



ECONOMIC DEVELOPMENT
Transforms Lives.



MEDA
Maryland Economic
Development Association



YEAR IN REVIEW

MEDA YEAR-ROUND PARTNERS

PLATINUM

Maryland Department of Commerce

AWARDS

Miles & Stockbridge P.C.

GOLD

Comcast

M&T Bank

Maryland Economic Development Corporation (MEDCO)

PNC Bank

SILVER

Anne Arundel Economic Development Corporation

Baltimore County Department
of Economic & Workforce Development

Baltimore Gas & Electric Company

Carroll County Department
of Economic Development

Economic Alliance of Greater Baltimore

Harford County Office of Economic Development

Howard County Economic Development Authority

Maryland Department of Housing
& Community Development

Montgomery County Department
of Economic Development

Prince George's County Economic Development
Corporation

Towson University

Washington Gas a WGL Company

BRONZE

Allegany County Department of Economic
and Community Development

Cecil County Office of Economic Development

Charles County Economic Development Department

City of Baltimore Development Corporation

The City of Bowie

The Daily Record

Garrett County Department of Economic Development

The Jacob France Institute, University of Baltimore

Maryland Department of Labor, Licensing
& Regulation (DLLR)

Maryland Technology Development Corporation (TEDCO)

Maryland Transit Administration

The Patuxent Partnership

Potomac Edison

Rural Maryland Council

University of Maryland

Washington County Department of Business Development

IN-KIND

Baltimore Business Journal

Digital Bard

Maryland Association of Counties (MACo)

Platinum PR

LETTER FROM THE GOVERNOR



» **Larry Hogan**
Governor, State of Maryland

Dear Economic Development Partners,

Welcome to the Maryland Economic Development Association's Annual Conference, a great event that highlights the outstanding economic development team in our state. When I was elected governor, I pledged to transform Maryland into a place where businesses can flourish and create more jobs and opportunities for our citizens. Our great cities and counties, world-class universities, and Maryland Department of Commerce all play an important role in making sure that Maryland is truly open for business.

The General Assembly session that ended weeks ago is evidence of just how far we have come. The fiscally responsible budget we introduced passed two weeks early, was structurally balanced, made substantial investments in the rainy day fund, and leaves us with a multi-hundred million dollar cash balance moving into next year. For the first time in at least a decade, we ended the session with an argument about which taxes to cut—not how many taxes can we increase.

From day one, our administration has been focused on making Maryland more business friendly and economically competitive with not just the region, but the entire country, and over the past 15 months, our state has made great progress. Since January 2015, Maryland has added over 63,000 jobs and is creating these jobs at one of the fastest rates in the country. Through executive action, our administration has gotten rid of more than 100 job-killing regulations, reduced or eliminated over 100 fees, and cut tolls for the first time in more than 50 years. In total, we have taken \$600 million out of the pockets of government and put it back into our economy and the pockets of Maryland taxpayers and businesses.

To promote economic development in our state, our administration will continue making business-first attitude a priority in Annapolis, as well as showcasing our state's incredible historical significance and natural beauty. With mountains in the west, a burgeoning culinary scene, booming wineries and vineyards, centuries of rich history and culture, three professional sports teams, walkable downtowns, sandy Atlantic beaches, and of course our beautiful Chesapeake Bay—Maryland has so much to offer.

I hope this conference can be a forum to strengthen the many things that are a key competitive advantage for our state. The significant progress we have made in the past 15 months could not have been accomplished without all of you lending your voices to the cause. With your continued help and support, we can change Maryland for the better.

A handwritten signature in black ink that reads "Larry Hogan". The signature is fluid and cursive, written in a professional style.

Larry Hogan
Governor

LETTER FROM THE SECRETARY



» **Mike Gill**
Maryland Department of Commerce

Dear Economic Development Partners,

Last year, I wrote this letter to you as the Maryland Secretary of Business and Economic Development. This year, I could not be more proud to write it as the Maryland Secretary of Commerce. Our transition to Commerce has been marked by tremendous progress all across Maryland. Our new organization is just one thing we're excited about. We are in the midst of a fundamental shift in state government. "Economic development" isn't part of our name any longer, but it is a core component of our culture. Likewise, you won't see "business" on our letterhead. Our aim is to show each and every business that calls Maryland home, or would like to, that businesses are our customers, and customer service is priority #1 at Commerce.

In 2015, Commerce staff touched more than 1,000 companies. We had some major wins. Tenable Network Security and Direct Energy Solar are both expanding in Howard County, adding nearly 600 jobs between them. Fortune 1000 company Pinnacle Foods is moving to Hagerstown and bedding giant Tempur Sealy is expanding there. Cyber company VariQ is adding 250 new jobs in Montgomery County. McCormick will remain in Baltimore County, where it has been for more than 125 years. (You didn't think we would let Old Bay leave Maryland, did you?)

We could not have had the great year we did without the support and partnership of economic development teams across our great state. Together, we're changing the narrative. And that's why I'm particularly excited about this year's theme about the assets that make Maryland's quality of life so great. We have so many of the ingredients needed to make this state one of the best to work and to play. I compared it recently to renovating a house. When you peel off the old wallpaper and tear up the ugly carpet, you can expose the amazing features hidden underneath. As we change the conversation about Maryland, all the incredible assets our state has to offer are starting to shine through.

Thank you for all that you do to make Maryland great!

A handwritten signature in black ink that reads "Mike".

Mike Gill
Secretary

MESSAGE FROM MEDA'S PRESIDENT



» Keasha N. Haythe, CEcD
MEDA President

Dear MEDA Members,

Happy Anniversary! Fifty-five years ago our predecessor, MIDAS, was launched as a vehicle to bring together Maryland's newly identified economic development community for networking and best practices. Those same values are alive in the organization today but we've retooled over the years and adjusted to meet the needs of our current 460+ members. From industrial development to economic and community development, MEDA has been the one constant on the landscape.

I'm proud to have served as your president this past year. We continued to provide excellent and valuable quarterly programs, delivered significant professional development courses, and expanded our network of partnerships. In 2015 we added the Rural Economic Development Session on the Lower Eastern Shore and reprised Economic Development Day in Annapolis.

All of our initiatives are designed to strengthen the network that is economic development and add value to a team effort for job growth and investment in our state. We strive to forge partnerships that will positively impact the work you do every day.

We hope that you will consider participating in the process to grow MEDA for the future. There are volunteer opportunities available for everyone who is serious about leadership in the organization. It's hard work. It's time consuming. It's rewarding.

Thank you!

A handwritten signature in black ink that reads "Keasha".

Keasha N. Haythe, CEcD
MEDA President

MEDA BOARD OF DIRECTORS

EXECUTIVE BOARD



PRESIDENT

Keasha N. Haythe, CEcD
President, Zoe Economic Development Group, LLC



VICE PRESIDENT

Kimberly A. Clark
Executive Vice President, Baltimore Development Corporation



SECRETARY

Heather Gramm, CEcD
Director of Regional Growth and Retention, Maryland Department of Commerce



TREASURER

Sean M. Looney
Vice President, State Government Affairs, Comcast



IMMEDIATE PAST PRESIDENT

Lawrence F. Twele, CEcD
President & CEO, Howard County Economic Development Authority



LEGISLATIVE LIAISON

Rhonda J. Ray (ex-officio)
Managing Director, Policy, Research and Government Affairs, Maryland Department of Commerce



FINANCE OFFICER

Robert Brennan
Executive Director, Maryland Economic Development Corporation

MEDA COMMITTEES

AWARDS COMMITTEE

The MEDA Awards Committee structures the design and delivery of the MEDA Awards, which recognize the exemplary contributions our members make every day to transform the lives of those who live in Maryland. The committee reviews criteria for award nominations and votes to select the individual award winners. An independent group of judges reviews and selects the project, program and marketing winners. Each year the committee dedicates time to deliver a value-added awards program for all the members of MEDA and their colleagues.

