



International

Located on the east coast of the United States between New York and Washington, D.C., Maryland boasts a highly skilled work force, excellent transportation connections, a major port, access to three international airports, and proximity to the nation’s capital with its foreign embassies, regulators and elected leaders. The state is well-positioned for growth in the global market through both foreign investment and exports. With its main office in Baltimore and 17 offices around the globe, Maryland’s Office of International Investment and Trade works to stimulate foreign direct investment in Maryland, offers export assistance for small and mid-sized Maryland companies, and coordinates international trade and investment missions and trade show opportunities for Maryland companies.

Foreign Investment

Located roughly halfway between Boston and Atlanta, London and Los Angeles, Maryland’s Mid-Atlantic location offers proximity and access to key U.S. and international decision makers, partners, and agencies in the technology, biosciences, finance, and manufacturing industries. Nearly 730 foreign-based companies have a presence in Maryland to take advantage of these strategic locational assets. In 2015, foreign-controlled companies employed 117,200 Maryland workers, or 5.6 percent of the state’s total private sector employment. The Netherlands, U.K., Canada and France are major sources of foreign investment in Maryland.

Selected Foreign Investment in Maryland

| Company | Country | County | Product / Service |
|----------------------------------|-------------|-------------------|---------------------------------|
| Marada Industries | Canada | Carroll | Automotive parts supplier |
| ProMetic BioTherapeutics | Canada | Montgomery | Plasma-derived therapeutics |
| Superfos Packaging | Denmark | Allegany | Rigid plastic packaging |
| Wartsila North America | Finland | Anne Arundel | Marine engines and power plants |
| CertainTeed | France | Washington | Vinyl building products |
| Egide USA | France | Dorchester | Packaging equipment |
| Sodexo USA | France | Montgomery | Food and catering services |
| Lehigh Cement | Germany | multiple counties | Cement manufacturing |
| QIAGEN | Germany | Montgomery | Biotechnology products |
| Rohde & Schwarz USA | Germany | Howard | Wireless communications |
| Stulz-ATS | Germany | Frederick | Air conditioning systems |
| Jubilant Cadista Pharmaceuticals | India | Wicomico | Pharmaceuticals |
| Lupin Pharmaceuticals | India | Baltimore City | Pharmaceuticals |
| ELTA North America | Israel | Howard | Electronic systems |
| HMS Host | Italy | multiple counties | Food services |
| Pacorini Metals USA | Italy | Baltimore City | Stevedoring, warehousing |
| Furuno USA | Japan | Caroline | Marine electronics |
| Otsuka America | Japan | Montgomery | Pharmaceuticals |
| Shimadzu Scientific Instruments | Japan | Howard | Measuring instruments |
| SNBL Clinical Pharmacology | Japan | Baltimore City | Pharmaceuticals |
| Terumo Medical Products | Japan | Cecil | Medical equipment |
| Rinker Materials | Mexico | Frederick | Concrete pipe |
| Giant Food | Netherlands | multiple counties | Groceries |

table continued

| Company | Country | County | Product / Service |
|--------------------------------|-------------|-----------------------|-----------------------------------|
| Hunter Douglas Northeast | Netherlands | Allegany | Window blinds and shades |
| Wallenius Wilhelmsen | Norway | Baltimore City | Shipping |
| Fila USA | South Korea | Baltimore | Athletic sportswear |
| Harim USA | South Korea | Talbot | Poultry processing |
| Volvo Powertrain North America | Sweden | Washington | Engines and transmissions |
| Lonza Walkersville | Switzerland | Frederick, Wicomico | Biological products |
| Nestle Dreyer's | Switzerland | Howard | Ice cream |
| BAE Systems | UK | multiple counties | Aerospace and defense electronics |
| GSK | UK | Montgomery | Pharmaceuticals |
| MedImmune/AstraZeneca | UK | Frederick, Montgomery | Pharmaceuticals |
| Smiths Detection | UK | Harford | Electronic surveillance products |

Source: Maryland Department of Commerce; May 2017.

