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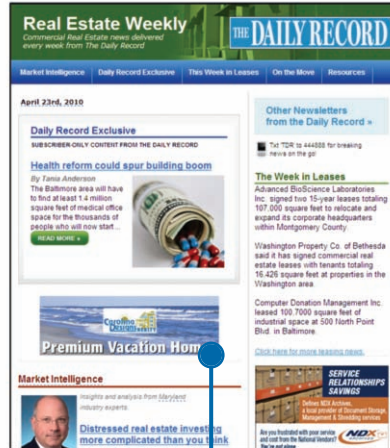
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Maintain focus on existing companies

Retention 'a zero-sum game' in the current economy

BY KAREN NITKIN
SPECIAL TO THE DAILY RECORD

Vocus Marketing, a cloud-based marketing and public relations software company that went public in 2005, had outgrown its Lanham location by 2010, even after adding to it several times.

Vocus executives knew it was time to move, and knew the growing tech company, with a history of creating jobs for skilled workers, would be attractive to nearly any municipality.

Was this the time to start a bidding war for tax breaks and grants, and move to the community offering the best deal? Was it time to leave Maryland?

"We did give it some thought," Chief Financial Officer Steve Vintz said of moving to another state. But in the end, Vocus not only stayed in Maryland, but also in Prince George's County, moving to a larger site in Beltsville in August.

"Prince George's County really wanted us, and we really wanted to be here," Vintz said.

The company, with about half of its 800 employees in the state, opted to stay in Maryland for a variety of reasons, including the knowledge that moving would be expensive and would cause it to lose valued employees.

It also received an incentive and tax abatement package worth about \$115 million, Vintz said, to sign a 12-year lease on a 93,000-square-foot warehouse, up from the 46,000 square feet it had been leasing. The incentives included a \$40,000 loan from the Prince George's County Economic Development Corp., and a \$400,000 loan from the state, which would become a grant if the company hired 60 or more employees, which it has already done.

"The county and the state worked very closely with us to provide incentives," Vintz said.

The competition for companies, particularly ones that are growing, has become fierce as the economy continues to struggle and jobs have become elusive. Maryland, like other states and municipalities, is working to lure new businesses while encouraging existing ones to stay and grow.

The state has more than a few things going for it that make it an attractive place to do business: It is close to Washington, D.C., has an educated workforce, has good access to the population centers of the East Coast, has a diverse economy, and boasts a vibrant academic community, said Ursula Powidzki, director of the office



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of business development within the Department of Business and Economic Development.

In the past 14 months, she has worked on 94 projects representing 4,500 jobs, she said, urging companies to move to Maryland or grow here. In recent years, the state has been particularly supportive to companies with a focus on life sciences and cybersecurity, two segments of the economy that are growing and that hire highly skilled workers. But companies in other parts of the economy are also choosing Maryland, she said.

Harford County, for example, recently scored two big wins, a Wegmans store and a Kohl's e-commerce warehouse. Together, they are expected to bring about 1,850 jobs to the county, said Jim Richardson, director of the Harford County Office of Economic Development.

Wegmans received no financial incentive to choose Abingdon as the site for a grocery store that opened Sept. 18 and hired about 550, Richardson said.

"They had other sites they could go to. We had to sell that the county was growing, that we had the disposable income they were looking for, that we wouldn't kill them with permits and regulation, and that we were a business-friendly area."

Kohl's, which will eventually hire about 1,300, took over a 600,000-square-foot one-story building in Edgewood that had

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It's good to be on top of your game, but it's better to be located in the right spot.

— Jim Richardson
Director
Harford County Office of Economic Development

previously been used by Gap and Restoration Hardware, and is building a 400,000-square-foot addition. It had been empty about a year, Richardson said. The retailer received a low-interest \$100,000 loan from the county, as well as \$40,000 for workforce training, Richardson said.

"It's good to be on top of your game, but it's better to be located in the right spot," he said. "And then, you've really got to have the workforce to be able to do those jobs."

Over the past 20 or 30 years, communities tended to compete by giving increasingly generous incentives, Powidzki said. That

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Wegmans +

KOHL'S

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David R. Craig,
Harford County Executive

James C. Richardson, Director
Office of Economic Development

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trend has thankfully abated, partly because the money simply isn't there to give away, she said.

"I think there's a growing recognition that it's kind of a zero-sum game," she said. She also pointed out there is always the risk the company won't succeed, or that growth will be much slower than projected.

"I think in Maryland we try to be as smart as possible about that," she said. "Yes, we do provide incentives to companies, there's no way around that. It's part of the business, really, around the world."

But Tracy Tyler, CEO of Cambridge International, founded in Cambridge in 1911, said her company has stayed and grown in Maryland not because of

incentives but because of the workforce.

"For me, being in Maryland just has to do with the people, the workforce here," she said. "They are the best people in the world, just really good people with good values, the kind of hard-working people who want to make a difference, want to work for a higher purpose."

The company, which began life as Cambridge Wire Cloth making woven wire cloth like the kind used for window screens, is now the world's largest maker of wire cloth and metal belts. It still operates in its original building, which has had "lots of additions," Tyler said. A second Cambridge location was added in 1998, when the company merged with Maryland Wire Belts.

Cambridge International also has Brazil, Mexico and California locations for geographic reasons, Tyler said. But most of the company's 300 employees are in Cambridge, and she intends to keep it that way.

"We get calls a few times a year from counties in other states," she said. "We have not entertained that. Our roots are here and this is where we want to stay."



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For me, being in Maryland just has to do with the people, the workforce here.

— Tracy Tyler
CEO
Cambridge International

For many, Maryland made easier

O'Malley administration looks to streamline business regs

By ALAN DESOFF
SPECIAL TO THE DAILY RECORD

For real estate developers and other companies that want to do business in Maryland, obtaining the permits and licenses they need from state government agencies to get started on their projects used to be a frustrating process that took time and cost money.

That landscape is improving for developers, and should follow similarly for other businesses, under Maryland Made Easy, an initiative Gov. Martin O'Malley launched this year to boost economic development in the state, including job creation.

Most developers who sometimes waited up to 12 weeks or more to receive comments from state reviewers on traffic impact studies the developers prepared for their projects now should expect to get the comments within 45 days, according to Steven Foster, chief of the State Highway Administration's Access Management Division. That covers about 85 percent of the projects that come before the agency for review because they access state roads, Foster said. The others usually are more complicated, requiring additional discussion and analysis, he said.

Similarly, under Fast Track, a Maryland Made Easy program O'Malley kicked off by executive order June 30, project reviews in other business areas will be expedited through increased communication to resolve issues across different agencies.

"If you are a company with a major project that could create a significant number of jobs, you usually have to deal with multi-

ple state agencies on permits. In the past, we didn't really have a process to bring all those agencies together to fast-track those projects," said Christian S. Johansson, secretary of the Maryland Department of Business and Economic Development.

The SHA action and Fast Track are key parts of the MME program, which O'Malley announced last January to make it easier to do business in Maryland by streamlining procedures, simplifying regulations and improving communications.

"One of the ways in which we can create jobs, expand

opportunity, and do it now, is by cutting the bureaucratic red tape," O'Malley said at the time.

The other parts of MME are Central Business Licensing, a one-stop, online resource for individuals to complete and submit various applications for licenses related to starting a business in Maryland; and a website (easy.maryland.gov), launched June 30, with information about Fast Track and the license application process as well as other features.

"As much as anything, MME is about listening to our business community and

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MAXIMILIAN FRANZ

“As much as anything, MME is about listening to our business community and understanding where we have the power to remove barriers that may be in their way to being as successful as they could possibly be.

— Christian S. Johansson
Secretary
Maryland Department of
Business and Economic Development

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understanding where we have the power to remove barriers that may be in their way to being as successful as they could possibly be,” Johansson said.

Even before O’Malley made MME public last January, the

SHA was starting to implement recommendations of a task force that O’Malley formed in April 2010, led by Johansson, to streamline Maryland’s highway access permit process. That is vitally important to developers, who must obtain permits for work they are required to do,

like adding lanes, if their projects affect state roads.

But getting the SHA to approve applications for permits, particularly for complicated projects, was “extremely frustrating” because of the time it took, and “time to the development community is money,” said Glenn Cook, vice president of The Traffic Group Inc., a traffic engineering and transportation planning firm with headquarters in Baltimore County. He served on the task force with several developers, local planners and economic development officials.

The unknowns were part of the frustration,” said Stuart B. Foard, on the land development/construction team at Merritt Properties in Baltimore and also a task force member. Those unknowns included the status of their applications and comments from reviewers within the SHA, Cook said.

“No one on the outside could track that and I’m not so sure there was anybody inside the SHA tracking it, either,” Cook said. “We got responses when somebody would call and raise hell and ask, ‘Where are the comments?’”

In response to developers’ complaints and the task force’s recommendations, the SHA expanded its database and in June rolled out a way for developers to learn the status of their projects on the Internet. Foster said that’s also used to track performance.

In another improvement to its communications, on many projects the agency now sends developers draft letters of its review comments on traffic impact studies and project plans “to establish whether they need any clarity, or want to meet with us and talk about it before we go on record with it,” Foster said.

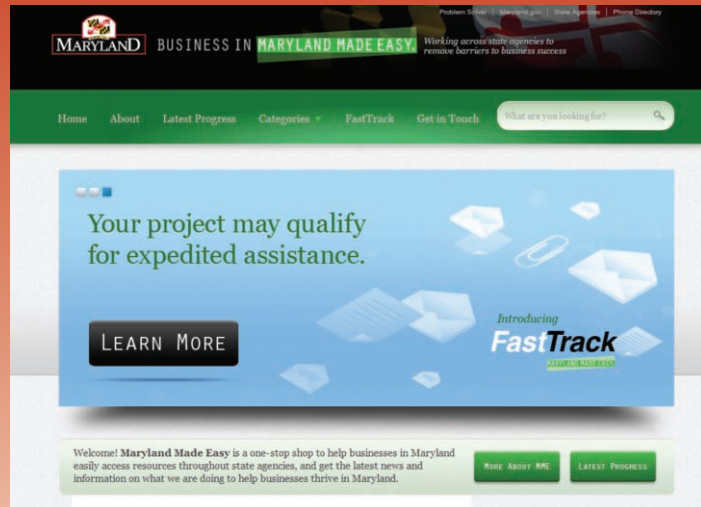
When developers have obtained all the approvals they need for a highway access permit, and with all required docu-

mentation in order, the SHA has committed to a 21-day turnaround in issuing the permit.

Most are going “out the door” in less time than that, Foster said.

What the SHA has done with its access permit process is a model for how Fast Track can work in other agencies, according to Andrew Scott, director of the office of real estate in the Maryland Department of Transportation. “The goal is to take on more licenses and permits and do the same thing,” Johansson said.

MME contains “a number of moving parts and pieces,” Johansson said. “This wasn’t created overnight and isn’t going to happen overnight. Some of these things take time. It will be a steady, focused effort that is critical to Maryland’s future success as a great place to do business.”



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Rick Kohr is CEO of Evergreen Advisors, an investment bank and advisory firm in Columbia that invests primarily in companies in the Mid-Atlantic region. He said online education is "a really hot area," and interest remains strong in companies related to cybersecurity and social media.

State backs Marylanders' innovations

Invest Maryland, TEDCO can give startups a needed boost

By KAREN NITKIN
SPECIAL TO THE DAILY RECORD

Cybersecurity firms. Social media startups. Companies that make medical devices. These are a few of the industries in Maryland that remain attractive to investors.

The past few years have been

tough for companies seeking venture capital dollars, say state officials and investors, particularly for old-school businesses such as restaurants or grocery stores. But the worst may be over, as the economy slowly improves and as state efforts, particularly the new Invest

Maryland fund, provide the first dollars to young companies.

According to the National Capital Venture Association, venture capitalists nationwide invested \$6.95 billion in 876 deals in the third quarter of 2011, down from \$7.9 billion for 1,015 deals in the previous quarter. While investment in life science dropped and moved to later stages of company development, the software sector has been surging, posting its strongest investment quarter in nearly 10 years.

Maryland firms in the third quarter of 2011 received investments of \$44.68 million in 16 deals, one of the lowest quarters since 1995, according to the association. By comparison, investments in the third quarter of 2000 surpassed \$500 million, and even after the economic crash of 2008, the third quarter of 2009 saw investments of more than \$94 million.

A list of Maryland companies that received funding in 2011 shows a distinct slant toward biotechnology, software and medical devices, with recipients including medical device firm NovaSom, based in Glen Burnie, which provides home-based testing of sleep disorders; and software company Optoro, in Lanham, which helps companies realize assets from their distressed inventory.

Michael Howard, founder and managing member of the MJH Group, based in Temple Hills, is on the Invest Maryland board and said he sees biosciences and cybersecurity companies "getting significant amounts of resources."

"The companies that have not gotten as much attention are the basic companies, the old school. Maybe a mom-and-pop shop, a grocery store, a restaurant. They are really struggling to get startup money," he said.

However, he pointed to Under Armour as an example of a company that has grown in Maryland, saying "it's possible" other non-technology companies can attract investor interest.

Invest Maryland, approved in the 2011 legislative session, was heavily pitched by Gov. Martin O'Malley as a way to turn the good ideas in the state into profitable businesses that

grow and hire within the state.

The fund is now raising money through a tax credit for insurance companies, said Frank Dickson, its leader while the Maryland Department of Business and Economic Development seeks a permanent leader for it.

Invest Maryland is expected to collect at least \$75 million, Dickson said, and under the leg-

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Laura Neuman, CEO

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CONTINUED FROM 9

isolation must allocate 100 percent of those funds to venture firms within a year, with the first allocations expected in June 2012. Then it's up to those venture firms to invest the money as they see fit, as long as they invest in Maryland companies, he explained. "Most of the funds will be investing in the early stage to growth stage life cycle of a company," he said.

In selecting venture firms to receive allocations, performance is the "top criteria," he said. "The state wants to get its money back."

"The state has invested in other venture funds," he said, but the difference with Invest Maryland is "the amount of money. The state has never put this amount of money into a venture program."

