



ECONOMIC DEVELOPMENT *Transforms Lives.*



MEDA
Maryland Economic
Development Association

YEAR IN REVIEW



MEDA YEAR-ROUND PARTNERS

PREMIER

Maryland Department of Commerce
Maryland Department of Housing
& Community Development (DHCD)

PLATINUM

PNC Bank
Miles & Stockbridge P.C.

GOLD

Comcast NBCUniversal
M&T Bank
Maryland Economic Development Corporation (MEDCO)

SILVER

Anne Arundel Economic
Development Corporation

Baltimore County Department of Economic
& Workforce Development

Baltimore Gas & Electric Company

Economic Alliance of Greater Baltimore

Harford County Office of Economic Development

Howard County Economic Development Authority

Merritt Properties

Prince George's County Economic
Development Corporation

Washington Gas a WGL Company

BRONZE

Allegany County Department of Economic
and Community Development

Carroll County Department of Economic Development

Cecil County Office of Economic Development

Charles County Economic Development Department

City of Baltimore Development Corporation

The City of Bowie

The Daily Record

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

Towson University Division
of Innovation and Applied Research

University of Maryland

University System of Maryland

Washington County Department of Business Development

IN-KIND

Baltimore Business Journal

Digital Bard

Maryland Association of Counties (MACo)

Platinum PR

A MESSAGE FROM THE GOVERNOR



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

Dear Economic Development Partners,

It is once again my great pleasure to welcome you to the Maryland Economic Development Association's Annual Conference. This event allows us to showcase and celebrate economic development in our state and the fantastic team that is making it happen. You have all worked tirelessly to create jobs, expand economic opportunity, and make Maryland a place where businesses can grow and thrive.

I am proud of what we have been able to accomplish in a little more than two years. Maryland has added over 95,000 jobs since January 2015, and we are among the top ten states in the country for overall economic performance. Our administration has halted or removed numerous burdensome regulations that were threatening job growth, and reduced or eliminated over 250 fees, including cutting taxes — putting over \$700 million back in the pockets of Marylanders, including our small business job creators.

A few weeks ago, we wrapped up our administration's 3rd Legislative Session, which I am pleased to report was our most successful session to date. Our budget once again held the line on spending while providing record funding for education and many other important administration priorities. We repealed the disastrous Road Kill bill, allowing us to move forward with top transportation projects across the state, and together with our partners in the legislature, passed historic ethics reform to ensure greater transparency and accountability in our elected leaders and government institutions.

Another major highlight was the successful passage of our top economic development proposal, the More Jobs for Marylanders Act, which will help create thousands of jobs in the areas of our state that need them the most. With this new law, the state will be able to provide major tax incentives to manufacturers that relocate or expand in areas like Baltimore City, Western Maryland, and the Lower Eastern Shore, as well as tax credits for any new jobs created by existing manufacturers.

As we all know, Maryland is an incredible state, we have a rich cultural history, an abundance of natural beauty, and great food and drink — whether it's crab cakes or craft brewing. We've got incredible talent and brainpower, our universities and laboratories are leaders of research and discovery, and we have a thriving culture of innovation and entrepreneurship. That being said, we can always think bigger and we can always do better.

We all have a role to play in continuing to make progress and keep the momentum we've created. Fostering a business-friendly environment will remain a top priority in Annapolis, and we will be steadfast in making sure that our economic development partners — from the mountains of Garrett County to the communities of Baltimore to the beaches in Ocean City — have the tools and resources they need to thrive.

There is still much we need to accomplish, but having the Maryland Economic Development Association as a partner is a tremendous asset and yet another way that together, we are Changing Maryland for the Better.

Sincerely,

A handwritten signature in dark ink, appearing to read "Larry Hogan". The signature is fluid and cursive, with a large, stylized "L" and "H".

Larry Hogan
Governor

LETTER FROM THE SECRETARY



» Mike Gill
Maryland Department of Commerce

Message from Secretary Mike Gill:

I am excited to join you once again for the Maryland Economic Development Association's annual conference. Each year, this gathering is a great opportunity to look back on what we've been able to accomplish as Team Maryland, growing our economy and creating jobs and new opportunities in every region of our state.

