

Maryland: Portraits of the States by Jonatha A. Brown. Wisconsin: Gareth Stevens Publishing, 2006. (ISBN 0-8368-4687-7)

Literature Annotation: This book paints a picture of Maryland's history, people, economy, resources and government. It explains Maryland's role on the world stage in the past as well as today.

Grade Level: Grade 4

Duration: 1-2 class periods

Maryland State Curriculum

Economics Standard: Students will develop economic reasoning to understand the historical development and current status of economic principles, institutions, and processes needed to be effective citizens, consumers, and workers participating in local communities, the nation, and the world.

- 4.A.2 Explain how limited resources are used to produce goods and services to satisfy economic wants in Maryland (Grade 4)
- 4.B.1.b Give examples of the kinds of goods and services produced in Maryland during different historical periods (Grade 4)

Objectives: Students will be able to...

- identify the goods and services produced in Maryland
- compare the goods and services produced by different regions in Maryland

Vocabulary

goods: physically tangible objects that are made or grown by people and can be used to satisfy economic wants, including but not limited to food, shoes, cars, houses, books, and furniture.

services physically intangible actions that can be performed to satisfy economic wants, including but not limited to medical care, dental care, haircuts, education, police protection, fire protection and national defense

Teacher Materials

A copy of *Maryland: Portraits of the States* by Jonatha A. Brown
Map of Maryland with Counties (The Maryland Digital Atlas available from the Maryland Geographic Alliance)
Teacher Resource Sheet #1: *Companies*
Teacher Resource Sheet #2: *Regions of Maryland*

Student Materials

Student Resource Sheet #1: *Companies, Revealed*
Student Resource Sheet #2: *Regional Goods & Services*
Student Resource Sheet #3: *Western Maryland Region*
Student Resource Sheet #4: *Capital Region*
Student Resource Sheet #5: *Greater Baltimore Region*
Student Resource Sheet #6: *Southern Region*

Student Resource Sheet #7: *Eastern Shore Region*

Teacher Background: The information provided in this lesson can be found at www.choosemaryland.org. This website is maintained by the Maryland Department of Business and Economic Development.

Motivation

Display Teacher Resource Sheet #1: *Companies*. Ask: *Do students know any of these companies? What do they provide?* Discuss.

Development

1. Display the definitions of goods and services. Review with students.
2. Distribute Student Resource Sheet #1: *Companies, Revealed*. Have students work with a partner to identify whether the Maryland companies produce goods or services. Discuss.
3. Ask: *Can they think of any other companies in Maryland? Do those companies provide a good or a service?* Discuss.
4. Have students read pages 22-23 of *Maryland* by Jonatha A. Brown. Direct their attention to the circle chart, "How Money Is Made in Maryland" on page 23. Ask: *What are the top two ways that money is made in Maryland?* (services & banking, insurance, and property sales). *What are the two ways that the least money is made in Maryland?* (Mining & Farming).
5. Display a map of Maryland. Have them locate each of the companies that are on Student Resource Sheet #1. Ask: *Are there certain areas of Maryland that might be more likely to have one type of company? Why?*
6. Display Teacher Resource Sheet #2: *Regions of Maryland*. Tell students that they are going to be examining the regions of Maryland and the goods and services produced in those regions.
7. Distribute Student Resource Sheet # 2: *Regional Goods and Services*. Break students into five groups. Assign each group one of the following regions: Western, Capital Region, Greater Baltimore, Southern Maryland, and Eastern Shore. Distribute the appropriate Student Resource Sheet (3-7) to each group. Each group should read the information and complete the resource sheet for their region.

Teacher Note: *The information for all Maryland locales is available at www.choosemaryland.org. If you wish to feature a different county, or if you need to additional groups, you can visit the website and download the information pages of all of Maryland's jurisdictions.*

Assessment

Student groups should use their completed resource sheets to create a trifold brochure about their county. The purpose of that brochure is to attract business. The brochure should include:

- Map of Maryland with selected county identified
- Information about the county and its desirability
- Information about the businesses already in the area
- Information about the skills of residents

Closure

Conduct a gallery walk of the brochures. After the gallery walk, discuss the differences between the counties of Maryland. Why do the counties offer different goods and services?

