



# GREATER WASHINGTON PARTNERSHIP

FROM BALTIMORE TO RICHMOND  
FOSTERING UNITY  
ADVANCING GROWTH

# THE CAPITAL REGION FROM BALTIMORE TO RICHMOND

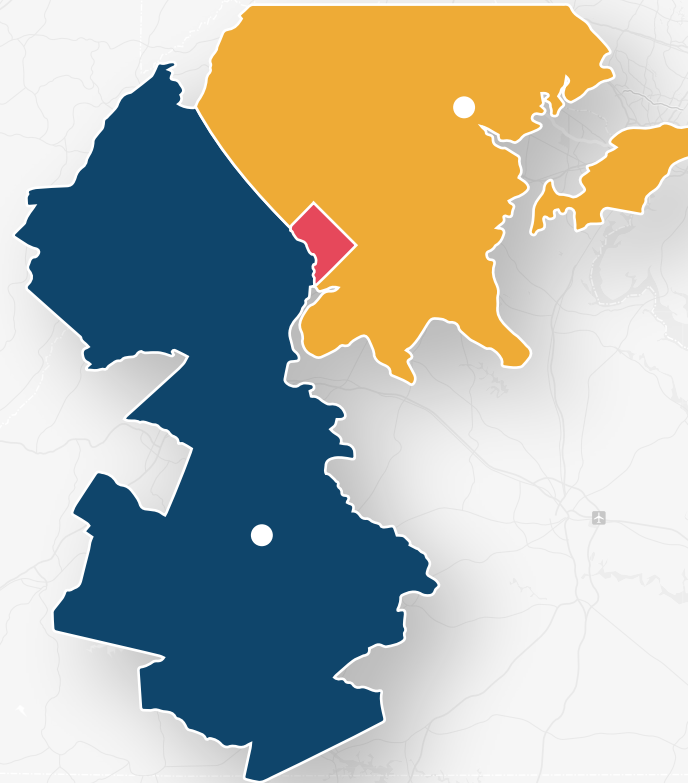
Our region has great diversity, tremendous assets and immense potential.

We've changed the narrative on the region. We're thinking big about our future.

## OUR REGION

The super-region—Maryland, Virginia and the District—stretching from Baltimore to Richmond has an intertwined economic future.

Our region has the **3rd** largest economy in the United States and the **7th** largest in the Global Economy.