Dickson described the Invest

Maryland fund as "one piece of the puzzle," filling an investment gap that has been left open as private venture firms become more cautious and move their dollars to later stages of a firm's development.

Maryland has many factors that make it attractive to investors, Dickson said, including a well-educated workforce, world-class hospitals and universities, and proximity to Washington, D.C., and agencies such as the National Institutes of Health.


Rob Rosenbaum is president and executive director of the Maryland Technology Development Corp. (TEDCO), an independent firm funded by the state, which invests in early-stage companies in Maryland. The amount of money in the fund is down almost 50 percent from its peak of five or six years ago and is now about \$16 million, he said.

But TEDCO remains committed to providing the first stage of revenue for some 20 to 30 companies a year in Maryland, Rosenbaum said.

"We are out there to stimulate the earliest of activity in companies," he said, saying TEDCO is typically a company's first source of funding after "friends, family and fools."

Particularly attractive to TEDCO are companies related to life sciences and technology, Rosenbaum said. Life science companies are challenging because they require so much time and money to develop a marketable product. Technology companies could provide cybersecurity or consumer applications.

But what are exciting now, he said, are companies that develop medical devices or provide information services related to health care, a field that also touches on cybersecurity, since those records are private.



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Most entrepreneurs are not going to be the CEO. They are the person with the passion, not necessarily the business person.

— Rob Rosenbaum
President & Executive Director
TEDCO

When considering whether to invest, TEDCO does not favor one technology over another, he said. TEDCO supports companies developing a “real product, something that’s filling a need in the marketplace,” Rosenbaum said. Management must be entrepreneurial, but also “coachable” and cognizant of limitations, he said.

“Most entrepreneurs are not going to be the CEO,” he said. “They are the person with the passion, not necessarily the business person.”

Rosenbaum said TEDCO and Invest Maryland are “complementary,” adding, “We ultimately serve as a feeder for them,” and he said TEDCO is considering starting a fund similar to Invest Maryland, since the need is so great.

The funding from TEDCO and Invest Maryland are “just a drop in the bucket,” he said. “We could use \$500 million or more in A-round money.”

Rick Kohr is CEO of Evergreen Advisors, an investment bank and advisory firm in Columbia that invests primarily in companies in the Mid-Atlantic region. He said online education is “a really hot area,” and interest remains strong in

companies related to cybersecurity and social media.

When considering whether to invest in a company, he considers the management team, the structure of the company, and what problem the company intends to solve. “Is it a big problem? Is it a clean solution to

that problem?”

Even with those elements, winning funding from a shrinking pool is “still a pretty daunting task,” he said. “Everybody’s a little more cautious and you have to be more aggressive in order to attract the capital that is out there.”

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No matter what your perspective, it all points to Frederick County, MD

Maryland counties try new development tactics

By NICHOLAS SOHR
NICHOLAS.SOHR@THEAILYRECORD.COM

With the objects of its dotting less responsive during these days of economic malaise, Frederick County followed in the footsteps of many frustrated suitors — it went speed dating.

Laurie M. Boyer, the county's economic development director, traveled to California in October for two days of quick interviews with companies looking for space to grow and expand.

"It was a new thing for me to try but the concept is actually very smart," said Boyer. "It brought together folks who have buildings and sites that they're trying to fill with companies that are actually trying to move projects forward in the next 12 to 36 months."

The trip was the first of its kind for Boyer, who has seen the recession and disappointing recovery sap resources from economic development agencies at a time when their job-creation mission is at the top of many, if not all, county and state to-do lists.

"It's definitely a challenging time, but I don't think it's an insurmountable time for us," said Boyer, who is also president of the Maryland Economic Development Association.

The association, which turned 50 this year, held a series of events across the state the last week in October to highlight its achievements and foster more partnerships among businesses and state and local agencies.

Boyer, 44, said the "Economic Development Week" showed the importance of economic development to the public and to the lawmakers who shape agency budgets every year as well.

"I think in this type of an economy, it's even more important to have economic developers out there who are leading the charge for your state," she said. "If we just sit down and say, 'Well nobody is doing anything right now so we're just going to stop doing what we do,' then everything stagnates and nothing happens."

Stagnation has re-emerged as a very real threat for the economy in recent months. The state's unemployment rate dropped consistently through the first four months of the year — the 6.8 percent in May and June was the lowest since March 2009 — but has climbed through the summer. The rate dipped to 7.2 percent in October.

As elected officials in Washington deadlocked on both budget-cutting and economic stimulus legislation, businesses put moves and expansion plans on ice.

"The uncertainty we have right now in the economy is making everybody a little hesitant about pulling the trigger on new projects," Boyer said. "Two years ago, everybody said by last year we'll be out of the recession. That hasn't quite panned out for us. Now people are saying it's going to be another year, or three years, or



Laurie M. Boyer

10 years."

Economic development departments are cobbling together financing for small businesses that struggle with finding loans on the open market, Boyer said. Declining home values have left many without the collateral they need to secure bank loans.

Larger businesses have become more concerned with government regulations, she said, and seek help navigating permitting processes for projects that they would have, in better times, tackled on their own.

"That's a big thing that we're hearing from companies right now, that 'I'll grow and expand, but you have to help me through this process and make it easy for me to do everything that I need to do,'" Boyer said.

Her agency and others around the state have less to

work with.

The economic development budget in Frederick County has been cut by 25 percent over four years and the staff, which once numbered nine, is down to seven. Boyer has less than \$1 million to spend this year.

The state's Department of Business and Economic Development has had its budget cut, too, from \$118 million in fiscal 2008 to less than \$95 million this year. Its staff has declined from 308 to 246 over that time.

"The challenge is that we've seen those numbers decrease," said Boyer. "In the state of Virginia, they haven't decreased at all and in fact, there have been some increases for economic development."

Virginia, the most frequent economic and political foil for Maryland, now looms particularly large for Frederick County.

Bechtel Corp., the largest private employer in the county and third-largest overall, announced Nov. 7 that it will move 625 of its employees to Northern Virginia to give them better access to Washington and Dulles International Airport. The company will invest \$18 million in the move and receive \$6.5 million in grants from Virginia, according to Gov. Bob McDonnell's office.

Maryland agreed Oct. 20 to \$9.5 million in taxpayer-funded subsidies to keep Bechtel's 1,250 other employees in Frederick.

Boyer said no company has tried to use Virginia to leverage a better deal with Frederick, but added that site consultants have requested information, such as tax rates, from Frederick County to compare against those in Virginia jurisdictions.

The competition can be fierce between local jurisdictions and across state lines.

The Prince George's County Council approved a five-year, \$50 million economic development on Nov. 1.

"These incentive funds are critical," said David S. Iannucci, the county's deputy chief administrative officer for economic development. "We were losing deals where we just couldn't compete with Montgomery County and other counties."

Montgomery had a challenge of its own in October when Virginia's McDonnell publicly courted Lockheed Martin Corp.

"They [Virginia] try to do this all the time," said Steve Silverman, Montgomery County's director of economic development. "We have a non-poaching agreement with all of us at the local level, but that doesn't apply to the state. So the state of Virginia, as other states have, has contacted our companies."

To compete with their better-funded counterparts south of the Potomac, across the country and around the world, Boyer said, economic development agencies in Maryland will have to choose carefully which industries they target and team up to tackle big projects.

The speed-dating trip to California is one such partnership. Unable to afford it on her own, Boyer attended the event with representatives from Washington County and DBED.

Boyer met with more than two dozen companies and said she came back with "three or four really solid leads, where Maryland was a good match or Frederick County was a good match specifically for them."

Green energy, cyber security and even computer gaming and software are areas of great potential growth for the state, Boyer said.

The state has set a goal that utilities get 20 percent of their power from renewable sources by 2022, and DBED has made cyber security a top priority to take advantage of the growth of intelligence services at Fort Meade.

"Twenty years ago, your parents would yell at you to get off your Nintendo or off your Atari, but that has developed not only into [college degrees] ... but it's widely used in the military and agencies that support the military in hands-free robotics and things like that," said Boyer.

She said the potential exists for stronger partnerships between the state's agriculture industry and green energy firms that use crops for fuel.

"I think that's what makes Maryland so strong," Boyer said. "You have such diversity in such a small state."

One of Frederick's strengths of late has been its ability to become a little more like one of its neighbors.

"We refer to ourselves as the northern anchor of the I-270 technology corridor," Boyer said. "Montgomery County certainly has the largest cluster of life sciences companies in the state, but Frederick County is right behind them."

Anchored by Fort Detrick, the county's largest employer with a payroll of 4,350, and a National Cancer Institute research center, Frederick now boasts 75 such life sciences companies.

"That's the reaction I always get — wow," she said.

Blazing a path through the cyber frontier

Maryland poised to become the epicenter of U.S. cyber



By ROSEMARY BUDD
VICE PRESIDENT, TASC
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Expansions of federal cyber facilities, innovations by high-tech companies and smart public-private partnerships all are creating unique and unparalleled opportunities for Maryland to be the epicenter of America's cybersecurity.

Cyber is pervasive in just about every aspect of our life. We depend on cyber for everything from cell phones, online banking, social security accounts and medical records to power grids,

nuclear power plant operations, air traffic control and national defense.

Protecting the operations and data within all of those systems is essential for our personal well-being and vital to our nation's security — and requires an enormous financial and technological undertaking. According to published statistics, the federal government's spending on cybersecurity products and services is expected to climb from about \$8 billion in 2009 to nearly \$12 billion by 2014. And cybersecurity expenditures by the private sector are likely to surpass this significant federal spending increase.

Maryland is already home to our nation's key federal cyber assets. The Fort Meade region serves as headquarters for the National Security Agency (NSA), U.S. Cyber Command, the Defense Information Systems Agency (DISA) and the cyber commands for the U.S. Navy and Marine Corps. Fort Meade and other federal installations around Maryland house more than a dozen agencies involved in cybersecurity, includ-

15,000

Number of cyber jobs for federal staff and contractors expected at Fort Meade by 2018

ing the National Institute of Standards and Technology (NIST), the U.S. Army's Communications and Electronics Command (CECOM) and the Intelligence Advanced Research Projects Activity.

Cybersecurity has spawned equally huge opportunities in the private sector. The number of companies registered to do business with the NSA has swelled nearly threefold since 2007, to more than 11,000. The number of cyber jobs for federal staff and contractors at Fort Meade is expected to top 15,000 by 2018. The Greater Washington area now surpasses Silicon Valley and New York City in total number of cyber jobs.

Maryland companies — large and small — are making major investments in cyber research and development, patenting new technologies and posting impressive growth. This year, three cyber companies headquartered in Maryland made the Inc. 500 list of America's fastest-growing companies after posting revenue gains of 800 to 1,400 percent, even in this tough economic environment. The arrival of DISA, CECOM and U.S. Cyber Command in Maryland and expansion of cyber activities by other federal agencies generate even more opportunities, especially for companies close to these agencies' Maryland locations.

Securing the leading role in America's cybersecurity industry will not come easily. It's an extremely competitive and constantly, rapidly changing industry. Maryland needs to continue to bolster education in science,

technology, education and mathematics (STEM). We also need to sustain strong public-private partnerships to foster the skilled workforce and business environment necessary for fully addressing cyber needs.

Drive the roads near Fort Meade and you will pass successful cyber companies ready to hire skilled cyber workers — today. But America is not graduating enough college students with STEM degrees to meet the deep appetite for highly skilled, critical thinkers in the cyber domain who are eligible for security clearances. Many Maryland graduates in those sought-after STEM fields are foreign nationals and consequently ineligible for jobs in the U.S. federally focused cyber public-private sectors. We need to work together to create ever-improving STEM programs, motivate more students to focus on STEM fields and graduate more U.S. citizens from Maryland colleges and universities to fill these essential cyber jobs.

Maryland schools, colleges and community groups are stepping up efforts to attract students in STEM programs. The Fort Meade Alliance (FMA) has hosted communitywide Tech Mania and STEM Family Night events to showcase technology applications, demonstrate Maryland-grown innovations that solve real-world problems, and fuel students' interest in STEM-based careers. The FMA created Project SCOPE to teach middle, high school and college students, as well as

CONTINUED ON PAGE 16

Drop anchor here



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CONTINUED FROM 15

workforce development organizations, about the nature, requirements and benefits of obtaining security clearances. Earlier this year, the FMA brought together leaders from federal cyber agencies, cyber companies, academic institutions and local and state government to probe the overall requirements for an effective

cyber workforce. The FMA will release a white paper in early 2012 detailing those needs, recommendations, and proposed action plans.

Maryland's elected leaders are actively pursuing cyber opportunities. Gov. Martin O'Malley has created the Governor's Cyber Workforce Investment Board and the Cybersecurity Commission to bring public- and private-sector experts

together to identify strategies for excellent STEM education, heightened workforce development, vital infrastructure and business-friendly policies. Sen. Barbara Mikulski has drafted legislation that would triple federal scholarship funding for students striving to enter the federal cyber workforce and create a National Cyber Center of Excellence at NIST in Maryland as a gateway for public and private experts to forge partnerships, advance technologies and create cyber jobs.

Maryland government and academic institutions are supporting technology incubators to give leading-edge thinkers full opportunity to develop transformative cyber technologies. Federal agencies involved in cybersecurity are embracing partnerships with leading technology companies, an abundant Maryland resource. These companies are making significant investments in workforce development, technological breakthroughs and continuous research and development in order to deliver the best possible cyber products and services.

Maryland has all the characteristics and components needed to be the epicenter of America's cybersecurity. To lead this challenging industry, we need to tackle the issues of education and workforce development, and continue to build vigorous public-private partnerships. Not only will we lead cyber, but also we will gain the satisfaction of knowing that our work is protecting our nation.

Rosemary Budd is a vice president at TASC, leading business development in the Fort Meade region. Budd has spent more than 30 years supporting the U.S. intelligence community. She serves as president of the FMA and board member for cybersecurity, defense, economic development and transportation organizations.



