

financial services

With a strong foundation in investment banking and wealth management, and a central location within the high income Mid-Atlantic market, Greater Baltimore continues to build on its reputation as a top US financial center.



- › 72,900 are employed in the financial services industry in the region
- › Over 9,000 financial managers, advisors and specialists are based in Greater Baltimore
- › From 2005 to 2010, Greater Baltimore realized high employment growth rates in financial subsectors like Portfolio Management, Third-Party Administration and Insurance and Employee Benefit Funds
- › Synergies related to the region's strong IT, cyber and health care sectors create additional opportunities for growth

Wealth Management

Based on its roots related to homegrown firms T. Rowe Price, Legg Mason and Alex Brown (the first US investment bank), Greater Baltimore has become one of the top 10 US markets for investment banking and wealth management.

Industry Concentration by Financial Subsector	
Subsector	Index US = 1.00
Insurance & Employee Benefit Funds	2.09
Investment Banking	1.70
Securities, Commodity Contracts, Investments	1.33
Consumer Lending	1.32
Direct Health and Medical Insurance Carriers	1.32

Top US Markets Investment Banking Occupations*		
Rank	Metro Area	Index
1	Washington, D.C.	3.29
2	Atlanta	2.15
3	Philadelphia	1.96
4	Boston	1.95
5	San Francisco	1.85
6	New York	1.69
7	Sacramento	1.53
8	Baltimore	1.46
9	Chicago	1.37
10	Seattle	1.29
	US	1.00

*Financial managers, analysts & advisors

Diversified Portfolio

The region is a diversified financial center that is home to major firms focused on banking, venture capital, credit, insurance/health care plans and finance/IT-data center operations.



Good Investment

Greater Baltimore is a popular choice for expanding financial services firms and those seeking additional facilities outside of New York.



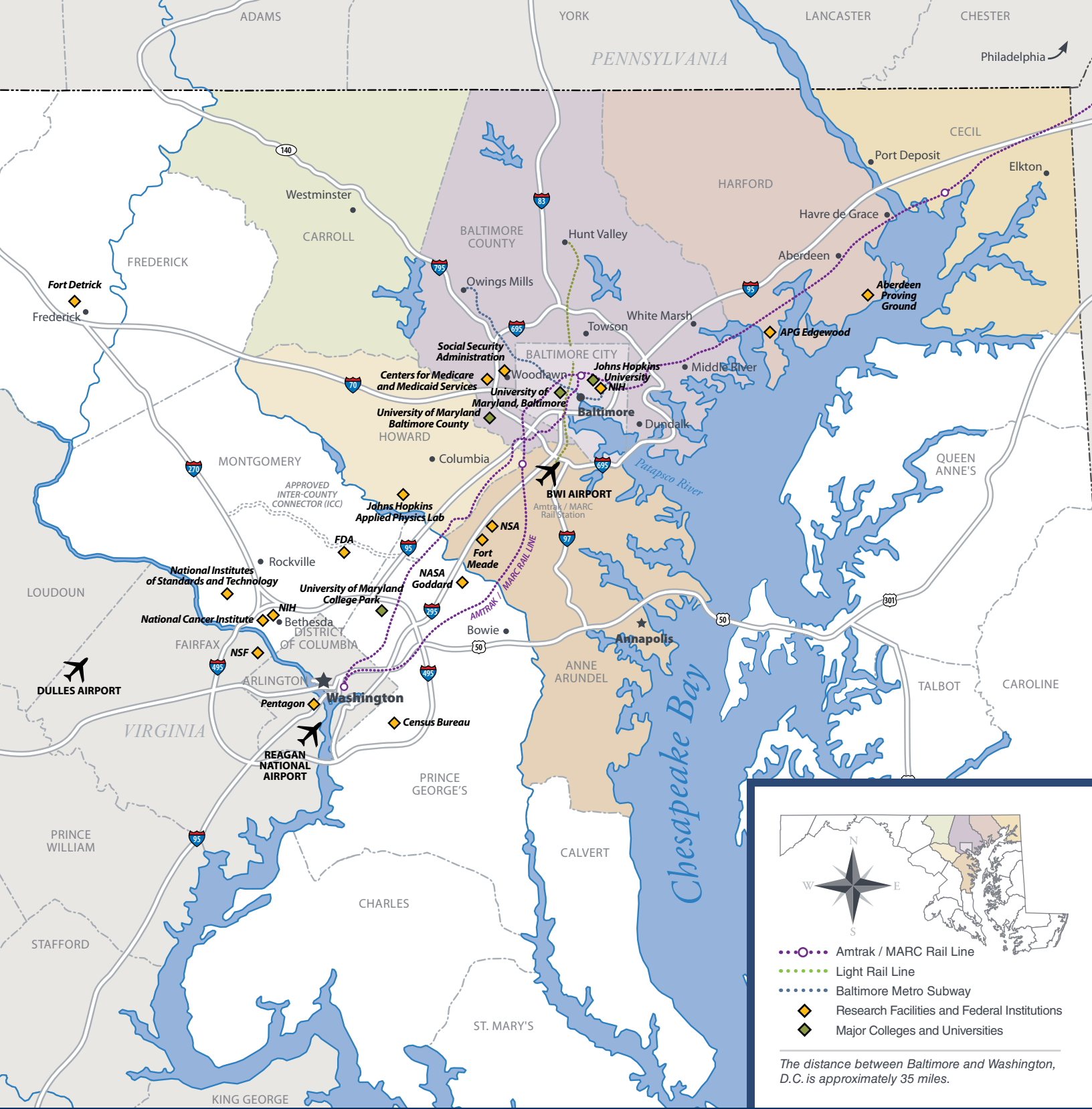
Legg Mason's new headquarters in Harbor East was part of a \$548 million waterfront project that includes a Four Seasons Hotel.



Morgan Stanley-Smith Barney's new finance and IT center combines retail and office space. The space is currently occupied by finance, IT and professional companies.



T. Rowe Price plans to complete its \$185 million, 400,000 square-foot expansion in Owings Mills as employment growth continues. The firm currently houses over 3,000 associates at the facility.



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