

Mission

The Economic Alliance of Greater Baltimore is the public/private partnership that unites business, government and educational institutions to market Greater Baltimore as a highly desirable region for new business growth and investment.



As Greater Baltimore's economic development gateway, the Economic Alliance promotes the region, using comprehensive data and strategic, proactive outreach. The Economic Alliance also provides access to a premier network of relationships through its member companies and jurisdictions.

Services

The Economic Alliance provides an array of services to companies interested in relocating to the Greater Baltimore region.

Building Business Cases

The core focus of the Economic Alliance is to build business cases for companies that have a strategic incentive to establish a location in Greater Baltimore. The Baltimore region is home to key assets in the Life Sciences, Healthcare Services, IT/Defense, and Financial Services sectors that can be instrumental in achieving business growth for companies in those sectors. The Economic Alliance has performed detailed analyses of these assets, and pro-actively engages the most beneficial private sector partners of choice.

Facilitating the Relocation Process

As the sole public/private partnership that unites business, government and educational institutions to attract new business and investment to the Greater Baltimore region, the Economic Alliance is uniquely positioned to help companies navigate the process of relocating to the region. The Economic Alliance works closely with the Maryland Department of Business and Economic Development, as well as with each of our six local jurisdictions to ensure a smooth site selection and relocation process. Because of our close relationship with Greater Baltimore's business community, we offer certain private sector incentives to relocating companies, as well as facilitate relationships for the new companies with existing Baltimore businesses. Furthermore, the Economic Alliance can bring local universities and community colleges to the table, and thereby create customized job training programs. The Economic Alliance has the staff and expertise to help companies through all stages of the relocation process, from building the business case to working with local public and private sector partners and launching your business in our region.

Facilitating Private Investment

Due to the critical mass of assets in Greater Baltimore's Life Sciences, IT / Defense, and Healthcare Services industries, the region holds a particular interest to venture capital and private equity firms. The State of Maryland ranks among the top states in research and development expenditures, resulting in a supply of innovative new therapeutics and technologies being developed in the Baltimore region. The Economic Alliance, with our close partnerships with educational research institutions, federal facilities, and incubator programs, is well aligned to help identify exciting new opportunities emerging in the Greater Baltimore region.

Executive Sales Missions

The Economic Alliance organizes 'Baltimore Roadshows' to various cities around the country, bringing elected officials, corporate executives, university representatives, and local economic development professionals to meet with companies that are interested in the Greater Baltimore region. Over the course of three days, the Economic Alliance's delegation meets with executives of companies in that city to give them a firsthand presentation of Greater Baltimore's strong assets and high quality of life.

National Marketing

The Economic Alliance has been tasked with creating a national marketing campaign for the six jurisdictions that we represent. The Alliance is engaged in a comprehensive national public relations initiative to highlight the companies, universities, federal facilities, and incubator programs in the region. This initiative is also focused on increasing national recognition of the unparalleled quality of life in the Baltimore region.

QUICK FACTS

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| Population (#20) | 2,667,117 |
| Median Age | 37.5 |
| Labor Force | 1,424,700 |
| Employment | 1,345,493 |
| Unemployment Percent (#4) | 7.7 |
| Per Capita Income (#9) | \$47,333 |
| Bachelor's Degree or Higher (#9) | 34.3% |
| Advanced Degrees (#4) | 14.6% |
| Gross Metro Product | \$125.9 bil |