The awards are designed to reward MEDA members and their partners for their efforts to attract new businesses, assist existing businesses, redevelop business districts, market communities, and support workforce development initiatives, tourism, and agriculture. The MEDA Awards recognize achievement in:

- Economic Development Projects
- Economic Development Programs
- Economic Development Marketing

Each year, MEDA also selects a Volunteer of the Year, and an inductee to the Hall of Fame who also receives Life Membership in the organization. The Awards are delivered at the Annual Conference.

We would like to thank the following committee members who served with our co-chairs:

Kim E. Durst, *Economic Development Specialist*, Garrett County Department of Economic Development

Susan S. Hartmann, *(Former) Economic Development Coordinator*, City of New Carrollton

Laura K. Kordzikowski, *Business Development Specialist*, City of Salisbury

Bridgette L. Johnson, *Sr. Economic Development Associate*, Harford County Office of Economic Development

Faye O. M. Nwoko, *Senior Business Development Representative*, Maryland Department of Commerce

Patrick S. Terranova, *South Team Director*, Baltimore Development Corporation

Lori C. Valentine, *Director of Communications*, Prince George's County Economic Development Corporation



» **Awards Committee Co-Chair (Left):**

Brian P. Darmody
Associate Vice President, Corporate and Foundation Relations, University of Maryland



» **Awards Committee Co-Chair (Right):**

John M. Wasilisin
President and Chief Operating Officer, TEDCO

BUSINESS DEVELOPMENT COMMITTEE

The Business Development Committee connects MEDA with funding partners who invest in the organization's mission and vision for Maryland's future. This effort yields the financial support that allows MEDA to provide quality programs at cost effective rates.

As Maryland's only economic development association, MEDA has evolved into a connecting force, providing valuable benefits and services to its members and partners. Today, our vibrant membership hold key leadership positions in local and regional economic development organizations, as well as cabinet-level positions in state agencies. Our members work in virtually all of the state's 23 counties and the City of Baltimore, local jurisdictions, leading private companies and non-profit agencies, all of whom have a stake in Maryland's prosperity.

Our partners recognize that MEDA members propel Maryland's economic success. As a result, they view MEDA as a valuable networking and training resource for the economic development community. MEDA sponsorship benefits include access to this diverse group of members and partnership with an organization strategically positioned to heighten your visibility in Maryland.

The Business Development Committee includes assistance from Amy Seitz of the Maryland Department of Housing & Community Development, Sean Looney of Comcast, and Bob Brennan of MEDCO.



» **Business Development Co-Chair:**

John R. Devine
Principal, Miles & Stockbridge P.C.



» **Business Development Co-Chair:**

Stephen M. Primosch
Vice President of Financial Services, Anne Arundel Economic Development Corporation

MEDA COMMITTEES



» **Professional Development Committee Co-Chair**

(Left): Lara Fritts, CEcD
Economic Development Consultant

» **Professional Development Committee Co-Chair**

(Right): Richard G. Griffin, AICP, CEcD
*Director of Economic Development,
City of Frederick*

PROFESSIONAL DEVELOPMENT COMMITTEE

The MEDA Professional Development Committee assists members in pursuit of their professional skills goals. The committee delivers courses enabling members to become Certified Economic Developers (CEcD) and other courses that enhance their work.

This committee also oversees the delivery of three IEDC courses in Maryland every year and maintains a manual library for those preparing to take the CEcD exam. The Chair of the Professional Development Committee also serves on the Lofton Scholarship Selection Committee (see Lofton Scholarship Fund). The 12th Basic Economic Development Course – a four-day course – was delivered this year for those starting in the field.

Committee members provide confidential mentoring services to those who are interested in achieving certification in economic development (CEcD). Members of MEDA are encouraged to either reach out directly to anyone on the committee or to contact staff for a recommendation.

The Committee stresses an interest in helping all MEDA members achieve their professional development goals.

We would like to thank the following committee members who serve in addition to the co-chairs:

Sharon Disque, CEcD, *Business Services Coordinator*, City of Gaithersburg

Linda Ellerton, CEcD, *retired*

Roger Venezia, CEcD, *Director of Operations & Special Projects*,
Maryland Department of Commerce

Helga Weschke, CEcD, *Deputy Director*, Maryland Department
of Commerce



» **Program Development Committee Co-Chair (Left):**

Paige R. Tilghman
*Director, Talbot County Office of
Economic Development*

» **Business Development Co-Chair:**

Lisa Webb, CEcD
*Director of Economic Development,
Cecil County Government*

PROGRAM DEVELOPMENT COMMITTEE

The Program Development Committee plans quarterly conferences with great enthusiasm, creating content, securing speakers, and coordinating logistics. They also support MEDA's Vice President in the development of the Annual Conference.

Members of this committee may also serve on the Economic Development Week sub-committee. This year, the committee delivered conferences ranging in such broad topics as Innovative Business in Maryland, Marketing for Economic Development, and Maryland's legislative outlook for economic development.

Committee members understand the practice of economic development and its partner disciplines, maintain a network of speaker contacts, and dedicate the time required to develop quality programs. Committee members are also representative of the various regions of our state and guide programming in a direction that will benefit all members.

We would like to thank the following committee members:

Will Anderson, *Director*, Baltimore County Department of Economic
& Workforce Development

John Genakos, *Director*, MEDCO

Bonnie Green, *Executive Director*, The Patuxent Partnership

Shelley Gross-Wade, *President & CEO*, Prince George's Financial
Services Corporation

Karen Holt, *Director*, Harford County Economic Development

Alex McCoy, CEcD, *Director*, Garrett County Economic Development

Kirk Murray, *Director*, Anne Arundel Workforce Development Corporation

MEMBERSHIP COMMITTEE

The MEDA Membership Committee works to provide excellent customer service to our members. They act as a liaison between members and the board of directors, survey members on a regular basis to obtain their opinions about services that are being provided, offer additional networking opportunities throughout the year, and host a New Members Reception at the Annual Conference.

MEDA members, nearly 500 strong and growing, are invested in job creation and improving the state's business climate. Members can turn to the board, staff, or anyone serving on the Membership Committee to share their ideas and provide input into the organization. Members are also encouraged to become involved with MEDA, and the Membership Committee is there to help you decide how you can participate. Our Membership Committee is always looking for new ways to provide benefits for our members including partnering with similar organizations for shared services.

We would like to thank the following committee members:

Ammanuel Moore, Economic Development Director, BGE

Joyce La Padula, Manufacturing Program Manager, Maryland Department of Commerce

Kiesha Houghton-Smooths, Executive Director, Maryland Women's Business Center

Jerry T. Sanford, Economic Development Manager, Washington Gas

Helen Propheter, Director, Frederick County Office of Economic Development



» **Membership Committee Co-Chair (Left):**
Daniel (Danny) K. Thompson
*Executive Director, Somerset County
Economic Development Commission*

» **Membership Committee Co-Chair (Right):**
Renee M. Winsky
President & CEO, Leadership Maryland

LOFTON SCHOLARSHIP FUND

The Lofton Scholarship Fund makes tuition payments available to members for their professional skills development needs. The fund, one of the primary benefits of membership, is available for economic development courses with an emphasis on certification and re-certification, including courses offered by MEDA.

