



Telling Our **STORY**



Economic Development
Transforms Lives.

MEDA
Maryland Economic
Development Association



2017-2018 YEAR IN REVIEW

MEDA YEAR-ROUND PARTNERS

PREMIER

Maryland Department of Commerce

Maryland Department of Housing and
Community Development (DHCD)

PLATINUM

Economic Alliance of Greater Baltimore (EAGB)

PNC Bank

Miles & Stockbridge P.C. - Awards

GOLD

Comcast NBCUniversal

Maryland Economic Development
Corporation (MEDCO)

M&T Bank

SILVER

Anne Arundel Economic
Development Corporation

Baltimore County Department of Economic
and Workforce Development

Baltimore Gas and Electric Company

Charles County Department of Economic Development

Harford County Office of Community
& Economic Development

Howard County Economic Development Authority

Maryland Department of Labor, Licensing
and Regulation (DLLR)

Merritt Properties

Montgomery County Economic
Development Corporation

Prince George's County Economic
Development Corporation

Towson University, Division of Innovation
and Applied Research

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

City of Baltimore Development Corporation

The City of Bowie

The Daily Record

Maryland Technology Development Corporation (TEDCO)

Maryland Transit Administration

The Patuxent Partnership

Potomac Edison

University of Baltimore/The Jacob France Institute/
Real Estate and Economic Development (REED) Program

University of Maryland

Washington County Department of Business Development

IN-KIND

Baltimore Business Journal

Maryland Association of Counties (MACo)

Maryland Municipal League (MML)

Platinum PR

A MESSAGE FROM THE GOVERNOR



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

Dear Economic Development Partners,

Welcome once again to the Maryland Economic Development Association's Annual Conference, where we celebrate and thank the many dedicated organizations and individuals working to create jobs, spur economic growth, and show that Maryland is truly "Open for Business."

In just over three years, we have set a new course in Maryland and put our state on the fast track to economic vitality. Thanks to our focus on improving our business climate and reducing burdensome regulations, we've added nearly 100,000 new jobs since January 2015, and Maryland is consistently a top-ranked state for innovation, education, and overall economic strength.

On April 9th, we wrapped up our administration's fourth legislative session, and with your support, I feel it was our best session yet. We once again passed a number of crucial measures to support Maryland businesses and accelerate job creation. With bipartisan support, we worked hard to pass a landmark economic development bill known as the PRIME Act, which will help us attract Fortune 100 companies like Amazon to Maryland – companies that can bring billions of dollars in investment and thousands of new jobs with them.

We provided critical tax relief for small businesses that now provide paid sick-leave benefits to their employees. We also passed a measure expanding our successful One Maryland and More Jobs for Marylanders tax credit programs by making sure more counties qualify for those benefits, enhanced an incentive promoting investment in Maryland cybersecurity firms, and provided funding to connect interns from across the state with technology companies.

Last fall, we launched our "Open for Business" marketing campaign throughout Maryland, and we've been expanding our reach in recent months to promote to the rest of the country what we already know: Maryland is the best place in America to start a business, locate a business, or plan a vacation.

We have an outstanding economic development team in Maryland and I am tremendously proud of what we have been able to accomplish together. There is always more work to be done, and no matter how good we are, we can always do better. That's why economic development remains a top priority for our administration, why we're committed to making sure our partners have the resources and support they need, and why the Maryland Economic Development Association is an essential partner in our efforts to continue changing Maryland for the better.

Sincerely,

Larry Hogan
Governor

LETTER FROM THE SECRETARY



» **Mike Gill**
Maryland Department of Commerce

Welcome once again to the Maryland Economic Development Association's annual conference, where we look back at our successes over the past year and renew our commitment to creating jobs and expanding economic opportunity for in every region of Maryland.

One of the most important things we can do in economic development is craft a strong narrative that shows why Maryland is the ideal place to start, move, or expand a business. That's why it's so fitting that the theme of this year's conference is "Telling Your Story."