115

federal labs and federally-funded research and development centers



46%

of the population 25 years+ hold Bachelor's degree or higher



184

languages spoken;  
175 international embassies



53

Fortune 1000 companies headquartered in MD, DC, VA

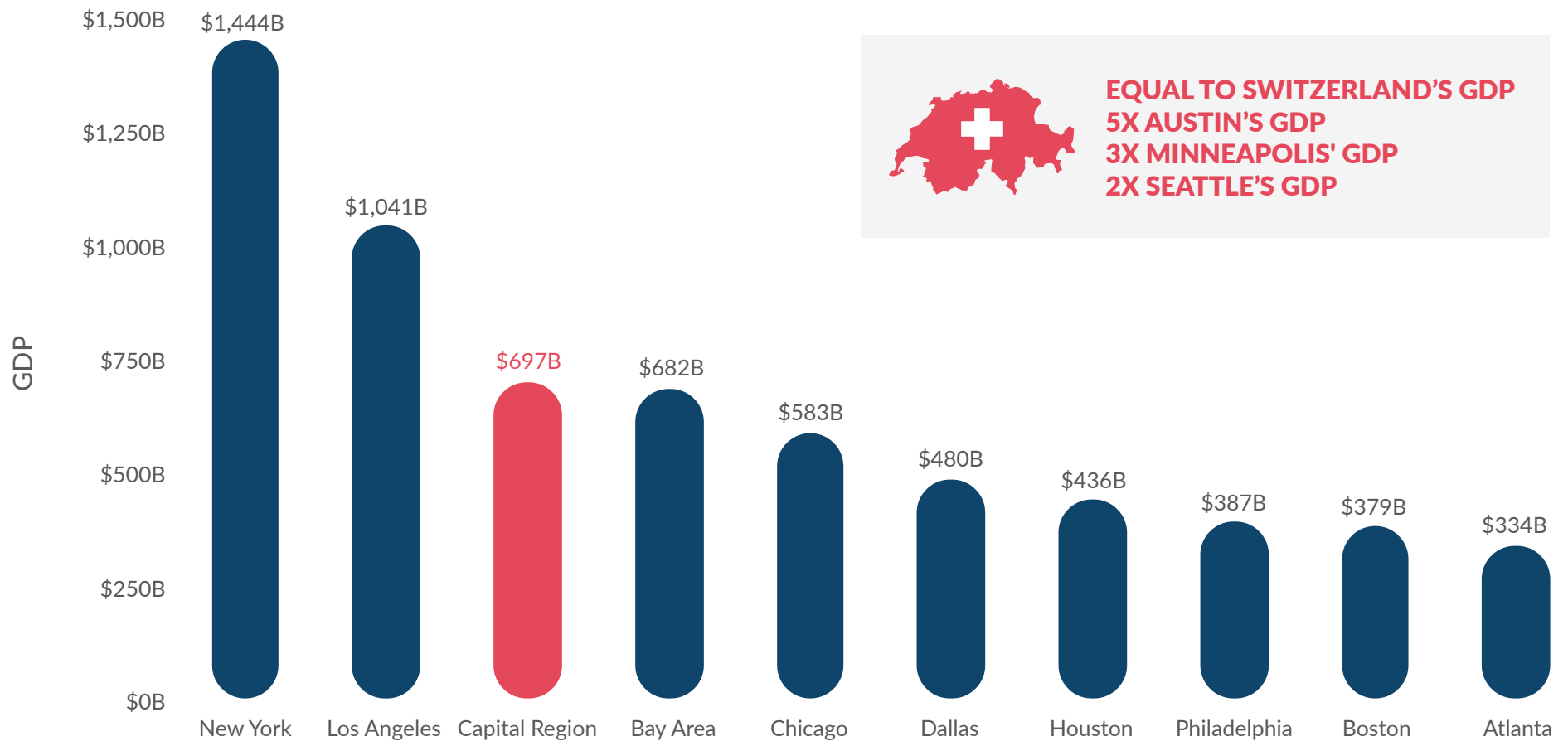


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significant airports, two major shipping ports

# THE CAPITAL REGION IS THE 3<sup>RD</sup> LARGEST REGIONAL ECONOMY IN THE U.S. AND THE 7<sup>TH</sup> IN THE WORLD

## GROSS DOMESTIC PRODUCT FOR TEN LARGEST METROPOLITAN AREAS



Source: Bureau of Economic Analysis, Los Angeles includes Riverside MSA, Bay Area includes San Jose MSA.  
The Capital Region includes Washington, D.C. MSA, Richmond MSA, and Baltimore MSA.

# THE CAPITAL REGION HAS STRONG ASSETS



## DIVERSE, TALENTED WORKFORCE



The Capital Region is home to more than 10 million people.

46 percent, or 3.3 million, have a bachelor's degree or higher.

Nearly 2 million people in the region are foreign-born.



## THRIVING BUSINESS COMMUNITY



210 public companies are domiciled in the Capital Region.

These 210 companies employ 1.3 million people around the globe.

22 companies are in the Fortune 500, 53 in the Fortune 1000.