Lofton funds are available to all MEDA members in good standing. To apply for funds, members must submit electronically a letter of interest, a resume, and an employer's recommendation. Cost of tuition is reimbursed after a receipt and a copy of a course completion certificate are presented to MEDA. Please visit the MEDA website at www.medamd.com for more information.

We would like to thank the following committee members:

Dyan Brasington, CEcD, MEDA Hall of Fame

David Edgerley, Edgerley Consulting

Lara Fritts, CEcD, Economic Development Consultant

Heather Gramm, CEcD, Maryland Department of Commerce

Michael S. Lofton, CEcD, MEDA Hall of Fame

Robert McGlotten, CEcD, University of Maryland Eastern Shore

Richard Story, CEcD, Howard Bank

Timothy Troxell, CEcD, Potomac Edison



MEDA COMMITTEES

COUNCIL OF PAST PRESIDENTS

The MEDA Council of Past Presidents is a leadership team that shares their expertise in economic development with members seeking peer-to-peer mentorship on a confidential basis.

The council consists of former MEDA presidents who are available to consult on a targeted project or on a broad issue affecting an economic development program. The combined experience of the council members enables them to provide the flexible, supportive, and results-oriented service most needed by members today. These services are complementary to our members and their colleagues.

The services our council provides include but are not limited to:

- Benchmarking
- Best Practices
- Staff Training
- Strategic Planning

To contact the MEDA Council of Past Presidents, please send an e-mail to info@medamd.com.



Top row left to right: MEDA Membership Committee and New Members at 2016 MEDA Winter Conference; MEDA 2015 Fall Conference / Economic Development Week; and MEDA 2015 Awards - Sponsored by Miles & Stockbridge with 2015 Volunteer of the Year
Bottom row left to right: MEDA's Rural Economic Development Session – the Lower Eastern Shore Edition; and Photos from the MEDA 2016 Winter Conference in Annapolis

MEDA enhances the *knowledge & skills* of its members, encourages *partnerships & networking* among people committed to *bringing jobs & capital* to Maryland, and promotes economic development as an *investment in Maryland*.



MEDA FOUNDATION

The MEDA Foundation is the vehicle through which courses, conferences, and training are offered to Maryland's economic development community. These offerings help members acquire knowledge and build the partnerships essential to job creation and community development.

We would like to thank the following foundation members:

Laurie Boyer, CEcD, Chair
William Badger
Lara Fritts, CEcD
Keasha Haythe, CEcD
Robert McGlotten, CEcD
Stephen Primosch
Richard Story, CEcD, FM



MEDA STAFF



EXECUTIVE DIRECTOR
Pamela J. Ruff (ex-officio)



**MEMBERSHIP SERVICES
COORDINATOR**
Margaret A. Bollhorst (Staff)



**COMMUNICATIONS &
AWARDS COORDINATOR**
Sandy Sponaugle,
Platinum PR

MEDA

Maryland Economic
Development Association

Economic Development
Transforms lives.

Economic Development ...

- *Creates opportunities*
- *Inspires innovation*
- *Enriches communities*



First row: Photos from the 2016 Winter Conference in Annapolis

Second row clockwise: MEDA 2016 Winter Conference in Annapolis; Rural Economic Development Session - Lower Eastern Shore Edition; Economic Development Day



Above top to bottom: 2015 Chesapeake Basic Economic Development Course; MEDA 2016 Winter Conference in Annapolis; 2015 Chesapeake Basic Economic Development Course - Real Estate Redevelopment Tour in Baltimore

Above top to bottom: MEDA 2015 Fall Conference during Economic Development Week; Economic Development Day in Annapolis; MEDA's Rural Economic Development Session – the Lower Eastern Shore Edition

466 MEDA MEMBERS

13 PROGRAMS DELIVERED



55
SPONSORS & PARTNERS

representing cities, counties, towns, corporations, state agencies, and quasi-public organizations throughout Maryland

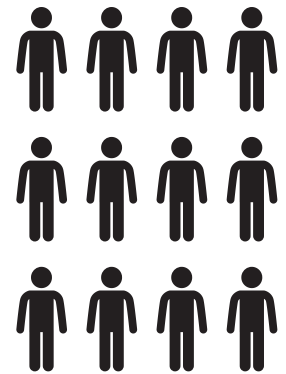
Partnered with IEDC to host

3
COURSES
for
275
ATTENDEES

MEDA members hosted over

28
DIFFERENT
EVENTS
throughout Maryland during Economic Development Week

SOCIAL MEDIA



MEDA SERVED
1,201
ATTENDEES
AT OUR PROGRAMS

(Each icon represents 100 attendees)

MEDA PARTNERS

PLATINUM



MARYLAND DEPARTMENT OF COMMERCE

The Maryland Department of Commerce, one of 20 agencies within Maryland's Executive Branch and the state's primary economic development agency, is dedicated to excellence in customer service and creating quality jobs by attracting new businesses, stimulating private investment and encouraging the expansion and retention of existing companies.

AWARD



MILES & STOCKBRIDGE

Miles & Stockbridge is a leading full-service law firm with more than 220 lawyers practicing in offices across the Mid-Atlantic region. Founded in 1932, the firm represents business of various sizes, from national and global companies to local and emerging start-ups, offering experienced, comprehensive business and litigation counsel with significant depth in corporate law and transactions; government contracts; intellectual property; products liability and mass torts; and working with financial institutions.

On an international level, Miles & Stockbridge advises U.S. and multinational corporations on their transactional, investment and trade concerns worldwide, and has longstanding relationships representing non-U.S. companies in direct investment and general business activities within the United States and throughout North America. To support these efforts, our firm is the Maryland member of TerraLex©, one of the largest international law firm networks.

GOLD



COMCAST

Comcast Corporation (Nasdaq: CMCSA, CMCSK) is a global media and technology company with two primary businesses, Comcast Cable and NBCUniversal. Comcast Cable is the nation's largest video, high-speed Internet and phone provider to residential customers under the XFINITY brand and also provides these services to businesses. NBCUniversal operates 30 news, entertainment and sports cable networks, the NBC and Telemundo broadcast networks, television production operations, television station groups, Universal Pictures and Universal Parks and Resorts. Visit www.comcastcorporation.com for more information.



M&T BANK

M&T Bank's Mid-Atlantic headquarters is located in Baltimore. Since its founding in 1856, M&T Bank has built its business through a tradition of reliability, consistency, and responsiveness to the needs of customers. Nowhere are these qualities more evident than in the bank's long-standing commitment to businesses. M&T Bank is one of the top 20 banks in the country, but operates as a community-focused bank with a long tradition of sound management and corporate citizenship. M&T has more than 800 M&T Bank branches and over 1,500 M&T Bank ATMs throughout Maryland, District of Columbia, Virginia, West Virginia, Delaware, Pennsylvania, and New York.



MARYLAND ECONOMIC DEVELOPMENT CORPORATION (MEDCO)

The Maryland Economic Development Corporation (MEDCO) assists in the expansion, modernization, and retention of existing Maryland business and attracts new business to the state. Businesses seeking to expand or relocate into Maryland regularly turn to MEDCO as a resource. MEDCO also assists, upon request, local jurisdiction projects. MEDCO borrows money and issues bonds for the purpose of providing financial assistance. MEDCO's projects seek to increase productive employment in Maryland and expand the State's economy and tax base.



PNC

For more than 160 years, PNC have been committed to providing our clients with great services and powerful financial expertise to help them meet their financial goals. We are proud of our longstanding history of supporting not only our customers but also our communities, employees and shareholders.

