



# Maryland: Your Partner in Exporting

Exports from Maryland reached a record high of \$12.2 billion in 2014, up from \$11.8 billion in 2013. More than 7,000 Maryland businesses export to 209 countries, supporting 59,560 U.S. jobs. Record cargo levels at the Port of Baltimore and expansion plans at BWI are growing Maryland's international footprint, creating more jobs and more opportunities for Maryland businesses.

**“The ExportMD grant played an important role in securing Get Real Health a spot on the international health IT stage at the MEDICA conference.”**

Robin Wiener | Get Real Health  
President and Founding Partner



**The Maryland Department of Commerce Office of International Investment and Trade (OIIT)** is committed to assisting Maryland companies to capitalize on opportunities in the global marketplace. Whether new to exporting or interested in expanding your export activities, OIIT can help by:

- Providing international market and industry research
- Assisting Maryland companies in marketing their products and services abroad
- Assessing requirements for export documentation
- Planning and executing foreign trade shows and targeted missions
- Connecting with additional local and federal export resources
- Arranging networking opportunities and business-to-business meetings
- Offering financial assistance to exporters via the ExportMD program
- Maintaining a network of 9 International Trade Offices overseas

# 9 Countries around the Globe



## MARYLAND'S FOREIGN TRADE OFFICES

### EXPORTMD PROGRAM

Maryland companies that receive the ExportMD Stipend may be eligible for up to \$10,000 in reimbursement for expenses associated with export development initiatives. In addition, to assist with executing these initiatives, companies can also receive up to 40 hours of assistance from OIIT's offices, located in 9 countries around the globe.

**Maryland's top export markets in 2014:** Canada, China, Egypt, Saudi Arabia and United Kingdom

**Maryland's top merchandise export categories:** Transportation Equipment, Chemicals, Computer & Electronic Products, Machinery

**Total export cargo from the Port of Baltimore's public terminals is up more than 52 percent since 2007**

**88.6% of goods exporters were small or medium-sized businesses in 2013.**

Visit [ChooseMaryland.org](http://ChooseMaryland.org) for international business news and resources. For more information contact:

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To learn more about programs and resources for your business, visit [ChooseMaryland.org](http://ChooseMaryland.org) or call

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