International Flights

Maryland is served by three international airports: Baltimore/Washington International Thurgood Marshall Airport (BWI) in Anne Arundel County near Baltimore, Washington Dulles International Airport in northern Virginia, and Ronald Reagan Washington National Airport in Washington, D.C. Non-stop flights are available to many significant international destinations.

Non-stop and single plane destinations from BWI, Dulles or National airports

| Canada | Mexico | Europe | Asia |
|----------------|--------------------|------------|--------------|
| Montreal | Cancun | Amsterdam | Beijing |
| Ottawa | Los Cabos | Barcelona | Delhi |
| Toronto | Mexico City | Brussels | Hong Kong |
| Vancouver | | Copenhagen | Seoul |
| | Caribbean/Atlantic | Dublin | Tokyo |
| Latin America | Aruba | Edinburgh | |
| Bogota | Bermuda | Frankfurt | Middle East |
| Guatemala City | Freeport | Geneva | Abu Dhabi |
| LaPaz | Grand Cayman | Istanbul | Doha |
| Liberia | Montego Bay | Lisbon | Dubai |
| Panama City | Nassau | London | Jeddah |
| San Jose | Providenciales | Madrid | Riyadh |
| San Salvador | Punta Cana | Moscow | |
| Sao Paulo | San Juan | Munich | Africa |
| | St. Maarten | Paris | Accra |
| | | Reykjavik | Addis Ababa |
| | | Rome | Casablanca |
| | | Vienna | Dakar |
| | | Zurich | Johannesburg |

Note: Flights to some cities are seasonal.

Sources: BWI Airport and Washington Metropolitan Airports Authority; as of June 2018.

Foreign-Trade Zones

A Foreign-Trade Zone (FTZ) is a designated area within U.S. borders which promotes domestic employment and helps U.S. firms compete in the global marketplace. An FTZ is located in or near a U.S. Customs port of entry, where foreign and domestic merchandise is generally considered to be international commerce. Foreign or domestic merchandise may enter this enclave without a formal customs entry or the payment of custom duties or government excise taxes.

Foreign-Trade Zone procedures allow domestic activity involving foreign items to take place as if it were outside U.S. Customs territory. Duty-free treatment is accorded items that are re-exported and duty payment is deferred on items sold in the U.S. market, thus offsetting Customs advantages available to overseas producers who compete with producers located in the United States.

A site that has been granted zone status may not be used for zone activity until the site or a section thereof has been separately approved for FTZ activation by local U.S. Customs officials, and the zone activity remains under the supervision of Customs. A subzone is a special-purpose zone, usually at a manufacturing plant.

FTZ sites and facilities remain within the jurisdiction of local, state or federal governments or agencies.

Maryland has four Foreign-Trade Zones:

- Baltimore #74
- BWI Airport #73
- Prince George's County #63
- Washington County #255

Baltimore # 74

The City of Baltimore's Foreign-Trade Zone, FTZ #74 was established in 1982 and has been continually expanded and modified due to various requests for additional space. Zone space, originally 60,000 square feet, currently includes more than 900 activated acres at multiple sites in the Baltimore area.

In 2017 the Zone served 193 businesses employing 659 people. Over \$11.3 billion worth of goods were transferred to U.S. Customs' Territory and \$397 million in merchandise was exported from the FTZ to international markets.