PNC offers a wide range of services for all our customers, from individuals and small businesses, to corporate and government entities. No matter how simple or complicated your needs, we're sure to have the products, knowledge and resources necessary for financial success.



NATIONAL RESOURCES AT YOUR DOORSTEP.

At the law firm of Miles & Stockbridge, unrivaled service—to our clients, to our communities—is a baseline, not a goal. Our more than 220 lawyers understand firsthand the value of a superior client experience and the across-the-board dedication it takes to achieve it. We've strategically placed the right people in the right positions across offices in Maryland and beyond to best serve local, national and global interests as a **premier legal services** provider for Maryland business.

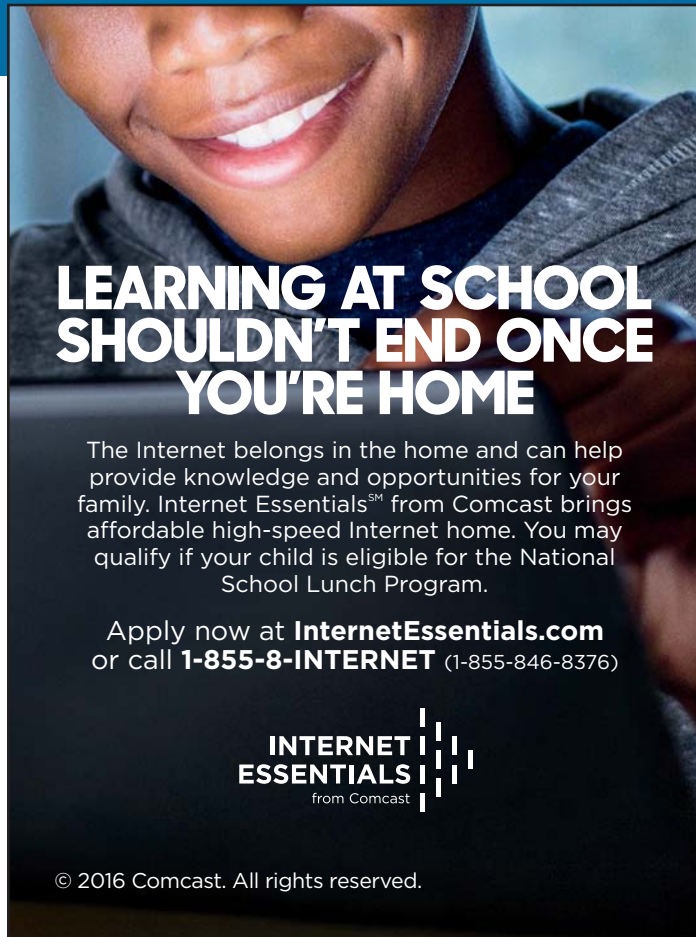


milesstockbridge.com  
AUTHORIZED BY JOHN B. FRISCH, CHAIRMAN & CEO

Supporting our communities is important.

At M&T Bank, we know how important it is to support those organizations that make our communities better places to live and work. That's why we offer both our time and resources and encourage others to do the same.






LEARNING AT SCHOOL SHOULDN'T END ONCE YOU'RE HOME

The Internet belongs in the home and can help provide knowledge and opportunities for your family. Internet Essentials™ from Comcast brings affordable high-speed Internet home. You may qualify if your child is eligible for the National School Lunch Program.

Apply now at InternetEssentials.com
or call **1-855-8-INTERNET** (1-855-846-8376)

**INTERNET
ESSENTIALS**
from Comcast

© 2016 Comcast. All rights reserved.



Maryland Economic Development Corporation



MEDCO, through its financial assistance ability to issue municipal bond financing and its ability to receive state loan and grant funds, assists in the expansion, modernization and retention of existing Maryland business and the attraction of new business to the State.


To find out more about MEDCO, please visit our website at:
www.medco-corp.com

KNOW

that serving the
community today leads
to a better tomorrow.

PNC is proud to congratulate the MEDA Foundation. We appreciate all you've done for our local community and economy. Thank you for all that you do.

STOP BY ANY PNC BRANCH
CALL 888-PNC-BANK
VISIT pnc.com


 **PNC BANK**
for the achiever in you®

©2016 The PNC Financial Services Group, Inc. All rights reserved. PNC Bank, National Association. Member FDIC

Helping to Grow Your Business is Our Business

- » Real Estate Site Search
- » Permitting Guidance
- » Community Revitalization
- » Financing

Ask about the **VOLT Fund loan program**
for small, minority and
women-owned businesses


Anne Arundel
ECONOMIC DEVELOPMENT CORPORATION

Arundel Biz.org • 410-222-7410
Follow Us:

Dream Bigger.



**Make it happen
in Baltimore County.**

#1

Largest job center
in the region

+19 YEARS

Since 1996, triple
Triple-A bond ratings
from Wall Street.

+22 YEARS

Income and property tax
rate unchanged for more
than 22 years.

Baltimore County Department of Economic and Workforce Development

BaltimoreCountyBusiness.com | 410-887-8000 | businesshelp@baltimorecountymd.gov
Baltimore County Executive Kevin Kamenetz and the Baltimore County Council

SILVER



ANNE ARUNDEL ECONOMIC DEVELOPMENT CORPORATION

As the heart of cyber, big data intelligence and analytics, Anne Arundel County is home to Fort George G. Meade, and large federal agencies such as the National Security Agency, Defense Information Systems Agency and the U.S. Cyber Command. The county also has many other distinct assets such as BWI Thurgood Marshall Airport, the City of Annapolis and the Arundel Mills-Maryland Live! entertainment complex. More than 13,000 businesses and a thriving community of innovators call Anne Arundel County home, including 140 companies that develop technologies or provide services for data and network security and breach detection and mitigation. The mission of the Anne Arundel Economic Development Corporation (AAEDC) is to support business and serve as a catalyst for business growth in Anne Arundel County, thereby increasing job opportunities, expanding the tax base and improving the quality of life. By providing investment and technical assistance and fostering community revitalization initiatives, the AAEDC plays a vital role in enhancing commercial districts, improving county infrastructure, and promoting high-value sectors such as technology and national security.



BALTIMORE COUNTY DEPARTMENT OF ECONOMIC & WORKFORCE DEVELOPMENT

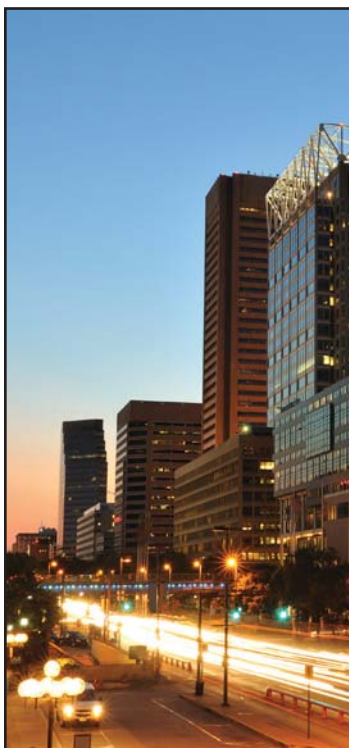
Our economic and workforce development focus starts with asking businesses what they need. And we're responding. New Boost Funds are providing flexible capital to small, minority- and women-owned businesses. Our more than 21,000 Baltimore County businesses have attracted billions in private investment countywide, increasing our tax base and allowing us to maintain stable tax rates for everyone. Drive around the county -- you'll see construction cranes at the Metro Centre at Owings Mills transit oriented development; at new corporate headquarters along Maryland Route 43 in White Marsh-Middle River, and in downtown Towson, with close to \$1 billion in new private investment. The redevelopment of Sparrows Point as a port, manufacturing and logistics hub has the potential to be the most important driver of new jobs and investment in Maryland. We link businesses to the workers they need. Last year, people visited our career centers 40,000 times to connect with employers. This is business support -- and business success -- in action. Visit BaltimoreCountyBusiness.com and follow us on Twitter@BaltCoGov



An Exelon Company

BALTIMORE GAS & ELECTRIC COMPANY (BGE)

BGE, headquartered in Baltimore, is Maryland's largest gas and electric utility, delivering power to more than 1.2 million electric customers and more than 655,000 natural gas customers in Central Maryland. The company's approximately 3,400 employees are committed to the safe and reliable delivery of gas and electricity, as well as enhanced energy management, conservation, environmental stewardship and community assistance.