Lesson Extensions

- Research the goods and services available in Maryland long ago. Are those goods and services different from the ones available today? Why?
- Investigate the influence of population shifts (BRAC, etc). How will those shifts change the goods and services available in certain counties?
- Research the population demographics of certain counties. How does the age of the population affect the goods and services available?
- Investigate the geography of certain counties. How do geographic features affect the goods and services provided?

Companies

Ciena

Discovery Communicatons

Giant Food

Jos. A. Bank Clothiers

Magellan Health Services

Perdue Farms

Ritz-Carlton

T. Rowe Price

Under Armour

W.R. Grace

Regions of Maryland



<http://www.choosemaryland.org/regionsandcounties/regionsindex.html>

Companies, Revealed

| Company | Location | Good or Service ? |
|---|------------------------------|--------------------------|
| Ciena: <i>Software & network systems</i> | Anne Arundel County | |
| Discovery Communicatons: <i>Media & entertainment</i> | Montgomery County | |
| Giant Food: <i>Grocery stores</i> | Prince George's County | |
| Jos. A. Bank Clothiers: <i>Men's apparel</i> | Carroll County | |
| Magellan Health Services: <i>Health care management</i> | Howard County | |
| Perdue Farms: <i>Poultry</i> | Wicomico County | |
| Ritz-Carlton: <i>Hotels & resorts</i> | Montgomery County | |
| T. Rowe Price: <i>Global investment management</i> | Baltimore City | |
| Under Armour: <i>Performance apparel</i> | Baltimore City | |
| W.R. Grace: <i>Speciality chemicals & materials company</i> | Howard County | |

Regional Goods & Services

Region:

Featured County:

Transportation Services:

Circle Graph of Employment:

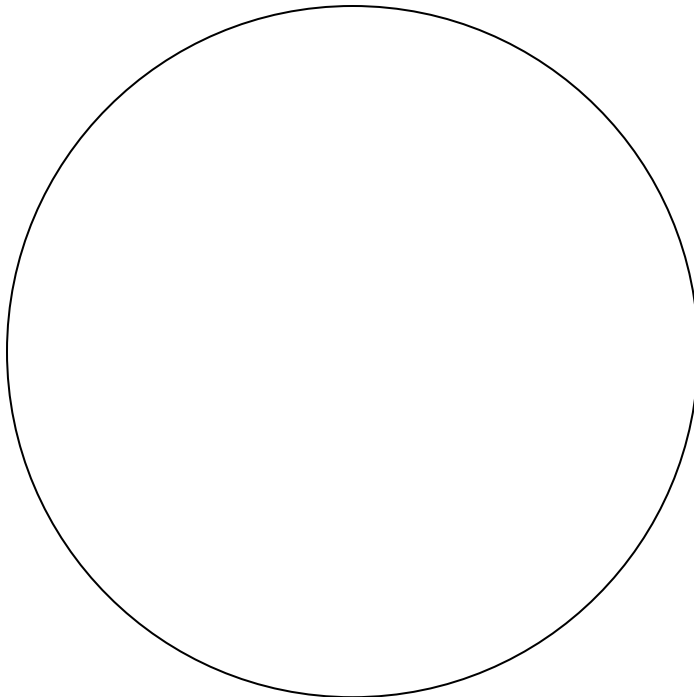
Categories:

Government

Production

Services

Unclassified



Western Maryland Region
Garrett, Allegany, Washington

Featured County: Washington

Washington County is a major industrial and transportation hub in the Mid-Atlantic region. Interstates 81, 70, and 68, coupled with excellent rail service, provide easy market access and distribution. The Hagerstown Regional Airport is a fully instrument airfield with daily commuter service to major destinations. Hagerstown, the county seat and business center, is Maryland's sixth largest city and is easily accessible to both Baltimore, Maryland and Washington, D.C.

