

The background of the cover is a close-up of the Maryland state flag, which features a black and gold checkered pattern with a red and white cross. In the center, two hands are shaking: a darker-skinned hand on the left and a lighter-skinned hand on the right. Both hands are wearing light blue suit sleeves. The handshake is positioned over the red and white cross of the flag.

# Doing Business in Maryland OUTLOOK 2015

A SUPPLEMENT TO

THE **DAILYRECORD**

DECEMBER 2014

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## OUTLOOK 2015

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### THE DAILY RECORD

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Montgomery College students learn in a biomanufacturing lab dedicated to training students who want to enter or advance in biotechnology jobs.



# Universities react to workforce needs

Emerging, existing job trends are focus for Maryland institutions

By Margie Hyslop  
Special to The Daily Record

Maryland schools are working hand-in-hand with businesses and government, using collaboration and targeted assistance to prepare the state's workforce for emerging and existing needs.

Last year Maryland created the Employment Advancement Right Now grant program to foster partnerships between industry and schools to prepare Marylanders for jobs with good pay that employers need to fill.

One of 28 EARN grants awarded this year went to BIOTrain, a Montgomery College-led initiative to develop training that will ensure that students who want to enter or advance in biotechnology jobs acquire the skills, knowledge and perspective they need to thrive in that industry.

"It's a way for [biotech] businesses to have a real voice in the way training is done and helps make sure the issues that industry faces are heard," said Michael D. Smith, Montgomery College's biotechnology program director.

As the biotech industry has matured, Smith said, there is a greater need for workers who have technical and manufacturing expertise as well as familiarity with the demands of research and development processes.

BIOTrain also is coordinating with the state's One Stop Career Centers and industry business partners to connect job seekers to training and work.

"Businesses are going to come here and stay here because people with training are what they need," Smith said.

Together Montgomery College and Hagerstown Community College will use an EARN grant to make sure that commercial truck and bus drivers are trained and ready to move goods and people in the growing region they serve. Such training is needed to fill jobs that will open as thousands of transportation and logistics workers move toward retirement within 10 years.

Towson University, with the aid of an EARN grant, is developing a training program to prepare construction industry workers to use the evolving technology called Building Information Modeling (BIM).

BIM is a process of creating and using a collection of digital files to understand buildings or other structures (such as roads, water and sewer systems, electric and gas utilities, port facilities, etc.) from concept through construction, use and maintenance.

Towson's Regional Economic Studies Institute analyzed the need for BIM training and the university's Center for Professional Studies is working with construction industry partners, which are providing information on upcoming construction projects and

Maryland offers Workforce Shortage Student Assistance Grants in a variety of fields to in-state students enrolled in degree programs that would qualify them to work in job areas where state officials have determined there is an important need.

The grants range from \$1,000 per year for a part-time community college student to \$4,000 per year for a full-time student enrolled in a four-year college or university, and awards are based on both merit and need.

Awards for the 2014-15 academic year were restricted to study in child development, early childhood education, certain human service work areas, nursing, physical and occupational therapy, law and certain teaching fields including science, technology, mathematics, some languages and special education.

Recipients must agree to work in specified areas of their field.

During the 2013-14 academic year, the Maryland Higher Education Commission awarded \$769,000 in WSSAG grants to 272 students, and in 2014-15, \$502,000 went to 159 students.

A Workforce Advisory Committee is expected to announce the areas of study and employment for the next academic year in May.

about new developments in BIM technology.

According to the industry-led Maryland Center for Construction Education and Innovation, BIM technology is expected soon to become a key tool, but few workers are skilled at using it.

BIM classes will begin at Towson University's Construction Technology computer lab in February, and graduates will receive continuing education credits and a certificate.

The University of Maryland, Baltimore County is one of only 10 schools in the country that offer a Bachelor of Science degree in emergency health services.

More people are looking to get into jobs in medical fields and many students who thought they wanted to become physicians are finding that they may want to become a nurse or physician assistant, Dwight Polk, director of UMBC's paramedic program said.

Enrollment is up in emergency health services courses because emergency medical services is an entry point into other health care fields, Polk said.

UMBC now is developing a program that, if approved, would educate "community paramedics" to serve an expanded role. They would not only be emergency responders but part of a team working to optimize and continue delivery of health care.

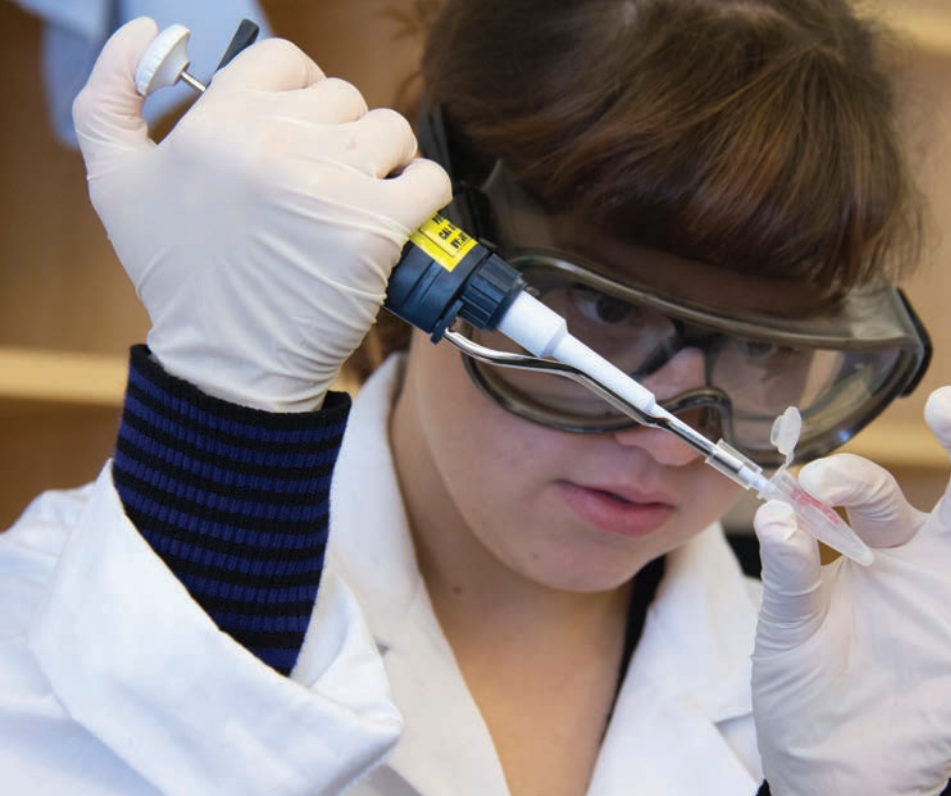
"The goal is using an experienced, highly-trained paramedic to help keep the patient out of the emergency room," Polk said.

Community paramedics would be able to perform some patient examinations, home assessments and serve also as a sort of medical social worker.

Such programs have proven successful in several states, as well as Canada and Australia, Polk said.

The scope of work also is expanding for dental hygienists, as Maryland recently joined a majority of states that allow them to monitor nitrous oxide for sedation and administer local





“Businesses are going to come here and stay here because people with training are what they need.”

Michael D. Smith,  
Montgomery College’s  
biotechnology program  
director

anesthetics and work without a dentist’s direct supervision.

To keep pace with the demand for more training, several Maryland schools are expanding the range and number of courses they offer toward a degree in dental hygiene and certification as a dental assistant, which often is a springboard to becoming a hygienist.

At Howard Community College those classes fill quickly, and students are waiting to sign up for the next, the college’s spokeswoman Elizabeth Homan said.

To remedy a shortage of welders and prepare the state’s workforce for job openings if a manufacturer of offshore wind turbines locates in Maryland, Anne Arundel Community College is offering a range of courses in partnership with Earlbeck Gases and Technologies, which also offers classes at its Baltimore location. Eight other Maryland community colleges offer welding training.

Fourteen Maryland community colleges will share a \$15-million grant awarded by the U.S. Department of Labor in September. The Trade Adjustment Assistance Community College and Career Training grant is designated to train workers for cybersecurity jobs across many business sectors.

Called the Cyber Technology Pathways Across Maryland Consortium, Montgomery College will lead the colleges as they collaborate with major employers to assess and train entry-level workers and military veterans and help them seek jobs in cyber fields.

Before enrolling in the cybersecurity program at Harford Community College, which is a member of the consortium, Douglas W. Stanley of Aberdeen worked as a product tester, improving manufacturing processes and recruiting students for a private technical school.

“From there it occurred to me that [cybersecurity] is where I wanted to be,” said Stanley, 37, now a network technician at Upper Chesapeake Health system.

Stevenson University’s approach to workforce development is aimed at ensuring that students’ studies lead to satisfying work, even as technology and the job market change.

Stevenson’s new digital marketing program offers a Bachelor of Science degree in what the university calls a “rapidly emerging career path.”

In April, state higher education officials reported that the number of students graduating in Maryland with degrees in

science, technology, engineering and mathematics (STEM) increased to 13,082 in 2013, a 37 percent increase over the 9,544 students who graduated with STEM degrees in Maryland in 2006.

Faculty and mentors help students identify their skills, values and interests, develop expertise in a chosen discipline and the knowledge and tools to plan and advance in careers.

"That student-centered piece is critical" at the independent university, which has campuses in Stevenson and Owings Mills, vice president for career services Anne Scholl-Fiedler said.

Montgomery College recently opened a Bioscience Education Center at its Germantown campus.



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# Icons in Maryland

In Maryland there are certain businesses, organizations and symbols that have developed into icons. You can't think of business in Maryland without thinking of higher education institutions like Johns Hopkins University and University of Maryland. Hospitals, like University of Maryland Medical System, Johns Hopkins Hospital and MedStar would be on the list. Maryland's icons also include relative newcomer Under Armour, which is making national headlines for its influence in the athletic apparel industry.

Here, in no particular order, are the companies that The Daily Record considers Maryland's iconic brands.



## Johns Hopkins University

Employees: 27,000 in multiple counties

When considered in partnership with its sister institution, the Johns Hopkins Hospital and Health System, the university is Maryland's largest employer and contributes more than \$10 billion a year to the state's economy.



