You are our brand

Our brand is our culture, our principles, what people think of us, and the stories we tell to influence their opinions. We all deliver a brand experience to our community through our interactions with others; through customer service, advertising, marketing, public relations, and our visual identity. By sharing our stories about the University with our community, we encourage quick recognition and build our reputation.

When our community hears or experiences great things about us, they support us, want to work and go to school here, seek care here, get advice from us, and see us as experts. Most importantly, they help us raise our profile on the indicators that matter most, and reinforce a brand founded on excellence and service.

What is branding?

When you say “brand,” you most immediately think about logos, colors, or fonts. But a brand of a university is much more — it’s an entire structure, the images, messaging, and way of thinking of the university community. It’s about style and consistency. Brand consistency among all schools and teams at UMB ensures a solid image and solidifies name recognition to our community.
INTRODUCTION

Who is this guide for?

- Anyone who communicates on UMB’s behalf should find this book to be a helpful resource.
- Schools and departments can use this guide to help to focus their initiatives.
- Communicators can use it to provide examples for the creation of new and impactful marketing.
- Writers can use it for inspiration when creating stories about the achievements of UMB.
- Designers can use it as a guide about UMB typography, colors, photography, and design styles.

What will it help us to do and how should it be used?

We all want to share a compelling story about UMB. While there are many different internal and external audiences, the tools in this book should guide each of us to present the UMB story consistently and to collectively and individually benefit from being part of the story.

TO CLARIFY: UMB’s strengths, advantages, contributions, and capabilities
TO ENSURE: Key themes are present in all communications to all audiences
TO ENCOURAGE: Internal and external champions for UMB
TO REAFFIRM: Our core values of Respect and Integrity, Well-Being and Sustainability, Equity and Justice, and Innovation and Discovery
Our Mission

To improve the human condition and serve the public good of Maryland and society at-large through education, research, clinical care, and service.

What is a mission statement?

A mission statement describes a university’s function, audiences, and competitive advantages, and it includes a statement of the goals and philosophies of the university. The mission statement defines not only what the university is, but it also explains its purpose and rationale. A mission statement helps the university community understand the function and make decisions that are aligned with its core values and goals.
Our Core Values

UMB’s core values are at the heart of our mission to improve the human condition and serve the public good of Maryland and society at-large through education, research, clinical care, and service. These core values guide our academic programs, operating philosophy, and commitment to our constituents, while supporting our dedication to global enhancement and social progress.

RESPECT and INTEGRITY

WELL-BEING and SUSTAINABILITY

EQUITY and JUSTICE

INNOVATION and DISCOVERY
Our Location

On Baltimore’s Westside, we share our neighborhood with the University of Maryland BioPark, University of Maryland Medical Center, R Adams Cowley Shock Trauma Center, Maryland Proton Treatment Center, Baltimore Veterans Affairs Medical Center, Lexington Market, and Oriole Park at Camden Yards.

UMB occupies 65 acres in downtown Baltimore, a short walk from the city’s bustling Inner Harbor and a 45-minute drive from Washington, D.C., providing easy access to the nation’s top policymakers and powerful federal agencies such as the National Institutes of Health, the Centers for Disease Control and Prevention, and the U.S. Food and Drug Administration. This proximity supports close partnerships between UMB and federal researchers and yields joint discoveries with global impact.
Our History

We are the founding campus of the University System of Maryland. The Maryland General Assembly chartered the College of Medicine in 1807. In 1812, the college’s mission was expanded and the college was rechartered as the University of Maryland.
Our Positioning Statement

UMB improves the human condition through leadership in education, research, clinical care, and public service. We train the professionals who work to secure the health, well-being, and just treatment of Maryland’s citizens. We create the knowledge that cures disease and strengthens communities, locally and globally. We develop the practitioners and innovators who drive discovery and fuel economic growth.

What is positioning?
Positioning is about strategy and how UMB needs to be thought of in the minds of our most important audiences in order to thrive.

It is not just our definition (the state’s only public health, law, and human services university) or how we express it (logos, messages, etc.), but it’s about how we want people to feel when they experience UMB and speak about us when they talk to others.