Working together with our local partners, we were successful in supporting the expansion of Northrop Grumman, which keeps the company's Mission Systems Division and more than 10,000 high-paying jobs in the state. We also announced that hotel giant Marriott Corp. is building a new \$600 million headquarters in Montgomery County, and will move its 3,500 corporate employees there in the coming years. Both projects were a huge win in keeping these corporate leaders in the state for decades to come.

We are continuing to focus on growing our strategic industry sectors, and strengthening the state's leadership in the innovation economy. Over the year, we created a number of initiatives around cybersecurity, including a mapping of the state's cyber assets, and a roundtable to examine workforce issues in the industry; and, in collaboration with the Life Sciences Advisory Board, established a plan to position Maryland among the top three biohealth ecosystems by 2023.

Under the Maryland Marketing Partnership (MMP), we are getting close to launching a new branding campaign for the state which I will be excited to share with you soon. And, on May 18, we are hosting the first Maryland Business Summit, which will bring together business, education, and community leaders to focus on key issues impacting Maryland's economy, including innovation and entrepreneurship, the global economy, human capital, and attracting venture capital. Governor Larry Hogan will deliver our keynote address, and we have Baltimore Ravens' coach John Harbaugh on tap to speak along with many others, so we'd love for you to join us for what promises to be a great day!

Underscoring the past year's success is the internal growth of Team Commerce and the ways we are better communicating and collaborating. One of our biggest initiatives was the rollout of Governor Hogan's statewide customer service initiative to 39 state agencies to improve communication and response times with our constituents.

I am fortunate to have all of you on Team Maryland as we continue to build on our progress and seize the momentum toward a brighter future for all Marylanders. Thank you for all that you do to make Maryland "Open for Business."

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

Mike Gill
Secretary

MESSAGE FROM MEDA'S PRESIDENT



» Keasha N. Haythe, CECD
MEDA President

Dear MEDA Members:

For the last 2 years it has been my pleasure to serve as your President. In my letter last year, I wished you all a Happy Anniversary as we reached our 55th year and although this isn't a "milestone" year, so to speak, it has been one of growth and impact.

We have had the opportunity to chat together at the quarterly conferences this year and I'm confident the organization is on a forward trend and meeting the goals and objectives of our members. Through our Program, Membership, Awards, Business Development, Professional Development, and the newly formed Public Policy Awareness Committees, our board members have delivered quite an impressive array of services to our members.

Our Executive Committee has been working hard in concert with our Committee Co-Chairs to expand all our services and to make MEDA work for you. We all continue to believe that your involvement is key to the success of this association and encourage each of you to take an active role in the future of MEDA. Your dedication and support is greatly appreciated.

Although, it isn't just about volume, you will see in the "MEDA By the Numbers" page on our Year In Review that your organization achieves outreach and connections with partners who help us make economic development work. In keeping with the conference theme...we are moving in the right direction.

Thank you for the unyielding support you have provided over my two years of leadership. I look forward to continuing to serve in the Immediate Past President position and as President of The MEDA Foundation, Inc. Please don't hesitate to reach out to me if I can be of help going forward.

Sincerely,

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

Keasha N. Haythe, CECD
MEDA President

MEDA BOARD OF DIRECTORS

EXECUTIVE COMMITTEE



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
Assistant Director of Economic Development, Frederick County Office of Economic Development



TREASURER

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



IMMEDIATE PAST PRESIDENT

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



FINANCE OFFICER

Robert Brennan
Executive Director, Maryland Economic Development Corporation

MEDA STAFF



EXECUTIVE DIRECTOR
Pamela J. Ruff
(ex-officio)



MEMBERSHIP SERVICES COORDINATOR
Margaret A. Bollhorst
(Staff)



COMMUNICATIONS & AWARDS COORDINATOR
Sandy Sponaugle,
Platinum PR

MEDA COMMITTEES

AWARDS COMMITTEE

The MEDA Awards Committee oversees 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 and makes improvements to the overall nomination criteria for the program. They also vote to select the Individual Award winners based on nominations made by our members.