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MEDICINE

Aerospace

BY SUSAN STEWARD
AND KATIE RADCHENKO

Overview:

The Aerospace industry incorporates a wide variety of service-related sub-sectors ranging from Computer Systems Design Services to Research and Development in the Physical, Engineering, and Life Sciences. This is a vital industry in Maryland, comprising 71,211 workers and generally employing high-wage occupations. Between the fourth quarters of 2009 and 2010, employment in this sector grew at a rate of 3.1 percent—adding 2,120 employees to industry payrolls.

In Detail:

Three out of the four (non-confidential) Aerospace industry components expanded between the fourth quarters of 2009 and 2010. The sub-sector which had the most significant employment gains during the time period was Computer Systems Design Services, gaining 2,164 jobs. On the other hand, the largest employment decline between the fourth quarters of 2009 and 2010 was recorded in the Research and Development in the Physical, Engineering, and Life Sciences sub-sector, which shed 523 jobs.

Average weekly wages for the Aerospace sector amounted to \$1,988 in the fourth quarter of 2010, significantly above the \$1,080 average for the state overall. This was an increase

compared to the same time last year, when average weekly wages were \$1,962.

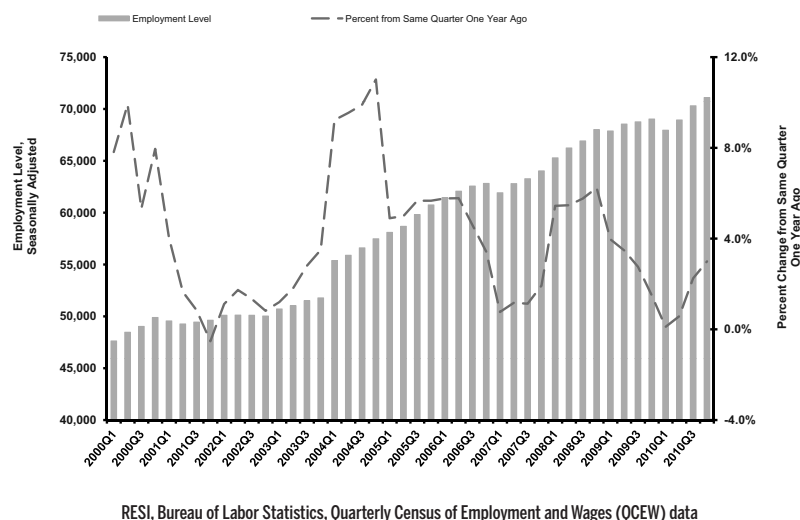
A Look Ahead:

The Aerospace industry continued to see employment gains through the fourth quarter of 2010, despite government cutbacks in spending. A recent announcement by the Senate to reinstate funding for the James Webb Space Telescope was welcomed by NASA and scientists in Maryland. The program, based out of Greenbelt's Goddard Space Flight Center, would receive a sum of \$530 million to continue the project through 2012. If the markup is approved, the project will have to seek out alternatives for development in

order to cut back on the program costs. Maryland could potentially gain from these initiatives in the form of increased tax revenues and local area contractors may see possible opportunities in 2012 to pick up contracts through the program. The deviation away from the space race has hurt NASA's budget in the last year, but the restructuring to capitalize on areas NASA excels at internally has been lucrative for outside government contractors in the past.

Looking forward for the Aerospace industry as a whole, based on RESI's employment forecast model, positive employment activity for the industry is expected to continue through at least the end of 2012.

Employment & Growth (SEASONALLY ADJUSTED)



MARYLAND INDUSTRY FOCUS

Bioscience

BY SUSAN STEWARD
AND KATIE RADCHENKO

Overview:

The Bioscience industry is composed of various components including Pharmaceutical and Medicine Manufacturing, Testing Laboratories and Irradiation Apparatus Manufacturing, just to name a few. Employment in the Bioscience sector expanded at a rate of 1.7 percent, adding 634 jobs between the first quarters of 2010 and 2011. The sector had an employment base of 38,878 as of the first quarter of 2011. This is the first period of expansion posted for the industry after experiencing small contractions beginning in the first quarter of 2010.

In Detail:

Employment in the Bioscience industry expanded in half of the non-confidential sub-sectors during the first quarter of 2011. Pharmaceutical and Medicine Manufacturing posted the most significant expansion, adding 343 jobs. The Research and Development in the Physical, Engineering, and Life Sciences, and Testing Laboratories sub-sectors posted a combined gain of 494 jobs in the first quarter. The Surgical Appliance and Supplies Manufacturing subsector posted the most significant decline in payroll, shedding 123 jobs during the first quarter of 2011. Smaller losses were posted in the Analytical Laboratory Instrument Manufacturing and Environmental Consulting Services sub-se-

tors, shedding 57 and 24 jobs respectively.

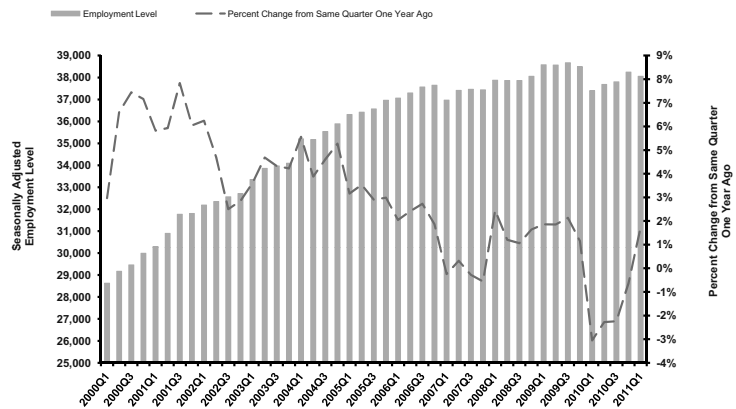
Average weekly wages for the Bioscience sector amounted to \$1,920 in the first quarter of 2011, significantly above the \$1,010 average for the state overall. This is a small decrease compared to the same time last year, when average weekly wages were \$1,992.

A Look Ahead:

Maryland's Bioscience subsector saw a significant increase in employment in the first quarter of 2011, including the area of Research and Development. During the same time last year, significant decrease in payrolls had plagued the subsector, but last month's approval from the Food and Drug Administration to Neuralstem to begin stem cell injection testing into

the upper spine may result in more investment. The approval marks a breakthrough for stem cell research, and, according to the Rockville-based company, is the first time injections into the upper spine have been approved for clinical trials. The continuing trend of newly diagnosed Lou Gehrig's and Huntington's disease cases has led the increase in demand for treatments since the introduction of stem cell therapy. Upon successful trials, the bioscience industry could look to expand employment of neuroscientists and researchers over the next few years.

According to RESI's employment forecast model, the industry's overall employment base should moderately expand beginning in the third quarter of 2012.

Employment & Growth (SEASONALLY ADJUSTED)

Source: RESI, Bureau of Labor Statistics Quarterly Census of Employment and Wages (QCEW) data

RESI, Bureau of Labor Statistics, Quarterly Census of Employment and Wages (QCEW) data

Business Services

BY SUSAN STEWARD
AND KATIE RADCHENKO
Overview:

The Business Services industry includes various components such as Professional, Scientific and Technical Services; Administrative and Support Services; Machinery Repair and Maintenance; and Waste Management & Remediation Services. Between the fourth quarters of 2009 and 2010, employment payrolls expanded at a rate of 2.0 percent—employing 396,062 workers. This was the third expansion posted for the industry after an extended period of employment declines which began in the fourth quarter of 2008.

In Detail:

Overall employment in Business Services increased between the fourth quarters of 2009 and 2010. The most significant employment gains were recorded in the Administrative and Support Services, which added 3,855 jobs and the Professional, Scientific and Technical Services, which added 2,731 jobs. The Waste Management & Remediation Services and the Electronic/Precision Equipment & Commercial Repair/Maintenance sub-sector experienced modest gains in employment during the fourth quarters, adding a combined 1,360 jobs.

Average weekly wages for the Business Services sector amounted to \$1,455 in the fourth quarter of 2010, significantly above the \$1,080 average

for the state overall. In addition, it is a slight increase compared to the same time last year, when average weekly wages were \$1,421.

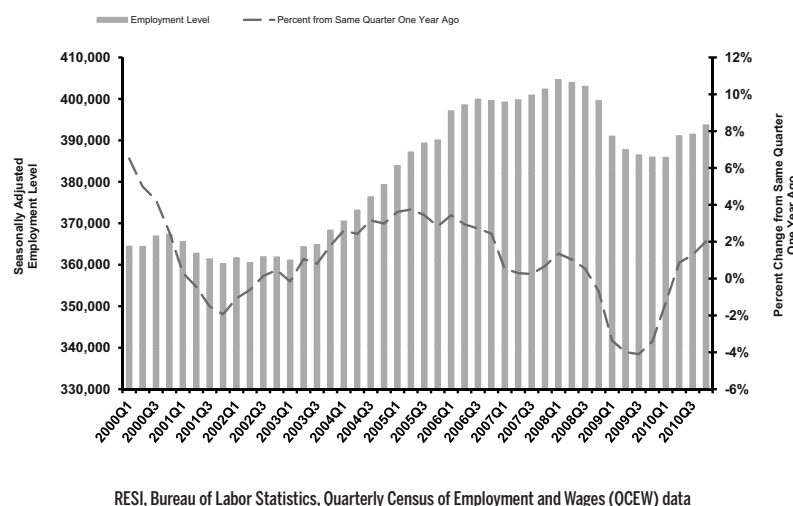
A Look Ahead:

The Business Services industry continued to expand in the fourth quarter of 2010, as businesses search for new ways to deliver services with a rapid turnaround time in order to remain competitive. In competitive industries, such as real estate, businesses are looking for methods of making information available to employees to deliver to clients with minimal delay. In an attempt to make new listings readily available to local agents, Metropolitan Regional Information Systems (MRIS) has introduced a rapid

text message alert system. The program will offer new listings in the region to real estate professionals in a real-time format. The text alert system will allow Realtors to be away from the office but still able to find current properties in an area for clients. According to the Rockville-based company's website, MRIS has assisted in the sale of approximately 73,840 homes since the implementation of this system. For Realtors, having the listings update in real time will allow them to cut down time between showings and paperwork at the office.

Looking forward for the Business Services industry as a whole, based on RESI's employment forecast model, the industry is expected to continue expansion throughout 2012.

Employment & Growth (SEASONALLY ADJUSTED)



Communication

BY SUSAN STEWARD
AND KATIE RADCHENKO

Overview:

The Communications industry is comprised of various components including Sound Recording Industries, Radio and Television Broadcasting, Wired Telecommunications Carriers and Newspaper, Periodical, Book, and Directory Publishers, to name a few. This vital state industry employed 34,568 workers during the fourth quarter of 2010. Employment contracted at a rate of 2.8 percent. This marks the twelfth consecutive contraction posted for the industry, following moderate growth that began in the fourth quarter of 2005.

In Detail:

Overall employment in the Communications industry, as well as employment in almost every sub-sector, declined. The two exceptions were the Other Telecommunications and Motion Picture and Video Industries sub-sectors, which combined added 902 jobs between the fourth quarter of 2009 and the fourth quarter of 2010. The sub-sectors that had the most significant declines were Newspaper, Periodical, Book and Directory Publishers, which shed 952 jobs, Wireless Telecommunications Carriers (except Satellite), which shed 495 jobs, and Wireless Telecommunications Carriers, which shed 301 jobs. Smaller employment losses occurred in the Sound Recording Industries and Cable and Other Subscription Programming sub-sectors, shedding roughly 87 jobs com-

Employment & Growth (SEASONALLY ADJUSTED)



bined.

Average weekly wages for the Communications sector amounted to \$1,429 in the fourth quarter of 2010; significantly above the \$1,080 average for the state overall. That is a slight decrease when compared to the same time last year, when average weekly wages were \$1,434.

A Look Ahead:

Maryland science, technology, engineering, and math (STEM) education received a boost of support last month when Comcast announced their new "Internet Essentials" program. The program allows families of students that are eligible for free school lunch, under the National School Lunch program, to purchase reduced rate internet service so students can

keep up digitally in STEM classes. The program also provides vouchers to purchase one computer, and free internet literacy classes to families enrolled. The program has received national attention in places such as Colorado, Pennsylvania, and the District of Columbia within the last year. As cyber security continues to be a growing field in the state, the demand for computer skills in new graduates continues to rise. In supporting the growth and development of a highly skilled workforce the increased broadband connection throughout the state will allow students to remain competitive not only within the state, but also nationally.

Looking forward, RESI's employment model indicates the industry will experience further losses through the first quarter of 2014.

Education

BY SUSAN STEWARD
AND KATIE RADCHENKO
Overview:

Maryland's Education sector, which includes Elementary and Secondary Schools, Junior Colleges, Technical and Trade Schools and Educational Support Services, employed over 263,700 workers as of the fourth quarter of 2010. The overall employment base remained stable—gaining 471 workers between the fourth quarters of 2009 and 2010. These figures reflect employment levels at both public and private educational establishments.

In Detail:

Between the fourth quarters of 2009 and 2010, three out of the seven sub-sectors posted employment gains. The Colleges, Universities, and Professional Schools sub-sector experienced the largest gain, adding 1,915 workers. Smaller gains were seen in the Junior Colleges and the Other Schools and Instruction sub-sectors, adding 842 and 581 workers respectively. On the other hand, large employment declines were posted in the Elementary and Secondary Schools sub-sector, which shed 2,308 jobs, and Technical and Trade Schools sub-sector, which shed 349 jobs. Smaller employment losses were observed in the Business Schools and Computer and Management Training and Educational Support Services sub-sectors, shedding a combined 161 jobs.

Employment & Growth (SEASONALLY ADJUSTED)



Average weekly wages for the Education sector amounted to \$1,013 in the fourth quarter of 2010, slightly below the \$1,080 average for the state overall. Still this was a significant increase when compared to the same time last year, when average weekly wages were \$998.