How does it apply?
If every message comes from the same position and connects to its intended audience in relevant ways, it will reflect a university whose whole is greater than the sum of its parts.
Our Pride Points

Pride points support our position, and by using them, we influence the opinions of our audiences and build our reputation. Pride points can include facts, awards, stories, testimonials, and rankings.

WE ARE UMB
COLLABORATIVE EDUCATION
DRIVING THE ECONOMY
PUTTING DISCOVERIES TO WORK
ANCHORING BALTIMORE
UM BIOPARK: A PLACE TO INNOVATE
GLOBAL IMPACT
CARE FOR OUR COMMUNITY
NATIONAL RANKINGS: AMONG THE BEST
We Are UMB

UMB is Maryland’s public health, law, and human services university. UMB is a leading U.S. institution for graduate and professional education and a prominent academic health center combining cutting-edge biomedical research and exceptional clinical care.

UMB enrolls more than 7,000 students in six nationally ranked professional schools and an interdisciplinary Graduate School. We offer 86 degree and certificate programs. Every year, UMB confers most of the professional practice doctoral degrees awarded in Maryland.
Collaborative Education

UMB’s faculty train students to be Maryland’s front-line providers, who are tackling the greatest challenges of our time.

We’re building the research foundation for delivering holistic and humane care to aging populations. We’re exploring the causes of debilitating pain conditions so that we can unburden patients of chronic suffering. We’ve created the largest childhood mental health training center in the United States, helping states and jurisdictions build effective mental health systems for children. We’re giving patients a voice in their own care and letting them guide research in a way that ultimately improves that care for others.

A leader in interprofessional education, UMB teaches future physicians, lawyers, dentists, nurses, pharmacists, social workers, biomedical scientists, and allied health professionals to work together to produce the best patient and client outcomes.
Driving the Economy

- 7,800 faculty and staff
- $692 million in research
- No. 10 in research and development funding among U.S. public universities (combined with University of Maryland, College Park)

**UMB’s Return on Investment**
- Generates more than 17,000 jobs
- Returns $13 to Maryland for every dollar of state support
- With the University of Maryland Medical Center and affiliated physician practices, we generate nearly $8 billion in annual economic activity

**Sources of Revenue**
More than two-thirds of UMB revenue comes from entrepreneurial activity:
- 43% Research and Grants
- 25% Patient Care
- 1% Auxiliary Fees

Other funding comes from
- 19% State Funds
- 12% Tuition and Fees
Putting Discoveries to Work

Academia and industry intersect at UMB. The University conducts $65 million in corporate-sponsored research each year. Through hundreds of research projects and clinical trials on behalf of leading bioscience and pharmaceutical firms, our faculty are testing new industry drugs and therapies for diseases such as cancer, diabetes, and heart disease.

UMB is aggressive in moving science out of the lab and into the marketplace, where it can revolutionize human health and well-being. Nearly 50 UMB inventions are pushed to the marketplace each year, and new startup companies — based on UMB’s intellectual property — are raising private capital to accelerate the transition from idea to innovation to impact.

Over five years, UMB has secured more than 430 U.S. and foreign patents on UMB inventions, launched 40 startups based on faculty work, and granted 200 licenses on UMB technologies to companies, so they can turn them into lifesaving products.
Anchoring Baltimore

As one of Baltimore’s most powerful anchor institutions, UMB uses its influence and assets to effect real and lasting change in the city — improving health, creating wealth, and advancing social justice.

UMB is among Baltimore’s strongest anchor institutions, deploying its considerable assets and expertise to improve community health, strengthen schools, train the local workforce, and drive neighborhood development.

This engagement ethic has yielded such initiatives as an expansive program providing holistic care to thousands of Baltimoreans living with HIV; an intensive mentoring program that puts city students on a path to good-paying careers in the health sciences; and the provision of health, wellness, and social services in a dozen Baltimore City schools to stabilize and strengthen families and help children achieve, despite acute challenges of poverty, deprivation, and trauma.
UM BioPark: A Place to Innovate

The University of Maryland BioPark is Baltimore’s biggest biotechnology cluster, with three dozen biotech companies, research institutes, and clinical facilities sharing the 14-acre park and actively building the city’s science community. Our BioPark advances the commercialization of new drugs, diagnostics, and devices by giving more than 1,000 research scientists and entrepreneurs the space to create and collaborate.

