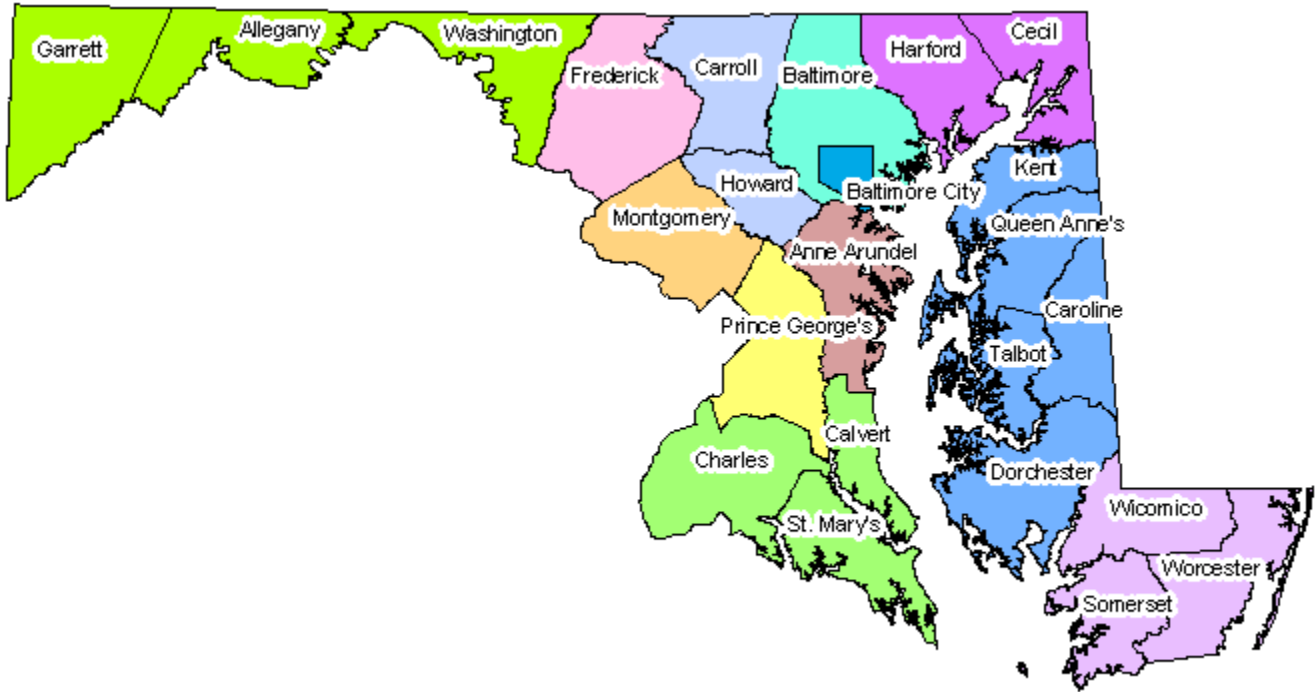


Maryland Market View

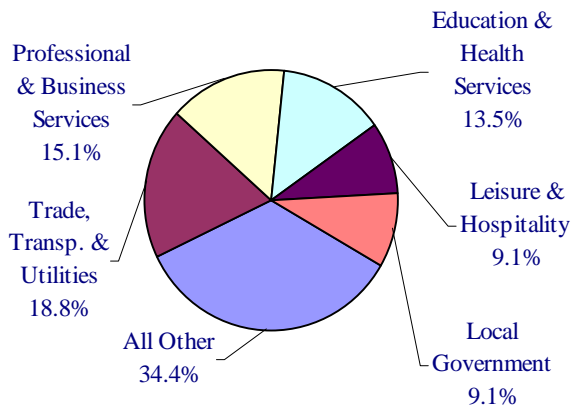


Quick Facts

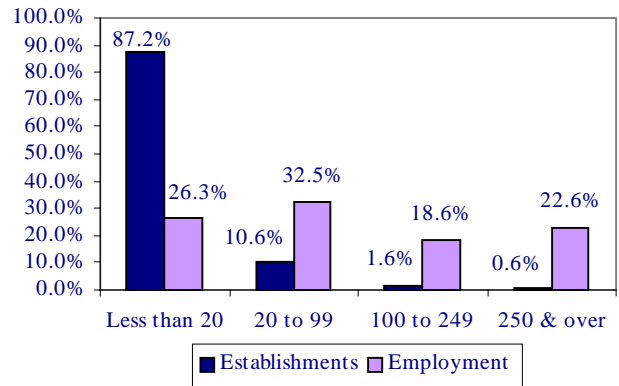
- Population (2004) 5,558,058
- Civilian Labor Force (2004) 2,882,638
 - Employment 2,761,015
 - Unemployment 121,623
 - Unemployment Rate 4.2%
- Industry Employment (2004) 2,461,074
- Business Establishments (2004) 156,345
- Average Weekly Wage by Industry (2004) \$818
- Total Projected Job Openings Through 2012 1,068,525

Maryland Market View

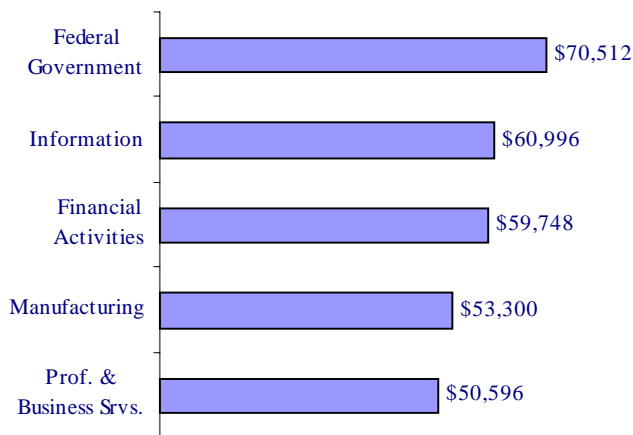
Top Employing Industries



**Private Sector Business Establishments & Employment Concentration by Size Class
4th Quarter 2004**



Highest Annual Wages



**Top Job Gains by Industry
2004**

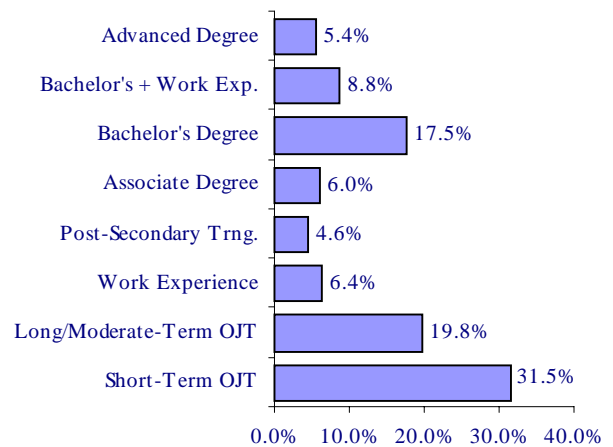
Professional & Technical Services	5,799
Specialty Trade Contractors	4,840
Administrative & Support Services	4,581
Food Services & Drinking Places	3,361
Construction of Buildings	2,114
Ambulatory Health Care Services	2,051
Educational Services	1,824
Hospitals	1,623
General Merchandise Stores	1,348
Building Material & Garden Supply Stores	1,182
Nursing & Residential Care Facilities	989

**Top Performing Occupations
2002-2012**

Occupation	Total Openings*
Cashiers	39,985
Retail Salespersons	37,905
Combined Food Prep & Srvg. Wrkrs., inc. Fast Food	27,095
Waiters & Waitresses	26,505
General Managers	26,465
Registered Nurses	20,980
Janitors & Cleaners, Exc. Maids & Housekeeping	19,130
Office Clerks, General	18,605
Laborers & Freight, Stock & Material Movers, Hand	14,565
Receptionists & Information Clerks	12,990

* Combine openings due to growth & replacement demand

Projected Demand* by Education/Training



*Percent of Openings Due to Growth