A Look Ahead:

In an effort to create a globally competitive workforce, Maryland's education sector is seeking federal funds to expand their early education programs. The Race to the Top – Early Learning Challenge grant would provide grantees with funds for projects focused on early childhood education. Maryland submitted a proposal with 10 projects, including proj-

ects focused on the creation of a support system for teachers within early childhood education. The new system would provide students in Maryland a smoother transition throughout their educational career and prepare them for the rigors of future education. The grant proposal also proposes programs that intend to create greater family involvement in the educational process. If Maryland receives the grant, the demand for elementary education teachers may increase over the next few years.

Looking forward for the Education industry as a whole, based on RESI's employment forecast model, the industry will continue to see small gains beginning in the remainder of this year.

Finance

BY SUSAN STEWARD
AND KATIE RADCHENKO

Overview:

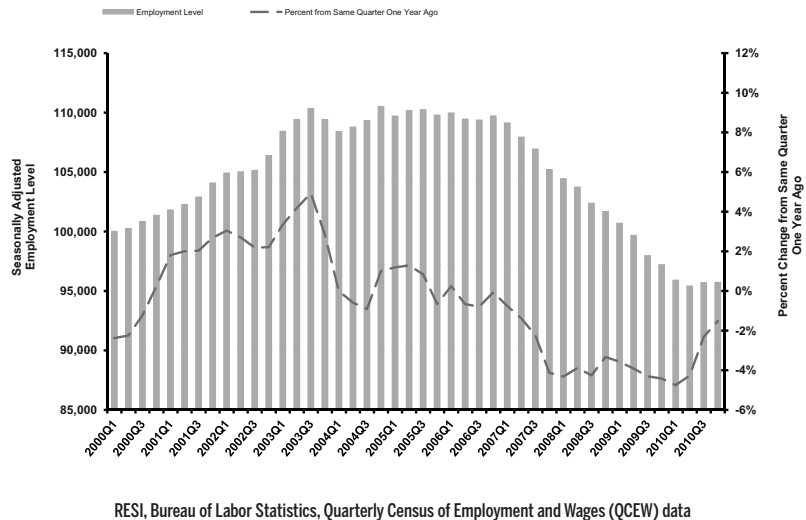
The Finance and Insurance industry is composed of various components including Monetary Authorities-Central Bank, Depository Credit Intermediation, Securities and Commodity Exchanges, and Insurance Carriers, to name a few. This vital industry employs more than 95,600 workers in the state. During the fourth quarter of 2010, employment contracted at a rate of 1.5 percent. This particular industry has not seen employment gains since the first quarter of 2006.

In Detail:

Six out of the nine non-confidential sub-sectors in the Finance and Insurance industry components declined between the fourth quarters of 2009 and 2010. The sub-sectors which had evident declines were Depository Credit Intermediation, which shed 601 jobs, and Insurance Carriers, which shed 423 jobs. Conversely, the sub-sectors with the largest employment gains were Insurance and Employee Benefit Funds, which added 323 jobs, and Other Financial Investment Activities, which added 313 jobs.

Average weekly wages for the Finance and Insurance sector amounted to \$1,753 in the fourth quarter of 2010, significantly above the \$1,080 average for the state's overall economy. Additionally, this is an increase compared to the same time last year, when average weekly wages were \$1,594.

Employment & Growth (SEASONALLY ADJUSTED)



A Look Ahead:

The Finance and Insurance industry continued to see a decline in payrolls through the fourth quarter of 2010, as the industry continues to be under tight scrutiny in the wake of the 2008 mortgage crisis which prompted heavy regulation and new policies for fees charged to consumers. In an attempt to recoup revenue loss from new regulations, banks such as Bank of America are implementing new account fees for debit cards. The logistics of the \$5.00 fee for debit cards is still unclear, but if loopholes exist, such as having a minimum balance, then card holders could avoid the fee entirely. The fee may even increase use of teller lines, creating boost in banking

customer representative employment to assist with growing demand for teller transactions. This demand for transactions to be conducted at teller windows will allow representatives more face time with customers, giving representatives the chance to make recommendations to account holders that may earn them a higher return based on savings patterns, or potentially lower fees for those that qualify for certain programs but have been unaware of their existence.

Looking forward for the industry as a whole, although many within the industry remain cautious, RESI's employment forecast anticipates moderate employment activity into 2012.

Health Care

BY SUSAN STEWARD
AND KATIE RADCHENKO

Overview:

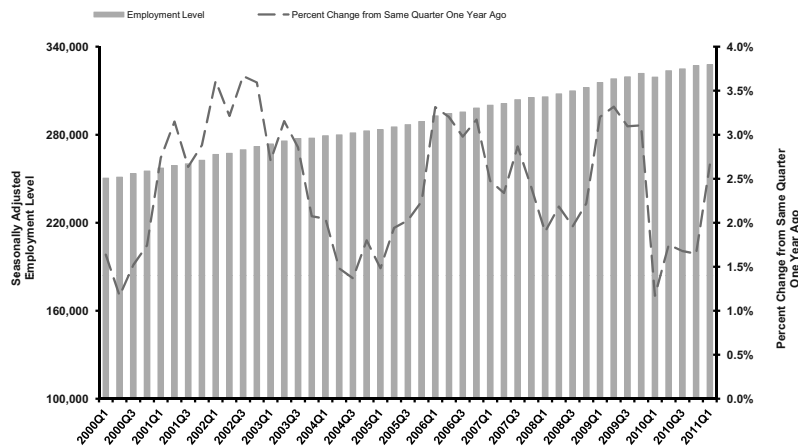
Maryland's Health Care sector, which includes Ambulatory Health Care Services, Hospitals, Nursing and Residential Care Facilities, and Social Assistance, employed 326,725 workers in the first quarter of 2011. The Health Care sector grew at a rate of 2.7 percent, adding 8,450 employees to industry payrolls. The industry continues to prosper, and expectations are that the trend will continue in the near future.

In Detail:

Employment in all of the Health Care industry components expanded between the first quarters of 2010 and 2011. The industries which had the most significant increases during the time period were Ambulatory Health Care Services, which added 3,899 jobs, and Nursing and Residential Care Facilities, which added 1,887 jobs. Smaller employment gains were posted in the Social Assistance subsector, adding 1,825 jobs, and Hospitals subsector, adding 839 jobs.

Average weekly wages for the Health Care sector amounted to \$844 in the first quarter of 2011, slightly below the \$1,010 average for the state overall. Overall, this was a marginal increase from the same time last year, when average weekly wages were \$819.

Employment & Growth (SEASONALLY ADJUSTED)



RESI, Bureau of Labor Statistics, Quarterly Census of Employment and Wages (QCEW) data

A Look Ahead:

The release of the 2010 U.S. Census results furthered growing concerns of Maryland's aging population. As the baby boomer generation begins to move into retirement, paying for health care and additional living expenses becomes a major concern. Last month, six of the largest health care providers in Maryland sought to assist residents by providing physicians with small investments for innovative advances in patient relationship and care. Health care officials such as AETNA, CareFirst, Coventry, Cigna, and Medicaid are hoping that initiatives which keep constant contact with

patients outside the routine scheduling will reinforce healthy decisions. The measures are an attempt by health care officials to prevent future illnesses which may lead to increased health care costs for patients. The new investments will allow doctors to hire more staff and nurses to meet the new patient care initiatives. Hopefully, in the long run, these new programs will achieve fewer emergency room visits, which may save Maryland residents hundreds of dollars each year.

RESI's employment forecast model projects steady growth in the Health Care sector through the fourth quarter of 2015.

Hospitality & Tourism

BY SUSAN STEWARD
AND KATIE RADCHENKO

Overview:

The Hospitality and Tourism industry is composed of various sub-sectors ranging from Full-Service Restaurants to Travel Arrangement & Reservation Services. This is a vital industry for the state, employing 231,800 workers during the fourth quarter of 2010. Between the fourth quarters of 2009 and 2010, employment expanded at a rate of 2.1 percent.

In Detail:

Overall employment in the Hospitality and Tourism industry increased between the fourth quarters of 2009 and 2010. The industry with the most significant increase during this period was the Food Services sub-sector, which added 3,053 jobs. Several sub-sectors experienced employment gains during the fourth quarter as well. For example, the Performing Arts, Spectator Sports & Related Industries and Accommodations sub-sectors added 1,534 combined jobs. Smaller employment gains were posted in the Convention & Trade Show Organizers sub-sector, which added 179 jobs. On the other hand the Scenic & Sightseeing Transportation sub-sector was the only sub-sector to experience a decrease during this period, shedding 22 jobs.

Average weekly wages for the Hospitality and Tourism sector amounted to \$421 in the fourth quarter of 2010, signifi-

cantly below the \$1,080 average for the state overall. However, it is an increase from last year, when average weekly wages were \$409.

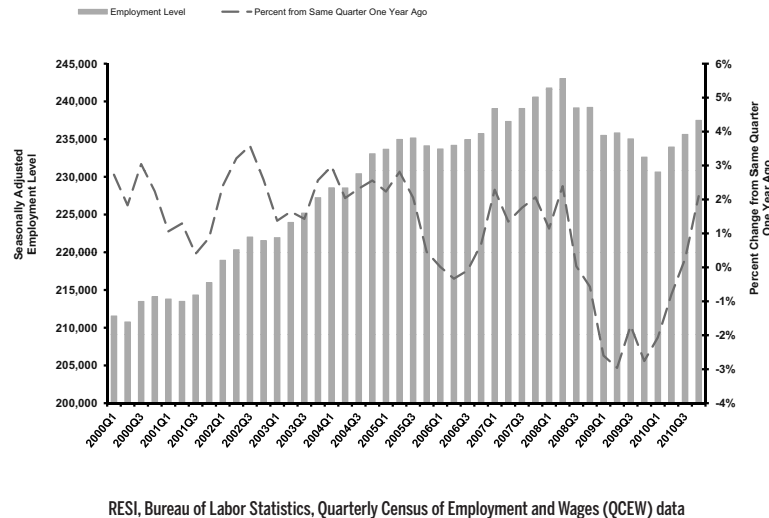
A Look Ahead:

According to the Bureau of Labor Statistics (BLS) Consumer Expenditure Survey, Americans decreased spending on entertainment by 7 percent between 2009 and 2010. As consumers look for cost effective alternatives to entertain their families, outdoor festivals are becoming more appealing for those on a budget. October's Free Fall Baltimore provides local area arts and crafts merchants the opportunity to demonstrate their wares and an incentive for families to spend

evenings in Baltimore City. The festival showcases activities beyond the movie theaters, while offering families a peek at other things to do in the area. Free Fall Baltimore could increase local restaurant sales due to the increased foot traffic through the Inner Harbor during the month of October. Families intending to spend a day or evening in the area may wish to enjoy a family dinner downtown, creating an increase in demand for local eateries during peak hours of the festival.

Looking forward for the Hospitality and Tourism industry as a whole, based on RESI's employment forecast model, the industry is expected to have solid employment growth during the first quarter of 2012.

Employment & Growth (SEASONALLY ADJUSTED)



Information Technology

BY SUSAN STEWARD
AND KATIE RADCHENKO

Overview:

Maryland's Information Technology (IT) industry is composed of various components including Information Technology Wholesale Distribution, Information Technology Services, Information Technology Equipment Repair & Maintenance, Computer & Electronic Product Manufacturing and Computer Systems Services. The IT industry employed 89,000 workers during the fourth quarter of 2010. Between the fourth quarters of 2009 and 2010, employment expanded at a rate of 1.5 percent, adding 1,307 jobs to industry payrolls.

In Detail:

Four out of the five sub-sectors in the Information Technology industry declined between the fourth quarters of 2009 and 2010. The only sub-sector that experienced employment gains was Computer Systems Services, adding 2,832 jobs. The industries that had the largest declines were Information Technology Wholesale Distribution, which shed 786 jobs, and Computer & Electronic Product Manufacturing, which shed 354 jobs. Smaller employment losses were posted in the Information Technology Services and Information Technology Equipment Repair & Maintenance sub-sectors, shedding 385 jobs combined.

Average weekly wages for

the Information Technology sector amounted to \$2,079 in the fourth quarter of 2010; this was significantly above the \$1,080 average for the state overall. Additionally, it is a significant increase compared to the same time last year, when average weekly wages were \$1,900.

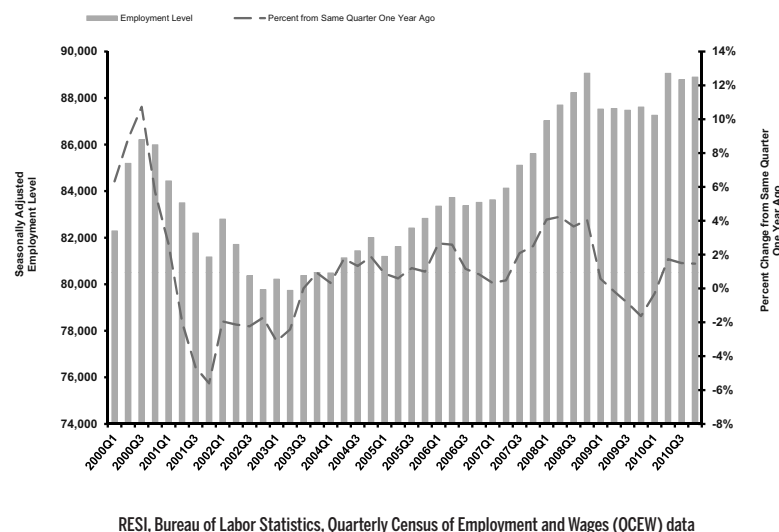
A Look Ahead:

Throughout the month of October the state of Maryland will recognize National Cyber Security Awareness Month, promoting the protection of personal information and education. The Ponemon Institute estimated that the cost of a data breach in 2010 was \$7.2 million per data breach event. The

Institute's press release noted that this was the fifth straight year of rising costs for data breaches. In an effort to combat cyber threats, many Maryland universities are creating cyber security certificate programs to train future graduates in this field. As the popularity and continued availability of internet access continues through the state, the demand for cyber security specialists could unilaterally rise as well.

Looking forward for the Information Technology industry as a whole, based on RESI's employment forecast model, the industry is expected to see employment growth throughout the first half of 2012.