## Johns Hopkins Hospital and Health System

Employees: 28,060 in multiple counties

For more than a century, Johns Hopkins has been recognized as a leader in patient care, medical research and teaching. Today, Johns Hopkins Medicine is known for its excellent faculty, nurses and staff specializing in every aspect of medical care.



## University System of Maryland

Employees: 37,620 in multiple counties

The University System of Maryland, or USM, is the state's public higher education system. USM comprises 12 institutions, two regional higher education centers and a system office.



## University of Maryland Medical System

Employees: 21,540 in multiple counties

The University of Maryland Medical System (UMMS) was created in 1984 and has evolved into a multi-hospital system with academic, community and specialty service missions reaching every part of the state and beyond. UMMS is a national and regional referral center for trauma, cancer care, neurocare, cardiac care, women's and children's health and physical rehabilitation. It also has one of the world's largest kidney transplant programs, as well as scores of other programs that improve the physical and mental health of thousands of people daily.



## Under Armour

Employees: 1,358 in Baltimore city

Founded in 1996 by former University of Maryland football player Kevin Plank, Under Armour specializes in performance apparel. In the third quarter of 2014, the business increased its net revenues 30 percent to \$938 million.



## T. Rowe Price

Employees: 1,306 in Baltimore city

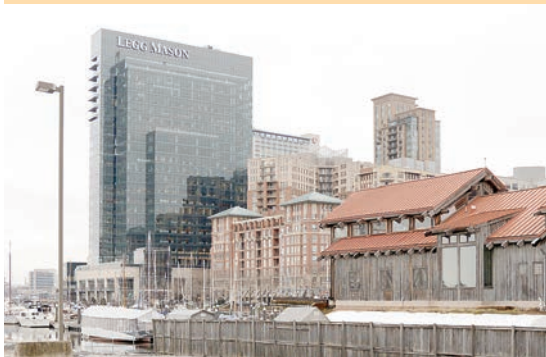
T. Rowe price is headquartered in Baltimore, with offices in 12 countries worldwide. As of September, the firm was managing \$731.2 billion in assets, serving individuals, financial intermediaries and institutions.



## McCormick & Co.

Employees: 2,132 in Baltimore County

McCormick & Company Inc. is a global leader in flavor with more than \$4 billion in annual sales. McCormick manufactures, markets and distributes spices, seasoning mixes, condiments and other flavorful products to the entire food industry – retail outlets, food manufacturers and foodservice businesses – in more than 125 countries and territories.



## Legg Mason

Employees: 3,100 employees in Baltimore city

Legg Mason is a leading global investment company headquartered in Baltimore, with 31 offices worldwide. Serving individual and institutional investors on six continents, Legg Mason manages \$719.5 billion in assets.



## Lockheed Martin

Employees: 7,500 in multiple counties

Lockheed Martin, headquartered in Bethesda, is a global aerospace, defense, security and advanced technology company with worldwide interests.



## Marriott International

Employees: 9,980 in multiple counties

Marriott International is headquartered in Bethesda and has 3,900 properties, 18 brands and more worldwide. The company has reported revenues of almost \$13 billion in fiscal year 2013.



## National Bohemian

National Bohemian has become an unofficial symbol for Baltimore, including the mascot's place on the Natty Boh Tower. While it does not brew in Maryland, its mascot is well-known and the brand has a definitive place in Baltimore and at Camden Yards.



## Port of Baltimore

Employees: The Port of Baltimore generates 14,630 direct jobs

The Port of Baltimore is ranked as the top port among all U.S. ports for handling autos and light trucks, farm and construction machinery, imported forest products, imported sugar, imported aluminum and imported gypsum. Baltimore ranks second in the U.S. for exported coal. Business at the Port of Baltimore generates about 14,630 direct jobs, while about 108,000 jobs in Maryland are linked to port activities. The Port is responsible for \$3 billion in personal wages and salary and more than \$300 million in state and local taxes.



## MedStar Health

Employees: 13,740 in multiple counties

As the largest health care provider in Maryland and the Washington, D.C., region, MedStar's 10 hospitals, the MedStar Health Research Institute, MedStar Physician Partners, and other programs and services are recognized regionally and nationally for excellence in medical care.



## Sinclair Broadcast Group

Sinclair Broadcast Group is a telecommunications company that operates the largest number of local television stations in the United States. Headquartered in Hunt Valley, it owns or operates 154 stations across the country in nearly 80 markets.



## Perdue Farms

Employees: 1,600 in Salisbury

Perdue Farms is a chicken processing company based in Salisbury, with annual sales in excess of \$6 billion.

The Maryland Athletic Club, which has multiple locations in Maryland, offers corporate wellness programs that are tailored to individual businesses' goals.



# Md. companies place a priority on employees' health

## Firms provide healthy food, incentives to exercise

By Alissa Gulin  
The Daily Record

Come January, accounting firm Ellin & Tucker will stop footing the bill for its employees' junk food cravings. The company isn't getting greedy — it's getting smart, according to managing director Edwin Brake.

Instead of the usual office-kitchen staples — pizza, doughnuts, bagels — the Baltimore firm will start supplying healthy options like salads, lean proteins and fruit.

More employers across the state are unveiling new health and wellness initiatives, or expanding existing ones, in an effort to fight back against rising health care costs while maximizing the benefits of a healthier, fitter workforce.

"We've absolutely been seeing more interest, especially with the Affordable Care Act influencing medical expenses," said Maria Yanson, the corporate and medical director for the Maryland Athletic Club & Wellness Center. "Companies are looking to put in more effort than we've ever seen before, and we've been doing [corporate wellness] for about 10 years."

Incentivizing employees to exercise or eat healthier can not only help keep medical insurance costs in check, several executives said, but can contribute to improved employee morale, higher productivity, less absenteeism and enhanced goodwill toward management.

For Ellin & Tucker, revamping the menu is just the beginning, but it's a critical first step.

During accountants' busy season, employees eat many of their meals at the office, Brake said, so there's the potential to make a real difference in their health. The firm provides breakfast every

Saturday and Sunday, plus dinner at least two nights a week.

Then there's the snack cart.

"A couple afternoons a week, we'll roll around a snack bar," Brake said. "Usually it was ice cream and cookies, but now it will be different snacks — granola bars and that kind of thing."

"It's not just about the cost of health care, but the loss of productivity, especially during busy season," Brake said. "We've got critical deadlines to meet, and if someone is sick that impacts our ability to effectively serve the customer."

Brake said he doesn't expect the changes will actually reduce the firm's health care costs but that they'll help control future increases.

"I don't know that I'm going to save any money, but I'm trying to prevent the magnitude of the increases I've been seeing over the past few years — 20 percent, 35 percent increases," he said. "When you extrapolate that out over a five-year period, they're just astronomical numbers."

Charlie Monk, managing partner of Saul Ewing LLP, agreed. His law firm is one of six companies participating in "CEOs Stopping Diabetes," a program launched by the Maryland chapter of the American Diabetes Association and the Greater Baltimore Committee. Other area firms participating are Audacious Inquiry, RCM&D, T. Rowe Price, Keswick Multi-Care and Bon Secours Baltimore Health System.

The leaders of each company encourage employees to participate in a variety of activities, such as stair-climbing challenges or nutrition education sessions.

"We had a lot of fun with it this year," Monk said. "I think it brought these issues to the forefront, and I think it's terrific that

“A couple afternoons a week, we’ll roll around a snack bar. Usually it was ice cream and cookies, but now it will be different snacks — granola bars and that kind of thing.”

Edwin Brake, Ellin & Tucker managing partner

the ADA is getting business leaders in our town thinking about these issues.”

At Medifast, a nutrition and weight loss company based in Owings Mills, health and wellness of employees has been a focus for the firm since it launched in the mid-1980s. In the past seven years the company has adopted a more formalized program, according to Jeanne Uphouse, executive vice president of Human Resources at Medifast.

“We really try to practice what we preach,” she said.

That includes providing opportunities for Medifast’s 800 employees to improve and maintain their health, such as offering a free gym with yoga and boot camp classes. Employees are able to work out before, during and after work, and there are free weekly personal training sessions.

Uphouse said that employees also have access to Medifast programs and free food and nutrition counseling.

In November, Medifast launched a program, Best Spot in the Lot, which encourages employees not to look for the closest parking space in order to get extra exercise.

“For us, the biggest benefit is to help employees improve their overall health,” Uphouse said. “If you invest in wellness, it really does increase your opportunities for recruiting and retention.”

Long-term, she said, the company expects to see a decrease in its health care expenses.

“The employees love it, and we do believe it improves their engagement with the company,” she said. “If employees are engaged, they are healthier and there is a financial benefit to employees in the end.”

Other wellness initiatives focus primarily on getting employees

into the doctor’s office, rather than creating fun opportunities. The state of Maryland, for example, will begin a mandatory program next year for all employees (and their spouses) covered by the state’s health insurance.

Among other things, the state will require beneficiaries to complete a health risk assessment with their physician and, for some people, participate in a chronic disease management program. Employees who refuse to participate will pay a penalty.

Most private companies, however, are opting for voluntary wellness programs. The Maryland Athletic Club offers multiple corporate wellness programs, tailored to each firm’s goals, Yanson said.

The most popular program is Healthy Start, a 60-day pass for unlimited access to the three MAC locations, for \$60 per employee. It also includes 16 supervised sessions with a fitness coach. Many companies reimburse employees for all or some of the cost if they complete the program successfully.

The MAC also helps employees set individual goals, such as lowering blood pressure.

“Those are common goals we set, and it saves companies a lot of money,” Yanson said.

The results aren’t always quantifiable, several people said, but that’s not the point.

“You can’t say that implementing this wellness program is going to result in X number fewer medical claims,” Monk said, “but I think we all intuitively understand that if you get your team thinking about their health, they’ll make better lifestyle choices that eventually will lead to fewer medical claims and lower costs.”

# “You can’t be Honest Tea without a wellness program”

By Alissa Gulin  
The Daily Record

For some companies, wellness programs are nothing new. Bethesda-based Honest Tea is no rookie when it comes to employee health — the company’s culture is steeped in wellness.