An Exelon Company

Energized for your success.

At the center of the nation's fourth largest retail market, Central Maryland is a vibrant economic region that also is superb for manufacturing, service and technical industries. BGE is proud to provide the energy behind the region's economy. We offer a wide range of pricing options and energy efficiency incentives to help companies flourish and grow. It's smart energy that is smart for business. To learn more visit BGE.COM/EconomicDevelopment.

HOW ENERGY WORKS *together*

MEDA PARTNERS



CARROLL COUNTY DEPARTMENT OF ECONOMIC DEVELOPMENT

Carroll County's unique location in the Baltimore metropolitan region provides for convenient access to national and international markets. Smart investments in quality business parks and a county-owned fiber optic network help growing businesses accommodate their space needs and expand their global market potential. The Carroll County Department of Economic Development dedicates resources to support growth in corporate headquarters, high-tech manufacturing, agriculture, information technology, bioscience and professional and business services firms. Our diverse and positive business climate facilitates the creation and expansion of Carroll companies. And, Carroll's productive workforce is known for its high skills and solid work ethic. For more information, visit www.carrollbiz.org and follow us on Twitter @CarrollEconDev.



ECONOMIC ALLIANCE OF GREATER BALTIMORE

The Economic Alliance of Greater Baltimore promotes the region as a world-class market to live, work, learn and invest, and advances regional economic development through a partnership of industry, higher education and government leaders. For more information, visit www.GreaterBaltimore.org.



HARFORD COUNTY OFFICE OF ECONOMIC DEVELOPMENT

The Harford County Office of Economic Development (OED)

offers programs and services to stimulate job creation and business expansion to enhance the county's quality of life in a business-friendly environment. OED utilizes Harford County's strategic mid-Atlantic location, "Fast Track" permitting capabilities, energy incentives, and workforce and financial programs to retain, grow, and attract businesses. The county's technology incubator program includes the Harford Business Innovation Center (HBIC), and the GroundFloor at Harford, a collaborative workspace for independent tech and IT developers. Harford's Business Edge provides a partnership of local resources for entrepreneurs and business owners. For information on OED programs and services, visit www.harfordcountymd.gov/oed.



HOWARD COUNTY ECONOMIC DEVELOPMENT AUTHORITY

Howard County is centrally located in one of the nation's largest and wealthiest metropolitan areas. Offering a balanced blend of pastoral farms, historic towns, suburban communities and urban lifestyle, it's recognized as one of the best places to live, work, and raise a family in the country. With all of this



Carroll County, Maryland



Carroll County

ECONOMIC DEVELOPMENT

410-386-2070

www.carrollbiz.org ❖ info@carrollbiz.org

@CarrollEconDev

THE ECONOMIC ALLIANCE THANKS ITS PARTNERS IN ECONOMIC DEVELOPMENT FOR MAKING GREATER BALTIMORE A WORLD-CLASS MARKET TO LIVE, WORK, LEARN AND INVEST.

Anne Arundel Economic Development Corporation

Baltimore County Department of Economic and Workforce Development

Baltimore Development Corporation

Carroll County Department of Economic Development

Cecil County Office of Economic Development

Harford County Economic Development

Howard County Economic Development Authority

Queen Anne's County Department of Economic Development

Maryland Department of Commerce



[@ECON_ALLIANCE](https://twitter.com/ECON_ALLIANCE)

[/GREATERBALTIMORE](https://facebook.com/GREATERBALTIMORE)

[ECONOMIC ALLIANCE OF GREATER BALTIMORE](https://linkedin.com/company/economic-alliance-of-greater-baltimore)



GreaterBaltimore.org

MEDA PARTNERS

and so much more, it's no wonder that Howard County's Columbia/Elicott City area is consistently ranked among "America's Best Places to Live" by MONEY magazine.



MARYLAND DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT (DHCD)

The Maryland Department of Housing and Community Development is at the forefront in implementing housing policy that promotes and preserves homeownership and affordable rental housing, and in creating innovative community development initiatives. In fiscal year 2014, DHCD invested more than \$765 million in direct resources for programs such as homeownership, special needs housing, rental housing and services, and neighborhood revitalization. For more information on DHCD's programs, visit www.mdhousing.org.



PRINCE GEORGE'S COUNTY ECONOMIC DEVELOPMENT CORPORATION (EDC)

The Prince George's County Economic Development Corporation (EDC) promotes the county regionally and globally. The EDC provides the right combination of investment incentives and business services to help attract, retain and expand businesses, create high-quality jobs, and expand Prince George's County's commercial tax base. The EDC is committed to making Prince George's County the location of choice in the National Capital Region for growing and expanding businesses, and a major regional force in economic development.



TOWSON UNIVERSITY – DIVISION OF INNOVATION AND APPLIED RESEARCH

Make Towson University your next economic development partner! We have expertise in forecasting economic conditions and analyzing economic impacts; conducting workforce analyses and a wide variety of green economy studies; administering large scale evaluations; developing websites and applications; using GIS to display and analyze data; convening dialogues for the professional community; business incubation services; and providing staff development and training programs. Contact Dr. Daraius Irani (dirani@towson.edu) to learn about Towson University's entrepreneurial initiatives and economic development programs. Stay in touch with the TU Division of Innovation and Applied Research on Twitter (@TUinnovates). And, you can learn more about the annual Economic Outlook Conference and the MD Workforce Outlook Forum at www.towson.edu/resi

HARFORD COUNTY

ECONOMIC DEVELOPMENT

BARRY GLASSMAN, COUNTY EXECUTIVE
KAREN HOLT, DIRECTOR

Maryland's New Center of Opportunity

Startup Support

Collaborative Workspace

Small Business Incubator

2021-D Pulaski Highway
Havre de Grace, MD 21078

410-638-3059
www.harfordcountymd.gov/oed

HOWARD COUNTY MARYLAND

Economic Development Authority

WHERE TALENT DRIVES INNOVATION

WWW.HCEDA.ORG

MEDA PARTNERS



Washington Gas
A WGL Company

WASHINGTON GAS COMPANY

Headquartered in Washington, DC, Washington Gas Light Company (Washington Gas Company) delivers natural gas

to more than one million residential, commercial and industrial customers throughout Washington, DC, and the surrounding region. Washington Gas is a regulated subsidiary of WGL Holdings, Inc., a public utility holding company. The unregulated affiliates of WGL Holdings are in energy-related businesses, selling natural gas and electric in competitive markets, and providing heating, ventilating and air-conditioning products and services. Washington Gas has a long record of financial strength. As either WGL Holdings or Washington Gas, the company has paid dividends on common stock for 160 years and increased that dividend for the past 35 consecutive years. Washington Gas is an active, concerned member of the business community and participates in numerous community service programs, focused on health, education, and the environment.