The Maryland Proton Treatment Center, located in the UM BioPark, is the only facility in the Baltimore-Washington region providing advanced radiation therapy for the treatment of cancer.
Global Impact

Each year, UMB’s faculty and students engage in 100-plus countries, where they teach, study, conduct research with their collaborators, and provide clinical care in underserved communities.

For instance, our medical school has research and treatment facilities in more than 35 countries. The school’s Center for Vaccine Development and Global Health is at work around the world to prevent, control, and eradicate diseases of global impact and has been a leader in the research for vaccines and treatments during the COVID-19 pandemic. Its Institute of Human Virology has treated more than 1 million patients with HIV/AIDS in several African and Caribbean nations, as well as 5,000 patients back home in the Baltimore/Washington, D.C., region.

The University of Maryland School of Medicine carried out the first clinical trials for an Ebola vaccine in the U.S. and co-led the first Ebola vaccine trials in West Africa.
Care for Our Community

Service is UMB’s lifeblood. Our students, faculty, and staff dedicate 2 million hours in volunteer service to Marylanders each year, and we annually provide nearly $40 million in uncompensated care to the poor and underserved.

**DENTISTRY**
The only dental school in Maryland is the largest provider of oral health services to Medicaid children/HIV patients. More than 19,000 patients are treated and 76,000 patient visits are recorded each year.

**LAW**
Each year, 150 Carey Law students provide nearly 75,000 hours of free legal services through 18 legal clinics, making the Clinical Law Program one of the region’s largest public interest law firms.

**MEDICINE**
Attending physicians at the University of Maryland Medical Center are faculty members of the School of Medicine (SOM).

SOM provides research-intensive, academic, and clinically based care for more than 1.2 million patients each year.

The R Adams Cowley Shock Trauma Center is one of the best in the world for treating trauma patients.

**NURSING**
The nurse’s clinic at Paul’s Place, which serves as a clinical placement for UMB nursing and medical students, diverts 96 percent of its nonemergent cases to an appropriate nonemergency care facility.

**PHARMACY**
Faculty and staff provide clinical services to approximately 35,000 patients each year in more than 24 practice settings in specialties such as community pharmacy, cardiology, oncology, pediatrics, HIV/AIDS, mental health, diabetes, geriatrics, and palliative care.

The Maryland Poison Center receives more than 35,000 calls annually.

**SOCIAL WORK**
More than 800 social work students provide over 500,000 hours of care to Maryland citizens annually.
# National Rankings: Among the Best

<table>
<thead>
<tr>
<th>Field</th>
<th>Ranking</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dentistry</td>
<td>4th</td>
<td>National Institutes of Health funding (public universities) FY 2020</td>
</tr>
<tr>
<td>Law</td>
<td>7th</td>
<td>Health Care Law &lt;br&gt; <em>U.S. News &amp; World Report</em> (2022)</td>
</tr>
<tr>
<td>Nursing</td>
<td>6th</td>
<td>DNP-Adult/Gerontology Primary Care &lt;br&gt; <em>U.S. News &amp; World Report</em> (2022)</td>
</tr>
<tr>
<td>Pharmacy</td>
<td>14th</td>
<td><em>U.S. News &amp; World Report</em> (2020)</td>
</tr>
</tbody>
</table>

Two other specialties in the **top 10**

Two online specialties in the **top 5** (2022)
Our Community and Stakeholders

Campus Community:
Students, Faculty, Staff, BioPark, UMMC, UMMS, FPI

University System of Maryland:
Board of Regents, Board of Trustees, Board of Visitors

Alumni
Donors

Legislature
Elected Officials

Prospective Students
Prospective Faculty
Prospective Staff

Researchers
Entrepreneurs
Funding Agencies

Westside Residents
Business Partners
Business Sponsors
Global Organizations and Government Bodies

Media
Education Reporters
Business Reporters
School-/Topic-Specific Media
Health and Science Reporters
Background

In 2011, the University of Maryland, Baltimore and the University of Maryland Medical Center (UMMC) joined forces in a new identity campaign with the No. 1 goal to enhance recognition among the public.

