



## Manufacturing

Maryland’s traditional manufacturing industry includes a diverse blend of companies, some over 100 years strong. Spanning the continuum is W.R. Grace, established in the 1800s, the second longest operating chemical company in the U.S. and a leading global supplier of catalysts and engineered materials with sales of \$1.6 billion in 2016. The state hosts a variety of 21<sup>st</sup> century industries including defense electronics, aeronautics, systems engineering, medical diagnostics, specialty chemicals, software and aircraft engines. Further, moving products to market is enhanced by the state’s central east coast location and excellent transportation infrastructure, including a deep water port, two Class 1 railroads, five major interstate highways, and access to four international airports. Maryland’s 3,740 manufacturing businesses generate \$20.73 billion in gross state product.

### Major Manufacturing Employers in Maryland

| Employer                | Employment | Product / Service                |
|-------------------------|------------|----------------------------------|
| Northrop Grumman        | 10,365     | Electronic systems               |
| Lockheed Martin         | 3,255      | Aerospace and electronics        |
| MedImmune/Astra Zeneca  | 2,920      | Pharmaceuticals                  |
| W. L. Gore & Associates | 2,405      | GORE-TEX® products               |
| McCormick & Company     | 1,900      | Food flavorings                  |
| Under Armour            | 1,855      | Sports apparel                   |
| BD Diagnostics          | 1,580      | Medical equipment                |
| H&S Bakery              | 1,575      | Commercial food products         |
| Perdue Farms            | 1,500      | Poultry processing               |
| Volvo Powertrain        | 1,300      | Diesel engines and transmissions |

Note: Numbers are rounded.  
Source: Maryland Department of Commerce, July 2017.

### Selected Rankings

- The Port of Baltimore is one of the leading ports in the U.S. for automobiles and roll on/roll off (Ro/Ro) cargoes, offering specialized Ro/Ro services.
- The Port was cited in Supply Chain Management Review as one of “Three Ports Building for the Future,” and one of the few East Coast ports equipped to handle super-post-Panamax ships.
- Foreign-Trade Zone #74 in Baltimore was named the North American winner among Global Free Zones of the Year for 2016 by fDi Intelligence.
- According to *U.S. News & World Report’s* Best Colleges survey, the University of Maryland College Park ranks 12th in the nation in undergraduate supply chain management/logistics.

### Industry Snapshot – Manufacturing in Maryland

- Employment (2016) – 103,330 jobs  
Leading subsectors:
  - Computer and electronic product manufacturing – 17,600 jobs
  - Food manufacturing – 15,100 jobs
  - Chemical manufacturing – 11,500 jobs
  - Fabricated metal product manufacturing – 7,900 jobs
- Business establishments (2016) – 3,740
- Total wages (2016) – \$7.63 billion
- Average salary (2016) – \$73,840
- Gross state product (2015) – \$20.73 billion

- Federal procurement (FY2016) – \$4.5 billion
- Exports (2016) – \$9.3 billion

Sources: Maryland Department of Labor, Licensing and Regulation; U.S. Bureau of Economic Analysis; U.S. Census Bureau.

## Employment by Occupation

### Maryland Employment – May 2016

| Selected Production Occupations                     | Employment |
|---|------------|
| Assemblers and fabricators, all other               | 2,880      |
| Electrical and electronic equipment assemblers      | 2,980      |
| First-line supervisors/managers                     | 6,810      |
| Helpers/production workers                          | 3,600      |
| Inspectors, testers, sorters, samplers, weighers    | 4,440      |
| Machinists  | 3,110      |
| Packaging and filling machine operators and tenders | 4,580      |
| Printing press operators                            | 2,380      |
| Team assemblers                                     | 3,630      |
| Welders, cutters, solderers and brazers             | 2,400      |

Source: U.S. Bureau of Labor Statistics, Occupational Employment Statistics.