Top Ten Employers
(Based on Number of Employees)

| Firm | Product/Service |
|---------------------------------|-------------------------------|
| Washington County Health System | Medical Services |
| Citicorp Credit Services | Credit Card Processing |
| First Data Merchant Services | Credit Card Processing |
| Volvo Powertrain North America | Diesel Engines & transmission |
| Staples | Office supplies |
| Wal-Mart | Consumer goods |
| Good Humor-Breyer's Ice Cream | Ice Cream Products |
| ARC of Washington County | Services for the Disabled |
| FedEx Ground | Package Delivery |
| Phoenix Color | Printed Book Covers |

Employment

| Industry | Percentage of Citizens Employed |
|-----------------------------------|--|
| Federal Government | 1.0 % |
| State Government | 3.8% |
| Local Government | 7.7% |
| <i>Private Sector</i> | |
| Natural Resources & Mining | .2% |
| Construction | 6.4% |
| Manufacturing | 13.7% |
| Trade, Transportation & Utilities | 23.6% |
| Information | 2.2% |
| Financial Activities | 9.9% |
| Professional & Business Services | 6.4% |
| Education & Health Services | 13.5% |
| Leisure & Hospitality | 8.9% |
| Unclassified | 0 |

Capital Region

Frederick, Montgomery, Prince George's

Featured County: Prince George's

Prince George's County wraps around the eastern boundary of Washington, D.C. and offers urban, suburban and rural settings for employers and residents. The region's national and international airports and the Port of Baltimore are less than an hour away. The county boasts a friendly business comate, skilled owrkers, and and outstanding qualtiy of life.

**Top Ten Employers
(Based on Number of Employees)**

| Firm | Product/Service |
|-----------------------------------|---------------------------------|
| Andrews Air Force Base | Military Installation |
| University System of Maryland | Higher Education |
| NASA- Goddard Space Flight Center | Space Reseach |
| Giant Food | Grociers |
| United Parcel Service (UPS) | Package Delivery |
| U.S. Census Bureau | Demographic Research & Analysis |
| U.S. Internal Revenue Service | Revenue Collection |
| Dimensions Health | Medical Services |
| Verizon | Telecommunications |
| Safeway | Groceries |

Employment

| Industry | Percentage of Citizens Employed |
|-----------------------------------|--|
| Federal Government | 8.4% |
| State Government | 5.4% |
| Local Government | 12.1% |
| <i>Private Sector</i> | |
| Natural Resources & Mining | .1% |
| Construction | 10.1% |
| Manufacturing | 3.5% |
| Trade, Transportation & Utilities | 20% |
| Information | 2.1% |
| Financial Activities | 4.4% |
| Professional & Business Services | 14.2% |
| Education & Health Services | 8.3% |
| Leisure & Hospitality | 8.2% |
| Unclassified | .1% |

Greater Baltimore Region

Anne Arundel, Baltimore, Carroll, Harford, Howard & Baltimore City

Featured County: Harford

Harford County is part of the Baltimore metropolitan area, strategically located on I-95 in the heart of the Mid-Atlantic United States. Harford County offers immediate proximity to premier research institutions such as the U.S. Army's Aberdeen Proving Ground, Johns Hopkins, and the University of Maryland. Coupled with a highly skilled regional workforce of more than 1.6 million, Harford County provides the ultimate setting for a vast array of companies and industry sectors. These advantages, an excellent quality of life, business-friendly environment, and low cost of living make Harford County one of the most desirable business locations on the East Coast.

**Top Ten Employers
(Based on Number of Employees)**

| Firm | Product/Service |
|---|--|
| Aberdeen Proving Ground | Military Installation |
| Upper Chesapeake Health | Medical Services |
| Rite Aid Mid-Atlantic Customer Support Center | Pharmaceuticals, health related consumer goods |
| Harford Community College | Higher Education |
| SAIC | Information and Technology Systems |
| Sverdrup Technology | Laboratory Analysis |
| Wal-Mart | Consumer Goods |
| Saks Fifth Avenue | Apparel |
| Frito-Lay | Snack Products |
| Home Depot | Home improvement goods |

Employment

| Industry | Percentage of Citizens Employed |
|-----------------------------------|--|
| Federal Government | 9.4% |
| State Government | .6% |
| Local Government | 10.2% |
| <i>Private Sector</i> | |
| Natural Resources & Mining | .2% |
| Construction | 8.7% |
| Manufacturing | 6.3% |
| Trade, Transportation & Utilities | 22.8% |
| Information | .9% |
| Financial Activities | 4.1% |
| Professional & Business Services | 13.4% |
| Education & Health Services | 10.0% |
| Leisure & Hospitality | 9.9% |
| Unclassified | 0.0 |