“We believe that healthier and happier employees are more productive,” said Chloe Rosenthal, the company’s human resources director.

Each year, Honest Tea spends a few hundred dollars per employee on health and fitness activities, Rosenthal said, but the company doesn’t pay much attention to how those programs affect health insurance costs.

“We’ve never tracked cost-savings or anything like that,” she said. “Our workforce is very, very young without a lot of medical expenses. We don’t do this for the [return on investment] at all.”

The largest wellness-related expense for Honest Tea is the “certified wellness coach” who organizes company-wide fitness challenges and works with employees one-on-one to achieve their health goals.

The coach also leads evening yoga lessons — employees clear out desks, lay down mats and practice yoga in the office. The coach also offers 30-minute “business-casual” yoga during the workday, Rosenthal said.

Sound fun?

That’s just the beginning. Here are some other examples of Honest Tea’s commitment to employee health:

- Every quarter, the company mails each employee a \$30 gift card to Whole Foods (their biggest customer).
- Honest Tea recently held a health fair, where each employee could receive a comprehensive fitness assessment: body fat screenings, endurance tests and so forth.
- The company buys holiday gifts for each employee, who can choose to receive the “health option,” Rosenthal said. This year, employees received a wearable activity-tracker.
- Every Tuesday, a “ginormous basket of seasonal, organic fruit” gets delivered to the office,” Rosenthal said. “People love that.”
- In August, the company sold its billionth bottle of Honest Tea, Rosenthal said. So naturally, they celebrated by buying each employee a bicycle. Good ones too, made by Jamis Bicycles. Not all employees wanted one, but Honest Tea shipped out about 50 of them. (Jamis was trying to clear its warehouse, Rosenthal said, so they offered to sell the bikes for about 50 percent off the \$400 sticker price.)

“You can’t be Honest Tea without a wellness program,” Rosenthal said. “It’s threaded throughout the organization; it’s everywhere.”



# Why do you do business in Maryland?



"Maryland is a unique place for business in cybersecurity. Being centrally located between the U.S. Cyber Command, NSA, DISA, the new National Cybersecurity Center of Excellence at NIST, and several leading universities, RedJack appreciates being able to directly learn from and contribute to the state-of-the practice." – Greg Virgin, RedJack, CEO

"KEYW is headquartered in Maryland because it is the best place in the U.S. for a business to be located. We have offices in nine other states but none offer the quality education for all ages, a business friendly state government and access to important federal government agencies. Not to mention, the Chesapeake Bay, the Atlantic Ocean and the mountains of Western Maryland!" - Len Moodispaw, KEYW, Chairman of the Board, CEO & President



"Maryland's three powerful advantages are: Wonderful higher education system generating top notch talent, accessible port, airports and roads and close proximity to most of the USA's population centers." - Drew Greenblatt, Marlin Steel, President & Owner



"Bay Bank is very committed to growing in the greater Baltimore market. We do business here because there is a great opportunity to serve the local market with a local bank. It is great to be part of what is going on in and around the state." - Kevin B. Cashen, Bay Bank, President & CEO



"Medifast is proud to be a Maryland-based company for more than 30 years. Our commitment to health spreads far beyond our customers, into our community and around the globe. Our manufacturing plant and distribution center keeps jobs right here in Maryland, and our Target 100 initiative helps us to reduce waste and our environmental impact. The support from community leaders and members and our proximity to our nation's capital has made Maryland a good home for us." - Michael C. MacDonald, Medifast Inc., Chairman & CEO

"Since its inception in 1970, STX has been proud to headquarter its operations in the epicenter of the sport of lacrosse. Baltimore is truly the birthplace of the modern game, and the sport is an integral part of the region's culture. Maryland is also geographically ideal for all of STX's lines of business, including ice hockey and field hockey." - Ed Saunders, STX, Director of Marketing



"At AirPatrol, we say, 'Location is Everything' as our solutions amplify mobile with location. However, the location of our HQ office is equally important — we needed a space able to meet our premium requirements and Maple Lawn's location in Maryland's rapidly growing cybersecurity and innovative business ecosystem has proven to be a perfect fit." - Cleve Adams, AirPatrol, CEO

"We were in Washington, D.C., since 1942 and just moved our whole operation to Maryland because it's a lot easier to do business here. Most of our customers were here. It's easier for our employees to get to work. And Maryland's Department of Business and Economic Development was very helpful with our move. They got us a grant for training new and existing employees. We're happy to be here." - Gus Pappas, Pete Pappas and Sons Inc., President



"Maryland's top-notch universities make this state a great place to do business. Our institutes of higher learning draw the best and brightest students from across the country, creating a deep talent pool and building a highly educated workforce that our firm enjoys being able to draw from directly." - Mary Beth Norwood, CohnReznick, Co-Managing Partner of the Baltimore office

## Business is booming in Maryland

### New and expanding companies of 2014

#### January 6

Millennial Media in Baltimore city announced a \$28 million investment, expanding their offices from 40,000 square feet to 96,000 square feet. The company will take over the former Field House restaurant, which will be converted to office space.



#### January 13

Fuchs North America Inc. will expand its offices in Carroll County, spending \$16 million on land acquisition and construction.



#### February 11

Frito-Lay Inc. announced a \$60 million investment in Harford County, adding a warehouse to its existing 360,736-square-foot plant.



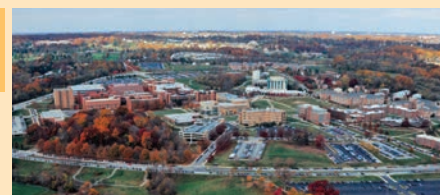
#### April 1

KeyW Corp. announced a \$31.5 million plan for a 10-year lease for an advanced cyber research and training center near its headquarters in Anne Arundel County.



#### May 12

The University of Maryland, Baltimore County announced plans to build a new events and convocation center to open during the 2017-18 school year — estimated to cost about \$85 million.



#### June 27

Plans for a \$2 million expansion of Clipper City Brewing Co. call for building changes and new equipment installation.



#### September 19

Sephora opened a state-of-the-art distribution center in Harford County. The 655,000-square-foot facility is the largest to serve Sephora Americas.



#### Coming in 2015

Plans for the nearly \$1 billion MGM National Harbor project in Prince George's County are progressing.

Amazon will open a facility in southeast Baltimore city, bringing 1,000 jobs.

Pandora will move its headquarters — and 250 employees — to Baltimore city from Columbia by early 2015.



Maryland is home to dozens of new and expanding businesses in 2014. Here are a few of the highlights and a look ahead into 2015:



## Make your Mark in Bowie

Bowie is one of the largest cities in Maryland. Bowie is also an excellent location, easily accessed from Washington D.C., Annapolis and Baltimore. Bowie's proximity to these major cities brings business and workforce into the area via Routes 3, 50 and 301. Bowie has more than 90 restaurants, 200 shops, and a dozen recreation opportunities. With this winning combination of location, access and amenities your business is certain to grow and succeed.

For more information on locating your business in Bowie, contact your commercial real estate broker or:

**John Henry King, *Economic Development Director, City of Bowie, Maryland***

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# Maryland

## POPULATION

2010 Census	5,773,552
2015 Projection	6,010,150
2020 Projection	6,224,550

## INCOME

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

## LABOR AVAILABILITY

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

## EDUCATIONAL ATTAINMENT

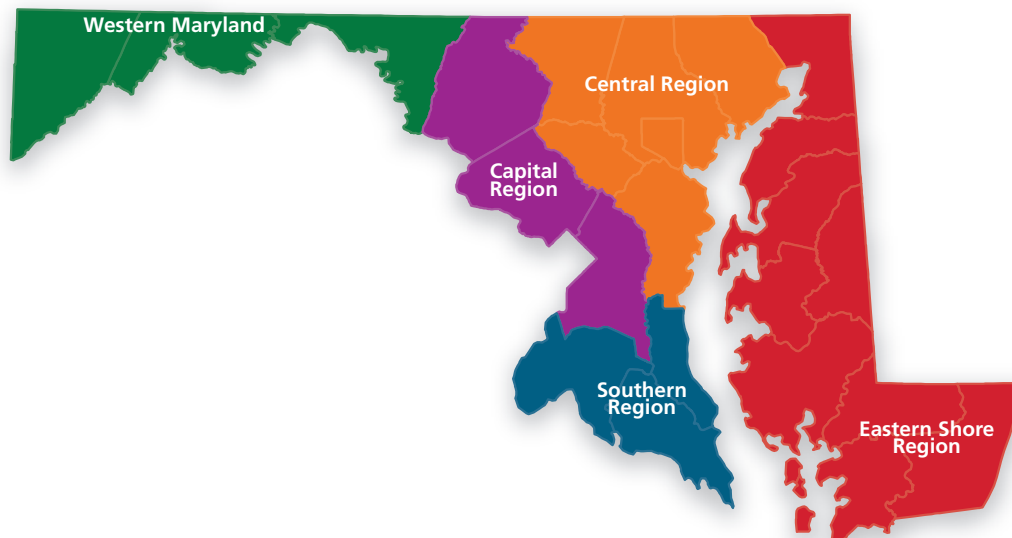
(ages 25 and older)	
High school graduate or higher	89.1%
Bachelor's degree or higher	36.9%

## MAJOR EMPLOYERS

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

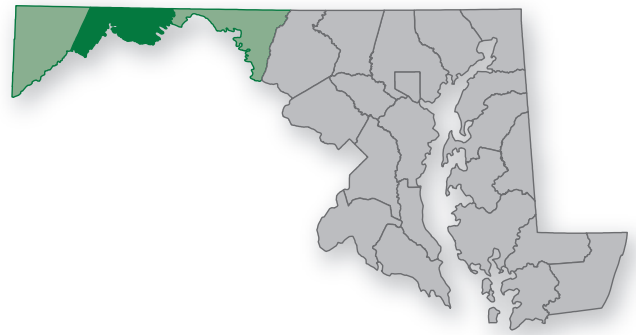
Walter Reed National Military Medical Center  
Naval Air Station Patuxent River  
Northrop Grumman  
Marriott International  
Verizon Maryland  
Lockheed Martin  
Constellation/BGE  
Target  
Home Depot  
LifeBridge Health  
United Parcel Service (UPS)  
Booz Allen Hamilton  
Exelon

