



# Maryland: Your Partner in Exporting

Exports from Maryland reached a record high of \$10.1 billion in 2015. Almost 7,000 Maryland businesses export to 209 countries, supporting 46,385 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.

**“We are thrilled to return to MEDICA along with other innovative Maryland companies and showcase why Maryland has such a great environment for international business.”**

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 16 International Trade Offices overseas



# 16 Countries around the Globe



## MARYLAND'S FOREIGN TRADE OFFICES

### EXPORTMD PROGRAM

Maryland companies that receive the ExportMD stipend may be eligible for up to \$6,000 in reimbursement for expenses associated with export development initiatives. In addition, to assist with executing these initiatives, companies can also receive assistance from OIIT's offices, located in 16 countries around the globe.

**Maryland's top export markets in 2015:** Canada, China, Mexico, 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% of goods exporters were small or medium-sized businesses in 2015.**

Visit [commerce.maryland.org](http://commerce.maryland.org) for international business news and resources.  
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