



Intelligent Economic Development

Generated using Geosavvy CivicIQ — Sample Output for Demonstration Purposes

Geosavvy CivicIQ Sample Siting Report

Clean-Tech Assembly (Relocation)

Infrastructure for Intelligent Investment

1. Executive Summary

This report evaluates the relocation of a Clean-Tech Assembly facility—approximately 80,000 square feet with 120 full-time employees—into Baltimore City, Maryland. Using Geosavvy’s CivicIQ architecture, the report integrates workforce intelligence, infrastructure readiness, cost and incentive modeling, and community impact to identify the most strategic corridors for relocation.

Baltimore City represents a unique convergence of logistics capacity, workforce availability, and incentive depth. With direct access to the Port of Baltimore, a growing base of urban industrial facilities, and alignment with Maryland’s clean-energy and sustainability policies, the city offers a compelling destination for advanced manufacturing and assembly operations.

This relocation analysis identifies three submarkets that offer the best combination of readiness, resilience, and return:

1. **Pulaski Industrial Area (Northeast Baltimore)** – Established infrastructure, low flood risk, Enterprise Zone eligible.
 2. **South Baltimore / Curtis Bay Corridor** – Port-oriented logistics and deep industrial utility networks.
 3. **Penn Mary / Orangeville Corridor (East Baltimore)** – Rail access, redevelopment potential, competitive lease rates.
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2. Project Profile

Industry: Clean-Tech Light Assembly

Facility Size: 80,000 sq ft

Employment: 120 FTE within 24 months

Relocation Objective:

- Reduce operating cost and logistics friction.
 - Align with incentives and ESG commitments.
 - Integrate workforce pipelines for local hiring.
 - Leverage existing industrial infrastructure to minimize downtime.
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3. Market & Economic Context

Baltimore City anchors a regional economy of more than 2.8 million people within the metro area. The city's population (~577,000) provides a dense urban workforce supported by a robust education ecosystem—Johns Hopkins University, Morgan State University, Coppin State University, and Baltimore City Community College.

The Port of Baltimore ranks among the top U.S. ports for automobile imports and roll-on/roll-off cargo, providing a significant advantage for supply chain continuity. Its proximity to Interstates 95, 83, and 695, combined with Class I rail access (CSX and Norfolk Southern), positions Baltimore as a multi-modal logistics hub ideal for advanced manufacturing relocation.

Median Household Income: \$59,600

Labor Force Participation: ~62%

Bachelor's Degree or Higher: 35%

Industrial Lease Rate: \$6–\$9 per sq ft NNN (below national peer metro average)

4. Workforce Intelligence

Relocation success depends on workforce accessibility and adaptability. Baltimore City offers a diverse labor base with proven manufacturing, maintenance, and logistics skills.

Key Occupations for Clean-Tech Assembly:

Assemblers and fabricators, maintenance technicians, quality control specialists, logistics coordinators, and supervisory staff.

Average Wages (BLS 2023):

Assemblers – \$22/hr | Maintenance Techs – \$30/hr | QC – \$27/hr | Supervisors – \$38/hr.

Training Pipelines:

- **Baltimore City Community College (BCCC):** Manufacturing and electronics programs.
 - **Maryland Manufacturing Extension Partnership (MD MEP):** Customized workforce programs.
 - **MOED Workforce Centers:** Employer-tailored recruitment and retention support.
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Baltimore’s combination of cost-competitive labor, state workforce grants (Maryland Business Works), and strong education partnerships ensures rapid workforce integration and training for relocated operations.

5. Site Readiness & Infrastructure

Zoning and Permitting

Industrial zoning districts I-1, I-2, and IMU allow for assembly, light manufacturing, and logistics uses. The city’s streamlined Development Review Committee process can accelerate permitting timelines for relocation projects using existing structures.

