

2.1.9 Washington D.C. (Mid-Atlantic States Region)

The prosperous 72,000 square mile mid-Atlantic corridor of the United States boasts a heavy concentration of technology-based businesses. With a population of 16 million consumers (6% of the U.S. total), the region is home to 9% (or C\$350 billion) of American personal disposable income. The greater Washington-Baltimore metropolitan areas have a highly skilled workforce which in 1989 included 183,000 scientists and engineers. Fifty one% of all technology professionals hold masters degrees and their average annual income is \$75,000. Defence, aerospace, electronics, telecommunications, and informatics are major industries. The U.S. Federal Government's annual procurement of goods and services encompasses most product areas and total some C\$186 billion. The Delaware Valley economic region which includes Philadelphia and environs is strongly influenced by the automotive, pharmaceutical, medical, and chemical sectors. Key mid-Atlantic exports include passenger automobiles and parts, plastics, chemical products, telecommunication equipment and computers.

TECHNOLOGY TRENDS

The national capital area (which encompasses adjacent counties in Maryland and Virginia) is the fastest growing major technology centre in the United States. Technology-related job creation is currently growing at a rate 250 times that of overall employment. By the turn of the century, it is predicted that the region will surpass California in national high technology prominence and become the U.S. focal point for global activity in this area. Washington technology companies represent one fourth of the 4,000 new corporations formed in the region each

year. More than 10% of the nation's biotechnology firms are located in Maryland, and the number is growing exponentially as newcomers and start-ups are lured to an industry area anchored by one of the world's premier biomedical research facilities, The National Institutes of Health, as well as the State-funded Maryland Biotechnology Institute. Metropolitan Washington is also a dynamic growth hub for information systems development and electronics manufacturing, as is Eastern Pennsylvania in the rapidly emerging life sciences field.

TECHNOLOGY STRENGTHS

Sub-regional strengths break out as follows:

- *Maryland*
 - biotechnology (over 119 firms producing diverse range of products; Johns Hopkins U. and other educational institutions; NIH)
 - aerospace, defence electronics (Martin Marietta, Bendix Field Engineering Corp.)
 - computer systems (Integral Systems Inc., Computer Data Systems Inc., CompuDyne Corp.)
 - test and measurement equipment (E.I.L. Instruments Inc., Telecommunications Techniques Corp.)
- *Delaware*
 - advanced materials (U. of Delaware, Dupont)
 - food processing (Cargill Inc., Conagra, Draper-King Cole, Perdue Farms)
 - chemicals/specialty chemicals (du Pont, Hercules, I.C.I.)
- *E. Pennsylvania*
 - pharmaceutical, health care and chemicals (Smithkline Beecham, Rohn & Haas, Abbott Labs, Warner Lambert, Roher Group, etc.)