.com](http://www.baltimoredevelopment.com)
- Contact: Bill Cole, President & CEO (410) 837-9305

**Baltimore County**
- Website: [www.baltimorecountymd.gov](http://www.baltimorecountymd.gov)
- Contact: Will Anderson, Director (410) 887-2123

**Anne Arundel County**
- Website: [www.aaedc.org](http://www.aaedc.org)
- Contact: Robert L. Hannon, President (410) 222-7410

**Cecil County**
- Website: [www.ccgov.org](http://www.ccgov.org)
- Contact: Lisa Webb, Director, (410) 996-6292

**Carroll County**
- Website: [www.carrollbiz.org](http://www.carrollbiz.org)
- Contact: Jack Lyburn, Outreach Administrator, (410) 386-2070

**Harford County**
- Website: [www.harfordcountymd.gov](http://www.harfordcountymd.gov)
- Contact: Karen Holt, Director (410) 638-3059

**Howard County**
- Website: [www.hceda.org](http://www.hceda.org)
- Contact: Larry Twiele, CEO Howard County Economic Development Authority, (410) 313-6500

**Cost of Living**
- Region Median Household Income: **$69,367**
- U.S. Medium Household Income: **$53,046**

**Income**
- Region Per Capita Income: **$54,457**
- Per Capita Income: **$46,129**

*Sources: U.S. Bureau of Labor Statistics; Economic Alliance of Greater Baltimore; U.S. Census Bureau; U.S. BLS*
AT A GLANCE
Headquartered in Bethesda, Maryland, Lockheed Martin is a global security and aerospace company that employs approximately 112,000 people worldwide and is principally engaged in the research, design, development, manufacture, integration and sustainment of advanced technology systems, products and services.

CUSTOMER BASE
As a global security, aerospace, and information technology company, the majority of Lockheed Martin’s business is with the U.S. Department of Defense and the U.S. federal government agencies.

Lockheed Martin is the largest provider of IT services, systems integration, and training to the U.S. government.

Lockheed Martin has five core business areas: Aeronautics, Information Systems & Global Solutions, Missiles and Fire Control, Mission Systems and Training, and Space Systems.

IMPACTING EDUCATION
Advancing science, technology, engineering and mathematics (STEM) education is a critical focus for Lockheed Martin.

60,000 engineers, scientists and IT professionals are committed to working with students and educators to develop programs that educate and inspire tomorrow’s scientists, engineers and mathematicians.
THE COMMUNITY

EMPLOYEES INVOLVED IN COMMUNITY ACTIVITIES

- 325,000 students engaged at the USA Science and Engineering Festival.
- 150 veterans have received mentoring in career transition since 2013.
- 9,806 employees volunteered in 2014 and logged over 1,040,152 volunteer hours.
- 6,500 toys and $72,000 raised for charity during the holidays.

STRATEGIC PARTNERS

- American Corporate Partners
- USO
- Girls, Inc.
- Engineers in the Classroom
- Project Lead the Way

EMPLOYEE GIVING

More than $19.3 million was donated last year through workplace giving and contributions to colleges and universities.

MONTH OF GIVING

Over 3,800 employees volunteered during Lockheed Martin’s first annual Month of Giving in October.

Employees participated in 64 events focused on STEM and Military and Veteran causes.

Learn more at lockheedmartin.com/aboutus

LOCKHEED MARTIN
Baltimore County
Home of
Sparrows Point
LAND / PORT / RAIL / ROADS

The largest privately owned industrial site and terminal on the east coast.

A new era in global logistics

Grounded in tradition, growing through innovation.

#1

+19 YEARS

+22 YEARS

WORKFORCE READY

#1 U.S. port for roll-on/roll-off cargo.

Three AAA rating from Moody's, S&P and Fitch since 1996.

Income and property tax rate unchanged for more than 22 years.

Workforce training and recruitment customized to your company's needs.

BaltimoreCountyBusiness.com / 410-887-8000

Baltimore County Executive Kevin Kamenetz and the Baltimore County Council
AT LOCKHEED MARTIN, WE EMBRACE THE DIVERSE TALENTS AND PERSPECTIVES OF OUR PEOPLE TO POWER INNOVATION AND BUSINESS SUCCESS.