The UMB-UMMC Relationship

Over the years, a wide variety of logos have been used to represent UMB, its seven schools, departments, programs, centers, institutes, and other academic and research units. Likewise, as UMMC has grown, its programs have developed independent logos and visual identifiers. As a result of these evolutions, the visual image presented to the public by UMB and UMMC was often confusing, cluttered by numerous logos, and not consistent with the collaborative nature in which the two institutions operate.

UMMC historically was owned and operated by the University. Today, UMMC is a licensed hospital operated by the University of Maryland Medical System Corp., a tax-exempt entity legally separate from the University. Many students and faculty from UMB learn, carry out research, and provide clinical care in UMMC facilities, many of which are physically connected to University facilities throughout the campus.
Brand Hierarchy

Our brand hierarchy identifies which logo to use based on the audience of your communications. Only one logo should appear on any given communication, and understanding the relationships and entities among UMB and UMMC will help you to determine who your audience is and what logo to use. If multiple entities are involved in a particular project, the broadest and most inclusive logo will be used.

Which logo do I use?

The “Master Brand” University of Maryland logo will be used for programs, projects, and collaborations that encompass the University and UMMC.

The UMB logo will be used as the “Master Brand” when referring to the University’s physical location in Baltimore and for programs, projects, and collaborations that encompass more than one school or entity within the University.

The UMMC logo will be used to represent the collective patient care and clinical research activities that take place within the UMMC setting and/or any of its facilities, programs, centers, or departments.

A school logo will be used as the “Master Brand”:
- when referring to the school as a whole
- when referring to more than one official center/institute within the school
- when referring to multiple departments within the school
- when referring to a singular department to an external audience
BRANDING AT UMB I Brand Hierarchy

Collaborative logo

University of Maryland

University logo

Medical Center logo

University of Maryland, Baltimore

University of Maryland Graduate School
University of Maryland School of Dentistry
University of Maryland Francis King Carey School of Law
University of Maryland School of Medicine
University of Maryland School of Pharmacy
University of Maryland School of Nursing
University of Maryland School of Social Work

University of Maryland Medical Center

R Adams Cowley Shock Trauma Center, University of Maryland
University of Maryland Children's Hospital
University of Maryland Marlene and Stewart Greenebaum Comprehensive Cancer Center
The UMB logo is a graphic mark used by the University to identify the UMB brand. It is a stylized drawing of UMB’s Davidge Hall with the name of the University locked up with the Davidge Hall mark.

The logo is a registered federal trademark owned by UMB.

The UMB logo will be used as the “Master Brand” when referring to the University’s physical location in Baltimore and for programs, projects, and collaborations that encompass more than one school or entity within the University.
BRANDING AT UMB  |  Brand Hierarchy

Logo Versioning

Horizontal version

Centered version

Stacked version
**BRANDING AT UMB | Brand Hierarchy**

**Logo Versioning | Horizontal**

- **Full color**
  - Full color on dark background

- **One color**
  - One color on dark background
**Brand Hierarchy**

Logo Versioning  |  Centered

- **Full color**
  - UNIVERSITY of MARYLAND BALTIMORE
  - UNIVERSITY of MARYLAND BALTIMORE

- **One color**
  - UNIVERSITY of MARYLAND BALTIMORE
  - UNIVERSITY of MARYLAND BALTIMORE

- **Full color on dark background**
  - UNIVERSITY of MARYLAND BALTIMORE

- **One color on dark background**
  - UNIVERSITY of MARYLAND BALTIMORE
BRANDING AT UMB  |  Brand Hierarchy
Logo Versioning  |  Stacked

Full color

One color

Full color on dark background

One color on dark background
Clear Space

Using the “U” as a guide.