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



# Allegany

COUNTY



## POPULATION

2010 Census	75,087
2020 Projection	75,150

## INCOME

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

## LABOR AVAILABILITY

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

## EDUCATIONAL ATTAINMENT

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

## COLLEGES AND UNIVERSITIES

Allegany College of Maryland

Frostburg State University

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

Allegany Business Center @ FSU  
North Branch Industrial Park  
Riverside Industrial Park  
Westernport Industrial Park

Barton Business Park  
Commerce Center Park  
Upper Potomac Industrial Park  
Frostburg Business Park

## MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Western Maryland Health System .....	2,200	Medical services
Frostburg State University .....	939	Higher education
CSX Transportation .....	900	Railroad
NewPage .....	820	Pulp and paper products
Hunter Douglas Northeast .....	815	Window blinds
Allegany College of Maryland .....	714	Higher education
ACS .....	570	Telecommunications
Wal-Mart .....	500	Consumer goods
Rocky Gap Casino .....	500	Casino/gaming
American Woodmark .....	474	Manufacturing
The Active Network .....	430	Telecommunications
Giant Food Stores/MARTIN'S Food Markets .....	300	Groceries

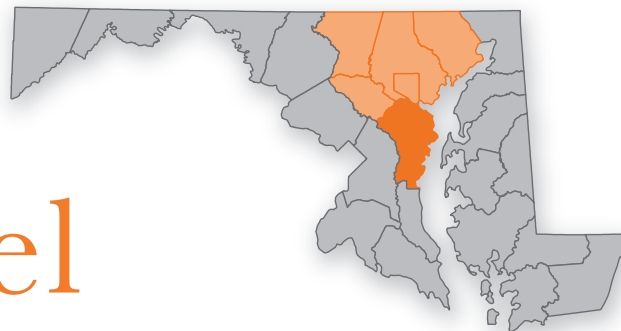
Note: Excludes post offices, state and local governments; includes public higher education institutions.

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

## ECONOMIC DEVELOPMENT CONTACT

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

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



# Anne Arundel

## COUNTY

### POPULATION

2010 Census	537,656
2020 Projection	580,000

### INCOME

Per capita personal income	\$60,064
Median household	\$87,360
Average household	\$107,559

### LABOR AVAILABILITY

Total civilian labor force	306,347
Employment	289,879
Unemployment	16,468
Unemployment rate	5.4%

### EDUCATIONAL ATTAINMENT

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

### COLLEGES AND UNIVERSITIES

Anne Arundel Community College  
St. John's College  
U.S. Naval Academy

Anne Arundel Community College at Arundel Mills –  
Regional Higher Education Center

### SELECT BUSINESS AND CORPORATE OFFICE PARKS

Annapolis Corporate Business Park  
Annapolis Junction Business Park  
Arundel Overlook  
BWI Technology Park  
Business Park at Arundel Preserve  
Corporate Center at Arundel Preserve  
Defense Highway Business Center  
Station Ridge

Fort Meade Technology Center  
Marley Neck Industrial Park  
National Business Park  
Odenton Town Center Office  
Park Preston Gateway Corporate Park  
Village at Waugh Chapel South  
Independence Park at Odenton Town Center

### MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Fort George G. Meade * (1)	50,034	Military installation
Northrop Grumman	6,900	Electronic surveillance products
Anne Arundel Health System	4,000	Medical services
Southwest Airlines	3,200	Airline
Maryland Live! Casino	3,000	Casino
University of Maryland Baltimore Washington Medical Center	2,901	Medical services
U.S. Naval Academy/Naval Support Activity*	2,340	Higher education
Booz Allen Hamilton	2,190	Strategy management and technical services
Wal-Mart/Sam's Club	2,106	Consumer goods
Anne Arundel Community College	2,056	Higher Education
Allegis Group	1,500	Global staffing firm
CSC	1,229	IT services

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

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

(1) Includes employees of National Security Agency

### ECONOMIC DEVELOPMENT CONTACT

Anne Arundel Economic Development Corp.  
2660 Riva Road, Suite 200  
Annapolis, MD 21401  
410-222-7410  
[www.aedc.org](http://www.aedc.org)

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



# Carroll County

ECONOMIC DEVELOPMENT

410-386-2070

[www.carrollbiz.org](http://www.carrollbiz.org) ❖ @CarrollEconDev  
[info@carrollbiz.org](mailto:info@carrollbiz.org)

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Carroll County, Maryland



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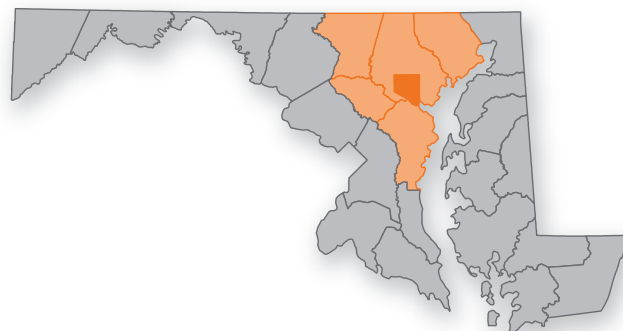


- Prime air, port, rail, and I-95 access, between Baltimore and Philadelphia
- Home to world-class leaders W.L. Gore, ATK, and Terumo Medical
- Developable land and build-to suit options
- 8 business parks located in state-designated Enterprise Zone
- Fast-track permitting, loans, and financial incentives
- Tax-exempt financing for manufacturers
- Strong, regional partnerships provide support and guidance to additive manufacturers with the newly created Northeast Maryland Additive Manufacturing Innovation Authority (NMAMIA)



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



# Baltimore

## CITY

### POPULATION

2010 Census	620,961
2020 Projection	634,100

### INCOME

Per capita income	\$26,159
Average household	\$62,494
Median household	\$42,466

### LABOR AVAILABILITY

Total civilian labor force	275,689
Employment	253,102
Unemployment	22,587
Unemployment rate	8.2%

MD Department of Labor, Licensing and Regulation as of Sept. 2014

### EDUCATIONAL ATTAINMENT

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

Census 2013

### COLLEGES AND UNIVERSITIES

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

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

### MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Johns Hopkins University .....	21,550 .....	Higher education
Johns Hopkins Hospital & Health System (1) .....	18,520 .....	Medical services
University of Maryland Medical System (3) .....	9,830 .....	Medical services
University System of Maryland (2) .....	9,476 .....	Higher education
MedStar Health (4) .....	6,479 .....	Medical services
LifeBridge Health (5) .....	5,026 .....	Medical services
Mercy Health Services .....	3,992 .....	Medical services
St. Agnes HealthCare .....	3,259 .....	Medical services
Exelon .....	2,946 .....	HQ/energy products and services
Kennedy Krieger Institute .....	2,200 .....	Health services for the disabled

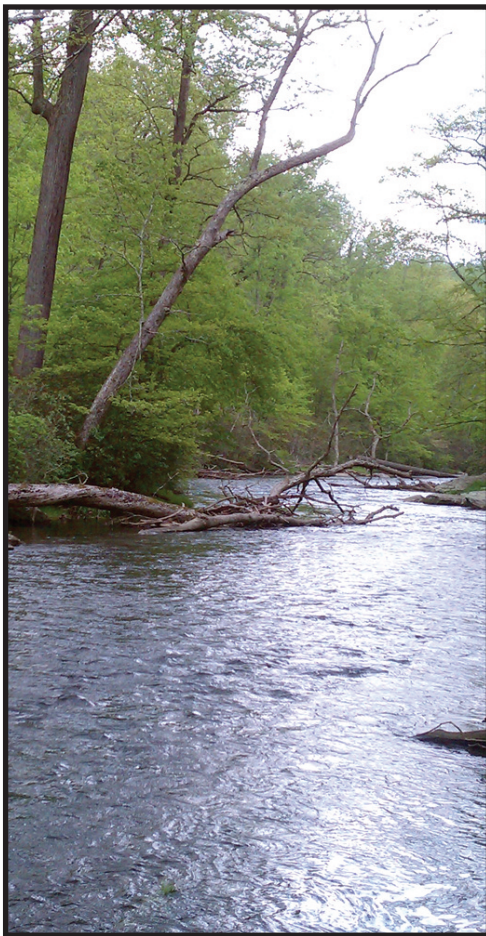
Note: Excludes post offices, state and local governments; includes public higher education institutions.

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

### ECONOMIC DEVELOPMENT CONTACT

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

SOURCES: Baltimore Development Corp.; Maryland Department of Business and Economic Development. U.S. Census Bureau.



## BALTIMORE COUNTY, MARYLAND



**5** major colleges & universities

**5** major medical institutions

**22** years since the last  
income tax increase

**26** years since the last  
property tax increase

**Largest job  
center in  
the region**

**Three AAA  
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Baltimore County Department of Economic and Workforce Development  
400 Washington Avenue, Suite 100 | Towson, Maryland 21204 | 410-887-8000  
businesshelp@baltimorecountymd.gov | [www.baltimorecountymd.gov](http://www.baltimorecountymd.gov)

Baltimore County Executive Kevin Kamenetz and the Baltimore County Council



## GREATER BALTIMORE COMMITTEE

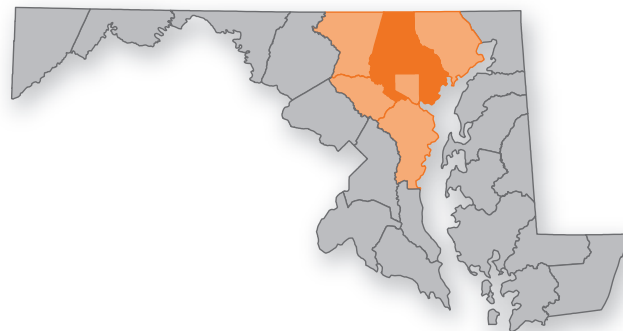
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[www.gbc.org](http://www.gbc.org)

Executives in Central Maryland join one organization to build business relationships, connect to corporate, civic, and political leaders, and to stay informed about business climate issues...the Greater Baltimore Committee.