An independent group of judges reviews nominations made by our members and select 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 the efforts they make to attract new businesses, assist existing businesses, redevelop business districts, market communities, and support all economic and community development initiatives, including Workforce Development, Tourism, and Agriculture. The MEDA Awards recognize achievement in:

- Economic Development Projects (Awarded to private sector)
- Economic Development Programs
- Economic Development Marketing

Individual Awards recognize a Volunteer of the Year, and inducts someone into the MEDA Hall of Fame who also receives Life Membership in the organization. The Awards are delivered at the Annual Conference and are sponsored by Miles & Stockbridge.

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

Tabitha H. Barbarito, *Economic Development Specialist, Cumberland Economic Development Corporation*

Gregory M. Derwart, *Managing Director, Maryland Department of Commerce*

Michelle E. DeSoto, *Project Coordinator, Charles County Department of Economic Development*

Rosalie V. Johnson, *Broker- Owner, Sales Force Realty*

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

Erika Quesenberg Sturgill, *Grants & Economic Development Coordinator, City of Havre de Grace*

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

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

Michael A. White, *Chief of Staff, Maryland Department of Housing & Community Development*

Jason M. Zang, *Economic Development Coordinator, Cecil County Office of Economic Development*



» **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 business, 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.

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

Robert C. Brennan, *Executive Director, MEDCO*

Elaine Carroll, *Program Director, Jane Adams Resource Corporation*

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

Amy E. Seitz, *Director, Community Access and Partnerships, Maryland Department of Housing & Community Development*



» **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



» **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

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 who serve in addition to the co-chairs:

Joyce La Padula, *Manufacturing Program Manager, Office of Strategic Industry and Innovation,*

Maryland Department of Business & Economic Development - retired

Allison S. Mayer, *Managing Director, Maryland Department of Commerce*

Merry Mears, *Director, Worcester County Economic Development*

Ammanuel Moore, *Economic Development Manager, BGE*

Susan E. O'Neill, *Economic Development Manager, Cecil County Government*

Helen Propheter, *Director, Frederick County Office of Economic Development*

Jamie Williams, *Director, Kent County Economic Development*

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 quarterly 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.

In 2016 the Membership Committee arranged diverse opportunities for our members. They hosted members for a visit to Frederick County where we were greeted by the County Executive, arranged for a tour of Domino Sugar in Baltimore, and coordinated a LinkedIn Course. Most importantly, with MEDA members approaching 500 strong and growing, this committee is dedicated to connecting those who 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

PROFESSIONAL DEVELOPMENT COMMITTEE

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

This year the committee delivered the 13th Chesapeake Basic Economic Development Course. 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 Professional Development Committee also works to address specific needs of any membership organization that requires training specifically designed for them. Feel free to reach out to MEDA staff to hear how they can help.

The Co-Chair of the Professional Development Committee serves on the Lofton Scholarship Selection Committee (see Lofton Scholarship Fund) and Committee members provide confidential mentoring services to those who are interested in achieving certification in economic development (CEcD) or those seeking to advance their career in the field. Members of MEDA are encouraged to either reach out directly to anyone on the committee or to contact staff for a recommendation.

The Committee is comprised of members who have achieved the CEcD designation and all who serve stress 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 Office of Economic Development*

Linda Ellerton, CEcD, *Consultant, Life Sciences and Economic Development*

Timothy E. George, CEcD, *Assistant City Administrative Officer & Economic Development Coordinator, City of New Carrollton*

Martha A. Schoonmaker, CEcD, *Business Development Montgomery College*

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

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

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.

At every conference, the Program Committee surveys members to get their input on future topics/themes for conferences and to encourage their contribution to the speakers who present the content. This year, the committee delivered conferences ranging in such broad topics as Maryland as a Global Marketplace, Workforce Development, and Maryland's legislative outlook for economic development. The 2016 Annual Conference, our 55th, highlighted the dynamic role economic development plays in ways we live, work, and play.