Employment & Growth (SEASONALLY ADJUSTED)



Manufacturing

BY SUSAN STEWARD
AND KATIE RADCHENKO

Overview:

Maryland's Manufacturing industry is comprised of various components, including Durable Goods Manufacturing, Non-Durable Goods Manufacturing and Miscellaneous Manufacturing. The industry employed 113,729 workers during the fourth quarter of 2010. Between the fourth quarters of 2009 and 2010, the sector shed more than 2,960 jobs—a contraction rate of 2.5 percent.

In Detail:

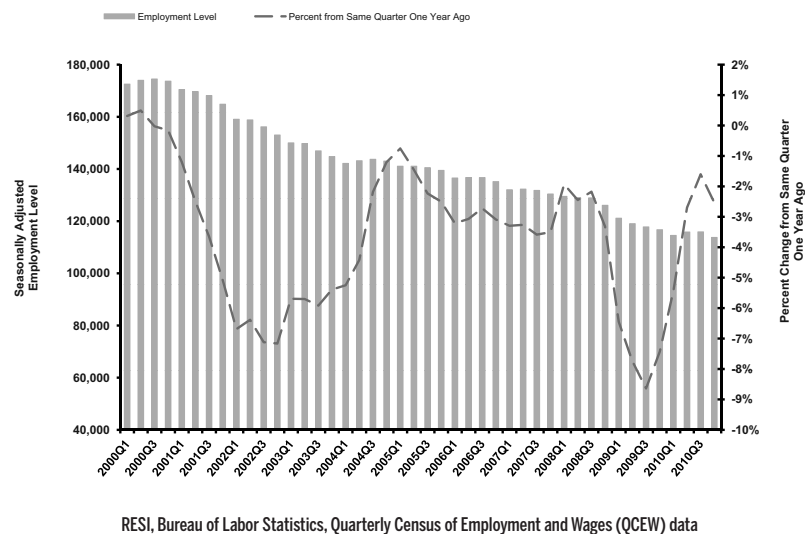
Between the fourth quarters of 2009 and 2010, employment payrolls in two of the three components within the Manufacturing industry declined. The most significant employment losses were recorded in the Durable Goods Manufacturing sub-sector, which shed 2,207 jobs, and the Non-Durable Goods Manufacturing sub-sector, which shed 847 jobs. The Miscellaneous Manufacturing sub-sector saw a significant gain for the small sub-sector, adding 93 jobs.

Average weekly wages for the Manufacturing sector amounted to \$1,357 in the fourth quarter of 2010, significantly above the \$1,080 average for the state overall. This was an increase compared to the same time last year, when average weekly wages were \$1,306.

A Look Ahead:

Maryland's manufacturing

Employment & Growth (SEASONALLY ADJUSTED)



sector contracted for another quarter in 2010. Although Maryland has transitioned from being a manufacturing state to a more service-based economy, the exporting of goods from the Inner Harbor continues to have a large impact on Maryland. Senator Sarbanes proposed a bill that would force federal agencies to review proposals from US manufacturers before seeking offers from international companies. The senator met with state officials at Maryland's National Institute for Standards and Technology's Manufacturing Enterprises Partnership about bringing manufacturing jobs back to the United States. The arguments proposed against hiring within the country include rising labor

costs and overall increasing costs of the materials used in production. Smaller, less industrialized countries have lower labor costs and often are situated closer to countries where input materials may typically ship from, thus decreasing the cost of materials for manufacturers. If the measure is passed, manufacturers residing within the United States could be awarded more federal contracts and seek to increase their labor supply in the forthcoming years.

Nevertheless, according to RESI's employment forecast model, the manufacturing industry overall is expected to experience continued modest employment declines into the fourth quarter of 2014.

Retail Trade

BY SUSAN STEWARD
AND KATIE RADCHENKO

Overview:

Maryland's Retail Trade sector, which includes various components such as Electronics and Appliance Stores, Furniture and Home Furnishing Stores, and Food and Beverage Stores, employed over 287,000 workers during the fourth quarter of 2010. Between the fourth quarters of 2009 and 2010, the sector added 5,687 jobs, expanding at a rate of 2.0 percent.

In Detail:

Between the fourth quarters of 2009 and 2010, eight out of the twelve industry sub-sectors expanded. The sub-sectors which had the most significant employment gains during the time period were General Merchandise Stores, which added 1,451 jobs, Food and Beverage Stores, which added 1,337 jobs, and Motor Vehicles and Parts Dealers, which added 1,003 jobs. On the other hand, the most significant employment losses were recorded in the Sporting, Goods, Hobby, Book, and Music Stores and the Furniture and Home Furnishings Stores sub-sectors, which combined shed 502 jobs.

Average weekly wages for the Retail Trade sector amounted to \$562 in the fourth quarter of 2010, significantly below the \$1,080 average for the state overall. However, it is a slight increase compared to the same

time last year, when average weekly wages were \$560.

A Look Ahead:

Maryland's Retail Sector continued to enjoy steady employment growth through the fourth quarter of 2010 and retailers remain optimistic about the upcoming months. Arguably this time of the year is one of the largest in sales receipts for retailers as students and parents look for back-to-school savings. According to the National Retail Federation's website, in 2010 consumers spent \$68.8 billion during the back-to-school season. This is the second-largest sales period, falling only behind "Winter Hol-

idays," a category loosely comprised of holidays from November through New Year's. Retailers across the state continue to search for new methods to keep customers coming into their establishments without losing profit. Tax-Free Shopping Week was welcomed by the majority of retailers throughout Maryland. The promotion provided retailers with a steady week of shopping traffic, helping to showcase merchandise to potentially new customers.

Looking forward for the Retail Trade industry as a whole, based on RESI's employment forecast model, positive employment activity for the industry is expected to continue into 2012.

Employment & Growth (SEASONALLY ADJUSTED)



Transportation & Warehousing

BY SUSAN STEWARD
AND KATIE RADCHENKO

Overview:

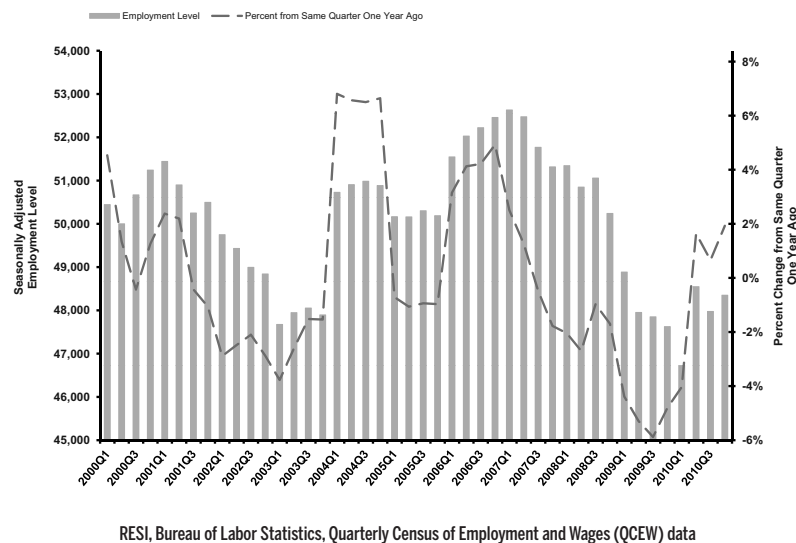
Maryland's Transportation and Warehousing industry is composed of various components including Air Transportation, Water Transportation, Trucking, Warehousing and Storage and Transit and Ground Transportation. The industry employed over 49,800 workers during the fourth quarter of 2010. Employment increased at a rate of 1.4 percent between the fourth quarters of 2009 and 2010, marking the third expansion for the industry since the second quarter of 2007.

In Detail:

Five of the six Transportation and Warehousing industry components expanded between the fourth quarters of 2009 and 2010. The most significant employment gains were posted in the Transit and Ground Transportation sub-sector, adding 296 jobs, and in the Warehousing and Storage sub-sector, adding 286 jobs. Smaller gains in employment were recorded in the Air Transportation and Other Support Activities for Transportation, adding a combined 145 jobs in the fourth quarter of 2010. On the other hand, the largest employment loss was recorded in the Water Transportation sub-sector, which shed 132 jobs.

Average weekly wages for the Transportation and Warehousing sector amounted to \$921 in the third quarter of

Employment & Growth (SEASONALLY ADJUSTED)



2010, just below the \$1,080 average for the state overall. However, it is an increase compared to the same time last year, when average weekly wages were \$883.

A Look Ahead:

The Maryland Transit Authority will move forward with plans for the purple rail line after the Federal Transit Administration approved the project. The new rail line will connect Bethesda to the station in New Carrollton, giving Maryland residents more destinations through public transportation. If future plans are approved the project will break ground in 2015, with service available to commuters by 2020. The sixteen-mile rail line

should create jobs within the public transportation sector by 2020 in Maryland, as well as increase the demand within the construction industry by 2015. As gas prices continue to rise and fluctuate in the state, residents commuting to the D.C. region will be provided with a new link from Bethesda to D.C. The rail will provide the much desired savings in time, stress, and money to many residents that wish to avoid the daily congestion on the beltway commute.

Looking forward for the Transportation and Warehousing industry as a whole, based on RESI's employment model, the industry is expected to continue to post employment expansion through at least the first quarter of 2013.

STATE OF Maryland

POPULATION

2010 Census	5,773,552
2015 Projection	6,038,450
2020 Projection	6,276,300

LABOR AVAILABILITY

Total labor force	2,963,743
Employment	2,744,465
Unemployment	219,278
Unemployment rate	7.4%

MAJOR EMPLOYERS

Aberdeen Proving Ground
 Constellation Energy Group
 Giant Food
 Johns Hopkins University
 LifeBridge Health
 Marriott International
 MedStar Health
 National Naval Medical Center
 Northrop Grumman
 SAIC
 United Parcel Service
 University System of Maryland
 Walmart

INCOME

Per capita personal income	\$49,070
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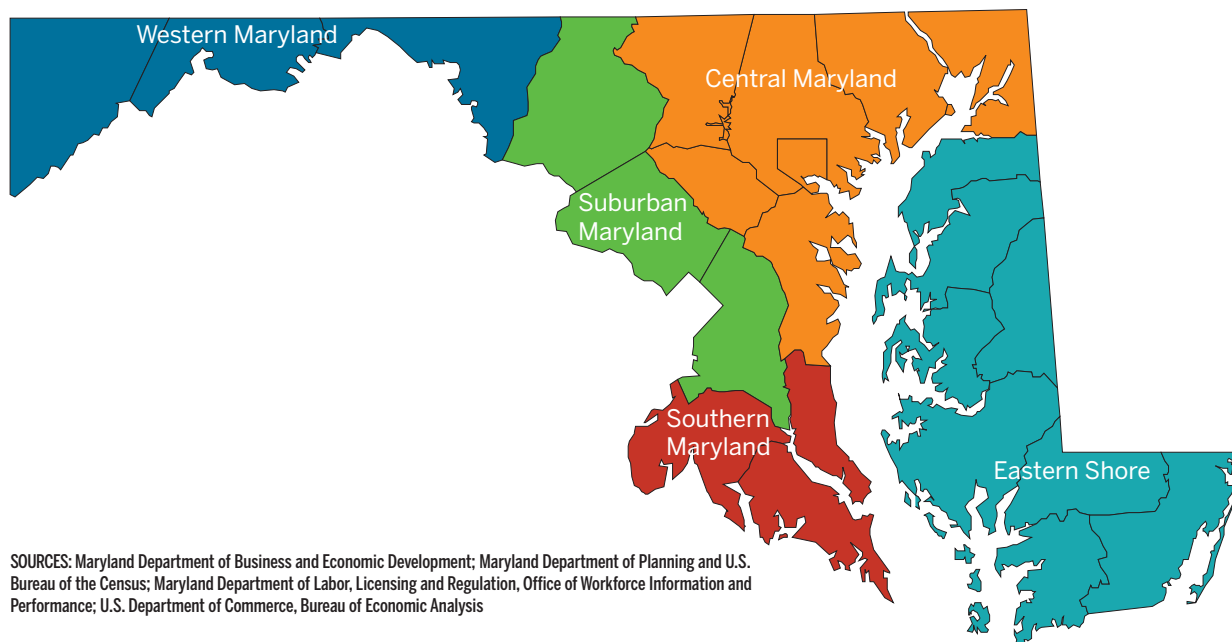
EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	88.2%
Bachelor's degree or higher	35.7%
Graduate or professional degree	16.0%

Notes: 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 Business and Economic Development; 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

Anne Arundel COUNTY

POPULATION

2010 Census	537,656
2020 Projection	556,600

INCOME

Per capita personal income	\$37,792
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LABOR AVAILABILITY

Total labor force	277,378
Employment	258,505
Unemployment	18,873
Unemployment rate	6.8%

EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	90.0%
Bachelor's degree or higher	35.9%
Graduate or professional degree	15.4%

COLLEGES AND UNIVERSITIES

Anne Arundel Community College

St. John's College

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

SELECT BUSINESS PARKS

Annapolis Junction Business Park
BWI Technology Park
Marley Neck Industrial Park
Odenton Town Center Office Park
Village at Waugh Chapel South

Business Park at Arundel Preserve
Fort Meade Technology Center
National Business Park
Preston Gateway Corporate Park

MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Fort George G. Meade * (1)	41,000	Military installation
Northrop Grumman	8,000	Electronic surveillance products
Southwest Airlines	3,200	Airline
Anne Arundel Health System	3,000	Medical services
Baltimore Washington Medical Center	2,650	Medical services
U.S. Naval Academy/Naval Support Activity*	2,340	Higher education
Walmart/Sam's Club	2,056	Consumer goods
Booz Allen Hamilton	1,890	Strategy management and technical services
CSC	1,829	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.aaedc.org
Robert L. Hannon, president and CEO

SOURCES: Anne Arundel Economic Development Corp.; Maryland Department of Business and Economic Development; 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

Baltimore CITY

POPULATION

2010 Census	620,961
2015 Projection	670,950

INCOME

Per capita personal income	\$23,101
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LABOR AVAILABILITY