**To join:** Liz Pettengill  
410-727-2820  
[lisbethp@gbc.org](mailto:lisbethp@gbc.org)





# Baltimore

## COUNTY

### POPULATION

2010 Census	805,029
2020 Projection	847,000

### INCOME

Per capita income	\$48,912
Average Household	\$85,119
Median Household	\$64,306

### LABOR AVAILABILITY

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

### EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	88.5%
Bachelor's degree or higher	36.3%

### 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

### SELECT BUSINESS AND CORPORATE OFFICE PARKS

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

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

### MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
U.S. Social Security Administration	12,751	HQ/income security program
University System of Maryland (1)	5,172	Higher education
Greater Baltimore Medical Center (GBMC)	3,695	Medical services
Wal-Mart/Sam's Club	3,400	Consumer goods
Medstar Franklin Square Medical Center	3,000	Medical services
Centers for Medicare and Medicaid Systems	3,224	HQ/medical insurance program
T. Rowe Price Group	2,835	Financial services
Community College of Baltimore County	2,723	Higher education

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

(1) Includes UMBC and Towson University.

### ECONOMIC DEVELOPMENT CONTACT

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

SOURCES: Baltimore County Department of Economic & Workforce Development; Maryland Department of Business and Economic Development. Maryland Department of Planning.

# Calvert COUNTY



## POPULATION

2010 Census	88,737
2020 Projection	95,600

## INCOME

Per capita income	\$37,648
Average household	\$106,863
Median household	\$92,517

## LABOR AVAILABILITY

Total civilian labor force	47,951
Employment	45,237
Unemployment	2,714
Unemployment rate	5.7%

## EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	92.1%
Bachelor's degree or higher	29.7%

## COLLEGES AND UNIVERSITIES

College of Southern Maryland

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

Calvert County Industrial Park  
Dunkirk Business Center  
Patuxent Business Park

Calvert-Arundel Business Park  
North Calvert Industrial Park

## MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Calvert Memorial Hospital .....	1,200 .....	Medical services
Exelon/Calvert Cliffs Nuclear Power Plant .....	900 .....	Nuclear power generation
Wal-Mart .....	455 .....	Consumer goods
Giant Food .....	356 .....	Groceries
Safeway .....	340 .....	Groceries
Navy Recreation Center * .....	289 .....	Military recreation facility
Chesapeake Beach Resort & Spa .....	260 .....	Hotel, spa and restaurants
Asbury Solomons Island .....	250 .....	Nursing care
Arc of Southern Maryland .....	186 .....	Medical and social services
McDonald's .....	180 .....	Restaurants
DirectMail.com .....	180 .....	Fulfillment services
Calvert County Nursing Center .....	179 .....	Nursing care

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

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

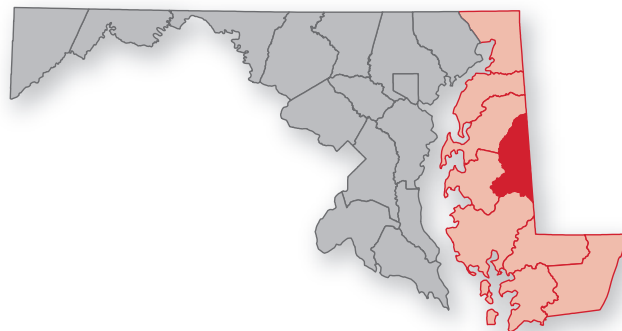
## ECONOMIC DEVELOPMENT CONTACT

Calvert County Department of Economic Development  
Calvert County Courthouse  
Prince Frederick, MD 20678  
410-535-4583  
www.ecalvert.com  
Linda Vassallo, Director

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

# Caroline

## COUNTY



### POPULATION

2010 Census	33,066
2020 Projection	36,050

### INCOME

Per capita personal income	\$24,665
Average household	\$68,002
Median household	\$58,006

### LABOR AVAILABILITY

Total civilian labor force	16,933
Employment	15,668
Unemployment	1,265
Unemployment rate	7.5%

### EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	82.3%
Bachelor's degree or higher	13.9%

### COLLEGES AND UNIVERSITIES

Chesapeake College

### SELECT BUSINESS AND CORPORATE OFFICE PARKS

Caroline Industrial Park  
Denton Industrial Park  
Greensboro Industrial Park  
Frank M. Adams Industrial Park

Caroline Industrial Technology Park  
Federalsburg Industrial Park  
Mid-Shore Technology Park

### MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Solo Cup	575	Paper/plastic cups
Benedictine School for Exceptional Children	400	Private school for special education
Choptank Transport	145	Freight management
Tri-Gas & Oil	160	Appliances, metered gas, fuel oil
H&M Bay	135	Refrigerated trucking
Burris Retail Logistics	130	Refrigerated trucking
M&M Refrigeration	103	Cooling equipment
Caroline Nursing Home	105	Medical services
Caroline Center	100	Services for the disabled
Choptank Community Health System	100	Medical services
Food Lion	100	Groceries
Medifast	100	Dietary health products
Choptank Electric Cooperative	99	Electric utility cooperative
Hanover Foods	99	Processed vegetables distribution

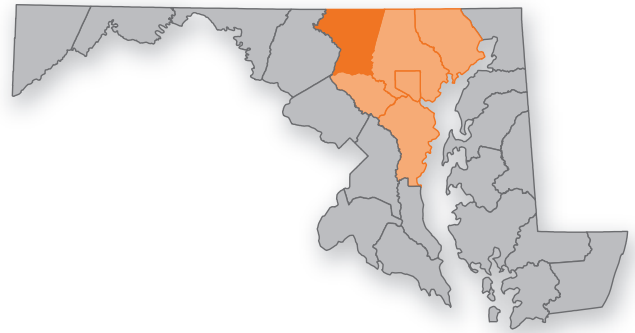
Note: Excludes post offices, state and local governments; includes public higher education institutions.

### ECONOMIC DEVELOPMENT CONTACT

Caroline Economic Development Corp.  
317 Carter Ave., Suite 107  
Denton, MD 21629  
410-479-4188  
www.carolinebusiness.com  
Angela Visintainer, Director

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

# Carroll COUNTY



## POPULATION

2010 Census	167,134
2020 Projection	183,600

## INCOME

Per capita income	\$37,017
Average household	\$96,309
Median household	\$84,117

## LABOR AVAILABILITY

Total civilian labor force	94,500
Employment	89,547
Unemployment	4,953
Unemployment rate	5.2%

## EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	92%
Bachelor's degree or higher	32.5%

## COLLEGES AND UNIVERSITIES

Carroll Community College

McDaniel College

## SELECT BUSINESS PARKS

Carroll County Air Business Center  
North Carroll Business Park  
Taneytown Industrial Park  
West Branch Trade Center

Carroll County Commerce Center  
Liberty Exchange  
Warfield Corporate Center  
Westminster Technology Park

## MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Carroll Hospital Center	1,997	Medical services
Penguin Random House	753	Book warehousing and distribution
EMA	700	Nursing care
Jos. A. Bank Clothiers	663	HQ/men's clothing
McDaniel College	621	Higher education
Wal-Mart	600	Consumer goods
Carroll Community College	509	Higher education
Weis Markets	499	Groceries
EVAPCO	440	Cooling equipment
Carroll Lutheran Village	425	Nursing care
Northrop Grumman	400	Industrial equipment

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

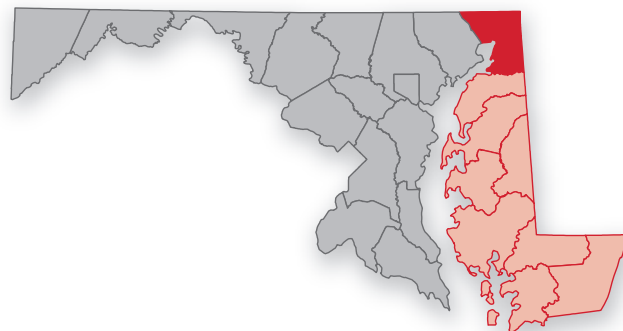
## ECONOMIC DEVELOPMENT CONTACT

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

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

# Cecil

## COUNTY



### POPULATION

2010 Census	101,109
2020 Projection	108,600

### INCOME

Per capita income	\$29,025
Average household	\$78,949
Median household	\$62,443

### LABOR AVAILABILITY

Total civilian labor force	50,604
Employment	47,949
Unemployment	2,655
Unemployment rate	5.2%

### EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	86.9%
Bachelor's degree or higher	21.3%

### COLLEGES AND UNIVERSITIES

Cecil College

### SELECT BUSINESS AND CORPORATE OFFICE PARKS

Bainbridge Business Park  
Principio Industrial Park  
Upper Chesapeake Corporate Center  
Vantage Point  
Peninsula Industrial Park  
Perryville Industrial Park

North East Commerce Center  
Triumph Industrial Park  
Broadlands Industrial Park  
Cecil Technology Campus  
Elkton Business Center

### MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
W. L. Gore & Associates	2,387	GORE-TEX® medical products/R&D
Perry Point VA Medical Center *	1,500	Medical services
Union Hospital/Affinity Health System	1,236	Medical services
IKEA	540	Home furnishings distribution
Cecil College	521	Higher education
Wal-Mart	500	Consumer goods
ATK	464	Propellants, rocket motors
Penn National Gaming (Hollywood Casino)	405	Casino gaming
Terumo Medical Products	342	Medical products/R&D
Terumo Cardiovascular Systems	297	Medical products/R&D
Burris Logistics	250	Refrigerated trucking

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

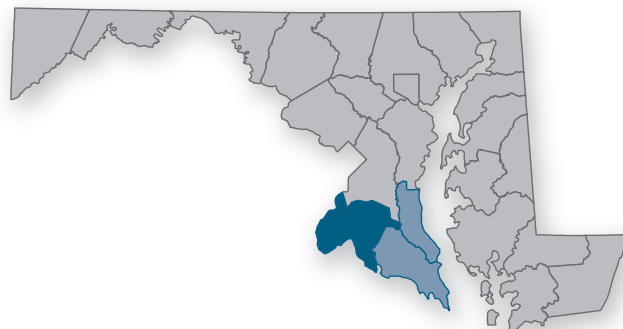
\* Employee counts for federal and military facilities exclude contractors.

