



MEDA

Maryland Economic
Development Association



TRANSFORMING LIVES



2018-19 YEAR IN REVIEW

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LETTER FROM THE GOVERNOR

Dear Economic Development Partners,

I am once again delighted to welcome you to the annual conference of the Maryland Economic Development Association, which gives us a much-needed chance to celebrate the people and the organizations working to foster economic growth across Maryland. It's also a time when we can look to the future and discuss new ideas that will help us continue this important work in the coming year.

It's been just over four years since we began the crucial work of transforming Maryland's business climate and making the state a more welcoming, supportive place for companies to grow and thrive—to show that we are, as we like to say, “Open For Business.” The results speak for themselves: nearly 117,000 new jobs have been created and unemployment has dropped to a 10-year low of 3.8 percent.

This year's General Assembly session was bittersweet. We fought hard to oppose several measures and cuts that we felt would harm Maryland businesses and stifle job growth, but some, such as an increase in the state's minimum wage, passed despite our efforts and my veto. We also honored the life and legacy of House Speaker Michael E. Busch, with whom I often disagreed, but who was a tireless public servant who cared deeply about improving the lives of Marylanders.

Nonetheless, this session also brought good news for our efforts to support Maryland businesses and bring new jobs to our state. We successfully built upon the federal Opportunity Zone program by expanding one of our key job-creation incentive programs to the 149 Opportunity Zones in Maryland. This will provide businesses and economic development leaders with a valuable tool to bring good jobs to areas of the state where those jobs are needed the most.

We also worked with lawmakers to approve a measure to help state agencies better predict how proposed regulations would impact small businesses and to help small businesses comply with regulations that affect them. The General Assembly also agreed to increase the number of P-TECH Early

College High Schools in Maryland, which will expand access to this important program that combines high school and college courses with on-the-job training and guides students from the classroom to the workforce.

Our “Open For Business” marketing campaign continues to show the world why Maryland is the best place in America to start or locate a business, and our new tourism campaign will draw even more visitors to our state's vacation spots and cultural attractions.

As always, I am immensely proud of the hard work by Maryland's exceptional economic development team and I want to thank you for working in partnership to move our state forward. Together, we're changing Maryland for the better.

Sincerely,



Larry Hogan
Governor



Larry Hogan
Governor,
State of Maryland

"I am immensely proud of the hard work by Maryland's exceptional economic development team and I want to thank you for working in partnership to move our state forward. Together, we're changing Maryland for the better."



Kelly M. Schulz
Maryland Department of Commerce

"Together, these efforts are showing that Maryland is not just a place where a business can thrive, but where visitors as well as residents can find beautiful scenery, great food and drink, and a vast array of cultural attractions."

LETTER FROM THE SECRETARY

I'm very pleased to welcome you to the Maryland Economic Development Association's annual conference. I'm excited to join you in my new role this year as we share experiences and successes and explore new ideas for strengthening our economy and bringing new jobs and opportunities to every corner of Maryland.

This year's theme, "Transforming Lives through Inclusive Economic Development," aligns with the work of Maryland Commerce to support businesses of all sizes and across all industry sectors—whether it's a new small business reaching its first clients or an established company building a major new facility.

Over the past year, Maryland has continued to make great progress. We've created thousands of new jobs, and our unemployment rate dropped to a 10-year-low. We've celebrated major economic development wins like Smithfield Foods's new distribution center in Cecil County, Amazon's new facility at Tradepoint Atlantic in Baltimore County, Cybrary's new headquarters in Prince George's County, and Fabricated Extrusion Company's new manufacturing facility in Washington County.

The rebirth of our manufacturing sector—which was losing jobs just a few years ago but is now gaining them again – is building steam as applications for our More Jobs for Marylanders program continue to roll in. As of this month, applicants anticipate creating as many as 4,300 new jobs in the coming years.

This year, the Hogan administration sought to build on that progress by extending the program's tax benefits to a wide range of businesses that create jobs in Maryland's 149 federally created Opportunity Zones. This is yet another way that Commerce will support inclusive economic development mission by spurring growth in underserved areas of the state.