When placing the University of Maryland, Baltimore logo or any school logo next to copy or other graphics, please use the recommended safety zone around the perimeter of the logo.

The safety zone is based on the height of the “U” in the word University.

The distance should be spaced from the lowest point of the logo.
BRANDING AT UMB | Brand Hierarchy

Collaborative logo

University of Maryland

University logo

Medical Center logo

University of Maryland

Baltimore

School logos

University of Maryland

Graduate School

University of Maryland

Francis King Carey School of Law

University of Maryland

School of Pharmacy

University of Maryland

School of Dentistry

University of Maryland

School of Medicine

University of Maryland

School of Social Work

University of Maryland

School of Nursing

more
BRANDING AT UMB  |  Brand Hierarchy

Collaborative logo

UNIVERSITY of MARYLAND

[UNIVERSITY of MARYLAND BALTIMORE]

University logo

[UNIVERSITY of MARYLAND]

Medical Center logo

R Adams Cowley Shock Trauma Center, University of Maryland

University of Maryland Children’s Hospital

University of Maryland Marlene and Stewart Greenebaum Comprehensive Cancer Center

Carey School of Law
Graduate School
School of Medicine
School of Dentistry
School of Social Work

School logos

University of Maryland School of Nursing

Official Center logos

UNIVERSITY of MARYLAND

BIOLOGY AND BEHAVIOR ACROSS THE LIFE SPAN

School of Nursing

Department/Program logos

UNIVERSITY of MARYLAND

OFFICE OF GLOBAL HEALTH

(sample logos)

(sample logo)

more
BRANDING AT UMB | Brand Hierarchy

Hierarchy within the school

Master School logo
*Audience: External and internal*
This logo is to be used to represent the school. When you are referencing the school overall, a department, or if more than one center/institute within the school is being represented in your communications, you will use this logo.

Center/Institute logos for schools
*Audience: External and internal*
This logo is to be used to represent a specific center/institute within the school. This is for official centers/institutes only that have been granted official status by the President’s Office per the guidelines of the University of Maryland, Baltimore Policy: IV - 1.00(A).

Department/Program logos for schools
*Audience: Internal only*
This logo is to be used to represent a specific department/program within the school. This logo is for internal audiences only.
When can I use a department/program logo?

**Permitted:**
- Promotional items
- Spirit wear / T-shirts
- Internal flyers / marketing materials
- Internal banners / pull-up banners
- Internal presentation / PowerPoints
- Industry-specific event displays / table drapes
- Internal signage

**DO NOT USE: (use Master school logo only)**
- Branded stationery
  - business cards
  - letterhead
  - envelopes
- Email signatures
- Social media
- External flyers / marketing materials
- External banners / pull-up banners
- External presentation / PowerPoints
- External email marketing
- Videos
Primary Color Palette

There are three primary colors that make up the University of Maryland, Baltimore logo. When printing in full color, please use the color breaks listed here, as these color breaks are based on the most current Pantone Color Bridge System®. The RGB and hex code values also are listed for any digital or web applications.

- **PMS 186**
  - CMYK coated: 2.100.85.6
  - CMYK uncoated: 1.91.72.3
  - RGB: 200.16.46
  - Hex Code: #C8102E

- **PMS 116**
  - CMYK coated: 0.14.100.0
  - CMYK uncoated: 0.19.100.0
  - RGB: 255.205.0
  - Hex Code: #FFCD00

- **Black**
  - CMYK coated: 0.0.0.100
  - CMYK uncoated: 0.0.0.100
  - RGB: 44.42.41
  - Hex Code: #2C2A29
There are nine colors that make up the University of Maryland, Baltimore secondary color palette. When printing in full color, please use the color breaks listed here, as these color breaks are based on the most current Pantone Color Bridge System®. The RGB and hex code values also are listed for any digital or web applications.