I'm pleased to say that in the past 12 months, Maryland's story has been packed with great news. The first Governor's Business Summit was a sold-out smash hit, uniting our business, education, and community leaders to discuss the key issues that impact our state's economy. We hope you'll all join us for our second summit this fall!

Also in the past year, dozens of manufacturers signed on for our recently created More Jobs for Marylanders tax credit program and are projecting that they'll be creating hundreds of new jobs. We've also led successful trade missions to Europe, Canada and Asia, established new foreign offices in South Africa and the United Kingdom, and celebrated a number of major economic development wins, like Amazon's new distribution center in Cecil County, the expansion of Stanley Black & Decker in Baltimore County, and Ring Container's new manufacturing facility in Washington County.

We have also been working closely with our partners in Montgomery County on Amazon's game-changing HQ2 project, which promises to create thousands of jobs and spur billions in investment in the community Amazon ultimately chooses for its second headquarters. To help us seal the deal and create the best case for locating HQ2 in Maryland, Governor Hogan and the General Assembly approved the PRIME Act, one of the most ambitious economic development incentives in the country.

The Maryland Marketing Partnership has also been telling Maryland's story through the launch of the "Open for Business" branding campaign last fall, a campaign that has been expanding this year to spread its message to business leaders and site selectors across the country.

But that's just the beginning—we can always aim higher and reach farther. Our efforts at Team Commerce depend on the hard work and support of our local economic development partners—each and every one of you.

So I hope you're as excited as I am for this year's conference, and I look forward to continuing to work with all of you. As we tell our story, we must show that every county, city and town in Maryland is truly "Open for Business."

A handwritten signature in black ink that reads "Mike". The script is fluid and cursive, with a large, stylized "M" and a simple "ike" following.

Mike Gill
Secretary

MESSAGE FROM MEDA'S PRESIDENT



» **Kimberly A. "Kim" Clark**
MEDA President

Dear MEDA Members:

It's no secret that time passes quickly and this past year as President of MEDA is a perfect example. Although I have found the experience to be very rewarding, this year came to an end before I knew it.

Stepping into my role 12 months ago, I knew I was following some exemplary leaders who had built a strong organization for Maryland's economic development community. The Executive Committee and board members are very dedicated to continuing that tradition and structuring a solid foundation for the future of MEDA. This leadership team makes me proud to serve as President. The organization was designed to provide the primary needs of our members (professional development, networking, partnership, and promotion of economic development) and no one at MEDA takes their role lightly.

It is only fitting that I add the important role that you, the members, play in the success of MEDA. Membership involvement is believed by everyone at MEDA to be the key to that success. To that end, I want to thank the members who served on our committees and encourage more of you to raise your hand to participate this coming year. Through Awards, Business Development, Membership Development, Professional Development, Programs, and Public Policy Awareness, there are many ways to engage. We believe so strongly in making your involvement as easy as possible that we placed a Path to Leadership sign up form online. We hope you will join us and help to take MEDA into the future.

Thank you to all of you for your continued support of MEDA. Please don't hesitate to reach out to me if I can be of assistance going forward.

A handwritten signature in black ink, reading "K Clark". The signature is stylized and cursive.

Kimberly A. "Kim" Clark
MEDA President

MEDA BOARD OF DIRECTORS

EXECUTIVE COMMITTEE



PRESIDENT

Kimberly A. "Kim" Clark
Executive Vice President, Baltimore Development Corporation



VICE PRESIDENT

Heather Gramm, CEcD
Assistant Director, Frederick County Office of Economic Development



SECRETARY

Daniel K. Thompson
Executive Director, Somerset County Economic Development Commission



TREASURER

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



IMMEDIATE PAST PRESIDENT

Keasha N. Haythe, CEcD
Business Development Associate, Anne Arundel Economic Development Corporation



FINANCE OFFICER

Robert C. 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

Every day, MEDA members inspire innovation and propel our communities toward exciting possibilities. The MEDA Awards Committee recognizes the exemplary contributions our members make to transform the lives of all Marylanders.

The committee reviews and promotes 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 selects the Project, Program, and Marketing winners – in the small and large community categories. Each year the committee works tirelessly 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.

