



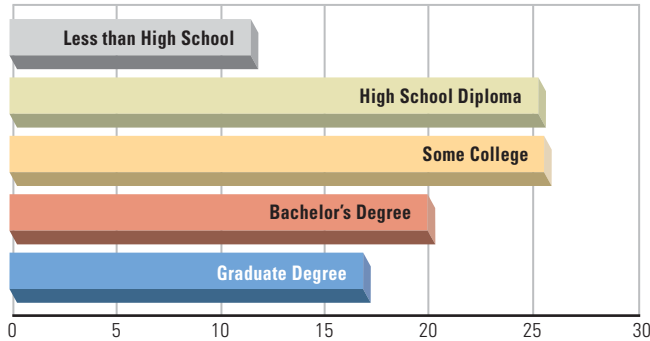
MARYLAND

Maryland Dept. of Bus. & Econ. Dev.
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"Because of places like Johns Hopkins, because of our work force, because of our geography, because of our federal assets, Maryland is at the epicenter of a revolution in technology, discovery and healing — a fundamental reinvention of the ways in which we are feeding, fueling, and healing this changing world of ours." — Gov. Martin O'Malley, Sept. 12, kicking off his "jobs and opportunity tour" at Johns Hopkins University

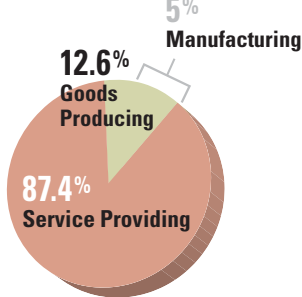
Governor: Martin O'Malley (D) choosemaryland.org
Population 2011: 5828289 Population growth forecast 2012-2017: 3.37% Median household income: \$68,876

Work Force Education by Percentage



Private Sector Employment

2,590,800 jobs



Mature firm tax index rank: **8**
 New firm tax index rank: **46**
 Manufacturing Capex 2011 (28): **\$1,524,558**
 Manufacturing Capex on buildings and other structures (37): **\$127,641**
 Avg. industrial retail electricity price (cents/kwh): **7.70**
 Avg. annual pay in mfg.: **\$59,730**

Median age: **38**
 Right-to-work state? **YES**

Legislative Update

- The Business Innovation Transparency Act asks businesses seeking to claim the Biotech, R&D and other important tax incentives to file their taxes electronically. Online filing will give state agencies stronger mechanisms to evaluate job creation and economic growth outcomes and save valuable time and resources for businesses.
- Though the original budget initially eliminated \$8 million in funding for biotechnology tax credits for Maryland companies, the May special session restored funding for these credits.
- A measure failed that would have established a process for future public-private partnerships to ensure private firms adhere to state policies.
- The Innovate Maryland Initiative establishes a groundbreaking partnership between Maryland and its leading academic research institutions to

get the most promising technologies out of the laboratories and into the marketplace, creating new jobs and opportunities in our state. In March, Maryland raised \$84 million for Maryland's innovation economy through Innovate Maryland, the nation's first ever online tax credit auction to raise funds for venture capital initiatives.

- Voters in November chose to uphold a 2001 law known as the Dream Act that sets a path for undocumented students to obtain in-state tuition rates based on certain conditions.
- Voters also approved a measure permitting bidding for a sixth casino in the state. The approval prepares the way for an expected \$800-million resort casino in Prince George's County from MGM Resorts. The measure made it to the ballot thanks to a special legislative session called in August.

Did you Know?

- Maryland was named the No. 1 state education system in 2011 by Education Week.
- Maryland has more than 500 bioscience companies, 15 federal facilities and 16 universities and colleges. The life sciences directly accounted for 71,618 Maryland jobs in 2010. Maryland leads the nation in university-conducted life sciences research per capita, and the sector accounted for one-third of all job gains during 2002 to 2010. Over 1,700 private-sector establishments are directly involved in life sciences work, which is the fifth highest concentration in the U.S.
- Maryland increased its exports by 7 percent in 2011. The \$305,000 Maryland Export Initiative so far has helped 38 Maryland small businesses cre-

Selected Corporate Facility Projects 2012

Company	City	County	Type	New/ Exp.	Product	Investment (\$millions)	Employment
Digital Receiver Technology	Germantown	Montgomery	MF/OF	N	Hardware/Software	\$50	
Jubilant Life Sciences	Salisbury	Wicomico	DW	E	Pharmaceuticals	20	
Douron Commercial Interiors	Owings Mills	Baltimore	HQ	N	Office Furniture	3	
Triple Ventures LLC	Cambridge	Dorchester	MF	N	Beverages	2	50
Choptank Transport	Preston	Caroline	DW	E	Logistics		100
Dixon Valve & Coupling Co.	Chestertown	Queen Anne's	MF	N	Valves & Pipes		
DuClaw Brewing Co.	Rosedale	Baltimore	HQ/MF	N	Brewery		
General Dynamics	Annapolis Jctn.	Howard	OF/RD	N	Search Equipment		
Nash Finch Co.	Landover	Prince George's	DW	N	Food		
Nisbets Co.	Belcamp	Harford	DW	N	Catering Supplies		25
Northrop Grumman	Baltimore	Baltimore	MF/OF	N	Security Systems		
PartsChannel	Jessup	Howard	DW	N	Auto Parts		
Pharmaceutics International	Hunt Valley	Baltimore	MF	E	Pharmaceuticals		
Rohde & Schwarz	Columbia	Howard	MF	E	Measuring Instruments		
Vorbeck Materials Corp.	Pocomoke	Worcester	MF	N	Ink		50

MF = Manufacturing OF = Office HQ = Headquarters RD = Research & Development CC = Contact Center DW = Distribution/Warehouse N = New E = Expansion

ate 200 jobs and increase export sales by an estimated \$75 million.

- Non-military federal jobs generate \$10.2 billion in total wages in Maryland, ranking fourth among the states. Maryland is ranked first in the nation in federal R&D per capita, and has the highest concentration of employed doctoral scientists and engineers.
- Maryland is one of only eight states with Triple A Bond ratings.



Martin Roesch, Sourcefire Founder & CTO

YOUR SECRETS ARE SAFE WITH US.

NSA, NIST, DISA, USCYBERCOM and major military installations, along with innovating companies, generate \$50 billion for the Maryland economy. Opportunity like this shouldn't be kept secret.

Learn more at ChooseMaryland.org

MARYLAND OF OPPORTUNITY.[®]

Martin O'Malley, Governor • Anthony G. Brown, Lt. Governor
Department of Business and Economic Development