Following is a list of selected active sites within FTZ #74.

| Site | Acreage | Description |
|------|---------|--|
| 2 | 33 | 2500 Broening Hwy., Baltimore |
| 4 | 489 | 2700 Broening Hwy., Baltimore |
| 6 | 100 | 2900 Childs St., Baltimore |
| 7 | 11 | 1200 Wallace St. and 2101 East Fort Ave., Baltimore |
| 15 | 8 | 5107 North Point Blvd., Sparrows Point |
| 20 | 4 | 1299 E. Patapsco Ave., Baltimore |
| 21 | 15.5 | 3501 East Biddle St., Baltimore |
| 24 | 2.9 | 8004 Stansbury Rd., Dundalk |
| 27 | 2.3 | 9 Loveton Circle, Sparks |
| 32 | 5.12 | 1820 Portal St., Baltimore |
| 33 | 111 | 1900 Chesapeake Ave. and 2009 Frankfurst Ave., Baltimore |
| 34 | 5.12 | 4200 and 4210 Boston St., Baltimore |
| 37 | 9 | 1500 Chesapeake Ave., Baltimore |
| 39 | 5.46 | 4505 North Point Blvd., Sparrows Point |

| Site | Acreage | Description |
|------|---------|---|
| 40 | 3.4 | 7700 Rolling Mill Rd., Baltimore |
| 41 | 1.05 | 917 Middle River Rd., Middle River |
| 42 | 3.2 | 2400 Broening Hwy., Baltimore |
| 43 | 32.5 | 2012 and 2014 Reservoir Rd., Sparrows Point |
| 44 | 10.8 | 1200 South Newkirk St., Baltimore |
| 45 | 48.7 | 100 Bethlehem Blvd., Sparrows Point |
| 46 | 4 | 7100 Mardigian Rd., Sparrows Point |

Contact: Baltimore Development Corporation
36 South Charles Street, Suite 2100
Baltimore, MD 21201
(410) 837-9305
info@baltimoredevelopment.com
baltimoredevelopment.com/initiatives/foreign-trade-zone

BWI Airport # 73

The Baltimore/Washington International Thurgood Marshall Airport (BWI) Foreign-Trade Zone specializes in airfreight and other high value goods. It permits multiple operators and consists of five sites with developed and undeveloped parcels, as well as several subzones.

| Site/ Subzone | Acreage | Description |
|------------------|---------|--|
| 1 | 15.8 | Located at BWI Airport consisting of three air cargo buildings (A,B,C) with 101,565 square-feet of FTZ designated floor space; not currently activated |
| 2 | 13 | Undeveloped land at BWI Airport located on Maryland Route 176 near Taxiway "T;" not currently activated |
| 3 | 3.94 | Hoogerwerff (USA – General Purpose Operator); includes 73,025 square-feet of warehouse space in the Route 100 Industrial Park at 6905 San Tomas Road, Elkridge; not currently activated |
| 4 | 28.85 | Parcel within the Carroll Industrial Park, 2000 Washington Boulevard, Baltimore; not currently activated |
| 5 | 5 | Belt's Corporation (General Purpose Operator); includes 205,000 square-feet of warehouse space (of which approximately 96,000 square-feet is presently activated) at 6925 San Tomas Road, Elkridge |
| 73A | | Rotorex Company, Inc.; special-purpose subzone rotary compressor manufacturing plant in Walkersville; not currently activated |
| 73B | | Northrop Grumman Corporation; special-purpose subzone of eleven sites in Maryland; currently activated |
| 73C | | IKEA Distribution Services; not currently activated |

Contact: Morris Williams
Maryland Aviation Administration
P.O. Box 8766
BWI Airport, MD 21240-0766
(410) 859-7036
mwilliams8@bwiairport.com
www.bwiairport.com/en/about/cargo

Prince George's County # 63

Prince George's County's application to the U.S. Foreign-Trade Zones Board under the alternative site framework was recently approved, so now FTZ #63 is county-wide and companies can access FTZ benefits anywhere in the county. The county is near three major ports of entry: Baltimore/Washington International Thurgood Marshall Airport, the Port of Baltimore and Washington Dulles International Airport. The zone's central location in the Northeast Corridor plus its highly developed transportation network and close proximity to Washington, D.C. provide efficient overnight access to markets in the eastern United States.

Prince George's County Economic Development Corporation offers funding and direct assistance to companies locating in the county, as well as workforce development, recruitment and training services for employers.