Neighborhood BusinessWorks HAS YOU COVERED.

Gap Financing For Small Businesses, Flexible Terms, Below Market Rates & Subordinated Financing

dhcd.maryland.gov/business
1-800-756-0119

MARYLAND
Larry Hogan, Governor
Boyd K. Rutherford, Lt. Governor

DHCD Maryland Department of Housing and Community Development
Kenneth C. Holt, Secretary
Ellington Churchill, Jr., Deputy Secretary



Grow Your Business in Prince George's County, Maryland



We Have All You Need

- Proximity to the Nation's Capital and Federal Agencies
- One of the largest and most competitively priced developable land inventories in the region
- Fifteen Metro Stations Primed for Transit Oriented Development and Smart Growth
- Cutting-edge communications networks
- Multiple interstate highways, three airports, and the Port of Baltimore, with a third of the nation's population within an overnight drive
- Highly educated workforce—over 29.5% of the County residents have bachelor's degrees or higher



And a \$50 Million Economic Development Incentive Fund!

Visit our website: www.pgcedc.com
or call us at 301-583-4650



PRIMED for BUSINESS

Trusted Experts on Maryland's Economy



TOWSON UNIVERSITY
Regional Economic Studies Institute

With more than 25 years of experience, RESI's analyses empower private, public, and nonprofit organizational decision-making.

RESI SOLUTIONS

- Economic and fiscal impact studies
- Economic forecasts
- Market and workforce analysis
- SWOT/gap analysis
- Legislative and policy analysis

WE HAVE THE ANSWERS

- towson.edu/resi
- @RESIofTU
- TUinnovates.com
- resi@towson.edu

Attend the annual Economic Outlook Conference and the Maryland Workforce Outlook Forum.

LEARN MORE ON OUR WEBSITE

BRONZE



ALLEGANY COUNTY DEPARTMENT OF ECONOMIC & COMMUNITY DEVELOPMENT

What makes Allegany County the smart choice? We offer a pro-business environment, a strong and productive workforce, developable land, a diverse economy with both traditional and progressive products and services, beautiful and revitalized downtown areas, and a quality of life that is second to none.

The Allegany County Department of Economic & Community Development is dedicated to retention and expansion, as well as to the development of new businesses. For more information, visit www.alleganyworks.org.



CECIL COUNTY OFFICE OF ECONOMIC DEVELOPMENT

Located in the northeast corner of Maryland, Cecil County is in close proximity to the Philadelphia, Wilmington, and Baltimore

metropolitan areas, and is home to a host of world-class companies including W.L. Gore and Associates, Terumo Medical, Orbital ATK, Veltec, GE, and IKEA. The mission of the Cecil County Office of Economic Development (OED) is to stimulate economic growth and job creation through the expansion of the County's existing business and agricultural base, attraction of new business and the development of tourism. The Cecil County OED assists prospects with site selection, fast-track permitting, Enterprise Zone tax credits, and securing necessary funds needed to locate or expand their business in Cecil County. For more information on how to bring your business to Cecil County, visit www.cecilbusiness.org.



CHARLES COUNTY

Charles County is a growing business hub that is well positioned for investment, growth, and development. Strategically located in the Washington DC Metro Area, the County is a prime location for business. Given Charles County's proximity to Washington DC and Baltimore, and its strong position in the Southern Maryland region, the County offers numerous advantages for businesses and talent. Charles County offers numerous flexible commercial options for companies and businesses that are ready to make a move, including hundreds of acres of shovel-ready and build-to-suit sites and acreage in several employment and business center parks. The reasons why people have been moving to Charles County--lower cost of living, high quality of life--are the same reasons why companies should invest in the County as these factors help attract a strong talent pool. For more information, visit www.MeetCharlesCounty.com.



Washington Gas

A WGL Company

SUPPORTING MARYLAND'S ECONOMIC GROWTH

Jerry T. Sanford
Economic Development Manager
jsanford@washgas.com

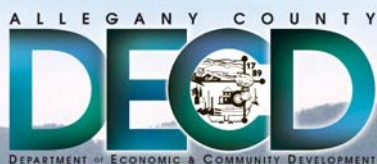
ALLEGANY COUNTY, MARYLAND WE'RE PRO-BUSINESS



An available and productive workforce, a wide array of stable businesses and industries, developable land, a diverse economy, revitalized downtown areas and a quality of life second to none.

Our experienced economic development team is ready to make our community a part of your community.

WE CAN MAKE IT HAPPEN.



Allegany County Department of Economic & Community Development

301-777-5967 • 800-555-4080 • www.alleganyworks.org

CECIL COUNTY TRANSFORMS LIVES

Our office continues to inspire innovation and enhance livability in Cecil County! We've had quite a few memorable moments this year:

Completion of Incubator Feasibility Study

- Conclusion that Cecil is poised for growth

Maryland Tourism 2015 Best Event

- Huk Bassmaster Elite: Over 18,000 visitors joined Cecil County for the international event

Commercial Broker Event

- Hosted over 80 brokers, site selectors, and property owners to generate development opportunities



Connect with the Cecil County Office of Economic Development at **410.996.6292** or **www.cecilbusiness.org**.

www.MeetCharlesCounty.com



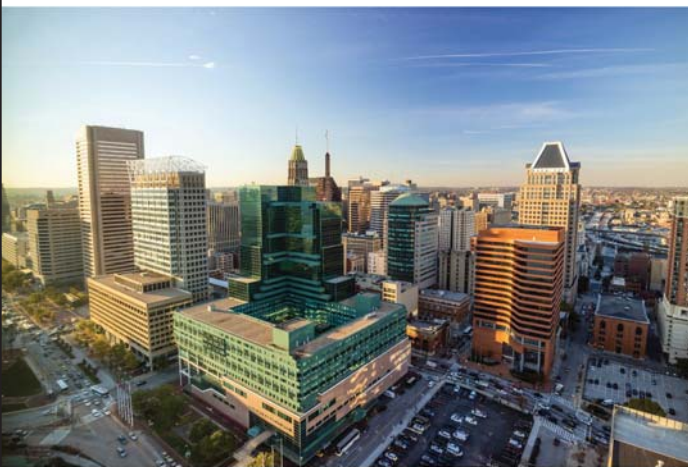
Strategically Located
Highly-Qualified Workforce
Flexible Commercial Options
Affordable Cost of Doing Business
Great Quality of Life

Charles CHARLES COUNTY, MARYLAND
CLOSE TO THE CAPITAL. FAR FROM ORDINARY.

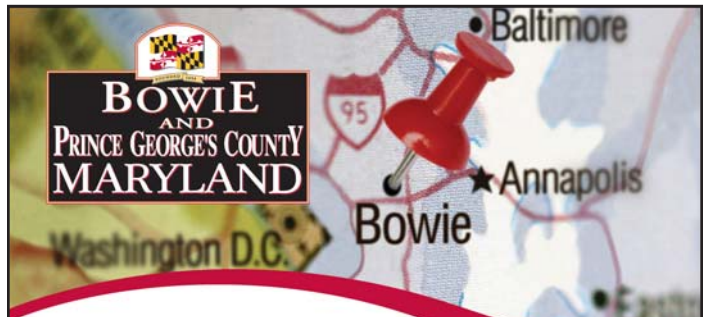
Charles County Government
Department of Economic Development
10665 Stanhaven Place, Suite 206, White Plains, Maryland 20695
MD Relay Service: 7-1-1 • Equal Opportunity County



Baltimore Means Business



www.BaltimoreDevelopment.com



Make your Mark in Bowie

Bowie is one of the largest cities in Maryland. Bowie is also an excellent business location, easily accessed from Washington D.C., Annapolis and Baltimore. Bowie's proximity to these major cities brings business and workforce into the area via Routes 3, 50 and 301. Bowie has more than 90 restaurants, 200 shops, and a dozen recreation opportunities. With this winning combination of location, access and amenities your business is certain to grow and succeed.