The MEDA Awards recognize achievement in both large and small communities:

- Economic Development Projects (awarded to private sector businesses)
- Economic Development Programs
- Economic Development Marketing

Individual Awards honor members who move our communities into the much-deserved limelight. Each year, these Awards salute a Rising Star, a MEDA Hall of Fame inductee, and a Volunteer of the Year worthy of recognition. 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:

Jodie L. Bollinger, Business Development Specialist, Frederick County Office of Economic Development

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

Kathryn Gordon, Deputy Director, Worcester County Economic Development

Adam Mawyer, Economic Development Specialist, St. Mary's County Department of Economic Development

Dawn R. Medley, Vice President, Business Finance, FSC First

Rachel S. Ryan, Project Compliance Administrator, Maryland Economic Development Corporation (MEDCO)

Samuel Shoge, Economic Development Coordinator, Talbot County Government

Stacey Smith, Executive Director, CyberSecurity Association of Maryland, Inc.

Laura K. Soper, Business Development Specialist, City of Salisbury

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

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

Guy Winterberg, Assistant Director, Tri-County Council of Western Maryland



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

Brian P. Darmody

Associate Vice President for Corporate Engagement, University of Maryland



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

John M. Wasilisin

President and Chief Operating Officer, TEDCO

BUSINESS DEVELOPMENT COMMITTEE

Connections and capital are essential in creating a stronger Maryland. MEDA's Business Development Committee connects our organization with funding partners who believe in and bolster our vision for Maryland. 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 is a robust connector, linking members and partners with resources and relationships to move Maryland forward. Today, our vibrant membership holds 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. Recognizing that our members provide great momentum, our partners 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 heightened visibility throughout Maryland.

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

Robert C. Brennan, Executive Director, Maryland Economic Development Corporation (MEDCO)

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

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



» **Business Development Co-Chair (Left):**

John R. Devine

Principal, Miles & Stockbridge P.C.



» **Business Development Co-Chair (Right):**

Stephen M. Primosch

Vice President of Financial Services, Anne Arundel Economic Development Corporation

MEDA COMMITTEES



» **Membership Committee Co-Chair (Left):**
Meredith Mears, Chief Development Officer,
Devreco Development Real Estate Company

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

MEMBERSHIP COMMITTEE

With quality control as a priority, the MEDA Membership Committee intentionally keeps it personal, providing excellent customer service to our members. They liaise between members and the board of directors, survey members on a quarterly basis to obtain their opinions about services provided, plan our roster of networking events, and host a New Members Reception at the Annual Conference.

In 2017/2018, the Membership Committee kept our event offerings fresh and first-rate. They invited members to Smith Island, where they interacted with colleagues in Crisfield, toured the island, and coordinated the first Economic Development and Higher Education session at Frostburg State University. Most importantly, with MEDA members at approximately 450 strong and growing, this committee links professionals invested in job creation with the tools to triumph.

Members can turn to the board, staff, or anyone serving on the Membership Committee to share their ideas and add value to the organization. Since collaboration keeps economic development on the cutting edge, our Membership Committee

hopes to partner with like-minded organizations to deliver added member benefits and shared services.

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

Susan Banks, Business Representative, Dorchester County Economic Development
Gregory M. Derwart, Managing Director, Maryland Department of Commerce
Chris Kaselemis, Director, St. Mary's County Department of Economic Development
Susan E. O'Neill, Director, Upper Shore Regional Council
Helen Prophet, Director, Frederick County Office of Economic Development
Teri Rainville-Scott, Government & External Affairs, BGE
Jerry Sanford, Manager, Economic Development, Washington Gas
Andrew Sargent, Senior Business Development Representative, Maryland Department of Commerce
Jamie Williams, Director, Kent County Economic Development



» **Professional Development Committee Co-Chair (Left):** Lisa Webb, CEcD, LGWebb, LLC

» **Professional Development Committee Co-Chair (Right):** Richard G. Griffin, AICP, CEcD
Director of Economic Development,
City of Frederick

PROFESSIONAL DEVELOPMENT COMMITTEE

Keeping MEDA members on their "A-game," the MEDA Professional Development Committee assists members who want to advance their skills. The committee delivers courses enabling members to become Certified Economic Developers (CEcD) and other courses that enhance their work. This year, the committee held the 14th 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. Supporting fresh faces within the field, the committee introduced the Primer for Economic Development. This course is designed for newcomers to the industry and those who want to know more about the economic development process in Maryland. In addition, the committee expanded the MEDA Mentorship Program to include members who are working toward certification and those who are deciding on career goals. MEDA's new online registration service is available to prospective mentors or mentees. More information about this extremely valuable service can be found on our website.