<table>
<thead>
<tr>
<th>Secondary Color Palette</th>
<th>CMYK coated</th>
<th>CMYK uncoated</th>
<th>RGB</th>
<th>Hex Code</th>
</tr>
</thead>
<tbody>
<tr>
<td>PMS 634 U</td>
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<tr>
<td>PMS 7540 U</td>
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<tr>
<td>PMS 5415 U</td>
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<td>93.135.161</td>
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<tr>
<td>PMS 7544 U</td>
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<td>149.160.169</td>
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<tr>
<td>PMS 577 U</td>
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<tr>
<td>PMS 7449 U</td>
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<td>72.100.77.40</td>
<td>73.24.45</td>
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<tr>
<td>PMS 268 U</td>
<td>63.73.17.2</td>
<td>63.73.17.2</td>
<td>115.89.144</td>
<td>#735990</td>
</tr>
</tbody>
</table>
There are two fonts used to create the University of Maryland, Baltimore logo — Trajan Pro Regular and Times New Roman Italic. In certain applications, an additional font of Gotham Book will be used.
Our visual identity is how we strategically and consistently share our stories and pride using specific words, logos, colors, and **fonts** in our advertising, marketing, public relations, and customer service.

**PRIMARY FONTS**
There are three primary fonts — one serif font and two versions of the same sans serif font.

**SECONDARY FONTS**
There are two secondary fonts — one serif font and one sans serif font. When the primary fonts are not available, please use the secondary fonts.

**TERTIARY FONTS**
There are two tertiary fonts — one serif font and one sans serif font. When the primary and the secondary fonts are not available, please use the tertiary fonts.

**Trajan Pro Regular**

```
ABCDEFGHIJKLMNOPQRSTUVWXYZ
abcdefghijklmnopqrstuvwxyz
1234567890
```

**Gotham Book**

```
ABCDEFGHIJKLMNOPQRSTUVWXYZ
abcdefghijklmnopqrstuvwxyz
1234567890
```

**Gotham Narrow Book**

```
ABCDEFGHIJKLMNOPQRSTUVWXYZ
abcdefghijklmnopqrstuvwxyz
1234567890
```

**Calisto Regular**

```
ABCDEFGHIJKLMNOPQRSTUVWXYZ
abcdefghijklmnopqrstuvwxyz
1234567890
```

**Franklin Gothic Book**

```
ABCDEFGHIJKLMNOPQRSTUVWXYZ
abcdefghijklmnopqrstuvwxyz
1234567890
```

**Times New Roman Regular**

```
ABCDEFGHIJKLMNOPQRSTUVWXYZ
abcdefghijklmnopqrstuvwxyz
1234567890
```

**Arial Regular**

```
ABCDEFGHIJKLMNOPQRSTUVWXYZ
abcdefghijklmnopqrstuvwxyz
1234567890
```
Anniversary Logos

Did you know that we have a standard for celebrating our anniversaries? UMB’s anniversary logo was created to complement the University and school logos, but not to overpower them. Only schools and academic programs/departments are permitted to use this anniversary logo, and this logo is for milestones being celebrated by an entire school or academic program/department only. Anniversary logos must always accompany a school or University logo.

ALL logos that represent the University, including anniversary logos for each school, must be created and distributed by the Office of Communications and Public Affairs to ensure that the reputation of UMB is consistent and accurate.

How do I request an anniversary logo?

To request the use of a UMB anniversary logo, please contact Joanne Morrison, senior director of marketing, UMB Office of Communications and Public Affairs, at joanne.morrison@umaryland.edu.
BRANDING AT UMB  |  Anniversary Logos

**FOR SCHOOLS ONLY**
Stand-alone version of the anniversary logo.

**FOR ACADEMIC PROGRAMS/DEPARTMENTS**
An additional red title box will be added to differentiate academic program/department anniversaries from school anniversaries.
Working Document

UMB brand standards will continue to evolve as we expand the depth of our guide. Check back periodically for updates and new ideas on how to champion the UMB brand.

Did you know that there is a brand policy?

In 2016, an official UMB brand policy was developed to ensure that our identity is used consistently.

Policy number **VI-99.03 (A)**, titled **UMB POLICY ON BRANDING AND TRADEMARK USE**, can be used as an additional resource for guidance on the use of the UMB brand.

To review the policy, visit *umaryland.edu/policies-and-procedures* and search **UMB policy on branding**.