Infrastructure

- **Power:** BGE grid with ample industrial capacity in key corridors.
- **Broadband:** High fiber density in industrial zones and proximity to carrier hotels.
- **Water/Sewer:** Adequate service in all identified districts; check flow rates for heavy water use operations.
- **Transportation:** Immediate access to I-95, I-895, and freight rail networks.
- **Floodplain Exposure:** Moderate risk near harbor; minimal in Pulaski and Penn Mary districts.

Environmental & Resilience Considerations

Use FEMA and city GIS flood maps to avoid 1% annual risk zones. Where unavoidable, adopt resilient building design and elevated mechanical systems.

6. Cost & Incentives

Enterprise Zone (EZ): 80% property tax credit in year one, declining to 30% by year ten; \$1,000–\$1,500 income tax credit per new job.

Opportunity Zones (OZ): 42 city tracts eligible for capital gains deferral and basis increase.

Maryland Energy Administration (MEA): Grants for clean-energy equipment, efficiency, and Combined Heat & Power.

Workforce Incentives: Maryland Business Works – reimburses up to 50% of training costs.

Local Financing Tools: Industrial Revenue Bonds; tax abatement for qualified redevelopment.

Operating Cost Summary (Baltimore City):

Category	Estimate	National Average	Competitive Edge
Lease Rate	\$6–\$9/sq ft	\$8–\$12/sq ft	20–30% lower
Power	\$0.10–\$0.12/kWh	\$0.12–\$0.14/kWh	Energy advantage
Labor	\$25/hr avg.	\$26.9/hr	Competitive
Transport	Port + Highway access varies		Strategic

7. Community & Quality of Place

Baltimore City’s community wealth framework aligns with equitable relocation outcomes:

- **Housing Affordability:** Median home value \$211K; median rent \$1,220.
- **Education Access:** Multiple colleges and training programs within city limits.
- **Health Infrastructure:** Anchored by Johns Hopkins and University of Maryland medical systems.
- **Mobility:** High transit coverage, ongoing investment in walkability and workforce commuting corridors.
- **Safety & Governance:** Expansion of real-time crime center coverage through RTIIC-compatible infrastructure.

Relocating into Baltimore City contributes to **neighborhood revitalization, workforce mobility, and local ownership**, reinforcing the city’s community wealth-building ethos.

8. ESG & Resilience Readiness

A clean-tech relocation inherently strengthens ESG credentials. Baltimore’s municipal sustainability programs emphasize:

- **Environmental:** Renewable energy adoption, energy-efficiency grants, and brownfield remediation programs.
- **Social:** Inclusive hiring initiatives and supplier diversity expectations.
- **Governance:** Transparent permitting and open-data dashboards that promote accountability.

Incentives for energy efficiency can offset capital cost of retrofits, aligning relocation with both corporate ESG targets and local sustainability goals.

9. Competitive Benchmarking

Purpose and Methodology

Competitive benchmarking within Geosavvy’s CivicIQ framework evaluates relative competitiveness—not superiority—across indicators that drive investment decisions: workforce, infrastructure, cost, incentives, and ESG alignment.

Benchmark markets are chosen based on objective comparability, representing distinct operating environments that realistically compete for similar clean-tech and advanced manufacturing projects.

For this analysis, two peer markets were selected to illustrate those contrasts:

1. **Prince George’s County, Maryland** – A dynamic suburban jurisdiction in the same labor basin as Baltimore, defined by proximity to Washington D.C., a strong logistics corridor, and growing industrial investment.
2. **York, Pennsylvania Metro Area** – A cost-efficient industrial market along the I-83 corridor, offering established manufacturing infrastructure and streamlined permitting.