The Chair of the Professional Development Committee serves on the Lofton Scholarship Selection Committee (see Lofton Scholarship Fund). The Professional Development Committee is comprised of members who have achieved the CEcD designation and are devoted to helping members achieve their professional best.

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

Denise Beaver, CEcD, Carroll County Department of Economic Development
Robert Camoin, CEcD, Camoin Associates
Sharon Disque, CEcD, Business Services Coordinator, City of Gaithersburg Office of Economic Development
Timothy E. George, CEcD, City of New Carrollton
Martha A. Schoonmaker, CEcD, Business Development, Montgomery College
Roger J. Venezia, CEcD, Director of Operations and Special Projects, Maryland Department of Commerce
Helga T. Weschke, CEcD, Business Development, Maryland Department of Commerce

PROGRAM DEVELOPMENT COMMITTEE

The Program Development Committee plans quarterly conferences with great enthusiasm, creating content, securing speakers, and coordinating logistics. Members of this committee may also serve on the Economic Development Week Sub-Committee and/or on the Annual Conference Program Committee as needed.

With a keen eye on creating opportunities, inspiring innovation, and enriching our communities, the committee delivers programming that responds to economic trends. Member surveys solicit input on future conference themes and encourage suggested speakers on specific topics. In a field where diversification counts, the committee's range of topics recently included: the Impact of Military Affairs on Maryland's Economy, Small Business Development and Entrepreneurship, Rural Economic Development for Maryland's Lower Eastern Shore, and Maryland's Legislative Outlook for Economic Development. The 2017 Annual Conference—MEDA's 55th—highlighted the dynamic role economic development has on life, work, and play.

Devoted to their craft, Program 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. Representing various regions of our state, committee members guide programming in a direction that strives to 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*

Shelly Gross-Wade, *President & CEO, FCS First Financial*

Brandon Hesson, *Associate Director of Economic Development, City of Cambridge*

Karen L. Holt, *Federal Installation Administrator, Harford County Office of Community & Economic Development*

Maureen Kilcullen, *Deputy Director of Media Relations & Public Affairs, Maryland Department of Commerce*

Shannon Landwehr, *CEO, Economic Alliance of Greater Baltimore*

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

Julie Woepke, *Executive Director, Maryland Economic Development Commission*



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

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



» **Business Development Co-Chair (Right):**

Janice Riley, *TIC Manager, Hagerstown Community College*

PUBLIC POLICY AWARENESS

Through regular member outreach, the Public Policy Awareness Committee makes MEDA members aware of policy issues impacting economic development at the state and local levels. The committee works to inform elected and appointed officials about economic development and the impact public policy has on the creation and retention of jobs, as well as encouraging investment in Maryland. Finally, the committee helps MEDA members effectively engage with elected and appointed officials. This committee also oversees Economic Development Day in Annapolis. Each January, MEDA members, business leaders, and elected and appointed officials convene during the session to increase awareness and celebrate how economic development transforms lives in Maryland. MEDA keeps its members informed via its website, which includes links to updates on current legislative issues/bills related to economic development.