Total labor force	276,780
Employment	247,026
Unemployment	29,754
Unemployment rate	10.8%

EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	78.3%
Bachelor's degree or higher	25.8%
Graduate or professional degree	12.0%

COLLEGES AND UNIVERSITIES

Baltimore City Community College
 College of Notre Dame of Maryland
 The Johns Hopkins University
 Maryland Institute College of Art
 Ner Israel Rabbinical College
 St. Mary's Seminary and University
 University of Maryland, Baltimore

Binah Institute of Advanced Judaic Studies
 Coppin State University
 Loyola University Maryland
 Morgan State University
 Sojourner-Douglass College
 University of Baltimore
 Women's Institute of Torah Seminary

MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Johns Hopkins University	22,400	Higher education
Johns Hopkins Hospital & Health System (1)	16,552	Medical services
University System of Maryland (2)	9,467	Higher education
University of Maryland Medical System (3)	7,949	Medical services
MedStar Health (4)	6,294	Medical services
LifeBridge Health (5)	5,213	Medical services
Constellation Energy/BGE	3,340	HQ/energy products and services
Mercy Health Services	3,280	Medical services
St. Agnes HealthCare	3,022	Medical services
Kennedy Krieger Institute	2,449	Health services for disabled children

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
 M. Jay Brodie, president

SOURCES: Baltimore Development Corp.; Maryland Department of Business and Economic Development; 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

Baltimore COUNTY

POPULATION

2010 Census	805,029
2020 Projection	847,000

INCOME

Per capita personal income	\$33,336
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LABOR AVAILABILITY

Total labor force	423,605
Employment	390,084
Unemployment	33,521
Unemployment rate	7.9%

EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	88.6%
Bachelor's degree or higher	34.4%
Graduate or professional degree	15%

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

LARGEST BUSINESS PARKS

(by square feet)

Baltimore Crossroads @ 95
Hunt Valley Business Community
Marshfield Business Park
Loveton Center

Riparius Center at Owings Mills
Rossville Industrial Park
Rutherford Business Center
Pulaski Industrial Park

MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
U.S. Social Security Administration *	12,750	HQ/income security program
Centers for Medicare & Medicaid Services*	4,000	HQ/medical insurance program
Franklin Square Hospital Center	3,500	Medical services
Greater Baltimore Medical Center (GBMC)	3,331	Medical services
University System of Maryland (1)	3,258	Higher education
Erickson Retirement Communities	3,070	HQ/retirement communities
Community College of Baltimore County (CCBC)	2,235	Higher education
RG Steel	2,227	Steel
T. Rowe Price Group	2,220	Financial 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 UMBC and Towson University.

ECONOMIC DEVELOPMENT CONTACT

Baltimore County Department
of Economic Development
105 West Chesapeake Ave. Suite 300
Towson, MD 21204
410-887-8000
www.baltimorecountymd.gov/business
Dan Gundersen, executive director

SOURCES: Baltimore County Department of Economic Development; Maryland Department of Business and Economic Development; 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

Carroll COUNTY

POPULATION

2010 Census	167,134
2020 Projection	192,300

INCOME

Per capita personal income	\$42,264
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LABOR AVAILABILITY

Total labor force	93,251
Employment	86,890
Unemployment	6,271
Unemployment rate	6.7%

EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	89.1%
Bachelor's degree or higher	31.6%
Graduate or professional degree	11.9%

COLLEGES AND UNIVERSITIES

Carroll Community College	McDaniel College
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SELECT BUSINESS PARKS

Carroll County Air Business Center	Carroll County Commerce Center
Hampstead Industrial Exchange	Liberty Exchange
Taneytown Industrial Park	Warfield Corporate Center
West Branch Trade Center	Westminster Technology Park

MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Carroll Hospital Center	1,696	Medical services
Random House	800	Book warehousing and distribution
Episcopal Ministries to the Aging	700	Nursing care
McDaniel College	641	Higher education
Jos. A. Bank Clothiers	612	HQ/men's clothing
Walmart	600	Consumer goods
Carroll Community College	509	Higher education
Weis Markets	500	Groceries
Carroll Lutheran Village	437	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

SOURCES: Carroll County Department of Economic Development; Maryland Department of Business and Economic Development; 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

Cecil COUNTY

POPULATION

2010 Census	101,108
2020 Projection	125,100

INCOME

Per capita personal income	\$40,753
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LABOR AVAILABILITY

Total labor force	50,165
Employment	45,326
Unemployment	4,839
Unemployment rate	9.6%

EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	86.3%
Bachelor's degree or higher	20.4%
Graduate or professional degree	6.7%

COLLEGES AND UNIVERSITIES

Cecil College

SELECT BUSINESS PARKS

Bainbridge Business Park
Principio Business Park
Upper Chesapeake Corporate Center

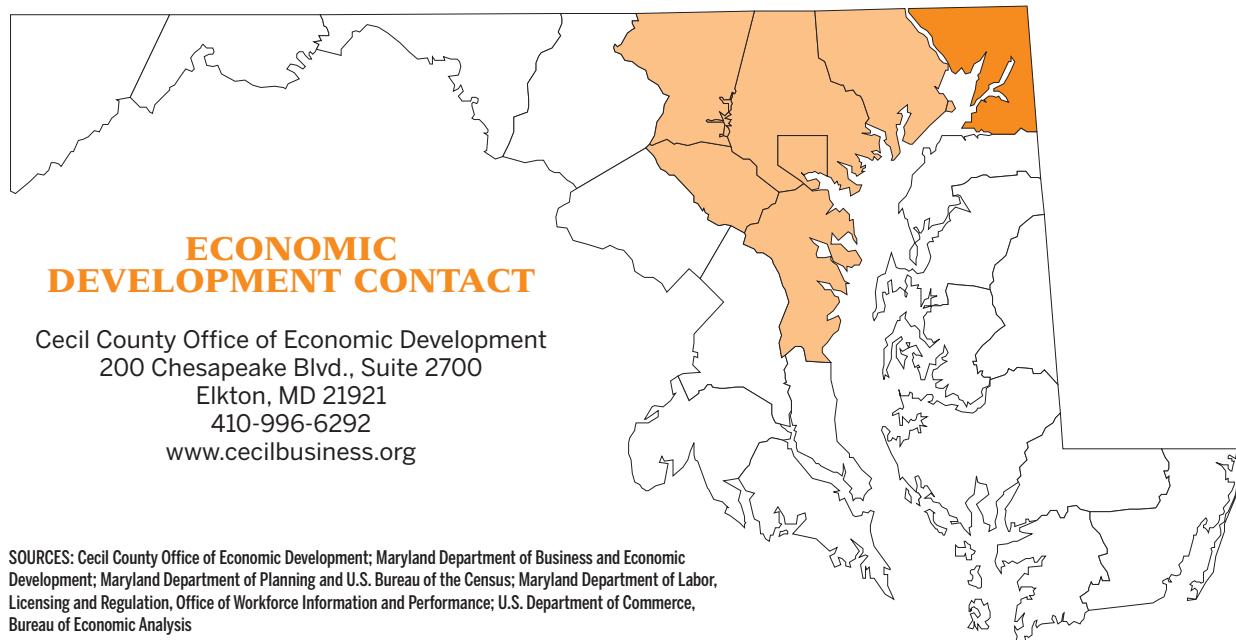
North East Commerce Center
Triumph Industrial Park

MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
W. L. Gore & Associates	2,302	GORE-TEX® medical products/R&D
Perry Point VA Medical Center *	1,125	Medical services
Union Hospital/Affinity Health System	1,000	Medical services
ATK	565	Propellants, rocket motors
Walmart	500	Consumer goods
IKEA	370	Home furnishings distribution
Penn National Gaming (Hollywood Casino)	350	Casino gaming
Terumo Medical Products	345	Medical products/R&D
Burris Logistics	280	Refrigerated trucking
Cecil College	250	Higher education
Giant Food Stores/MARTIN'S® Food Markets	250	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

Cecil County Office of Economic Development
200 Chesapeake Blvd., Suite 2700
Elkton, MD 21921
410-996-6292
www.cecilbusiness.org

SOURCES: Cecil County Office of Economic Development; Maryland Department of Business and Economic Development; 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

Harford COUNTY

POPULATION

2010 Census	244,826
2020 Projection	268,500

INCOME

Per capita personal income	\$32,789
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LABOR AVAILABILITY

Total labor force	132,443
Employment	123,049
Unemployment	9,394
Unemployment rate	7.1%

EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	92.2%
Bachelor's degree or higher	31.7%
Graduate or professional degree	12.5%

COLLEGES AND UNIVERSITIES

Harford Community College	Higher Education and Applied Technology Center
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SELECT BUSINESS AND CORPORATE OFFICE PARKS

Aberdeen Corporate Park	Box Hill Corporate Park
Chesapeake Industrial Park	Fieldside Commons
Forest Hill Business Airpark	The GATE @ APG
Hickory Ridge Technology Campus	Lakeside Business Park
North Gate Business Park	Riverside Business Park
Waters Edge Edge	William Paca Business Park

MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Aberdeen Proving Ground (APG) *	15,582	Military installation/R&D
Upper Chesapeake Health System	2,720	Medical services
Rite Aid Mid-Atlantic Customer Support Center	1,167	Pharmaceuticals & health-related consumer goods distribution
Harford Community College	982	Higher education
Jacobs Technology	895	Laboratory analyses
ShopRite	800	Groceries
SAIC	529	Information & technology systems
Saks Fifth Avenue	525	Apparel
Walmart	497	Consumer goods
Target	495	Consumer goods

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
 410-638-3059/888-195 SITE
www.harfordbusiness.org
 James C. Richardson, director

SOURCES: Harford County Office of Economic Development; Maryland Department of Business and Economic Development; 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

Howard COUNTY

POPULATION

2010 Census	287,085
2020 Projection	314,660

INCOME

Per capita personal income	\$61,823
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LABOR AVAILABILITY

Total labor force	160,359
Employment	151,604
Unemployment	8,755
Unemployment rate	5.5%

EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	94.4%
Bachelor's degree or higher	57.5%
Graduate or professional degree	27.6%

COLLEGES AND UNIVERSITIES

Howard Community College
Lincoln College of Technology
TAI Sophia Institute

Johns Hopkins University
Loyola University Maryland
University of Phoenix

SELECT MAJOR BUSINESS PARKS

Corridor 95 Business Park
Dorsey Commerce Center
Maple Lawn
Patapsco Valley Business Center

Columbia Gateway Business Park
Emerson Corporate Commons
Meadowridge 95 Office Park

MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Johns Hopkins University Applied Physics Laboratory	4,600	R&D systems engineering
Howard Community College	2,375	Higher education
Verizon Wireless	2,028	Telecommunications
Lorien Health Systems	2,000	Nursing care
Giant Food	1,950	Groceries retailing & distribution
Howard County General Hospital	1,806	Medical services
The Columbia Association	1,600	Nonprofit civic organization
Northrop Grumman	1,200	Engineering services
SAIC	1,060	Engineering services
Wells Fargo Securities Administrative Services	842	Securities administration

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

ECONOMIC DEVELOPMENT CONTACT

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

SOURCES: Howard County Economic Development Authority; Maryland Department of Business and Economic Development; 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

Frederick COUNTY

POPULATION

2010 Census	233,385
2020 Projection	283,150

INCOME

Per capita personal income	\$34,592
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LABOR AVAILABILITY

Total labor force	123,031
Employment	115,095
Unemployment	7,936
Unemployment rate	6.5%

EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	91.6%
Bachelor's degree or higher	35.5%
Graduate or professional degree	13.6%

COLLEGES AND UNIVERSITIES

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

SELECT BUSINESS PARKS

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

MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Fort Detrick * (1)	4,436	Military installation
Frederick Memorial Healthcare System	2,281	Medical services
Bechtel	2,203	Engineering, construction & telecommunications
SAIC-Frederick	1,670	Medical research
Wells Fargo Home Mortgage	1,500	Mortgage services
CitiMortgage	900	Mortgage services
Frederick Community College	899	Higher education
UnitedHealthcare	832	Health insurance
State Farm Insurance	793	Insurance
Walmart/Sam's Club	700	Consumer goods

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
 5340 Spectrum Dr., Suite A
 Frederick, MD 21703
 301-600-1058
www.discoverfrederickmd.com
 Laurie Boyer, CEcD, director

SOURCES: Frederick County Office of Economic Development; Maryland Department of Business and Economic Development; 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

Montgomery COUNTY

POPULATION

2010 Census	971,777
2020 Projection	1,065,000

INCOME

Per capita personal income	\$46,506
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LABOR AVAILABILITY

Total labor force	511,813
Employment	483,508
Unemployment	23,305
Unemployment rate	5.5%

EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	90.6%
Bachelor's degree or higher	56.1%
Graduate or professional degree	30.1%

COLLEGES AND UNIVERSITIES

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

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

SELECT BUSINESS PARKS

East County Center for Science and Technology
Potomac Office Park
Seneca Meadows Corporate Center
Silver Spring Innovation Center

Johns Hopkins University Belward Research Campus
Preserve at Tower Oaks Office Park
Shady Grove Innovation Center

MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
National Institutes of Health *	14,761	Medical research
National Naval Medical Center *	8,108	Medical services
Adventist Healthcare	6,600	Medical services
U.S. Food and Drug Administration *	5,745	Food and drug R&D and standards
Marriott International	5,025	Hotels/motels
Lockheed Martin	4,741	Defense, aerospace & electronics
Giant Food	4,377	Groceries
Montgomery College	3,451	Higher education
National Geospatial-Intelligence Agency *	3,000	National security intelligence
Kaiser Foundation Health Plan	2,244	Medical 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

Montgomery County Department
of Economic Development
111 Rockville Pike, Suite 800
Rockville, MD 20850
240-777-2000
www.smartmontgomery.com
Steven A. Silverman, director

SOURCES: Montgomery County Department of Economic Development; Maryland Department of Business and Economic Development; 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

Prince George's COUNTY

POPULATION

2010 Census	863,420
2020 Projection	895,750

INCOME

Per capita personal income	\$31,093
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LABOR AVAILABILITY

