



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 \$1.9 billion in 2018. The state hosts a variety of 21st 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 4,000 manufacturing businesses generate \$22.8 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 places 10th among top FTZs for imports according to fDi Intelligence.
- According to *U.S. News & World Report’s* Best Colleges survey, the University of Maryland College Park ranks 14th in the nation in undergraduate supply chain management/logistics.

Industry Snapshot – Manufacturing in Maryland

- Employment (2018) – 109,450 jobs
Leading subsectors:
 - Computer and electronic product manufacturing – 19,940 jobs
 - Food manufacturing – 15,860 jobs
 - Chemical manufacturing – 13,170 jobs
 - Fabricated metal product manufacturing – 8,210 jobs
- Business establishments (2018) – 4,000
- Total wages (2018) – \$8.59 billion
- Average salary (2018) – \$78,510
- Gross state product (2017) – \$22.80 billion

- Federal procurement (FY2018) – \$5.62 billion
- Exports (2017) – \$9.2 billion

Sources: Maryland Department of Labor; U.S. Bureau of Economic Analysis; U.S. Census Bureau.

Employment by Occupation

Maryland Employment – May 2018

Selected Production Occupations	Employment
Assemblers and fabricators, all other, including team assemblers	7,160
Electrical, electronic and electromechanical assemblers	3,340
First-line supervisors of production and operating workers	6,800
Food batchmakers	2,220
Helpers/production workers	2,350
Inspectors, testers, sorters, samplers, weighers	3,780
Machinists	2,610
Mixing and blending machine operators	1,290
Packaging and filling machine operators and tenders	3,940
Printing press operators	2,170
Welders, cutters, solderers and brazers	2,410

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

- **Northrop Grumman** (Cecil County) – Global security company is expanding its manufacturing operations and plans to add 175 new jobs over the next five years. The facility, which manufactures rocket motors for space launch and military applications, was formerly Orbital ATK.

- **Blair Materials** (Washington County) – Canadian-based manufacturer of building materials plans to invest \$70 to expand a warehouse near Hagerstown to over 500,000 square feet and hire at least 40 workers.
- **Fabricated Extrusion Company** (Washington County) – Provider of custom extrusion manufacturing services is establishing its East Coast presence by opening a headquarters and manufacturing facility in Hagerstown, creating 50 new jobs.
- **Knorr Brake** (Carroll County) – Manufacturer of braking, door and HVAC systems for the mass transit rail industry is expanding its corporate HQ and manufacturing operations and adding 200 new jobs over the next six years.
- **D. Wheatly Enterprises (DWE)** (Harford County) – Growing engineering and manufacturing company relocated its headquarters with plans to add 40 new jobs.
- **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.

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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