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*

Matt Miller, *Deputy Director, Cumberland Economic Development Corporation*

Daniel K. Thompson, *Executive Director, Somerset County Economic Development Commission*

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



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

Rhonda J. Ray, *Director, Policy and Government Affairs, 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 learning curve is lifelong in an evolving economy. The Lofton Scholarship Fund makes tuition payments available to members for professional skills development. One of our most valuable member benefits, the fund 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 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 other 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, *Scheer Partners*
Heather Gramm, CECd, *Frederick County Office of Economic Development*
Michael S. Lofton, CECd, *MEDA Hall of Fame*
Robert McGlotten, CECd, *University of Maryland Eastern Shore*
Richard Story, CECd, *Howard Bank, MEDA Life Member*
Timothy Troxell, CECd, *Potomac Edison*
Keasha N. Haythe, CECd, *Anne Arundel Economic Development Corporation*
Richard G. Griffin, AICP, CECd, *City of Frederick Economic Development*



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.

Offering economic development courses, conferences, and training, the MEDA Foundation, Inc. turns educational moments into momentum. These offerings help members acquire knowledge and build the partnerships essential to job creation and community development.

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

Lawrence F. Twele, CECd, President
Keasha N. Haythe, CECd, Vice President
Stephen Primosch, Treasurer
Laurie Boyer, CECd, Secretary
Vernon Thompson
Meredith Mears
Robert C. 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 \$1.5 billion in fiscal year 2017 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: <http://dhcd.maryland.gov>.

PLATINUM



ECONOMIC ALLIANCE OF GREATER BALTIMORE

EAGB's mission is to promote economic development and

market Greater Baltimore as a premier 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. And now our world-class office space in Silo Point is furthering our mission by opening our doors to anyone who needs a space for meetings or collaborations. We work with the region, for the region. To learn more, visit www.greaterbaltimore.org.



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 240 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.

Helping finance the future of Maryland.

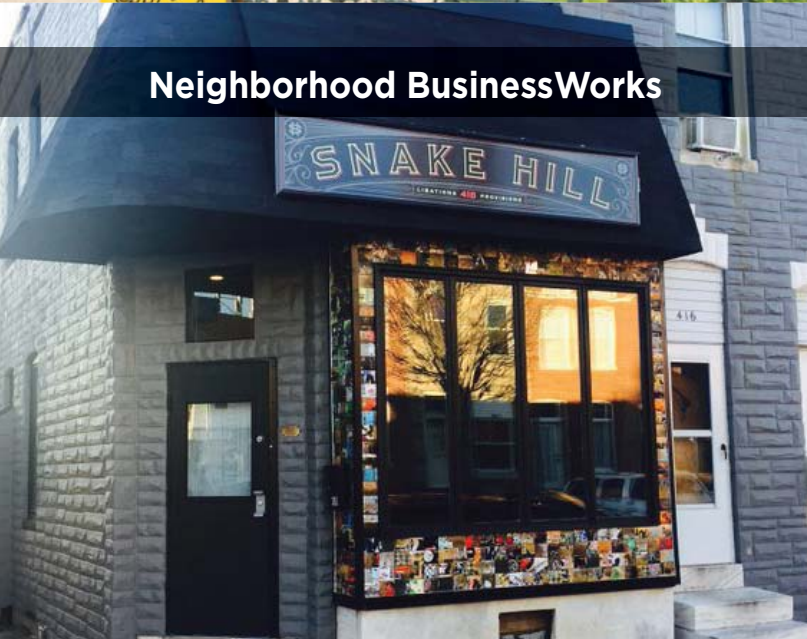
Neighborhood Revitalization



Local Government Infrastructure Financing



Neighborhood BusinessWorks



Project C.O.R.E.



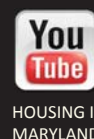
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Larry Hogan,
Governor
Boyd K. Rutherford,
Lt. Governor



Kenneth C. Holt,
Secretary
Tony Reed
Deputy Secretary





The **Economic Alliance of Greater Baltimore** is proud to be the region's premier partnership of industry, government, and higher education.

Join the Conversation



New **Space**. Same **Priorities**.



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OF GREATER BALTIMORE



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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.

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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 240 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.



MILES &
STOCKBRIDGE



milesstockbridge.com

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.



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.



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 750 branches and more than 1,800 M&T Bank ATMs throughout Maryland, District of Columbia, Virginia, West Virginia, Delaware, Pennsylvania, and New York.