### ECONOMIC DEVELOPMENT CONTACT

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

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

# Charles COUNTY



## POPULATION

2010 Census	146,551
2020 Projection	174,350

## INCOME

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

## LABOR AVAILABILITY

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

## EDUCATIONAL ATTAINMENT

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

## COLLEGES AND UNIVERSITIES

College of Southern Maryland

Waldorf Center for Higher Education

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

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

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

## MAJOR EMPLOYERS

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

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

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

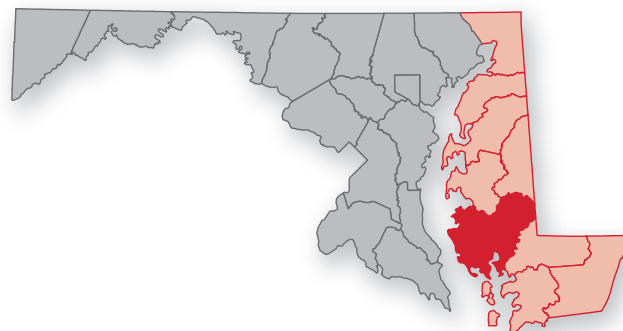
## ECONOMIC DEVELOPMENT CONTACT

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

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

# Dorchester

## C O U N T Y



### POPULATION

2010 Census	32,618
2020 Projection	34,800

### INCOME

Per capita income	\$25,463
Median household	\$42,885
Average household	\$58,846

### LABOR AVAILABILITY

Total civilian labor force	16,401
Employment	14,803
Unemployment	1,598
Unemployment rate	9.7%

### EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	82.4%
Bachelor's degree or higher	19.6%

### COLLEGES AND UNIVERSITIES

Chesapeake College

### SELECT BUSINESS AND CORPORATE OFFICE PARKS

Chesapeake Industrial Park

Dorchester Regional Technology Park

### MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Amick Farms .....	800 .....	Poultry processing
University of Maryland Shore Medical Center at Dorchester .....	385 .....	Medical services
Hyatt Regency Chesapeake Bay Golf Resort .....	365 .....	Resort, golf and conference center
Wal-Mart .....	250 .....	Consumer goods
Delmarva Community Services .....	249 .....	Vocational and day habilitation services
Cambridge International .....	225 .....	Conveyor belts
Signature Health Care at Mallard Bay.....	175 .....	Nursing care
Adventist Behavioral Health System Eastern Shore .....	150 .....	Medical services
Bloch & Guggenheimer .....	112 .....	Pickle processing
Genesis Healthcare/Chesapeake Woods Center .....	100.....	Nursing care

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

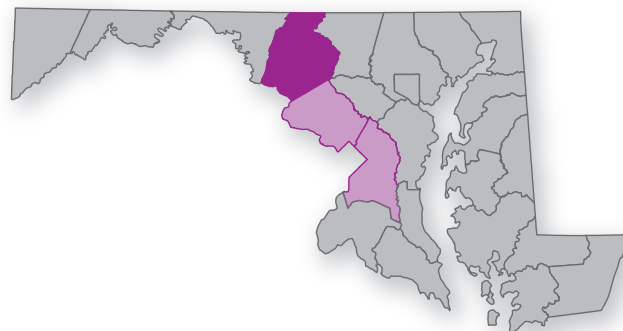
### ECONOMIC DEVELOPMENT CONTACT

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

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

# Frederick

## C O U N T Y



### POPULATION

2010 Census	233,385
2020 Projection	265,650

### INCOME

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

### LABOR AVAILABILITY

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

### EDUCATIONAL ATTAINMENT

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

### COLLEGES AND UNIVERSITIES

Frederick Community College  
Mount St. Mary's University

Hood College

### SELECT BUSINESS AND CORPORATE OFFICE PARKS

270 Technology Park  
Century Center  
Center at Monacacy  
Frederick Airport Park  
Jefferson Technology Park  
Omega Center  
Riverside Technology Park  
Urbana Office & Research Center  
Westview Corporate Campus  
Riverside Corporate Park

Ballenger Creek Center  
Frederick Innovative Technology Center @ Monacacy  
Westview South  
Intercoastal Industrial Center  
Knowledge Farms Technology Center  
Riverside Industrial Park  
Stanford Industrial Park  
Wedgewood Business Park  
Riverside Research Park

### MAJOR EMPLOYERS

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

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

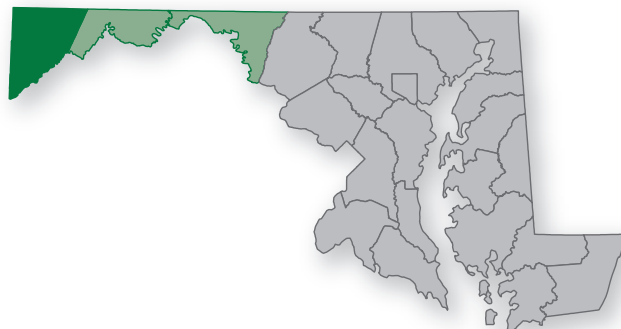
\* Employee counts for federal and military facilities exclude contractors.

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

### ECONOMIC DEVELOPMENT CONTACT

Frederick County Business Development and Retention Department  
12 E. Church St.  
Frederick, MD 21701  
301-600-1058  
[www.discoverfrederickmd.com](http://www.discoverfrederickmd.com)  
Helen Prophet, Manager

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



# Garrett

## COUNTY

### POPULATION

2010 Census	30,097
2020 Projection	30,600

### INCOME

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

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

### LABOR AVAILABILITY

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

Source: MD DLLR, LAUS, Annual Avg. thru Sept. 2014

### EDUCATIONAL ATTAINMENT

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

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

### COLLEGES AND UNIVERSITIES

Career Technology & Training Center

Garrett College

### SELECT BUSINESS AND CORPORATE OFFICE PARKS

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

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

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

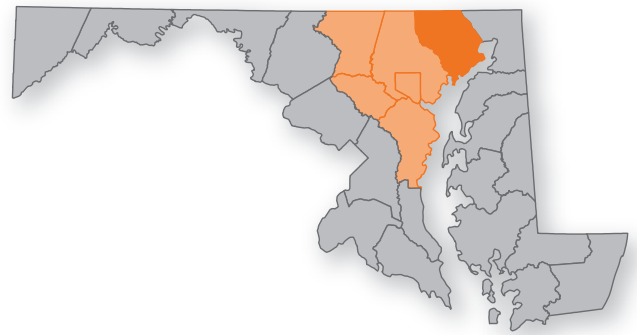
### ECONOMIC DEVELOPMENT CONTACT

Garrett County Office of Economic Development  
203 S. Fourth St., Courthouse Room 208  
Oakland, MD 21550  
301-334-1921  
www.gcedonline.com  
Frank Shap, Assistant Director

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

# Harford

## COUNTY



### POPULATION

2010 Census	244,820
2020 Projection	258,650

### INCOME

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

### LABOR AVAILABILITY

Total civilian labor force	139,206
Employment	131,008
Unemployment	8,198
Unemployment rate	5.9%

### EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	92.2%
Bachelor's degree or higher	32.1%

### COLLEGES AND UNIVERSITIES

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

### SELECT BUSINESS AND CORPORATE OFFICE PARKS

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

### MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Aberdeen Proving Ground (APG) *	16,221	Military installation/R&D
Upper Chesapeake Health System	3,129	Medical services
Rite Aid Mid-Atlantic Customer Support Center	1,167	Pharmaceuticals & health-related consumer goods distribution
Kohl's Distribution Center	1,165	E-commerce distribution
Harford Community College	1,029	Higher education
Klein's ShopRite of MD	1,000	Groceries
Wal-Mart	900	Consumer goods
Jacobs Technology	865	Laboratory analysis
Home Depot	500	Home improvement products
Target	500	Consumer goods
Wegmans	499	Groceries
BSC America	475	Major vehicle auction
American Infrastructure	445	Highway, street & bridge construction
Booz Allen Hamilton	430	Government support
CSC	410	Engineering services

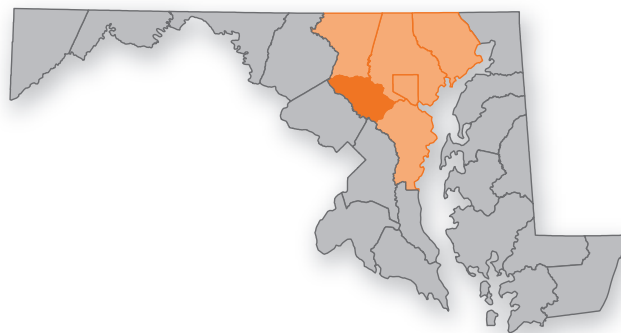
Note: Excludes post offices, state and local governments; includes public higher education institutions.