## GLOBAL REACH & START-UP POTENTIAL



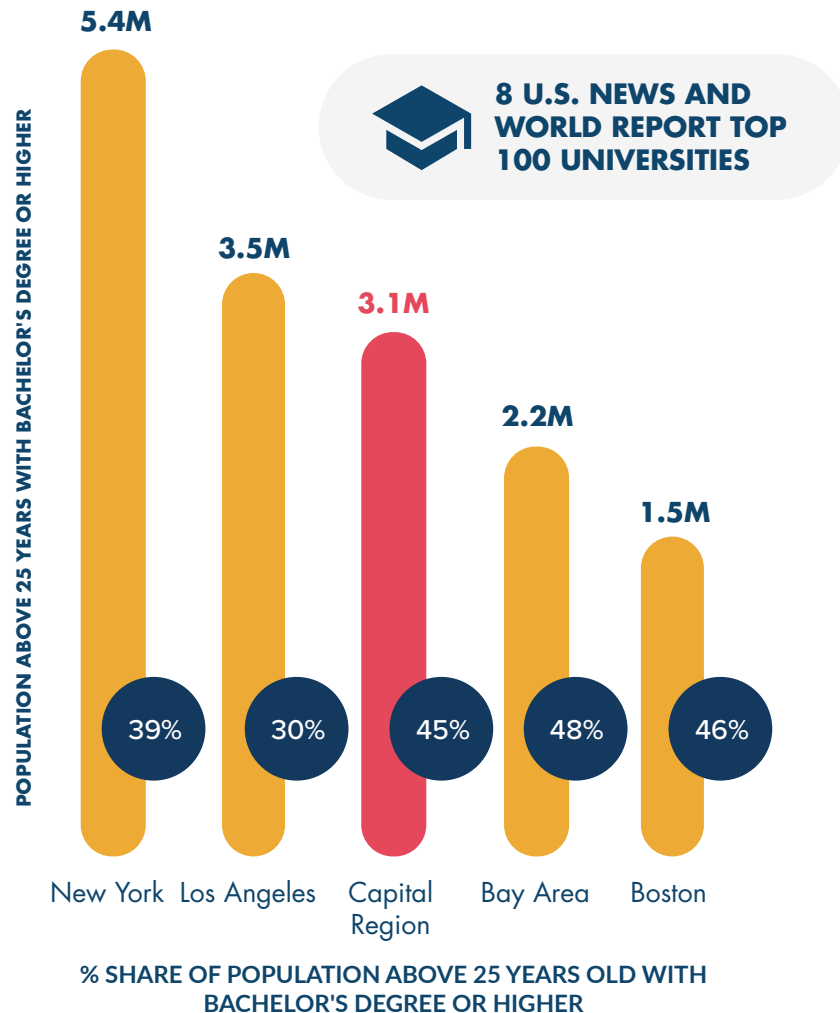
The Capital Region – home to 175+ embassies – exported more than \$21 billion in goods and services last year.

D.C. was sixth in VC funding last year and Maryland is the fourth ranked state for Ease of Doing Internet Business.



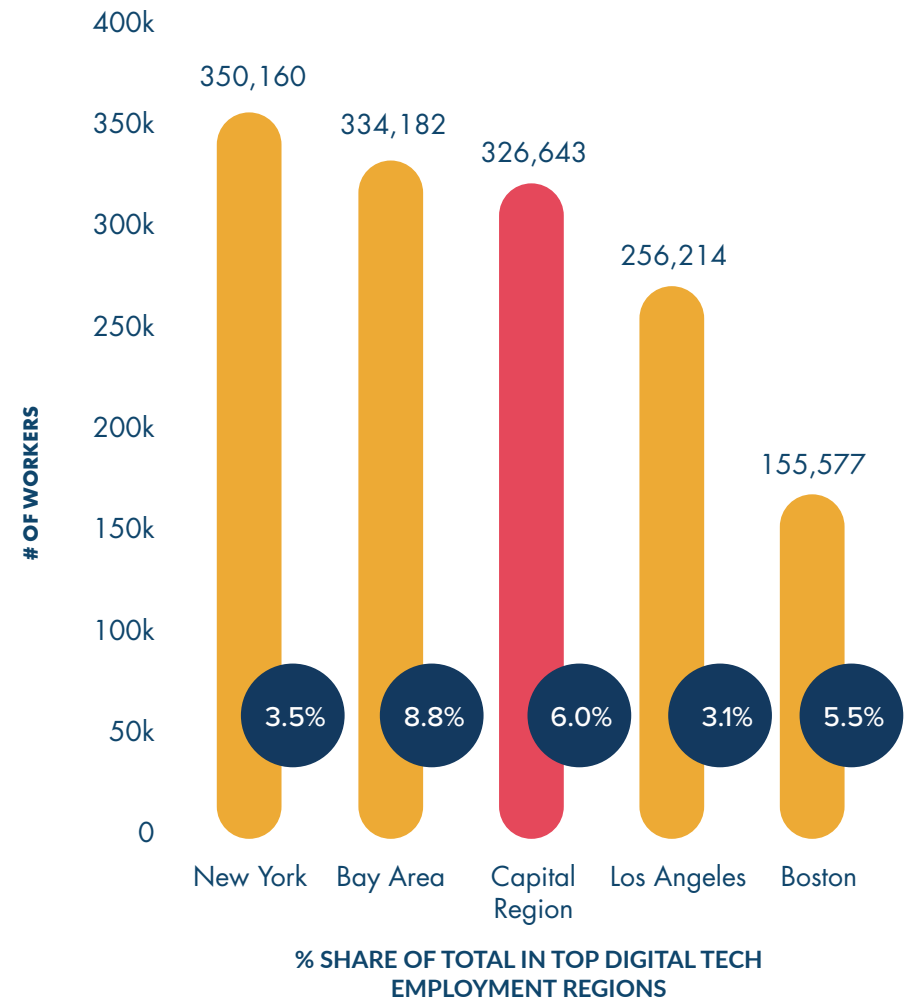
# HOME TO LEADING UNIVERSITIES, THE CAPITAL REGION BOASTS ONE OF THE MOST EDUCATED AND TECH-ORIENTED WORKFORCES IN THE COUNTRY