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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®



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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



ANNE ARUNDEL
ECONOMIC DEVELOPMENT CORPORATION

Anne Arundel County

The Nation's Newest Tech Hub on the Bay...

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- 500 miles of dark fiber
- Over 10,500 tech/cyber jobs
- Home to the State's #1 Employer (Fort Meade)

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#1

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Triple-A bond ratings
from Wall Street

+24 YEARS

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tax rate unchanged for
more than 24 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

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success.



An Exelon Company

BGE is proud to provide the energy behind the nation's fourth largest retail market. 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.

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 56,000 businesses and a thriving community of innovators call Anne Arundel County home, including over 700 cyber technology companies. 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. Visit ArundelBiz.Org.



BALTIMORE COUNTY DEPARTMENT OF ECONOMIC & WORKFORCE DEVELOPMENT

Our economic and workforce development focus starts with asking businesses what they need. And we're responding.

Our Boost Fund loans 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 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 the nearly-completed home of the new Guinness Brewery in Relay. Tradeport Atlantic's redevelopment of Sparrows Point as a port 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 www.BaltimoreCountyBusiness.com and follow us on Twitter @BaltCoGov to keep up to date.

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Baltimore Gas and Electric BGE is Maryland's largest gas and electric

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CHARLES COUNTY

Charles County is a growing business hub strategically located in the Washington DC Metro Area with a well-educated workforce and lower

cost of doing business. Well positioned for investment, growth, and development, the County provides easy access to Washington DC, Baltimore, and the Southern Maryland region. Charles County's commercial centers are a prime location for businesses looking to locate or relocate, offering companies access to a large pool of talented workforce; affordable, flexible and attractive real estate options; strategic access via a multi-modal transportation network; and excellent education options. For more information, visit www.MeetCharlesCounty.com.



HARFORD COUNTY OFFICE OF COMMUNITY & ECONOMIC DEVELOPMENT

The Harford County Office of Community and Economic Development

(OCED) offers programs and services to stimulate job creation and enhance the county's quality of life in a business friendly environment. OCED 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, and the Defense Technology Commercialization Center (DefTech). For information on OCED programs and services, visit www.harfordcountymd.gov/oed.



HOWARD COUNTY ECONOMIC DEVELOPMENT AUTHORITY

Offering a balanced blend of pastoral farms, historic towns, suburban

communities and urban lifestyle; Howard County is recognized as one of the best places to live, work, and raise a family in the country. Located in the I-95 corridor between Baltimore and Washington DC as well as on I-70 between Fredrick and Baltimore, it provides businesses with a strong central location to start and expand. With nation leading schools, plentiful amenities, a strong economy, and safe communities it's clear why Howard County's Columbia was ranked #1 on Money Magazine's "Best Places to Live" list.

www.MeetCharlesCounty.com



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



MERRITT PROPERTIES

The Merritt Companies is a family of businesses that includes Merritt Properties, Merritt Construction, and Merritt Clubs - three distinct organizations that share a singular vision of building lifelong relationships. Molded by the work ethic and renowned integrity of our founder, Leroy Merritt, we believe that every customer should feel like a member of our family. To learn more about our family of companies visit www.merritt-companies.com



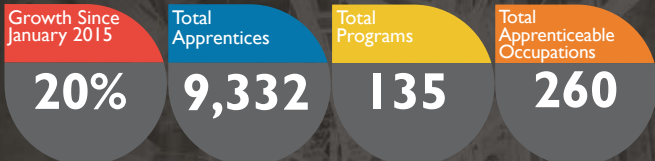
MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION

Think Forward in Montgomery County, Maryland: Montgomery County Economic Development Corporation (MCEDC) helps accelerate growth for companies to start, expand, or relocate – a County where diversity of thought is at our core. With 18 major federal agency headquarters located here and immediate access to 3 international airports, Montgomery County is a global innovation center for major industries ranging from BioHealth and emerging technologies to advanced manufacturing, financial services, and entrepreneurial ventures. Montgomery County offers a premiere address for the mid-Atlantic's bustling business region and access to the smartest talent in the U.S., where 31% of the potential workforce has a post-grad degree and 59% holds a bachelor's degree or higher. It's a perfect location to live, work, and play in a vibrant, diverse community. Learn more at thinkmoco.com.