## Assets & Resources

- **National Institute of Standards and Technology** – Supports U.S. innovation through research, measurements, standards, business services, and other programs.
- **University of Maryland College Park (UMCP) Composites Research Laboratory** – Research and development activity in composite materials and structures.
- **UMCP Center for Nano Manufacturing and Metrology** – Advancing the science and technology of manufacturing and realization of products based on unique properties achieved at the nanoscale.
- **Regional Manufacturing Institute (RMI)** – Represents the interests of manufacturers in Maryland, providing programs, services and advocacy.
- **Maryland Manufacturing Extension Partnership** – Focused on providing high quality solutions and programs to improve manufacturers’ operations, spark innovation and increase growth.
- **Maryland World Class Consortia** – Helps organizations use world class techniques, such as lean and six sigma, to build competitive capacity.
- **Maryland Manufacturers Organization** – Grass roots organization of the state’s manufacturers.
- **Regional Additive Manufacturing Partnership of Maryland** – Consortium of businesses, educational institutions, government agencies and representatives of the U.S. Army working together to expand the state’s capabilities in additive manufacturing.
- **World Trade Center Institute** – One of over 300 members of the World Trade Center Association, uniting businesses and government agencies in international trade.
- **Maryland Technology Enterprise Institute (Mtech)** – Educates the next generation of tech entrepreneurs, creates successful ventures and connects companies with university resources.
- **Open Works** – New creative center for makers in Baltimore opened fall 2016 in a 34,000-square-foot facility offering workshops, classes, and studio space for small-scale manufacturing.

## New & Expanding Businesses

- **DWE (Harford County)** – Plastics engineering and manufacturing company that services the medical, defense and biotech industries is relocating its headquarters and manufacturing operations, adding 40 jobs over the next four years and investing more than \$2.3 million.

- **Strouse** (Carroll County) – Die-cut adhesive manufacturer serving the military, automotive, appliance and medical industries is relocating and constructing a new headquarters and manufacturing facility and anticipates adding 25 jobs to its current 65 over the next four years.
- **Iron World** (Howard County) – Manufacturer and distributor of decorative steel fences and gates is expanding its manufacturing operation and adding 50 jobs in the next two years.
- **EVAPCO** (Carroll County) – Global designer and manufacturer of evaporative cooling and industrial refrigeration products is investing \$15 million to expand its manufacturing facility and will add 125 jobs over the next five years.
- **Toroid Panel and Harness** (Wicomico County) – Parent company Toroid is launching a new division to produce wire harnesses, control panels and electrical box assemblies, and plans to hire 50 employees over the next three years.
- **Harbor Design and Manufacturing** (Baltimore City) – Design and manufacturing company is on a trajectory to have 200 employees and 45,000 square feet dedicated to engineering and mass production of cutting-edge technologies.
- **Blueprint Robotics** (Baltimore City) – Robotic, pre-fab homebuilding manufacturer announced a move to a 200,000-square-foot warehouse/manufacturing plant and addition of 60 jobs.
- **Frito-Lay** (Harford County) - Announced plans to invest \$122 million to construct a new 165,000-square-foot automated distribution center, upgrade its wastewater treatment system, and install two more manufacturing lines. As part of the expansion, the company plans to add 140 employees to its current Aberdeen workforce.
- **Pinnacle Foods** (Washington County) – Leading producer, marketer and distributor of high-quality branded food products in the U.S. has announced plans to locate a manufacturing facility in Hagerstown with initial plans to create 85 to 125 full-time jobs by December 2018.
- **CHUTES International** (Charles County) – Manufacturer of commercial and industrial chutes and related products relocated to a 43,000-square-foot facility and added 15 jobs.

## Programs & Incentives

- **Maryland Small Business Development Financing Authority** – Assists small businesses that are unable to qualify for business financing through normal financing channels, including businesses owned by economically and socially disadvantaged entrepreneurs.
- **Maryland Industrial Partnerships** – Accelerates commercialization of technology by jointly funding collaborative R&D projects between companies and University System of Maryland faculty.
- **Maryland Venture Fund** – State funded seed and early-stage equity fund.
- **Maryland Technology Development Corporation** – Facilitates technology transfer from academic and federal labs into the private sector with seed and gap funding, technical assistance and entrepreneurial support programs.
- **More Jobs for Marylanders Program** – Provides tax incentives for new and existing manufacturers that create jobs; also recouples Maryland to Internal Revenue Code bonus and accelerated depreciation for manufacturers statewide.
- **Enterprise Zone Tax Credit** – Real property and state income tax credits for businesses locating in zones making capital investments and creating new jobs.
- **Research & Development Tax Credit** – Credit for R&D expenses for certified businesses.

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