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

### ECONOMIC DEVELOPMENT CONTACT

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

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



# Howard

## COUNTY

### POPULATION

2010 Census	287,085
2020 Projection	332,250

### INCOME

Per capita income	\$46,940
Median household	\$106,222
Average household	\$128,482

### LABOR AVAILABILITY

Total civilian labor force	176,662
Employment	167,962
Unemployment	8,700
Unemployment rate	4.9%

### EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	95.1%
Bachelor's degree or higher	59.7%

### COLLEGES AND UNIVERSITIES

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

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

### SELECT BUSINESS AND CORPORATE OFFICE PARKS

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

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

### MAJOR EMPLOYERS

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

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

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

### ECONOMIC DEVELOPMENT CONTACT

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

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



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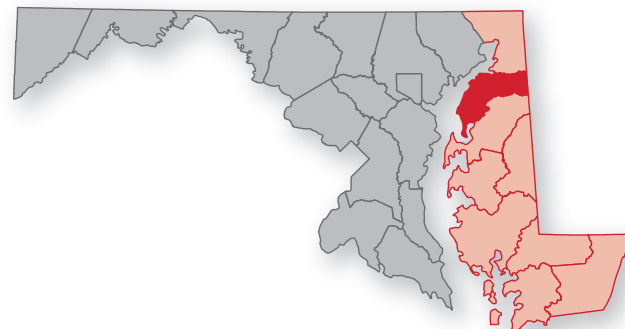
**Harford** Maryland  
County  
Economic Development

[www.harfordbusiness.org](http://www.harfordbusiness.org)  
1.888.195.SITE

Barry Glassman, Harford County Executive  
Karen Holt, Director, Economic Development

# Kent

## COUNTY



### POPULATION

2010 Census	20,197
2020 Projection	21,400

### INCOME

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

### LABOR AVAILABILITY

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

### EDUCATIONAL ATTAINMENT

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

### COLLEGES AND UNIVERSITIES

Chesapeake College

Washington College

### SELECT BUSINESS AND CORPORATE OFFICE PARKS

Chestertown Business Park  
Interstate 301 Industrial Area

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

### MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Washington College .....	723 .....	Higher education
Shore Medical Center at Chestertown .....	547 .....	Medical services
Dixon Valve & Coupling .....	375 .....	Valves and couplings
Angelica Nurseries .....	230 .....	Nursery
Heron Point of Chestertown .....	191 .....	Nursing care
LaMotte .....	166 .....	Chemical testing equipment
David A. Bramble .....	164 .....	Asphalt paving, road construction
Gillespie & Son .....	97 .....	Concrete products
Chestertown Nursing & Rehabilitation .....	90 .....	Nursing care

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

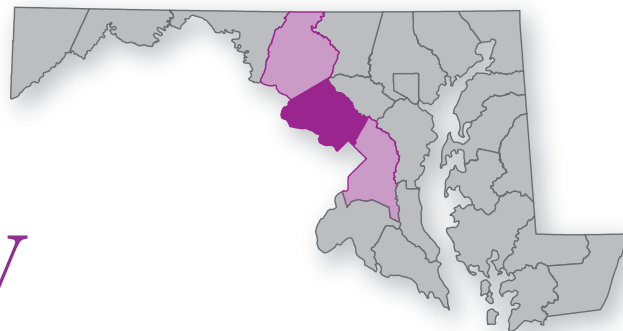
### ECONOMIC DEVELOPMENT CONTACT

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

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

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

# Montgomery COUNTY



## POPULATION

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

## INCOME

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

## LABOR AVAILABILITY

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

## EDUCATIONAL ATTAINMENT

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

## COLLEGES AND UNIVERSITIES

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

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

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

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

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

## MAJOR EMPLOYERS

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

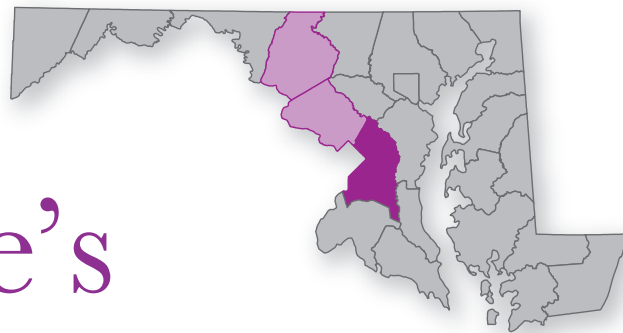
Note: Excludes post offices, state and local governments; includes public higher education institutions.

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

## ECONOMIC DEVELOPMENT CONTACT

Montgomery County Department  
of Economic Development  
111 Rockville Pike, Suite 800  
Rockville, MD 20850  
240-777-2000  
[choosemontgomerycountymd.com](http://choosemontgomerycountymd.com)

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

## C O U N T Y

### POPULATION

2010 Census	863,420
2020 Projection	914,500

### INCOME

Per capita income	\$31,892
Median household	\$72,254
Average household	\$87,552

### LABOR AVAILABILITY

Total civilian labor force	471,672
Employment	439,3667
Unemployment	32,306
Unemployment rate	6.8%

### EDUCATIONAL ATTAINMENT

(ages 25 and older)	
High school graduate or higher	87.7%
Bachelor's degree or higher	29.8%

### COLLEGES AND UNIVERSITIES

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

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

### SELECT BUSINESS AND CORPORATE OFFICE PARKS

Konterra Business Campus  
 Steeplechase  
 Willowbrook Business Center  
 Bowie Business Innovation

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

### MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
University System of Maryland (1)	17,905	Higher education
Joint Base Andrews Naval Air Facility Washington*	13,500	Military installation
U.S. Internal Revenue Service *	5,539	Revenue collection and data processing
U.S. Census Bureau *	4,414	Demographic research & analysis
United Parcel Service (UPS)	4,220	Mail and package delivery services
NASA — Goddard Space Flight Center *	3,397	Space research
Giant Food	3,000	Groceries
Verizon	2,738	Telecommunications
Prince George's Community College	2,638	Higher education
Dimensions Healthcare System	2,500	Medical services

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

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

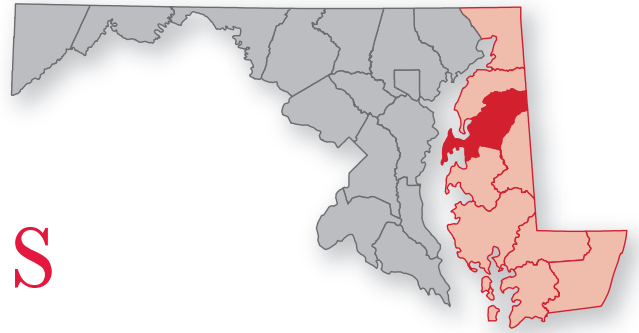
\* Employee counts for federal and military facilities exclude contractors.

### ECONOMIC DEVELOPMENT CONTACT

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

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

# Queen Anne's COUNTY



## POPULATION

2010 Census	47,798
2020 Projection	53,600

## INCOME

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

## LABOR AVAILABILITY

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

## EDUCATIONAL ATTAINMENT

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

## COLLEGES AND UNIVERSITIES

Chesapeake College	Washington College
Chesapeake College Higher Education Center	

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

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

## MAJOR EMPLOYERS

Employer	Number Employed	Product/Service
Chesapeake College	508	Higher education
S.E.W. Friel (1)	275	Canned food processing
Paul Reed Smith Guitars	249	Custom guitars
Reeb Millwork	180	Doors and windows
River Plantation (1)	175	Resort, recreation and conference center
Cracker Barrel Old Country Store	170	Restaurant
Fisherman's Inn	135	Restaurant
Genesis HealthCare, Corsica Hills Center	134	Nursing care
Federal Resources Supply	114	HQ/first response hazard/products and training

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

(1) Includes seasonal workers

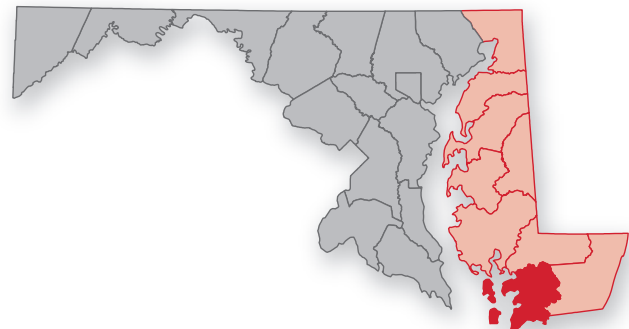
## ECONOMIC DEVELOPMENT CONTACT

Queen Anne's County Economic Development and Tourism  
425 Piney Narrows Road  
Chester, MD 21619  
410-604-2100  
[www.choosequeenannes.com](http://www.choosequeenannes.com)  
Faith Elliott-Rossing, AICP, Director

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

# Somerset

C O U N T Y



## POPULATION

2010 Census	26,470
2020 Projection	27,750

## INCOME

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

## LABOR AVAILABILITY

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

## EDUCATIONAL ATTAINMENT

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

## COLLEGES AND UNIVERSITIES

University of Maryland Eastern Shore

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

Chase Plaza Business Park	Crisfield Industrial Park
Princess Anne Industrial Park	

## MAJOR EMPLOYERS

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

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

## ECONOMIC DEVELOPMENT CONTACT

Somerset County Economic Development Commission  
 11916 Somerset Ave., Suite 202  
 Princess Anne, MD 21853  
 410-651-0500  
[www.somersetcountyedc.org](http://www.somersetcountyedc.org)  
 Daniel K. Thompson, Executive Director

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

# Saint Mary's COUNTY



## POPULATION

2010 Census	105,151
2020 Projection	125,150

## INCOME

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

## LABOR AVAILABILITY

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

## EDUCATIONAL ATTAINMENT

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

## COLLEGES AND UNIVERSITIES

College of Southern Maryland  
Southern Maryland Higher Education Center

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

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

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

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

## MAJOR EMPLOYERS

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

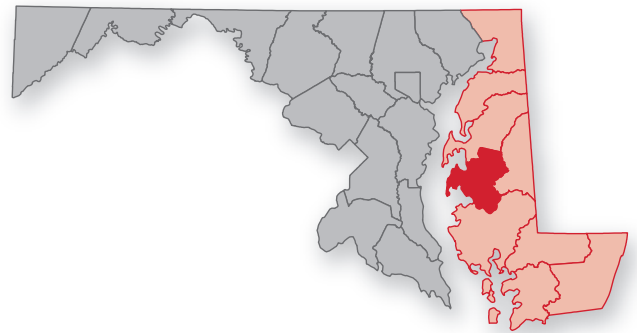
Note: Excludes post offices, state and local governments; includes public higher education institutions.