Student Resource Sheet #6

Southern Region
Calvert, Charles, St. Mary's

Featured County: Calvert

As part of the Washington, D.C. metropolitan area, Calvert County offers a variety of amenities. Calvert, a peninsula on the western shore of the Chesapeake Bay, is the state's smallest county consisting of about 213 square miles. The town centers of Dunkirk and Prince Frederick offer convenient highway access to the cities of Annapolis, Baltimore, and Washington, D.C. The town centers of Solomons and Lusby provide ideal locations for companies supporting operations at or near the Patuxent River Naval Air Station in Lexington Park. Calvert is accessible to major airports and highways, the Port of Baltimore, an abundant workforce, and cultural and recreational activities. With its low crime rate, Calvert is a safe place to live. In addition, preservation-oriented planning projects safeguard the area's character.

Top Ten Employers
(Based on Number of Employees)

| Firm | Product/Service |
|--|-----------------------------------|
| Calvert Memorial Hospital | Medical Services |
| Constellation Energy/ Calvert Cliffs Nuclear Power Plant | Nuclear Power |
| ARC of Southern Maryland | Medical and social services |
| Wal-Mart | Consumer Goods |
| Safeway | Groceries |
| DynCorp International | Technological services |
| Recorded Books | Audio Books |
| DirectMail.com | Printing and fulfillment services |
| Calvert County Nursing Center | Medical Services |
| Giant Food | Groceries |

Employment

| Industry | Percentage of Citizens Employed |
|-----------------------------------|--|
| Federal Government | .7% |
| State Government | 1.1% |
| Local Government | 16.5% |
| <i>Private Sector</i> | |
| Natural Resources & Mining | .1% |
| Construction | 11.1% |
| Manufacturing | 3.5% |
| Trade, Transportation & Utilities | 22.6% |
| Information | 1.5% |
| Financial Activities | 3.6% |
| Professional & Business Services | 7.7% |
| Education & Health Services | 14.3% |
| Leisure & Hospitality | 13.7% |
| Unclassified | 3.7% |

Eastern Shore Region

Caroline, Cecil, Dorchester, Kent, Queen Anne’s, Somerset, Talbot, Worcester, Wicomico

Featured County: Worcester

Worcester County, on Maryland’s Eastern Shore, borders the Atlantic Ocean on the east, Delaware on the north, and Virginia on the south. A major recreational area, Worcester County is famous for its Ocean City beach resort, and also offers canoeing, cruises, and abass fishing on the Pocomoke River; hiking, camping and nature observing at two state parks; and sunbathing, surfing, and beachcombing at Assateague Island National Seashore. Worcester County is host to the White Marlin and Tuna Tournament, Delmarva Birding Weekend, and World Wildfowl Carving Competition.

**Top Ten Employers
(Based on Number of Employees)**

| Firm | Product/Service |
|--|---|
| Harrison Group | Hotels & restuarants |
| Atlantic General Hospital | Medical Services |
| Wal-Mart | Consumer Goods |
| Clarion Resort Fontainebleau | Hotel & restaurant |
| Candy Kitchen | Candy Products |
| Castle in the Sand | Hotel & restaurant |
| Berlin Nursing & Rehabilitation Center | Nursing Care |
| Bel-Art Products | Plastic products & laboratory equipment |
| Royal Plus Electric | Electrical contractor |
| Mid-Atlantic Long Term Care | Nursing Care |

Employment

| Industry | Percentage of Citizens Employed |
|-----------------------------------|--|
| Federal Government | .8% |
| State Government | 1.3% |
| Local Government | 12.7% |
| <i>Private Sector</i> | |
| Natural Resources & Mining | .6% |
| Construction | 8.5% |
| Manufacturing | 4.1% |
| Trade, Transportation & Utilities | 16.6% |
| Information | .5% |
| Financial Activities | 4.9% |
| Professional & Business Services | 4.5 % |
| Education & Health Services | 7.2% |
| Leisure & Hospitality | 35.3% |
| Unclassified | 0.0 |