



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 an additional 19 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. More than 700 foreign-based companies have a presence in Maryland to take advantage of these strategic locational assets. In 2022, foreign-controlled companies employed 122,800 workers in Maryland, or 4.6 percent of the state's total private-sector employment. The U.K., Germany, Switzerland, Japan, and Italy 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
Wärtsilä 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, Frederick	Biotechnology products
Rohde & Schwarz USA	Germany	Howard	Wireless communications
Stulz-ATS	Germany	Frederick	Air conditioning systems
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
Hitachi	Japan	Washington	Rail car manufacturing
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
Wallenius Wilhelmsen	Norway	Baltimore City	Shipping

Company	Country	County	Product / Service
Fila USA	South Korea	Baltimore	Athletic sportswear
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/defense electronics
AstraZeneca	UK	Frederick, Montgomery	Pharmaceuticals
Smiths Detection	UK	Harford	Electronic surveillance products

Source: Maryland Department of Commerce; April 2025.

International Flights

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

Non-stop Destinations from BWI, Dulles, or National Airports

Canada	Latin America	Europe	Middle East
Calgary	Belize City	Amsterdam	Abu Dhabi
Halifax	Bogotá	Athens	Amman
Montreal	Cancún	Barcelona	Doha
Ottawa	Guatemala City	Brussels	Dubai
Toronto	Guanacaste	Copenhagen	Jeddah
Vancouver	Mexico City	Dublin	Riyadh
Caribbean/Atlantic	Panama City	Edinburgh	Tel Aviv
Aruba	San Jose	Frankfurt	Africa
Barbados	San Salvador	Geneva	Accra
Bermuda	São Paulo	Istanbul	Addis Ababa
Grand Cayman	Asia	Lisbon	Cairo
Montego Bay	Beijing	London	Cape Town
Nassau	New Delhi	Madrid	Casablanca
Providenciales	Seoul	Munich	Dakar
Punta Cana	Tokyo	Nice	Lagos
San Juan		Paris	Lomé
St. Maarten		Reykjavik	
		Rome	
		Venice	
		Vienna	
		Zurich	

Note: Flights to some cities are seasonal.

Sources: BWI Airport and Washington Metropolitan Airports Authority; as of April 2025.

Foreign-Trade Zones

Foreign Trade Zones (FTZs) are designated areas within U.S. borders where goods are not subject to customs duties or excise taxes. They are generally located within or near a port of entry. 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 on 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 grown over time as needs for additional space have developed. Zone space, originally 60,000 square feet, currently includes more than 900 activated acres at multiple sites in the Baltimore area. FTZ #74 is structured as an Alternative Site Framework (ASF), which expedites the process for designating an area. The FTZ includes areas in Baltimore City, Anne Arundel County, Baltimore County, Cecil County, Harford County, Howard County, and Queen Anne's County.

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

BWI Airport # 73

The Baltimore/Washington International Thurgood Marshall Airport (BWI) Foreign-Trade Zone was approved in 1981 with the Maryland Department of Transportation as the grantee. The FTZ 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.

Contact: Maryland Aviation Administration
P.O. Box 8766
BWI Airport, MD 21240-0766
(410) 859-7002
maa@mdot.state.md.us

Prince George's County # 63

Prince George's County Economic Development Corporation is the grantee for FTZ #63. This FTZ is organized under an Alternative Site Framework, and the entire county is designated as an FTZ.. 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
1100 Mercantile Ln., Ste. 115A
Largo, MD 20774
(301) 583-4650
muezemma@co.pg.md.us

Washington County # 255

The Washington County Foreign-Trade Zone is associated with the Baltimore Customs port of entry at the Port of Baltimore. 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.

Contact: Linda Spence
Board of County Commissioners of Washington County
18434 Showalter Rd.
Hagerstown, MD 21742
(240) 313-2286
lspence@washco-md.net

Exports

Exports support jobs in Maryland and sustain thousands of the state's businesses. U.S. Department of Commerce data show that 4,401 Maryland companies exported in 2022; 87 percent of these companies were small- or medium-sized enterprises. In 2022, exports from the state of Maryland supported nearly 55,000 jobs.

Export shipments of goods from Maryland totaled \$17.9 billion in 2024. The largest commodity categories were transportation equipment (\$4.2 billion), chemicals (\$2.8 billion), oil and gas (\$1.8 billion), machinery (\$1.6 billion), and minerals and ores (\$1.3 billion). The state's largest market for exports in 2021 was Canada (\$2.2 billion), followed by France (\$1.9 billion), the Netherlands (\$1.3 billion), China (\$1.2 billion), and Japan (\$1.1 billion).

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 collaboration between the Maryland Department of Commerce and the U.S. Small Business Administration. Its goal is to help offset some of the costs of marketing internationally for Maryland's small and mid-sized companies by offering companies up to \$5,000 in reimbursement for expenses associated with an international marketing project.
- Maryland offers export counseling services, which provide Maryland companies up to 20 hours of assistance per year from international trade experts around the world, as well as from our staff in

Baltimore at the Maryland Department of Commerce. Assistance can be used for services ranging from distributor or partner search to insight on local regulations. Assistance must directly relate to export products or services.

- Representatives from the Maryland Department of Commerce's Office of International Investment and Trade seek to connect Maryland companies to new opportunities in foreign markets through trade shows and missions. We invite Maryland companies to participate in these events, which help open doors to meet new customers and partners from around the globe.
- Through the Global Gateway Soft Landing Program, Maryland maintains partnerships around the world and can assist business owners with soft landing connections in other markets in which a business might be seeking to expand.

Additional services available through the Maryland Department of Commerce include: international and industry research, marketing products and services abroad, assessing requirements for export documentation, and making business connections. Commerce supports the following initiatives:

- Partial reimbursement for use of the U.S. Export-Import Bank
- Partial reimbursement of U.S. Commercial Services