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

## ECONOMIC DEVELOPMENT CONTACT

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



# Talbot

COUNTY

## POPULATION

2010 Census	37,782
2020 Projection	40,850

## INCOME

Per capita income	\$36,482
Median household	\$59,307
Average household	\$84,852

## LABOR AVAILABILITY

Total civilian labor force	18,714
Employment	17,435
Unemployment	1,279
Unemployment rate	6.8%

## EDUCATIONAL ATTAINMENT

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

## COLLEGES AND UNIVERSITIES

Chesapeake College

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

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

## MAJOR EMPLOYERS

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

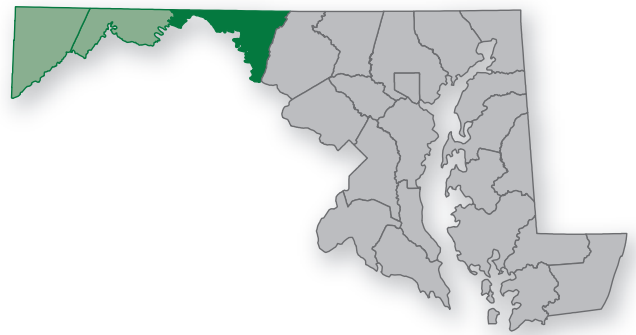
Note: Excludes post offices, state and local governments; includes public higher education institutions.

## ECONOMIC DEVELOPMENT CONTACT

Talbot County Office of Economic Development  
28712 Glebe Road, Suite 5  
Easton, MD 21601  
410-770-8058  
[www.talbotcountymd.gov](http://www.talbotcountymd.gov)  
Paige R. Bethke, Director

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

# Washington COUNTY



## POPULATION

2010 Census	147,430
2020 Projection	160,100

## INCOME

Per capita income	\$26,093
Median household	\$54,239
Average household	\$67,874

## LABOR AVAILABILITY

Total civilian labor force	70,780
Employment	65,704
Unemployment	5,263
Unemployment rate	8%

## EDUCATIONAL ATTAINMENT

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

## COLLEGES AND UNIVERSITIES

Hagerstown Community College  
University of Maryland at Hagerstown

Kaplan University - Hagerstown

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

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

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

## MAJOR EMPLOYERS

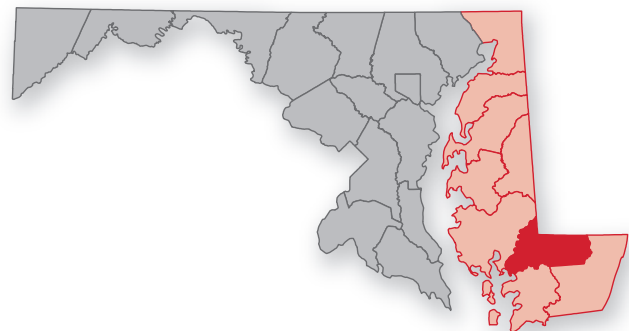
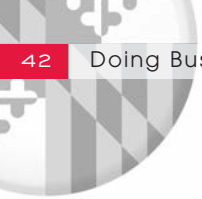
Employer	Number Employed	Product/Service
Meritus Health Inc. ....	2,730	Medical services
Citi .....	2,700	Credit card processing
First Data .....	2,322	Credit card processing
Volvo Group .....	1,350	Diesel engines and transmissions
The Bowman Group LLC .....	755	Hotels management
Hagerstown Community College .....	586	Higher education
FedEx Ground .....	648	Mail and package delivery services
Staples .....	597	Office supplies distribution & retailing
Merkle Response .....	520	Aircraft maintenance

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

## ECONOMIC DEVELOPMENT CONTACT

Washington County Department of Business Development  
100 W. Washington St., Room 103  
Hagerstown, MD 21740  
240-313-2280  
[www.hagerstownedc.org](http://www.hagerstownedc.org)  
Kassle Lewis, Director of Business Development

SOURCES: Washington County Department of Business Development; Maryland Department of Business and Economic Development.



# Wicomico

C O U N T Y

## POPULATION

2010 Census	98,733
2020 Projection	109,200

## INCOME

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

## LABOR AVAILABILITY

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

## EDUCATIONAL ATTAINMENT

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

## COLLEGES AND UNIVERSITIES

Salisbury University

Wor-Wic Community College

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

Air Business Center  
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 .....	1,684 .....	Higher education
Perdue Farms .....	1,600 .....	HQ/poultry processing
Labinal Salisbury .....	825 .....	Electronics assembly
Wal-Mart/Sam's Club .....	750 .....	Consumer goods
K&L Microwave .....	400 .....	Electronics assembly
Genesis Salisbury Rehab. ....	340 .....	Nursing care
Delmarva Power .....	300 .....	Energy products & services
Jubilant cadista Pharma .....	275 .....	Generic pharmaceuticals
Dave Pointe .....	250 .....	Services for the disabled
SHORE UP! .....	250 .....	Community development & social services
BBSI .....	249 .....	Staffing services
Boscov's .....	249 .....	Consumer goods
Pepsi-Cola Bottling .....	249 .....	Beverages

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

## ECONOMIC DEVELOPMENT CONTACT

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

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

## A Port Working For You

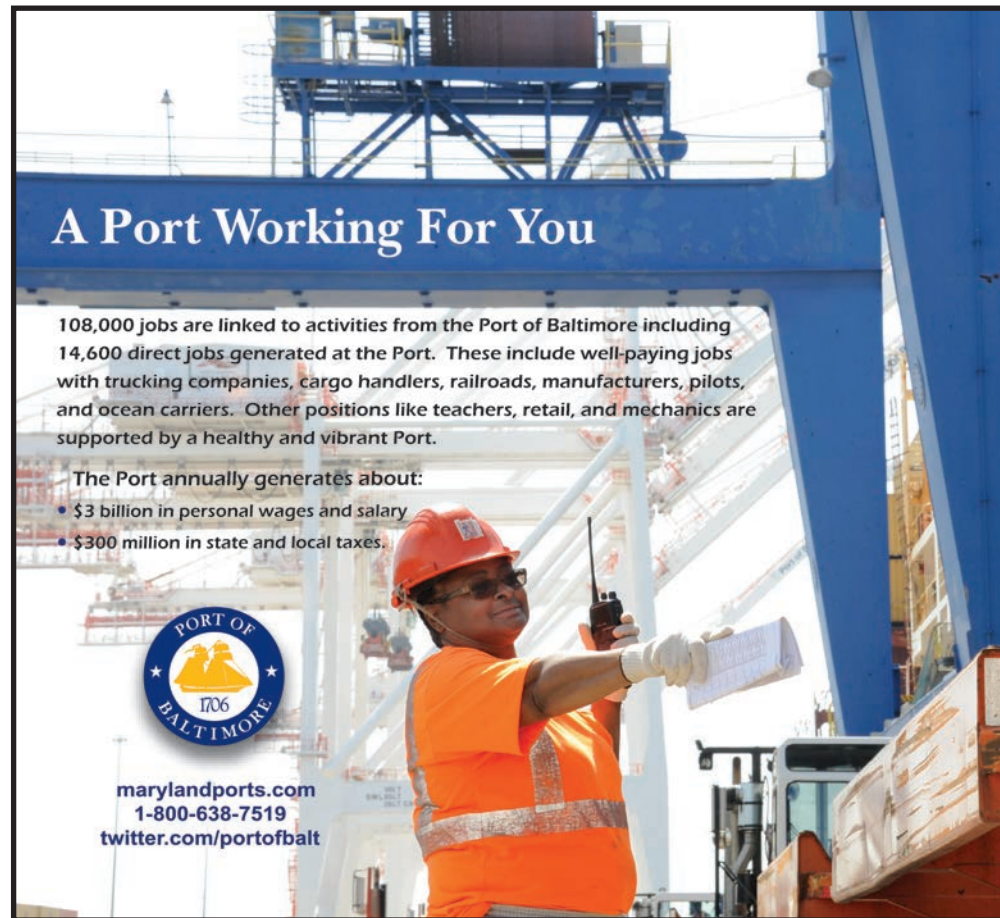
108,000 jobs are linked to activities from the Port of Baltimore including 14,600 direct jobs generated at the Port. These include well-paying jobs with trucking companies, cargo handlers, railroads, manufacturers, pilots, and ocean carriers. Other positions like teachers, retail, and mechanics are supported by a healthy and vibrant Port.

The Port annually generates about:

- \$3 billion in personal wages and salary
- \$300 million in state and local taxes.



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BY CHOICE HOTELS

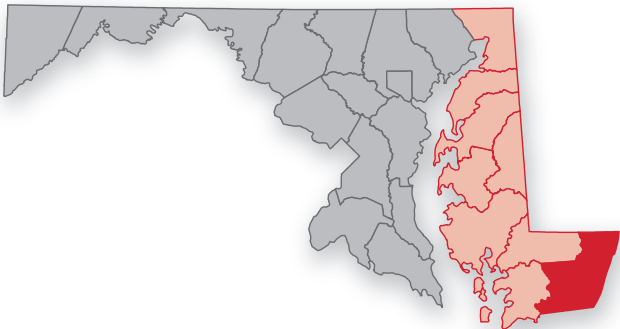
**Fontainebleau Hotel**



101st Street & Oceanfront  
Ocean City, MD

**800-382-2582**  
**clarionoc.com**





# Worcester

C O U N T Y

## POPULATION

2010 Census	51,454
2020 Projection	56,100

## INCOME

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

## LABOR AVAILABILITY

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

## EDUCATIONAL ATTAINMENT

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

## COLLEGES AND UNIVERSITIES

Wor-Wic Community College

## SELECT BUSINESS AND CORPORATE OFFICE PARKS

Pocomoke City Industrial Park

## MAJOR EMPLOYERS

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

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

## ECONOMIC DEVELOPMENT CONTACT

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

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

# When it happens in **Business,** it's...



## **Anna Isaacs** Business Reporter

Anna Isaacs covers the technological, financial and small business sectors in Maryland. She'll shine a spotlight on quarterly earnings reports, SEC filings, major corporate initiatives and draw-downs, key position changes and business trends and analysis.

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- *UM Shore Medical Center at Dorchester*
- *UM Shore Medical Center at Easton*
- *UM Shore Emergency Center at Queenstown*

UM Upper Chesapeake Health

- *UM Harford Memorial Hospital*
- *UM Upper Chesapeake Medical Center*

Mt. Washington Pediatric Hospital