## POPULATION ABOVE 25 YEARS OLD WITH BACHELOR'S DEGREE OR HIGHER



Source: U.S. Census Bureau, Los Angeles includes Riverside MSA, Bay Area includes San Jose MSA

## NUMBER OF DIGITAL TECH WORKERS IN U.S. TECH HUBS

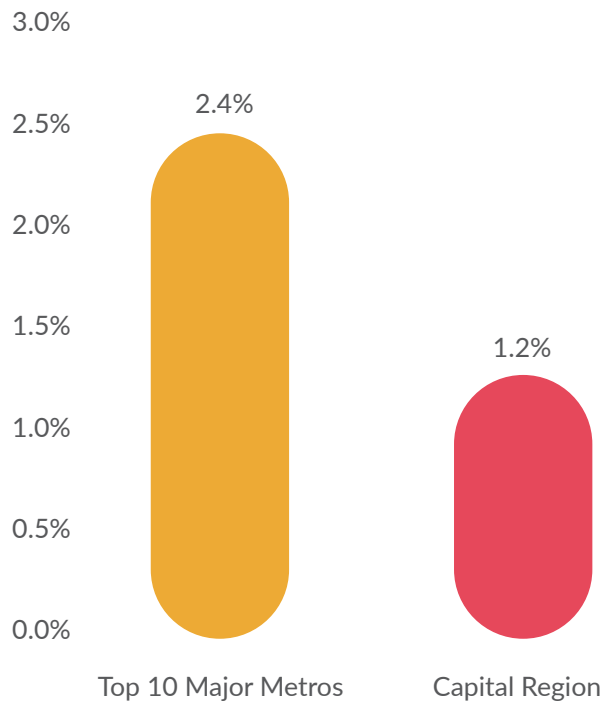


Source: Greater Washington Partnership Analysis of Chmura Analytics JobsEQ (Q2 2019).