Committee members understand the practice of economic development and its partner disciplines, maintain a network of speaker contacts, and dedicates 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 who serve in addition to the co-chairs:

John Genakos, *Director of Development, MEDCO*
Bonnie Green, *Executive Director, The Patuxent Partnership*
Shelley Gross-Wade, *President & CEO, FCS First Financial*
Karen Holt, *Director, Harford County Economic Development*
Maureen Kilcullen, *Deputy Director, Maryland Department of Commerce*
Janice I. Riley, *Manager, Hagerstown Community College*
Larysa A. Salamacha, *Managing Director, Business Development Baltimore Development Corporation*

PUBLIC POLICY AWARENESS

Newly added this year is the Public Policy Awareness Committee. The primary mission of the Committee is to make MEDA members aware of public policy issues related to economic development at the state and local levels. The committee works with elected and appointed officials to increase their understanding of economic development and the impact of public policy on creating and retaining jobs in Maryland. Finally, the Committee assists MEDA members with training to become more effective in engaging with elected and appointed officials.

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

Laurie Boyer, *CEcD, Executive Director, Rockville Economic Development, Inc.*
Darrell A. Brown, *Director, Charles County Economic Development Department*
Shawn P. Hershberger, *Cumberland Economic Development Corporation*
Daniel K. Thompson, *Executive Director, Somerset County Economic Development Commission*
Lawrence F. Twele, *CEcD, CEO, Howard County Economic Development Authority*



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

Kiesha Haughton
*Managing Director,
Maryland Women's Business Center*



» **Business Development Co-Chair:**

Lisa Webb, *CEcD*
Principal, LGWebb, LLC



» **Public Policy Awareness Co-Chair (Left):**

Rhonda J. Ray
Director, Maryland Department of Commerce



» **Public Policy Awareness Co-Chair (Right):**

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

MEDA COMMITTEES



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 approved economic development courses with an emphasis on certification and re-certification, including approved courses offered by MEDA.

Lofton funds are available to all MEDA members in good standing. To apply for funds, members must submit electronically through our online portal: a letter of interest, a resume, and an employer's signed letter of recommendation (on letterhead). Cost of tuition is reimbursed after receipt of a course completion certificate is emailed to MEDA. The fund is reimbursed primarily through contributions raised at the Silent Auction held during the MEDA Annual Conference. Members are encouraged to contribute to the Silent Auction and to give back in others ways such as assisting at a conference during registration. Please visit the MEDA website at www.medamd.com for more information.

We would like to thank the following committee members:

David Edgerley, *Edgerley Consulting*

Heather Gramm, CECD, *Assistant Director of Economic Development, Frederick County Office of Economic Development*

Richard G. Griffin, AICP, CECD, *Director of Economic Development, City of Frederick*

Keasha N. Haythe, CECD, *President, Zoe Economic Development Group, LLC*

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*



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.



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*.



THE MEDA FOUNDATION, INC.

The MEDA Foundation, Inc. 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. This year the Foundation has Community Investment Tax Credits available for individual or corporate donors who wish to contribute \$500 or more.

We would like to thank the following MEDA Foundation Board members:

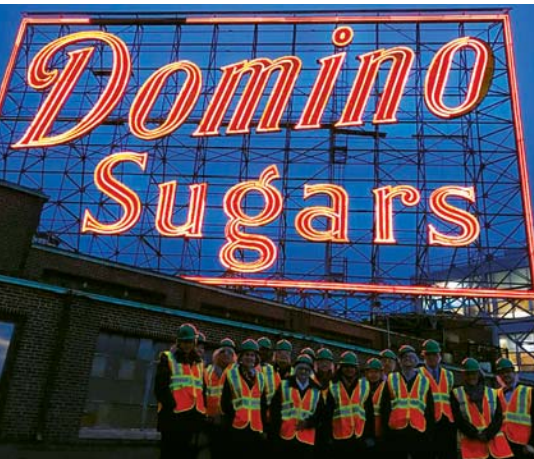
Lawrence Twele, CEcD, President
Keasha Haythe, CEcD, Vice President
Stephen Primosch, Treasurer
Laurie Boyer, CEcD, Secretary
Vernon Thompson
Merry Mears
Bob Brennan



Economic Development
Transforms lives.

