



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 manufacturer of silica-based materials with sales of \$3.1 billion in 2015. The state hosts a variety of 21st century industries including defense electronics, aeronautics, systems engineering, medical diagnostics, specialty chemicals, software and aircraft engines. Maryland’s 3,680 manufacturing businesses generate \$19.57 billion in gross state product.

Major Manufacturing Employers in Maryland

Employer	Employment	Product / Service
Northrop Grumman	10,400	Electronic systems
Lockheed Martin	7,670	Aerospace and electronics
MedImmune/Astra Zeneca	2,920	Pharmaceuticals
Under Armour	2,570	Sports apparel
W. L. Gore & Associates	2,405	GORE-TEX® products
McCormick & Company	2,130	Food flavorings
BD Diagnostics	1,810	Medical equipment
Perdue Farms	1,600	Poultry processing
H&S Bakery	1,570	Commercial food products
Volvo Powertrain	1,515	Diesel engines and transmissions

Note: Numbers are rounded.

Source: Maryland Department of Commerce, December 2015.

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 has been named the North American winner among Global Free Zones of the Year for 2015 by fDi Intelligence.
- According to *U.S. News & World Report’s* Best Colleges survey, the University of Maryland College Park ranks 11th in the nation in undergraduate supply chain management/logistics.

Industry Snapshot – Manufacturing in Maryland

- Employment (2015) – 103,630 jobs
Leading subsectors:
 - Computer and electronic product manufacturing – 17,700 jobs
 - Food manufacturing – 15,000 jobs
 - Chemical manufacturing – 11,700 jobs
 - Fabricated metal product manufacturing – 8,100 jobs
- Business establishments (2015) – 3,680
- Total wages (2015) – \$7.60 billion
- Average salary (2015) – \$73,370
- Gross state product (2014) – \$19.57 billion
- Federal procurement (FY2015) – \$4.62 billion
- Exports (2015) – \$10.0 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 2015

Selected Production Occupations	Employment
Electrical and electronic equipment assemblers	3,080
First-line supervisors/managers	6,650
Helpers/production workers	4,040
Inspectors, testers, sorters, samplers, weighers	4,440
Machinists	2,820
Packaging and filling machine operators and tenders	3,380
Printing press operators	2,330
Team assemblers	3,680
Welders, cutters, solderers and brazers	2,270
Assemblers and fabricators, all other	2,450

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)** – A highly ranked university in business administration, with excellence in undergraduate management information systems, and supply chain management/logistics. (U.S. News)
- **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.
- **UMCP Composites Research Laboratory** – Research and development activity in composite materials and structures.
- **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.
- **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.

New & Expanding Businesses

- **Harbor Design and Manufacturing** (Baltimore City) – Contract design and manufacturing company recently opened a 45,000 sq. ft. facility dedicated to engineering and mass production of cutting-edge technologies, with anticipated employment of 200.
- **Blueprint Robotics** (Baltimore City) – Robotic, pre-fab homebuilding manufacturer is relocating to a 200,000 sq. ft. warehouse/manufacturing plant with plans to employ more than 60 workers by summer 2016.
- **Frito-Lay** (Harford County) - \$60 million, 42,700-square-foot expansion will allow the snack food company to increase its warehouse capabilities and install two additional manufacturing lines at its Aberdeen plant.

- **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 is relocating within the county from a 12,000 square foot to a 43,000 square foot facility, and increasing its workforce by 15 new employees.
- **FR Conversions** (Carroll County) – Major producer of van conversions for wheelchair accessible transportation is investing \$20 million to purchase and equip an industrial building, and expects to add up to 400 jobs to its existing workforce over the next two to three years.
- **Hardwire Armor Systems** (Worcester County) – High-tech manufacturer of defense equipment leasing 42,000 square feet with an option to buy. Hardwire currently employs 34 people in Pocomoke City and anticipates hiring new employees immediately and as operations expand over the next few years.
- **Tempur Sealy International** (Washington County) – Leasing a newly-constructed 615,000 square-foot facility to expand its manufacturing and distribution operations in the county. Conditional loans through the state and county will assist the world’s largest bedding provider in retaining 112 employees and creating 120 new jobs.
- **Paul Reed Smith Guitars** (Queen Anne’s County) – Conditional grants from the state and county will help the legendary guitar manufacturer introduce a new line of acoustic guitars and add 20 new full-time 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 funding, technical assistance and entrepreneurial support programs.
- **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.

Contact for assistance:

Joyce LaPadula
 Program Manager, Manufacturing
 (410) 767-0697 | Joyce.LaPadula@Maryland.gov