# DESPITE OUR STRENGTHS, THE CAPITAL REGION'S ECONOMY HAS NOT BEEN KEEPING PACE WITH ITS PEERS

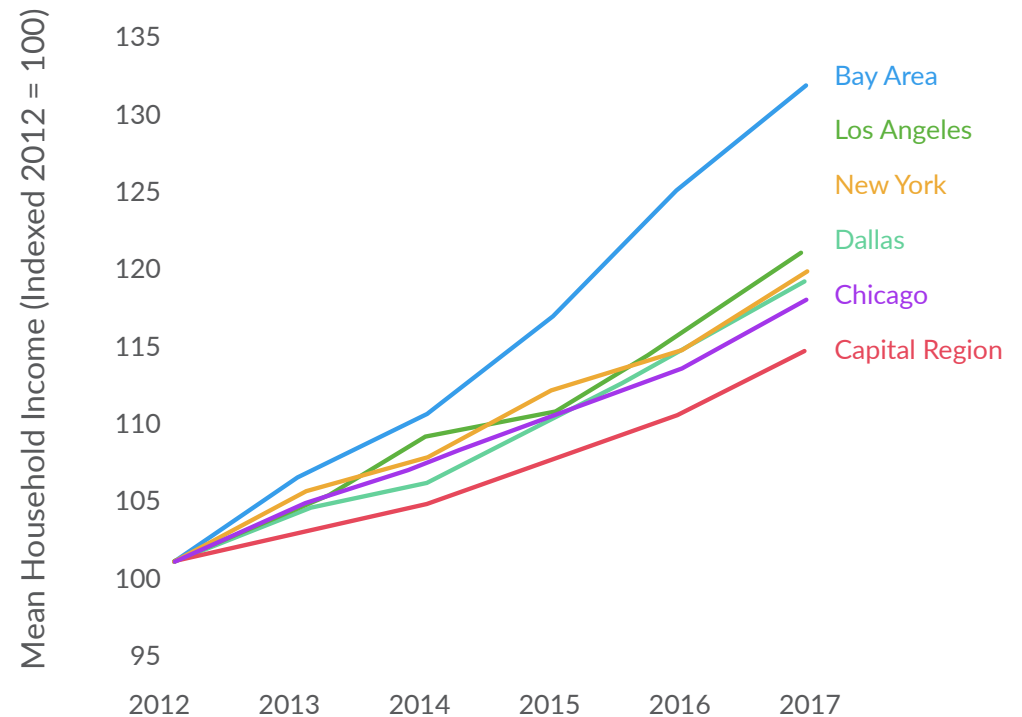
**THE CAPITAL REGION HAS GROWN SLOWER THAN OTHER MAJOR METROS**

**FIVE-YEAR GDP GROWTH**



**SLOW GROWTH HAS COST CAPITAL REGION HOUSEHOLDS THOUSANDS IN INCOME**

**MEAN HOUSEHOLD INCOME GROWTH BY REGION**



Looking at the nine leading metro areas, if the Capital Region met the average growth rate since 2012, households would have made \$5,300 in additional income.

# THE PARTNERSHIP'S ORIGINS



**SEPT 2014**  
Olympic Bid

**NOV 2015**  
Global Cities Initiative

**DEC 2016**  
Board Formed

**SEPT 2017**  
Partnership Publicly Launched

## REGION NOT LIVING UP TO ITS FULL POTENTIAL

Political and geographic barriers have previously prevented collaboration, growth and unity. Through our work, we're seeing signs of progress.

# WHO WE ARE

The Greater Washington Partnership is a team of civic-minded CEOs, drawing from leading employers and entrepreneurs, who are committed to making the Capital Region—from Baltimore to Richmond—one of the world's best places to live, work and build a business.

We are leveraging our unique strengths, our diversity and the power of commerce to tackle issues holding us back. We bring long-term perspectives and fact-based solutions to drive impact.

## REGIONAL MOBILITY



## INNOVATION

## OUR FOCUS



## TALENT AND SKILLS



## GLOBAL IDENTITY

## OUR BOARD COMPANIES

Employing more than 200,000 people in the Capital Region



# WHY WE CAME TOGETHER

## CHANGING OUR TRAJECTORY

As CEOs of the largest employers in the region, we want to give back to our community and foster a truly inclusive economy that creates opportunity for all. We realize that in order to prosper, the Capital Region must:



Redefine our boundaries to compete on a global scale



Leverage the unique assets of the federal government and become a place that's driven by economic dynamism rather than politics



Collaborate across political and jurisdictional lines to solve big challenges



Focus on long-term issues before they become near-term crises

# MEASURING PROGRESS IN THE CAPITAL REGION

**WE HAVE COME TOGETHER TO DRIVE RESULTS IN NEW AND UNPRECEDENTED WAYS**



## **TALENT AND SKILLS**

Breaking the mold



Launched the Capital CoLAB (Collaborative of Leaders in Academia and Business), a coalition of leading institutions to partner on talent and innovation initiatives.

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Partnership awarded JPMorgan Chase & Co. grant to develop tech career pathways and collect employment data as part of the TalentReady initiative.



## **REGIONAL MOBILITY**

Bending the curve



### **BLUEPRINT FOR REGIONAL MOBILITY**

Launched Blueprint for Regional Mobility, the first ever CEO-driven comprehensive strategy that binds the Capital Region and better connects residents in Baltimore, Washington and Richmond to opportunity.

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Launched MetroNow, a broad, regional coalition that won dedicated WMATA funding and reforms.



## **FOSTERING UNITY**

Changing the narrative



Supported the entire region and drove home unity message—One Wins, We All Win—to help the region come together to deliver the largest economic development project in U.S. History.

## **OUR REGION IS ALREADY STRONGER**

We are positioned to compete globally in the areas that are going to define the next 30 years.