Total labor force	447,551
Employment	414,611
Unemployment	32,940
Unemployment rate	7.4%

EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	86.2%
Bachelor's degree or higher	29.5%
Graduate or professional degree	11.8%

COLLEGES AND UNIVERSITIES

Bowie State University	Capitol College
Laurel College Center	Prince George's Community College
TESST College of Technology	University of Maryland, College Park
University of Maryland University College	Washington Bible College

SELECT BUSINESS PARKS

Karington Konterra Business Campus	National Harbor
Presidential Corporate Center	University of Maryland M Square Research Park
Willowbrook Business Center	Woodmore Towne Centre - Glen Arden

MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
University System of Maryland (1)	16,014	Higher education
Joint Base Andrews Naval Air Facility Washington*	8,057	Military installation
U.S. Internal Revenue Service *	5,539	Revenue collection and data processing
U.S. Census Bureau *	4,287	Demographic research & analysis
United Parcel Service (UPS)	4,220	Mail and package delivery services
Giant Food	3,600	Groceries
NASA — Goddard Space Flight Center *	3,171	Space research
Verizon	2,738	Telecommunications
Dimensions Healthcare System	2,500	Medical services
Gaylord National Resort and Convention Center	2,000	Resort and conference center

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.
1100 Mercantile Lane, Suite 115A
Largo, MD 20774
301-583-4650
www.pgcedc.com
Kerry G. "Kwasi" Holman, president and CEO

SOURCES: Prince George's County Economic Development Corp.; Maryland Department of Business and Economic Development; 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

Calvert COUNTY

POPULATION

2010 Census	88,737
2020 Projection	99,350

INCOME

Per capita personal income	\$35,434
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LABOR AVAILABILITY

Total labor force	48,272
Employment	45,348
Unemployment	2,924
Unemployment rate	6.1%

EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	91.3%
Bachelor's degree or higher	28.8%
Graduate or professional degree	13.5%

COLLEGES AND UNIVERSITIES

College of Southern Maryland

SELECT BUSINESS PARKS

Calvert County Industrial Park
Dunkirk Gateway Business Center
Patuxent Business Park

Calvert-Arundel Business Park
North Calvert Industrial Park

MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Calvert Memorial Hospital	1,146	Medical services
Constellation Energy/ Calvert Cliffs Nuclear Power Plant	892	Nuclear power generation
Walmart	460	Consumer goods
Arc of Southern Maryland	425	Medical and social services
Giant Food	385	Groceries
Navy Recreation Center *	292	Military recreation facility
Safeway	290	Groceries
Asbury Solomons Island	229	Nursing care
Chesapeake Beach Resort & Spa	215	Hotel, spa and restaurants
McDonald's	200	Restaurants
All American Ambulance & Transport	200	Ambulance services
Calvert County Nursing Center	200	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

Calvert County Department
of Economic Development
Calvert County Courthouse
Prince Frederick, MD 20678
410-535-4583/800-331-9771
www.ecalvert.com
Linda Vassallo, director

SOURCES: Calvert County Department of Economic Development; Maryland Department of Business and Economic Development; 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

Charles COUNTY

POPULATION

2010 Census	146,551
2020 Projection	175,450

INCOME

Per capita personal income	\$42,889
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LABOR AVAILABILITY

Total labor force	76,676
Employment	72,039
Unemployment	4,637
Unemployment rate	6.0%

EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	90.2%
Bachelor's degree or higher	25.4%
Graduate or professional degree	9.1%

COLLEGES AND UNIVERSITIES

College of Southern Maryland	Waldorf Center for Higher Education
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SELECT MAJOR BUSINESS PARKS

228 Business Center & Berry Park	Hughesville Station Business Center
Indian Head Science and Technology Park	St. Charles Business and Industrial Parks
White Plains Corporate Center	Waldorf Technology Park

MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Naval Support Facility (NSF) Indian Head *	3,201	Military installation
College of Southern Maryland	1,090	Higher education
Civista Medical Center	805	Medical services
Walmart/Sam's Club	674	Consumer goods
Target	467	Consumer goods
Reliable Contracting	420	N/A
Southern Maryland Electric Cooperative (SMECO)	379	Energy products and services
Willis Group	377	N/A
Lowe's	306	Home improvement products
Facchina Construction	236	HQ/construction 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

Charles County Office of
Economic Development
3670 Leonardtown Road, Suite 106
Waldorf, MD 20601
301-885-1340
www.meetcharlescounty.com
Eugene T. Lauer, interim director

SOURCES: Charles County Office of Economic Development; Maryland Department of Business and Economic Development; 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

St. Mary's COUNTY

POPULATION

2010 Census	105,151
2020 Projection	129,100

INCOME

Per capita personal income	\$34,585
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LABOR AVAILABILITY

Total labor force	52,886
Employment	49,577
Unemployment	3,309
Unemployment rate	6.3%

EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	90.7%
Bachelor's degree or higher	29.5%
Graduate or professional degree	11.2%

COLLEGES AND UNIVERSITIES

College of Southern Maryland	Paul Hall Center for Maritime Training and Education
Southern Maryland Higher Education Center	St. Mary's College of Maryland

SELECT BUSINESS PARKS

Expedition Office Park	Exploration Park Business Center
Fowler Industrial Park	Lexington Park Corporate Center
Park Place	Pine Hill Technology Park
St. Mary's County Industrial Park	Wildewood Business Park

MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Naval Air Station Patuxent River *	10,965	Military installation
St. Mary's Hospital	1,107	Medical services
DynCorp International	1,066	Professional and technical services
Wyle	622	Technical and scientific research services
BAE Systems	850	Technical products and services
SAIC	550	Engineering, scientific & management services
CSC	500	Professional and technical services
HMR of Maryland (Charlotte Hall)	482	Nursing care
L-3 Services Group	472	Systems engineering and management
St. Mary's College of Maryland	410	Higher education

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 and Community Development
Potomac Building
23115 Leonard Hall Drive
P.O. Box 653
Leonardtwn, MD 20650
301-475-4200, ext. 1400
www.stmarysmd.com/decd
Robert R. Schaller, Ph.D., director

SOURCES: St. Mary's County Department of Economic and Community Development; Maryland Department of Business and Economic Development; 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

Allegany COUNTY

POPULATION

2010 Census	75,087
2020 Projection	74,250

INCOME

Per capita personal income	\$31,860
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LABOR AVAILABILITY

Total labor force	36,169
Employment	32,929
Unemployment	3,240
Unemployment rate	9.0%

EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	84.8%
Bachelor's degree or higher	15.9%
Graduate or professional degree	7.4%

COLLEGES AND UNIVERSITIES

Allegany College of Maryland	Frostburg State University
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SELECT BUSINESS PARKS

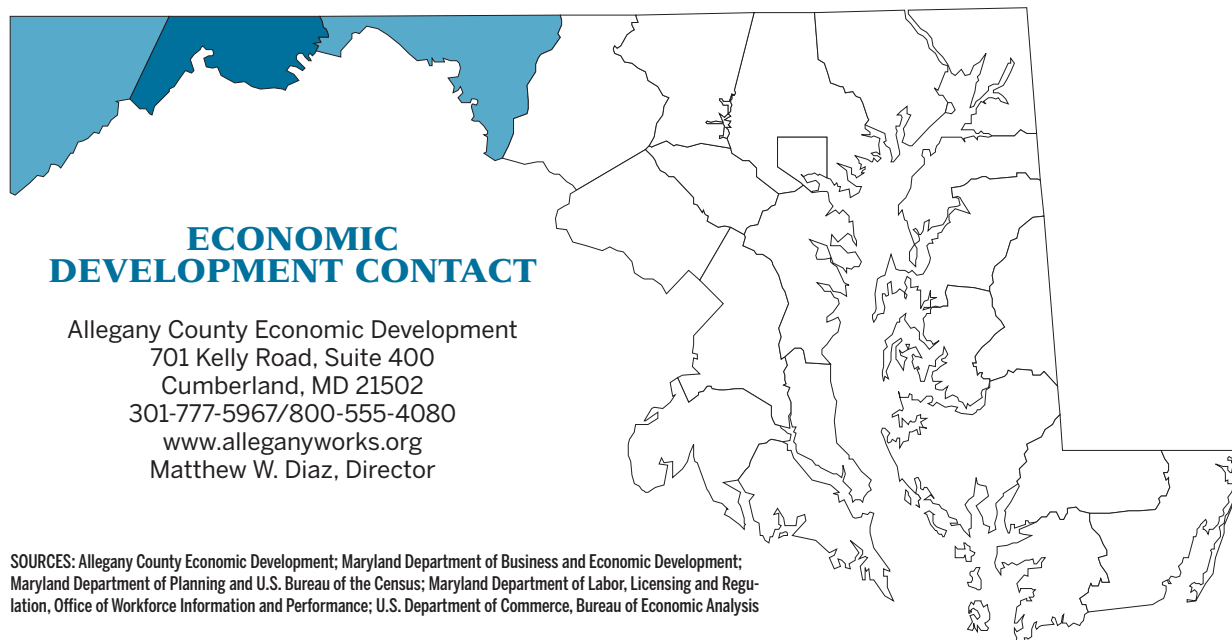
Allegany Business Center @ FSU	Barton Business Park
North Branch Industrial Park	Tawes Science/Technology Business Incubator, Frostburg
Riverside Industrial Park	Upper Potomac Industrial Park
Westernport Industrial Park	

MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Western Maryland Health System	2,150	Medical services
NewPage	907	Pulp and paper products
Frostburg State University	933	Higher education
CSX Transportation	900	Railroad
Hunter Douglas Northeast	485	Window blinds
ACS	564	Telecommunications
Allegany College of Maryland	519	Higher education
Walmart	501	Consumer good
The Active Network	485	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.



SOURCES: Allegany County Economic Development; Maryland Department of Business and Economic Development; 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

Garrett COUNTY

POPULATION

2010 Census	30,097
2020 Projection	31,100

INCOME

Per capita personal income	\$35,094
----------------------------	----------

LABOR AVAILABILITY

Total labor force	16,791
Employment	15,431
Unemployment	1,360
Unemployment rate	8.1%

EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	84.2%
Bachelor's degree or higher	17.3%
Graduate or professional degree	6.7%

COLLEGES AND UNIVERSITIES

Career Technology & Training Center

Garrett College

SELECT BUSINESS PARKS

Central Garrett Industrial Park
Keyser's Ridge Business Park
Northern Garrett Industrial Park

Garrett Information Enterprise Center
McHenry Business Park
Southern Garrett Business and Technology Park

MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Garrett County Memorial Hospital	355	Medical services
Beitzel Corp/Pillar Innovations	354	Metal fabrication
Walmart	315	Consumer goods
First United Corporation	235	Banking/insurance services
Goodwill Retirement Community	190	Nursing care
Garrett County Community Action	189	Social advocacy
Wisp Resort (1)	160	4-season resort
Fechheimer Brothers	130	Clothing manufacturer
Garrett Container Systems	128	Container manufacturer
Phenix Technologies, Inc.	100	High-voltage test equipment

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

(1) Employment increases to approximately 480 during winter ski season.

ECONOMIC DEVELOPMENT CONTACT

Garrett County Department
of Economic Development
203 S. Fourth St., Courthouse Room 208
Oakland, MD 21550
301-334-1921
www.gcedonline.com
Jim Hinebaugh, director

SOURCES: Garrett County Department of Economic Development; Maryland Department of Business and Economic Development; 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

Washington COUNTY

POPULATION

2010 Census	147,800
2020 Projection	169,300

INCOME

Per capita personal income	\$35,257
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LABOR AVAILABILITY

Total labor force	67,526
Employment	60,589
Unemployment	6,937
Unemployment rate	10.3%

EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	85.2%
Bachelor's degree or higher	20.1%
Graduate or professional degree	6.1%

COLLEGES AND UNIVERSITIES

Hagerstown Community College
University of Maryland at Hagerstown

Kaplan University - Hagerstown

SELECT BUSINESS PARKS

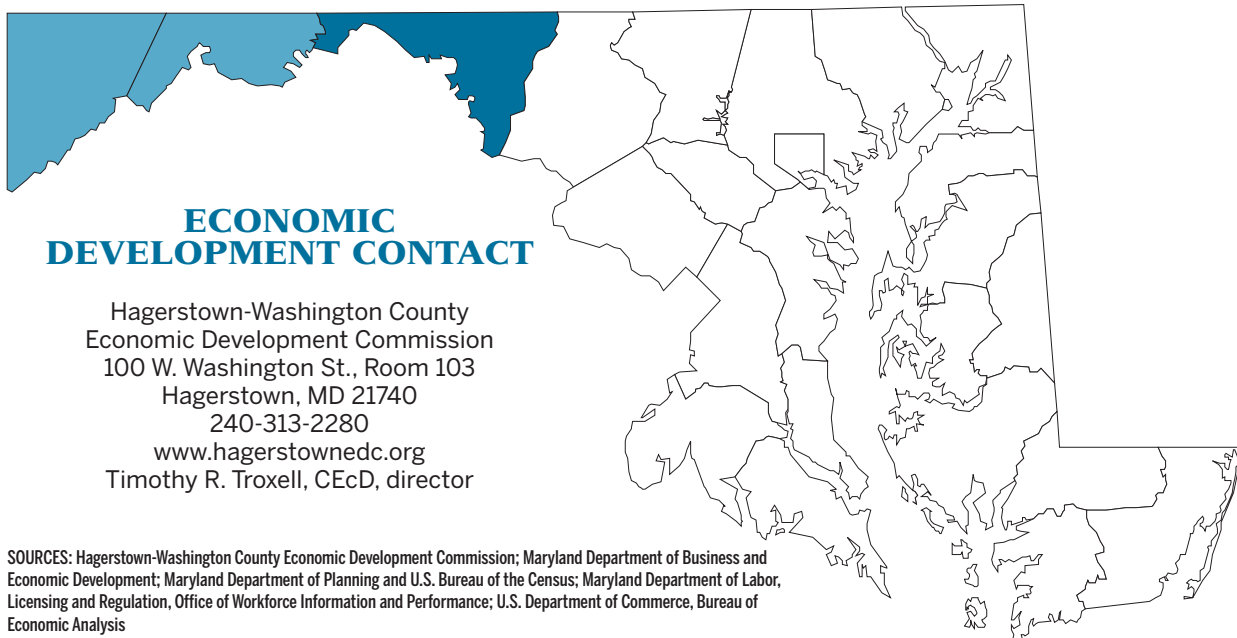
Airport Business Park
Friendship Technology Park
Newgate Industrial Park
Valley Business Park