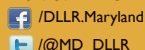
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PRINCE GEORGE'S COUNTY ECONOMIC DEVELOPMENT CORPORATION

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. Our vision for Maryland drives the work of the Department's employees each and every day.



TOWSON UNIVERSITY

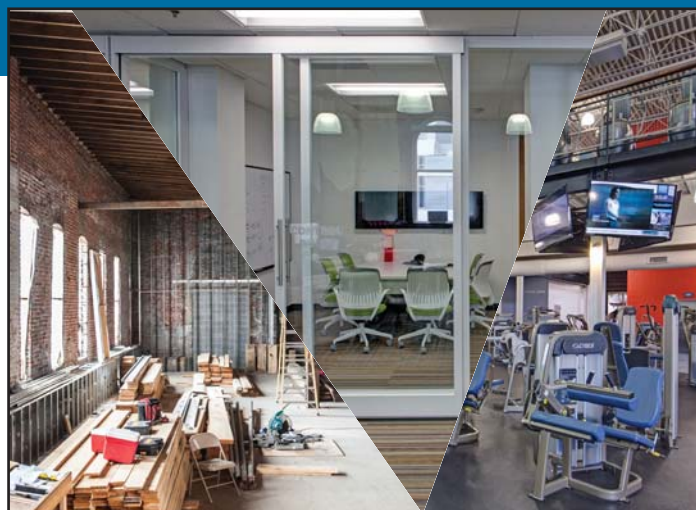
Make Towson University your next economic development partner! TU's Division of Innovation and Applied Research creates customized, collaborative solutions that are focused on solving the critical issues facing Maryland's workforce and economy. Our team of 70 researchers, technologists, and outreach professionals have expertise in forecasting economic conditions and analyzing economic impacts; conducting workforce analyses and 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 organizational and leadership development and professional certifications. Contact Dr. Julie Knight (knight@towson.edu) to learn more. Find more info about the Economic Outlook Forum and MD Workforce Outlook Forum at towson.edu/resi and follow us on Twitter @TUinnovates.



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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

Cecil County is Maryland's corner office. With its direct access to Baltimore, Wilmington, and

Philadelphia, availability of developable land along I-95, and diverse mix of industries, Cecil County is seeing explosive growth. Locate to one of the county's 1,000+ acre business parks and join dynamic companies such as W.L. Gore, Amazon, Orbital ATK, IKEA, and Phillips Gourmet. The Cecil County Office of Economic Development can assist your company with site selection, fast-track permitting, tax credits, and securing necessary funds needed to locate or expand in Cecil County. For more information on how to bring your business to Cecil County, visit www.cecilbusiness.org. Cecil County – it just works!

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Contact Us Today To See How Carroll County Economic Development Can Help Your Business!

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CECIL COUNTY, MARYLAND It Just Works!



Cecil County, Maryland has become a prime industrial market on the East Coast. Situated midway between Baltimore and Philadelphia, Cecil County's strategic location delivers overnight access to over 90 million people. Cecil County offers your business direct access to I-95 and main railroad lines for CSX and Norfolk Southern, along with close proximity to two international airports and two of the country's top 25 ports.

Key employers include a host of world-class companies such as Amazon, General Electric, W.L. Gore, IKEA, and Orbital ATK. Cecil County has a diverse industry base due to the county's skilled workforce, supply of dynamic industrial sites ranging from 1 to 100 acres, and excellent transportation infrastructure.