*We have shown that we're a world class  
business community, and we can work  
together around really big things.*

W. Russ Ramsey, Chairman  
Greater Washington Partnership



# FOSTERING UNITY

## MAJOR MILESTONES IN REGIONAL COLLABORATION

**JAN 2018**

- Partnership Joins with Other Groups to Launch MetroNow Coalition

**The Washington Post**

**Why Washington Should be the Next Supercity**

OP-ED BY TED LEONSIS

**FEB 2018**

- Capital Region Embraces Unity Narrative for Amazon

**The Washington Post**

**In the DMV, if One Wins Amazon, We All Win**

OP-ED BY RUSS RAMSEY,  
TED LEONSIS AND  
SHEILA JOHNSON

**MAR 2018**

- Historic Win for Metro with Dedicated Funding from All Three Jurisdictions

**The Washington Post**

**Metro Gets Third and Final 'Yes'...**

BY ROBERT MCCARTNEY



**APR 2018**

- Joint Letter from Govs. Hogan and Northam and Mayor Bowser Supporting Amazon HQ2 Coming to the Region

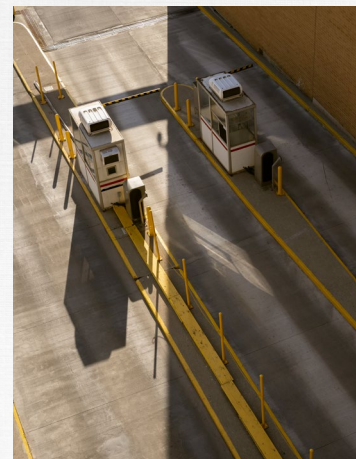
**MAY 2018**

- Washington Capitals Fever Took the Region by Storm
- Partnership Released a Bold Proposal for Seamless Regional Tolling Network

**The Washington Post**

**Group of Corporate Heavyweights Pushes for Regional Toll Network**

BY LUZ LAZO



**JUN 2018**

- Launch of Capital CoLAB

**WASHINGTON BUSINESS JOURNAL**

**A Group of Local CEOs is Partnering with Universities to Build a Set of Regional Tech Credentials**

BY ANDY MEDICI

**JUL 2018**

- Partnership Charts Path To Establish Seamless Mobility Platform

**AUG 2018**

- Business and Advocacy Groups Come Together to Oppose Calls to Close Light Rail Service in Anne Arundel County



# FOSTERING UNITY

## MAJOR MILESTONES IN REGIONAL COLLABORATION

### THE BALTIMORE SUN

**Hogan says he won't curtail Light Rail in Anne Arundel despite calls by politicians**

BY COLIN CAMPBELL

### SEP 2018

- Partnership and Key Leaders Call for the Capital Region to Rethink the Bus

### The Washington Post

**Business Leaders Warn that the Washington Region's Inadequate Bus System is Stifling Growth**

BY LUZ LAZO

### OCT 2018

- Partnership and Urban Institute Announce Regional Housing Framework

### NOV 2018

- Amazon selects the Capital Region for HQ2, affirming the region's talent, diversity, and incredible potential



- Partnership Launches the Blueprint for Regional Mobility and co-hosted the 2018 Capital Region Transportation Forum

### Richmond Times-Dispatch

**CEO Group Tries to Unite 'Super-Region' from Richmond to Baltimore**

BY MICHAEL MARTZ

### DEC 2018

- JPMorgan Chase & Co. awards New Skills for Youth grant to the Partnership to develop tech career pathways and collect employment data

### WASHINGTON BUSINESS JOURNAL

**JPMorgan Donating Millions to Boost the Local Tech Workforce**

BY ANDY MEDICI



### MARCH 2019

- Partnership hosts "Driving Talent and Innovation in the Capital Region" executive luncheon to highlight advancement of the CoLAB as well as the Business Roundtable's Workforce Partnership as exemplars of business-university talent initiatives

### WASHINGTON BUSINESS JOURNAL

**Amazon Web Services joins Capital CoLAB, an effort to prepare young workers for tech jobs**

BY SOE HAN THA



### APRIL 2019

- In conjunction with American University, Partnership releases report entitled "Capital City Economies: Lessons for Washington's Economic Future" at an event with economic ministers from around the world
- Partnership joins JPMorgan Chase & Co. and partner Education Strategy Group for TalentReady kick-off event as part of New Skills for Youth

# REACHING OUR POTENTIAL

## OUR VISION



By working together, we can make the Capital Region:

- A dynamic and inventive business environment with a purpose driven community
- A home for those seeking opportunity to fulfill their aspirations and thrive
- An economic power house that attracts the creatives, entrepreneurs, technologists and people who dream big
- A place with the transportation, housing, education, and healthcare systems designed and shaped for the 21st century
- A global magnet for talent and innovation

Establishing Baltimore, Washington and Richmond as the model for a thriving super-region.



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THANK YOU



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