For more information on locating your business in Bowie, contact your commercial real estate broker or:

John Henry King,
Economic Development Director, City of Bowie, Maryland
15901 Excalibur Road, Bowie, MD 20716
301.809.3042 | fax 301.809.2315 | jhking@cityofbowie.org



The Baltimore Development Corporation (BDC) is a non-profit organization, which serves as the economic development agency for the City of Baltimore. Our mission is to retain and expand existing businesses, support cultural resources, and attract new opportunities that spur economic growth and help create jobs. BDC serves as a one-stop shop for anyone interested in opening, relocating or expanding a business in Baltimore City. For more information, contact us at info@BaltimoreDevelopment.com or visit us at www.BaltimoreDevelopment.com.



CITY OF BOWIE
Located 20 minutes from Annapolis, Maryland or Washington, D.C., and 30 minutes from Baltimore, Bowie has grown from a small agricultural and railroad town into one of the five largest cities in Maryland. Now occupying 18 square miles, Bowie's great location is enhanced by a superb quality of life. Bowie boasts a minor league baseball stadium, heritage museums, the Bowie Center for the Performing Arts, an Old Town historic and shopping

district, and over 2,000 acres of parks, as well as excellent shopping malls and retail centers. To find out what Bowie has to offer, contact John Henry King at 301-809-3042.

THE DAILY RECORD **THE DAILY RECORD**
The Daily Record is Maryland's statewide trusted news resource featuring the latest daily business, law, and government news in print and online. Visit TheDailyRecord.com for breaking news, blogs, special publications, awards event information and subscriber access. Sign up to receive free daily and industry email newsletters and follow us on social media. To receive breaking news on your cell phone, Text 'TDR' to 313131.



**GARRETT COUNTY
DEPARTMENT OF ECONOMIC
DEVELOPMENT**

Garrett County is a progressive community that welcomes business. As Maryland's westernmost county, we offer a central location to many major markets, an interstate, available community-owned business parks, a recognized K-12 school system, various housing options, and an excellent workforce. The Department works to attract, retain, and expand businesses to

Who Reads the Record?

Kirby Fowler
President, Downtown Partnership of Baltimore Inc.

He's Successful. He's Influential. He's Informed.

And, He Reads...

THE DAILY RECORD

For your own edition or digital access, visit <https://subscribe.thedailyrecord.com/H5ZWRTR>.

Garrett County, Maryland

The Garrett County Department of Economic Development works to attract, retain, and expand businesses to our area. Our workforce, location, and affordable community-owned business parks have attracted some of the best business that Maryland has to offer. We're an attractive location for manufacturing, distribution, back office, call center, energy, agriculture, and recreation firms.

Keysers Ridge Business Park

Department of Economic Development
www.GCEDOnline.com
economicdevelopment@garrettcountry.org

MEDA PARTNERS

our area. Our workforce, location, and affordable business parks have attracted some of Maryland's best businesses. We're an attractive location for manufacturing, distribution, back office, call center, energy, agricultural, and recreation firms. Our public schools consistently rank as one of Maryland's best, and the Garrett County Commissioners Scholarship Program makes post-secondary education within reach of recent high school graduates. In Garrett County, we continue to define what it means to live, work, and play. We invite you to see what we have to offer. Please visit us at www.gcedonline.com or call us at 301-334-1921.



THE JACOB FRANCE INSTITUTE

Non-partisan research exploring the dynamics and impacts of economic, real estate, and workforce development decisions.

JFI serves as a leading source of high quality statistical research and information on business, economic and workforce policies, and investment decisions. JFI works with public, private, and nonprofit clients to provide accurate and actionable information to support or evaluate economic and workforce development policies. For more information visit www.ubalt.edu/jfi.



MARYLAND DEPARTMENT OF LABOR, LICENSING AND REGULATION

The Maryland Department of Labor, Licensing and Regulation (DLLR) continues to change Maryland for the better by providing a predictable and inclusive regulatory environment through efficient and responsive processes. DLLR safeguards Maryland's work environments through outreach and educational programs, by establishing partnerships and encouraging ongoing improvements in workplace safety and health. We're fostering economic growth through our collaborative, comprehensive employment and job training programs that best ensure Maryland workers have the skills Maryland employers need to succeed and grow into the future. Our vision for Maryland drives the work of the Department's employees each and every day.



MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION (TEDCO)

The Maryland Technology Development Corporation (TEDCO) is the go-to source for entrepreneurial support and guidance for start-ups and early-stage companies engaged in bringing innovative ideas to market. For over fifteen years, the organization has provided funding, mentoring and networking opportunities to support Maryland's innovation ecosystem. While founded by the Maryland General

The Jacob France Institute

Non-partisan research exploring the dynamics and impacts of economic, real estate, and workforce development decisions

JFI serves as a leading source of high quality statistical research and information on business, economic and workforce policies and investment decisions.

JFI works with public, private, and nonprofit clients to provide accurate and actionable information to support or evaluate economic and workforce development policies.

www.ubalt.edu/jfi

University of Baltimore

1420 N. Charles St. Baltimore, MD 21201

Phone: 410.837.4727 Fax: 410.837.5814

MARYLAND DEPARTMENT OF LABOR BUSINESS SERVICES

Grow your business and talent pipeline with the help of Maryland's Business Services Team. Experts in State resources, recruitment and retention strategies are here to help.

Free business services are also available at any of Maryland's conveniently located American Job Centers.

- Advertising your recruitments
- Pre-screening candidate skills
- Providing interview rooms
- Facilitating online testing of applicants
- Availing full work stations (offices) throughout the recruitment period
- Linking candidates to assistance with transportation options, child care, and other resources
- Assisting with call back of candidates for second interviews



For more information visit dllr.maryland.gov/employment/busservices.shtml

Contact Us: 1.877.713.3328

dlwdalbusinessservices-dllr@maryland.gov

Assembly, TEDCO is an independent entity that makes seed/early-stage investments and manages private capital for angel and venture capital funds. It is frequently ranked as one of the most active seed/early-stage investors in the nation. The organization plays a key role in bringing research created in Maryland's educational institutions and federal laboratories into the commercial marketplace. For more information on TEDCO and its programs and resources, visit www.TEDCO.md.



MARYLAND TRANSIT ADMINISTRATION

The Maryland Transit Administration (MTA), a business unit of the

Maryland Department of Transportation, is one of the largest multi-modal transit systems in the nation. Safety, efficiency, reliability and world-class customer service are at the heart of its mission to serve the citizens of Maryland. The MTA fleet is comprised of Local Bus, Metro Subway, Light Rail, MARC Train, Commuter Bus and Mobility/paratransit services. The agency administers MARC Train and Commuter Bus service through contracts. The MTA also provides funding and technical assistance throughout Maryland to support Locally Operated Transit Systems in all 23 Maryland counties and in Baltimore City, Annapolis and Ocean City. For more about how to connect with the MTA, we invite you to visit mta.maryland.gov, connect on social media or call 410-539-5000.