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Development Corporation



Baltimore
Development Corporation

**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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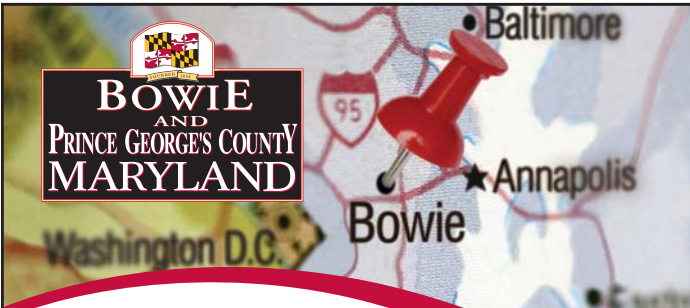
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Make your Mark in Bowie

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 over 100 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

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MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION (TEDCO)

TEDCO provides resources and connections that early stage technology and life sciences companies need to thrive in Maryland. TEDCO's mission is to discover, invest in, and help build great companies. This is accomplished through a variety of programs that support technology transfer, entrepreneurial support, and ecosystem development. TEDCO investments at the pre-seed, seed, and venture stages. 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. 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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The Maryland Transit Administration (MTA), a business unit of the Maryland Department of

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THE PATUXENT PARTNERSHIP

The Patuxent Partnership works with government, industry, and academia to advance technology of interest to

the Navy and DoD through speaker programs, forums, and networking; to advance science and technology transfer through the exchange of ideas, information, and data related to technologies; and to increase workforce development through an array of programs and initiatives. Learn more at www.paxpartnership.org.

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UNIVERSITY OF MARYLAND **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

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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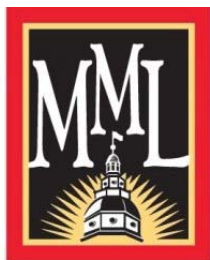
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The Association of Maryland's Cities and Towns

A voluntary, nonprofit, nonpartisan association controlled and maintained by city and town governments, MML works to strengthen and support municipal government through advocacy and the development of effective leadership. We are the only statewide organization in Maryland composed solely of municipal officials and devoted to the promotion of all branches of municipal administration.

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2018/2019 MEDA EVENTS

2018

Strategic Planning for Economic Development (IEDC)

Baltimore
June 14th & 15th, 2018

Higher Education & Economic Development Session

Towson University
June 20th, 2018

Poplar Island Tour

Talbot County
June 27th, 2018

Chesapeake Basic Economic Development Course

July 23rd – 26th, 2018
Baltimore, Maryland

MEDA Summer Conference

Theme: Neighborhood Development
July 25th, 2018

MEDA Fall Conference

Rocky Gap
Theme: TBD
October 22nd, 2018

Economic Development Week Statewide

October 21st – 27th, 2018

Rural Economic Development Session

Fall 2018

Managing Economic Development Organizations (IEDC)

Baltimore
November 8th & 9th, 2018

MEDA 2019 Awards Deadline

(Online)
December 7th, 2018

2019

MEDA Winter Conference

January 10th, 2019

Economic Development Day in Annapolis

January 2019

MEDA 2019 Annual Conference

April 28th – 30th, 2019
Cambridge, Maryland

Chesapeake Basic Economic Development Course

July 22nd – 25th, 2019
Baltimore, Maryland

MEDA Summer Conference

July 24th, 2019

442 MEDA
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DELIVERED



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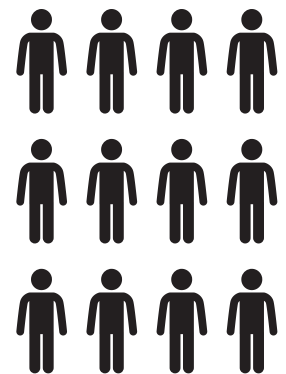
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26
DIFFERENT
EVENTS
throughout Maryland
during
Economic
Development Week

SOCIAL MEDIA



As of May 2018



MEDA SERVED

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ATTENDEES
AT OUR
PROGRAMS

*Each icon represents
approximately 99.5 attendees
(Does not include IEDC courses)*

The background of the entire advertisement is a low-angle photograph of the Maryland State Capitol building. The building's dome, topped with a golden orb and a flagpole flying the American and Maryland state flags, is visible on the left side. The sky is a vibrant blue, and a long, white, curved contrail from an aircraft arches across the upper half of the frame. The words "OPEN FOR BUSINESS" are written in large, white, cloud-like letters across the middle of the sky.

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