Fort Ritchie at Cascade
Hunters Green Business Center
Showalter Road Center
Westgate Industrial Complex

MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Washington County Health System	2,860	Medical services
First Data	2,170	Credit card processing
Citi	2,067	Credit card processing
Volvo Powertrain North America	1,165	Diesel engines and transmissions
FedEx Ground	734	Mail and package delivery services
Hagerstown Community College	695	Higher education
The Bowman Group	689	Hotels management
Staples	567	Office supplies distribution & retailing
Merkle Response Services Inc.	541	Aircraft maintenance
Unilever Ice Cream	442	Ice cream and frozen dessert manufacturing

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



ECONOMIC DEVELOPMENT CONTACT

Hagerstown-Washington County
Economic Development Commission
100 W. Washington St., Room 103
Hagerstown, MD 21740
240-313-2280
www.hagerstownedc.org
Timothy R. Troxell, CECD, director

SOURCES: Hagerstown-Washington County Economic Development Commission; Maryland Department of Business and Economic Development; 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

Caroline

COUNTY

POPULATION

2010 Census	33,066
2020 Projection	38,300

INCOME

Per capita personal income	\$24,665
----------------------------	----------

LABOR AVAILABILITY

Total labor force	16,177
Employment	14,655
Unemployment	1,522
Unemployment rate	9.4%

EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	81.6%
Bachelor's degree or higher	17.6%
Graduate or professional degree	5.4%

COLLEGES AND UNIVERSITIES

Chesapeake College

SELECT BUSINESS PARKS

Caroline Industrial Park	Caroline Technology Park
Denton Industrial Park	Feddersburg Industrial Park
Greensboro Industrial Park	

MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Solo Cup	540	Paper/plastic cups
Benedictine School for Exceptional Children	300	Private school for special education
Maryland Plastics	200	Plastic tableware
Tri-Gas & Oil	160	Appliances, metered gas, fuel oil
Burris Retail Logistics	130	Refrigerated trucking
Envoy of Denton	120	Medical services
Choptank Electric Cooperative	110	Electric utility cooperative
Hanover Foods	110	Processed vegetables distribution
Caroline Nursing Home	105	Medical services
Food Lion	100	Groceries
Medifast	100	Dietary health products

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

ECONOMIC DEVELOPMENT CONTACT

Caroline Economic Development Corp.
317 Carter Ave., Suite 107
Denton, MD 21629
410-479-4188
www.carolinebusiness.com
J.O.K. Walsh, executive director

SOURCES: Caroline Economic Development Corp.; Maryland Department of Business and Economic Development; 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

Dorchester COUNTY

POPULATION

2010 Census	32,618
2020 Projection	35,700

INCOME

Per capita personal income	\$26,052
----------------------------	----------

LABOR AVAILABILITY

Total labor force	16,512
Employment	14,748
Unemployment	1,764
Unemployment rate	10.7%

EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	82.6%
Bachelor's degree or higher	16.3%
Graduate or professional degree	6.6%

COLLEGES AND UNIVERSITIES

Chesapeake College

SELECT BUSINESS PARKS

Chesapeake Industrial Park
Hurlock Industrial Park

Dorchester Business & Technology Park

MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Amick Farms	975	Poultry processing
Hyatt Regency Chesapeake Bay Golf Resort	585	Resort, golf and conference center
Shore Health System	385	Medical services
Delmarva Community Services	350	Vocational and day habilitation services
Cambridge International	278	Conveyor belts
Walmart	230	Consumer goods
Mallard Bay Care Center	175	Nursing care
Potomac Ridge Behavioral		
Health System Eastern Shore	150	Medical services
Bloch & Guggenheimer	112	Pickle processing
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
Keasha Haythe, CECD, director

SOURCES: Dorchester County Economic Development Office; Maryland Department of Business and Economic Development; 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

Kent COUNTY

POPULATION

2010 Census	20,197
2020 Projection	22,200

INCOME

Per capita personal income	\$30,809
----------------------------	----------

LABOR AVAILABILITY

Total labor force	10,787
Employment	9,899
Unemployment	888
Unemployment rate	8.2%

EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	84.0%
Bachelor's degree or higher	30.3%
Graduate or professional degree	11.6%

COLLEGES AND UNIVERSITIES

Chesapeake College

Washington College

SELECT BUSINESS PARKS

Chestertown Business Park
Interstate 301 Industrial Area

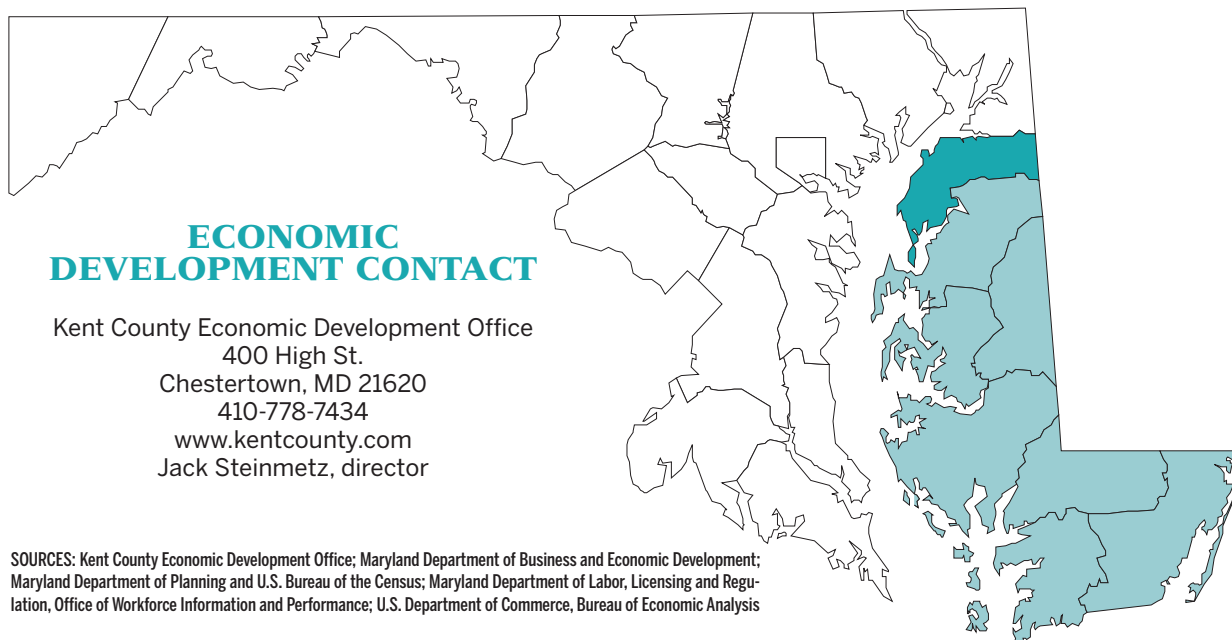
Kent County Business Park at Worton
Radcliffe Creek Business & Professional Park

MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Chester River Health System	628	Medical services
Washington College	504	Higher education
Dixon Valve & Coupling	325	Valves and couplings
David A. Bramble	275	Asphalt paving, road construction
Heron Point of Chestertown	185	Nursing care
LaMotte	138	Chemical testing equipment
Chestertown Nursing & Rehabilitation	115	Nursing care
Waterman's Crabhouse & Restaurant (1)	110	Restaurant
USA Fulfillment	107	Promotion fulfillment
Kent Center	85	Medical and support services for the disabled

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

(1) Includes seasonal workers



Queen Anne's COUNTY

POPULATION

2010 Census	47,798
2020 Projection	55,650

INCOME

Per capita personal income	\$35,960
----------------------------	----------

LABOR AVAILABILITY

Total labor force	26,559
Employment	24,721
Unemployment	1,838
Unemployment rate	6.9%

EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	89.6%
Bachelor's degree or higher	27.1%
Graduate or professional degree	10.3%

COLLEGES AND UNIVERSITIES

Chesapeake College

SELECT BUSINESS PARKS

Centreville Business Park
Island Professional Park
Penn Station

Chesapeake Bay Business Park
Matapeake Professional Park
Thompson Creek Business Park

MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
S.E.W. Friel (1)	275	Canned food processing
Paul Reed Smith Guitars	244	Custom guitars
Chesapeake College	225	Higher education
Safeway	180	Groceries
River Plantation (1)	175	Resort, recreation and conference center
Genesis HealthCare, Corsica Hills Center	150	Nursing care
Harris Seafood Company (1)	150	Restaurant
Acme Markets	149	Groceries
Reeb Millwork	137	Doors and windows
Annie's Paramount Steak & Seafood House	125	Restaurant
Cracker Barrel® Old Country Store	125	Restaurant

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

ECONOMIC DEVELOPMENT CONTACT

Queen Anne's County Economic
Development and Tourism
425 Piney Narrows Road
Chester, MD 21619
410-604-2100
www.choosequeenannes.com
Faith Elliott-Rossing, AICP, director

SOURCES: Queen Anne's County Economic Development and Tourism; Maryland Department of Business and Economic Development; 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	27,800

INCOME

Per capita personal income	\$17,422
----------------------------	----------

LABOR AVAILABILITY

Total labor force	10,925
Employment	9,799
Unemployment	1,126
Unemployment rate	10.3%

EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	82.2%
Bachelor's degree or higher	13.7%
Graduate or professional degree	0.5%

COLLEGES AND UNIVERSITIES

University of Maryland Eastern Shore

SELECT BUSINESS PARKS

Chase Plaza Business Park	Crisfield Industrial Park
Princess Anne Industrial Park	

MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
University of Maryland Eastern Shore (UMES)	865	Higher education
Sysco Eastern Maryland	750	Food products distribution
McCready Memorial Hospital	275	Medical services
Rubberset	151	Paint brushes
Somerset Community Services	150	Services for the disabled
Manokin Manor	140	Nursing care
Custom Pak	132	Produce packaging
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 Business and Economic Development; 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

POPULATION

2010 Census	37,995
2020 Projection	40,050

INCOME

Per capita personal income	\$38,034
----------------------------	----------

LABOR AVAILABILITY

Total labor force	18,750
Employment	17,417
Unemployment	1,333
Unemployment rate	7.1%

EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	88.3%
Bachelor's degree or higher	32.8%
Graduate or professional degree	13.7%

COLLEGES AND UNIVERSITIES

Chesapeake College

SELECT BUSINESS PARKS

Airport Industrial Park	Carlton Business Park
Clifton Industrial Park	Easton Business Center
Easton Technology Center	Glebe Park
Talbot Commerce Park	

MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Shore Health System	2,060	Medical services
Quality Health Strategies	600	Health care improvement
Allen Family Foods	450	Poultry processing
Shore Bancshares	320	Financial holding company
William Hill Manor	300	Nursing care
Inquiries	200	Security management
Walmart	215	Consumer goods
Genesis HealthCare/The Pines	186	Nursing care
Global Strategies Group	154	Modular engineered rugged troop support systems
Celeste Contract Packaging	136	Pharmaceutical contract packaging
Chesapeake Publishing	135	Newspaper publishing & printing
Giant Food	135	Groceries

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

ECONOMIC DEVELOPMENT CONTACT

Talbot County Office of Economic Development
 28712 Glebe Road, 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 Business and Economic Development; 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

Wicomico COUNTY

POPULATION

2010 Census	98,733
2020 Projection	106,450

INCOME

Per capita personal income	\$37,220
----------------------------	----------

LABOR AVAILABILITY

Total labor force	52,223
Employment	47,734
Unemployment	4,489
Unemployment rate	8.6%

EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	85.1%
Bachelor's degree or higher	24.5%
Graduate or professional degree	10.2%

COLLEGES AND UNIVERSITIES

Salisbury University

Wor-Wic Community College

SELECT BUSINESS PARKS

Air Business Center
Crossroads at Salisbury Business Park
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	1,700	Higher education
Perdue Farms	1,600	HQ/poultry processing
Labinal Salisbury	800	Electronics assembly
Walmart/Sam's Club	750	Consumer goods
K&L Microwave	400	Electronics assembly
Genesis HealthCare	340	Nursing care
Delmarva Power	300	Energy products & services
BBSI	250	Staffing services
Boscov's	250	Consumer goods
MaTech	250	Precision machining
Pepsi-Cola Bottling	250	Beverages
SHORE UP!	250	Community development & social services

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 Business and Economic Development; 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

Worcester COUNTY

POPULATION

2010 Census	51,454
2020 Projection	55,300

INCOME

Per capita personal income	\$31,275
----------------------------	----------

LABOR AVAILABILITY

Total labor force	27,425
Employment	24,137
Unemployment	3,288
Unemployment rate	12.0%

EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	87.0%
Bachelor's degree or higher	26.2%
Graduate or professional degree	8.7%

COLLEGES AND UNIVERSITIES

Wor-Wic Community College

SELECT BUSINESS PARKS

Pocomoke City Industrial Park

MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Harrison Group	1,000	Hotels/restaurants
Atlantic General Hospital	787	Medical services
Phillips Seafood Restaurants	550	Restaurants
Walmart	500	Consumer goods
O.C. Seacrets	495	Hotel/restaurant
Dough Roller	322	Restaurants
Candy Kitchen	250	Candy products
Clarion Resort Fontainebleau	250	Hotel/restaurant
Berlin Nursing and Rehabilitation Center	233	Nursing care
Super Fresh	214	Groceries

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.worcestercountymd.gov
Gerald T. Redden, Director

SOURCES: Worcester County Department of Economic Development; Maryland Department of Business and Economic Development; 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

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