Contact: Martin Ezemma
Prince George's County Economic Development Corporation
1801 McCormick Drive, Suite 350
Largo, MD 20774
(301) 583-4650
muezemma@co.pg.md.us
www.pgcedc.com/international-business/foreign-trade-zone

Washington County # 255

The Washington County Foreign-Trade Zone is associated with the Baltimore Customs port of entry at the Port of Baltimore. It consists of seven individual sites totaling nearly 1,700 acres. Existing buildings and development ready commercial/industrial sites are available with array of amenities including airport runway access, rail, interstate highway access, municipal water, sewer and natural gas.

| Site | Acreage | Description |
|------|---------|--|
| 1 | 279 | Fort Ritchie at Cascade; being developed as a mixed-use business park at the former Fort Ritchie military base |
| 2 | 452 | 387 acres at the Hagerstown Regional Airport coupled with 65 acres adjacent to the airfield |
| 4 | 698 | Hopewell Valley; comprised of Hunters Green Business Center I & II and Newgate Industrial Parks with excellent access to Interstates 81 & 70 |
| 6 | 140 | Interstate Industrial Park complex in Williamsport |
| 7 | 128 | Hancock Enterprise Zone adjacent to the intersection of Interstates 68 and 70 |

Contact: Linda Spence
Washington County Department of Business Development
100 West Washington Street, Room 103
Hagerstown, MD 21740
(240) 313-2280
lspace@washco-md.net
hagerstownedc.org/incentives/tax-credits/foreign-trade-zone

Exports

Exports support jobs in Maryland and sustain thousands of the state's businesses. U.S. Department of Commerce data shows that 6,528 Maryland companies exported in 2015, with small and medium size firms generating 30 percent of the state's total known exports of goods. In 2016, goods exports from the state of Maryland supported over 45,000 jobs.

Export shipments of goods from Maryland totaled \$9.2 billion in 2017. The largest commodity categories were chemicals (\$1.8 billion), transportation equipment (\$1.7 billion), computer and electronic products (\$1.1 billion), machinery except electrical (\$1.0 billion) and miscellaneous manufactures (\$.4 billion). The state's largest market for exports in 2017 was Canada, with Germany, China, and the United Kingdom as additional significant destinations for products from Maryland.

Export Assistance

The Maryland Department of Commerce international trade team and foreign office representatives offer hands-on assistance to Maryland companies as they seek to identify and capitalize on international business opportunities. Export assistance programs, developed by knowledgeable trade specialists, are designed to reduce the obstacles to doing business internationally, for first-time and experienced exporters alike.

The Department of Commerce's export assistance programs and services can help reduce out-of-pocket costs; identify potential partners, customers and competitors in target markets; understand important foreign regulations; and market and promote Maryland products overseas.

Programs and Services

- **ExportMD** is a grant program that offers small and mid-size businesses monetary and consulting assistance for specific international marketing initiatives. This program provides reimbursement of a percentage of project costs up to \$5,000, and up to 40 hours of services from a Commerce foreign trade representative in the target market.
- The **FlexEx** program offers Maryland companies up to 20 hours of free assistance per year from Commerce's trade experts located in numerous countries around the world. This program can be used for a range of services including distributor or partner search, market research, and assistance understand local regulations.
- Commerce offers a two-time, free use of the **U.S. Commercial Services** in one of over 80 overseas embassy or consulate locations. The Commercial Service vets potential foreign distributors or agents on behalf of Maryland companies. Once vetted, the Maryland company can visit the foreign country and chose from the vetted foreign companies.
- Additional services to assist Maryland companies:
 - Subsidized space in foreign trade shows to qualified companies
 - Free one-on-one counseling for customized export assistance
 - Maryland Global Consulting Program

Of particular interest is the Maryland/Israel Development Center (MIDC), a non-profit organization that promotes trade and joint ventures between Maryland and Israeli businesses and research institutions. MIDC is a partnership between the Maryland Department of Commerce, Israel's Ministry of Industry and Trade, and local Jewish community organizations.