Economic Development ...

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





MEDA PARTNERS

PREMIER



MARYLAND DEPARTMENT OF COMMERCE

For entrepreneurs and established companies alike, the Maryland Department of Commerce offers an array of resources and services to help businesses grow and thrive in our state. Whether your goal is to train workers, retool facilities, upgrade equipment, access international markets – or simply to gain advice and expertise – our team has the resources and services to address your business needs. Throughout the U.S. and across the globe, Maryland Commerce spreads the good news that Maryland is indeed open for business. For more information, visit commerce.maryland.gov.



MARYLAND DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT (DHCD)

The Maryland Department of Housing and Community Development is the state's housing finance agency, promoting homeownership, affordable rental housing, and the positive redevelopment of Maryland's communities. Nationally recognized for its technical expertise, innovative programs, and experienced staff, DHCD invested more than \$1.6 billion in fiscal year 2016 to support homeownership, home repairs and energy efficiency upgrades, special needs housing, rental housing and services, and neighborhood revitalization. For more information on DHCD's programs, visit: dhcd.maryland.gov.

PLATINUM



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.

AWARDS



MILES & STOCKBRIDGE

Miles & Stockbridge is a leading full-service law firm

with more than 230 lawyers practicing in offices across the Mid-Atlantic region. Founded in 1932, the firm represents businesses 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 world's largest international law firm networks.

Helping finance the future of Maryland.

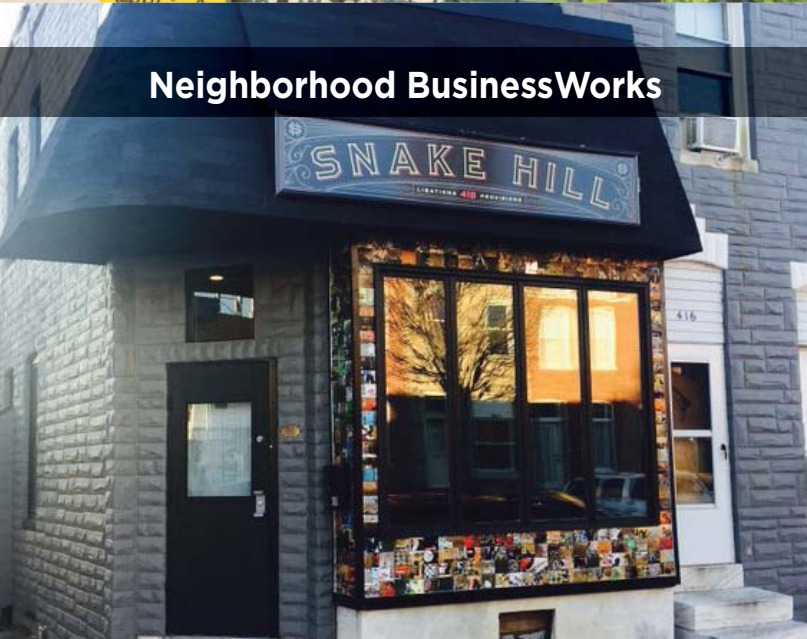
Neighborhood Revitalization



Local Government Infrastructure Financing



Neighborhood BusinessWorks



Project C.O.R.E.