THE PATUXENT PARTNERSHIP

The Patuxent Partnership works with government, industry and academia on initiatives in science and technology, hosts programs of interest to NAVAIR and the broader DoD community, and supports workforce development including education initiatives and professional development. Visit www.paxpartnership.org.

PotomacEdison™ POTOMAC EDISON / FIRSTENERGY

Potomac Edison/FirstEnergy is based in Williamsport, Maryland, and provides electric service to approximately 257,000 customers in 7 counties throughout central and western Maryland. Potomac Edison is one of ten regulated electric distribution companies owned by FirstEnergy (NYSE: FE) a diversified energy company dedicated to safety, reliability and operational excellence. Headquartered in Akron, Ohio, FirstEnergy includes one of the nation's largest investor-owned electric systems, more than 24,000 miles of transmission lines that connect the Midwest and Mid-Atlantic regions, and a diverse generating fleet. We know our communities and we are proud to be actively involved in economic development initiatives in our service territory.

Impacting Maryland's Innovation Ecosystem

- \$1B Economic Contribution to Maryland
- 4,358 Jobs Created
- \$74,700 Average Salary/Job
- \$35.8M In Government Revenues from TEDCO activities

*FY 2015

www.TEDCO.md

f MDTEDCO t @MDTEDCO

ARRIVING JUNE 2016

NEW EXPRESS BUS LINK SERVICE

BETTER TRANSIT FOR A BETTER MARYLAND.

1.866.RIDE.MTA | 410.539.5000
(7433.682) | mta.maryland.gov

MEDA PARTNERS



RURAL MARYLAND COUNCIL

The Rural Maryland Council (RMC), an independent state

agency governed by a non-partisan 40-member board that consists of inclusive representation from the federal, state, regional, county and municipal governments, as well as the for-profit and nonprofit sectors, brings together rural leaders, government officials at all levels, and the representatives of the nonprofit and for-profit sectors to develop public policy, programmatic or regulatory solutions to the challenges unique to rural Maryland. Ultimately, our mission is to improve the quality of life while preserving the cultural heritage of Maryland's rural communities. To offer financial assistance to rural nonprofit organizations that promote statewide and regional planning, economic and community development, and agricultural and forestry education, the RMC administers the Maryland Agricultural Education and Rural Development Assistance Fund (MAERDAF). In addition, MAERDAF offers grants to community colleges that support small and agricultural businesses with enhanced training and technical assistance.

The Patuxent Partnership

Like no other connection in the world



Develop. Connect. Achieve.

The Patuxent Partnership works with government, industry and academia on initiatives in science and technology, hosts programs of interest to NAVAIR and the broader DoD community, and supports workforce development including education initiatives and professional development.

Visit www.paxpartnership.org or call 301-866-1739.



FROM OUR VIEW, YOU'RE LOOKING
BETTER THAN EVER.

Maryland is a great place for business ... and for living, too. Visit firstenergycorp.com/ed to find out more.



Celebrating Maryland's Proud Rural Heritage



The Rural Maryland Council (RMC) is an independent state agency that is governed by a nonpartisan, 40-member board that includes representation from the federal, state, regional, county and municipal governments, as well as the for-profit and nonprofit sectors. Its mission is to identify challenges unique to rural communities and to craft public policy, programmatic or regulatory solutions. RMC serves as the State's federally designated state rural development council and functions as a statewide rural program and policy development and coordination entity.

Connect with us at:

rural.maryland.gov
(410) 841-5774
rmc.mda@maryland.gov

facebook.com/RuralMaryland

Charlotte Davis, Executive Director
Scott Warner, Chair

@RuralMaryland



UNIVERSITY OF MARYLAND

The University of Maryland is the state's flagship university and one of the nation's preeminent public research universities. A global leader in research, entrepreneurship and innovation, the university is home to more than 37,000 students, 9,000 faculty and staff, and 250 academic programs. Its faculty includes three Nobel laureates, three Pulitzer Prize winners, 47 members of the national academies and scores of Fulbright scholars. The institution has a \$1.8 billion operating budget, secures \$550 million annually in external research funding and recently completed a \$1 billion fundraising campaign. The University of Maryland is ranked No. 19 among public universities and No. 21 for most innovative schools by U.S. News & World Report, as well as No. 16 among public universities by Forbes. According to The Princeton Review and Entrepreneur Magazine, UMD is ranked No. 10 overall for undergraduate entrepreneurship programs. The university is recognized for its diversity, with underrepresented students comprising one-fourth of the student population. For more information about the University of Maryland, visit www.umd.edu.



WASHINGTON COUNTY DEPARTMENT OF BUSINESS DEVELOPMENT

Expanding your business? Washington County's companies invite your firm to join our business community in western Maryland. A diverse range of industries thrive here including a vibrant manufacturing base. Located in the heart of the mid-Atlantic, your company can reach 50% of the nation's population overnight. With the intersection of I70 and I81, same day delivery of goods is possible. Washington County has partnered with its companies to achieve an environment conducive to maximizing productivity and profit. We understand that time is money. Give us a call to explore opportunities.

THE WORLD NEEDS
CURIOSITY / PASSION / INSPIRATION / BOLDNESS

FEARLESS IDEAS

We are Maryland's flagship university, committed to serving our state and dedicated to the power of fearless ideas. We discover new knowledge, inspire Maryland pride, transform the student experience and turn imagination into innovation.

UMD.EDU #UMDinnovates








WHAT'S YOUR? THAT NEEDS TO BE ANSWERED BEFORE EXPLORING YOUR BUSINESS OPPORTUNITIES

- HOW PRODUCTIVE IS MY BUSINESS?
- HOW WILL MY BUSINESS EARN MONEY?
- HOW MUCH WORKING CAPITAL DO I NEED?
- WHERE DO I START?

TAKE OUR SURVEY TODAY!
www.washingtoncountymd.com/r/MyBizIdea


hagerstownEDC.org
HOW CAN WE HELP YOUR BUSINESS GROW?

Washington County, MD
DEPARTMENT OF BUSINESS DEVELOPMENT

240-313-2280
edcinfo@hagerstownedc.org
100 W. Washington St.
Hagerstown, MD 21740-4727

JOIN THE CONVERSATION



BALTIMORE BUSINESS JOURNAL



First in Local Business News.
Online / Print / Mobile / Newsletters / Events

TO SUBSCRIBE: lcarmichael@bizjournals.com | 410-454-0508
TO ADVERTISE: jwhite@bizjournals.com | @BaltBizOnline

MARYLAND ASSOCIATION of COUNTIES
Summer Conference
August 17-20, 2016
Roland Powell Convention Center | Ocean City, MD

Cyber Solutions: Counties in the Digital Age

Register Today! Visit mdcounties.org/MACoCon

Participants praise the MACo Summer Conference:

"sound investment"

"one-stop-shop for the latest news and ideas"

"great networking opportunity" "INVALUABLE"

"absolutely critical for showcasing any program"

Learn more and register today at
www.mdcounties.org/MACoCon

GET ON THE MAP

Help your community grow through
powerful communications.



MARKETING



PUBLIC RELATIONS



SOCIAL MEDIA

Visit WWW.PLATINUMPR.COM to receive our free guide
"3 ways to stretch your marketing budget".

PLATINUM PR

WV: 304-876-8321
MD: 301-358-9255



MARYLAND **OPEN** *for* **Business**

If you're looking to start, grow or move your business to Maryland, get connected to the right resources—financing programs, tax incentives, exporting, site location assistance and more. Visit **open.commerce.maryland.gov** or call **1-888-246-6736**. Let's talk business.



Maryland
DEPARTMENT OF COMMERCE