All three markets—Baltimore City, Prince George’s County, and York, PA—were evaluated using consistent, publicly available data sources:

- U.S. Census Bureau and BLS datasets
 - State and municipal economic development data
 - Energy, zoning, and incentive frameworks
 - Local industrial cost reports
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Benchmark Summary

Criterion	Baltimore City	Prince George’s County (MD)	York Metro (PA)	Observations
Workforce Size (30-min radius)	~800,000	~1.1 million	~600,000	Comparable regional labor access

Criterion	Baltimore City	Prince George's County (MD)	York Metro (PA)	Observations
Median Wage (Manufacturing)	\$25.4/hr	\$27.2/hr	\$23.8/hr	Within regional variance
Industrial Land Cost	\$250K–\$350K/ac	\$400K+	\$200K	Reflects urban, suburban, and mid-market differences
Port / Logistics Access	Direct (Port of Baltimore)	Inland (45 mi)	Inland (65 mi)	Distinct access profiles
Incentive Availability	EZ + OZ + MEA	HUB + EZ equivalents	KOZ + Local grants	Robust options across all markets
ESG / Resilience Alignment	High	Moderate / High	Emerging	Policy maturity varies by jurisdiction

Interpretation

This benchmarking comparison highlights **strategic trade-offs** rather than rankings.

- **Baltimore City** combines multimodal logistics, dense workforce, and advanced ESG alignment—ideal for sustainable relocation projects seeking proximity to supply chains and visibility.
- **Prince George's County** provides modern infrastructure, suburban scalability, and strong access to the Washington corridor—suitable for projects requiring new build or federal adjacency.
- **York, Pennsylvania** offers lower operating costs and a simplified regulatory climate—appealing for companies optimizing total occupancy cost.

Benchmarking framework aligned with standard site selection methodology (IEDC & NAIOP best practices).

Each market competes on distinct strengths.

The CivicIQ framework ensures that these differences are quantified objectively, supporting informed, transparent site-selection decisions for investors and municipalities alike.

10. Risk & Regulatory Considerations

Permitting Delays: Moderate risk; mitigated through early coordination with Planning and DPW.

Utility Capacity: Variable by district; verify electric and broadband redundancy early.

Environmental Diligence: Required for older industrial parcels.

Community Engagement: Proactive outreach and CBAs can ensure public support.

Incentive Compliance: Assign documentation oversight to ensure smooth credit capture.

11. Strategic Recommendation

After evaluating infrastructure, workforce, cost, and resilience, three Baltimore corridors emerge as the most suitable for relocation:

Rank	District / Corridor	Advantages	Considerations
1	Pulaski Industrial Area (Northeast)	Existing industrial buildings, Enterprise Zone eligibility, minimal flood risk, direct highway access.	Moderate retrofit costs; confirm broadband upgrades.
2	South Baltimore / Curtis Bay Corridor	Port proximity, deep utilities, opportunity for ESG branding near waterfront redevelopment.	Higher land cost; ensure environmental due diligence.
3	Penn Mary / Orangeville Corridor (East)	Rail adjacency, redevelopment incentives, affordable lease rates.	Evaluate truck routing and resilience zones.

Recommendation: Begin relocation site due diligence in **Pulaski Industrial Area**, with **Curtis Bay** as alternate for port access and **Penn Mary** as cost-efficient expansion option.

12. 30-60-90-Day Implementation Roadmap

Timeline	Key Action	Outcome
0–30 Days	Engage City and BDC for site inventory + utility coordination	Confirm site availability and readiness
30–60 Days	Conduct detailed relocation cost analysis and workforce alignment	Identify incentive stack and workforce strategy

Timeline	Key Action	Outcome
60–90 Days	Initiate incentive applications and finalize site control	Secure commitments, finalize relocation plan

13. Data Sources

U.S. Census Bureau (ACS 5-Year 2023), Bureau of Labor Statistics (OEWS 2023), Maryland Energy Administration, Baltimore City Planning Department, BGE, FEMA NFHL 2023, Baltimore Development Corporation, and municipal open-data repositories.

14. About Geosavvy

Geosavvy empowers municipalities and investors through **Infrastructure for Intelligent Investment**—a data-driven approach that unites location intelligence, equity analysis, and decision automation.

Through its **CivicIQ architecture**, Geosavvy builds the internal intelligence layer that transforms public data into actionable economic development strategy.