dhcd.maryland.gov • 800-756-0119



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



Kenneth C. Holt,
Secretary
Tony Reed
Deputy Secretary



HOUSING IN
MARYLAND



MARYLAND
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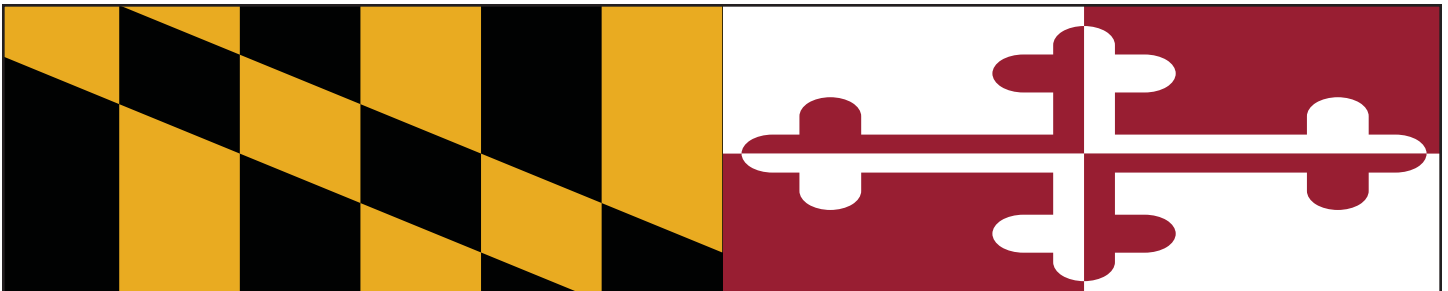
that serving the community today
leads to a better tomorrow.

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 Bank Branch
Or CALL 888-PNC-BANK
VISIT pnc.com*



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AUTHORIZED BY JOHN B. FRISCH, CHAIRMAN & CEO

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 230 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  

YOU CAN'T BUILD THE BUSINESS OF TOMORROW ON THE NETWORK OF YESTERDAY.

Comcast Business Enterprise Solutions is a new kind of network, built for a new kind of business. With \$4.5 billion invested in our national IP backbone and a suite of managed solutions, Comcast Business is committed to designing, building, implementing and managing a communications network customized to the needs of today's large, widely distributed enterprise.

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Getting involved is important.

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

Learn more at mtb.com.

M&T Bank
Understanding what's important®

 Equal Housing Lender. ©2017 M&T Bank. Member FDIC.

GOLD



COMCAST NBCUNIVERSAL

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.

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; Greenleigh at Crossroads on Route 43 in White Marsh-Middle River, Towson's \$1 billion in new private investment, and soon-to-be home of the new Guinness Brewery in Relay. 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 26,000 times to connect with employers. This is business support -- and business success -- in action. Visit BaltimoreCountyBusiness.com and follow us on [Twitter@BaltCoGov](https://twitter.com/BaltCoGov)



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:
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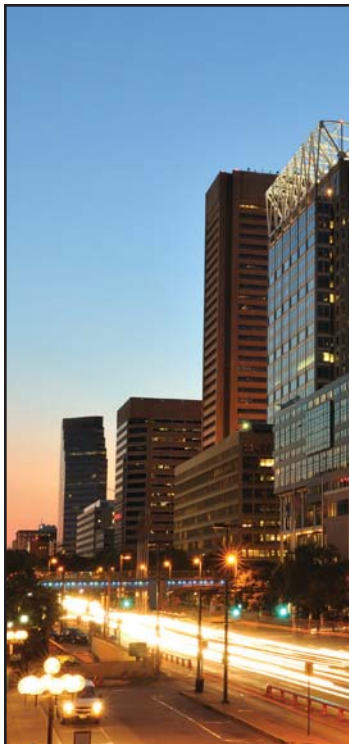
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Baltimore County Department of Economic and Workforce Development

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Baltimore County Executive Kevin Kamenetz and the Baltimore County Council



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Baltimore Gas and Electric BGE is Maryland's largest gas and electric utility, delivering power to more than 1.25 million electric customers and more than 650,000 natural gas customers in Central Maryland. The company's 3,200 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.



Economic Alliance of Greater Baltimore

ECONOMIC ALLIANCE OF GREATER BALTIMORE

The Economic Alliance of Greater Baltimore celebrates its 20th year as the premier partnership of industry, government, and higher education leaders in the region. Our mission is to promote economic development and market Greater Baltimore as a world-class region in which to live, work, learn, and invest. The collaboration of our board members with our professional team is critical in helping drive business growth and attraction efforts in key sectors. 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 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, workforce, and financial programs to attract, grow and sustain businesses. The county's technology incubator program includes the Harford Business Innovation Center (HBIC), the Ground Floor at Harford, a community driven workspace and collaboration center for independent software application development. 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 and so much more, it's no wonder that Howard County's Columbia was ranked #1 on Money Magazine's "Best Places to Live" list.



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PRINCE GEORGE'S COUNTY ECONOMIC DEVELOPMENT CORPORATION

The Prince George's County Economic Development Corporation (PGCEDC) promotes the county regionally and globally. PGCEDC 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. PGCEDC 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.



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Gas**
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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.

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Jerry T. Sanford
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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.



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.



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.



CITY OF BALTIMORE DEVELOPMENT CORPORATION

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, expanding or relocating a business in Baltimore City.



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.



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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

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MARYLAND DEPARTMENT OF LABOR, LICENSING AND REGULATION

The Maryland Department of Labor, Licensing and Regulation (DLR) continues to change Maryland for the better by providing a predictable and inclusive regulatory environment through efficient and responsive processes. DLR 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)

TEDCO's mission is to facilitate the creation of tech businesses and foster their growth across Maryland through the commercialization of technology. The organization plays a key role in bringing research created in Maryland's research institutions and federal laboratories into the commercial marketplace and assisting tech entrepreneurs in developing their companies. Nationally recognized as one of the most active seed/early-stage investors in the nation, TEDCO has a portfolio of more than 400 seed investments since 1998 through eight funding and six mentoring and education programs. According to FY 2015 data, TEDCO's \$22 million awarded to start-ups led to more than \$1 billion in follow-on funding; 4,358 jobs created at an average salary of \$74,700; and \$35.8 million government revenues attributed to TEDCO activities. For more information about TEDCO and its programs, visit www.TEDCO.md.

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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.



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.

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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 RMC also administers the Rural Maryland Prosperity Investment Fund which delivers grants for entrepreneurship, infrastructure and health care.



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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. Its mission is to identify challenges unique to rural communities and to craft public policy, programmatic or regulatory solutions.

Connect with us at:

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

Charlotte Davis, Executive Director
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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.



UNIVERSITY SYSTEM OF MARYLAND

University System of Maryland is a \$5 billion global institution with more than 164,000 students enrolled across 12 campuses, 2 regional higher-ed centers throughout the State of Maryland and more than 6,000 enrolled from outside MD and the United States. The System conducts nearly \$1.3 billion in sponsored research annually for the federal government and with industry in areas like cyber, life sciences, bio-health, engineering, autonomous vehicles, energy and environmental science and sustainability.



WASHINGTON COUNTY DEPARTMENT OF BUSINESS DEVELOPMENT

We are agriculture. It is a simple statement, but it packs a punch when you think of the \$108 million it brings into Washington County. The Agricultural Business Development Office within our Department of Business Development is responsible for developing, marketing and managing economic development strategies as well as implementing marketing programs to attract, retain, preserve and grow agricultural enterprises and related industries in Washington County. Wineries, Breweries and Distilleries included! The demand for local beverages, meats, cheeses and veggies has spawned a renaissance in agritourism. It has allowed farmers to create jobs, support local businesses and expand tourism. Washington County offers a variety of farms for everyone. Take the time to stop, visit and learn more about our farms. We have 860 farms to choose from, so come visit us today!

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Washington County, MD

AG BUSINESS DEVELOPMENT

MEDA Upcoming Events and Courses

- June 23 MEDA Membership Tour: Smith Island
- June 22 - 23 Real Estate Development & Reuse (IEDC Course)
- July 24 - 27 Chesapeake Basic Economic Development Course
- July 26..... MEDA Summer Conference - Baltimore
- September 27 - 29 Economic Development Finance (IEDC Course)
- October 22 - 28 Economic Development Week
- Week of October 22 MEDA Fall Conference
- December 8 MEDA 2018 Awards Deadline
- January 11 MEDA 2018 Winter Conference
- April 29 - May 1 MEDA 2018 Annual Conference

MEDA

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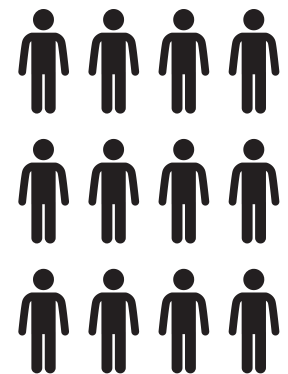
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