While we continue to improve our business climate by providing a broad range of tools and resources to help companies grow and thrive, we're also continuing to show the world what's great about the Free State through the Maryland Marketing Partnership's "Open For Business" campaign and the Maryland Office of Tourism's "Maryland — Open For It" advertising campaign.

Together, these efforts are showing that Maryland is not just a place where a business can thrive, but where visitors as well as residents can find beautiful scenery, great food and drink, and a vast array of cultural attractions.

Maryland depends on the hard work and fresh ideas of our local economic development partners, and I look forward to hearing from and working with you as Maryland's Commerce Secretary.

We're going to do great things together.

Kelly M. Schulz
Secretary

MESSAGE FROM MEDA'S PRESIDENT

Dear MEDA Members:

When I stepped into this role 2 years ago, I had no doubt being the President of MEDA would be a fun experience for me. Having your support has made the journey a rewarding experience as well.

I am very proud of the leadership team we had steering the direction of the organization and thankful for all the input and guidance provided by our members. Together we accomplished a strong bond in mentorship and forged a rather active Young Leaders Group. All the while, our existing programs and courses remained intact and even expanded.

Before I step down as President, I want to strongly encourage each of you to step up. Our members make MEDA work. We need your leadership, ideas, input and guidance to steer the organization into the future. If you are new to economic development and/or MEDA, don't hesitate to sign up online for one of the committees. We are looking for you to get involved.

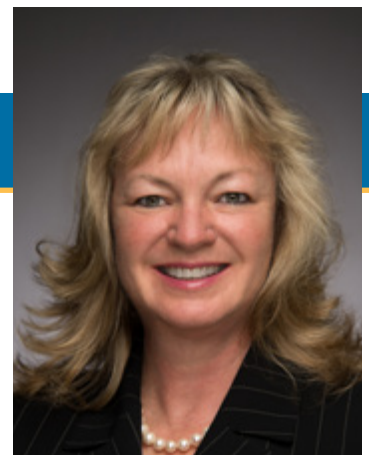
I want to extend my sincere gratitude to the Executive Committee, the board members, the staff, the extended team that comes together to work hard for economic development in Maryland.

Thank you all for your continued support of MEDA.

Sincerely,



Kimberly A. "Kim" Clark
MEDA President



Kimberly A. "Kim" Clark
MEDA President

"Before I step down as President, I want to strongly encourage each of you to step up. Our members make MEDA work. We need your leadership, ideas, input and guidance to steer the organization into the future."

MEDA BOARD OF DIRECTORS

EXECUTIVE COMMITTEE



PRESIDENT

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



VICE PRESIDENT

Heather Gramm, CEC
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, CEC
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



MEMBERSHIP SERVICES COORDINATOR

Margaret A. Bollhorst



COMMUNICATIONS & AWARDS COORDINATOR

Sandy Sponaugle
Platinum PR

AWARDS COMMITTEE

The MEDA Awards Committee recognizes the exemplary contributions our members make every day to improve the quality of life in Maryland. Designed to reward Public and Private sector for their efforts to attract new business, assist existing businesses, redevelop business districts, market communities, and support workforce development initiatives, tourism, and agriculture, the MEDA Awards recognize achievement in: 1. Economic Development Projects 2. Economic Development Programs, and 3. Economic Development Marketing. The Committee works to bring in nominations and to assist with the selection of the Individual Award winners.



Committee Co-Chairs:

Brian P. Darmody, Esq.

Associate Vice President of Research and Economic Development,
University of Maryland
CEO, Association of University Research Parks (AURP),

John M. Wasilisin

CEO, Maryland Saves

Committee Members:

Michelle E. DeSoto

Economic Research Specialist,
Charles County Department of
Economic Development

Kathryn Gordon

Interim Director, Worcester
County Economic Development

Dawn R. Medley

Vice President, Business Finance,
FSC First

Stuart Page

Manager Economic Development,
BGE

Janice Palmer

Executive Assistant, Upper Shore
Regional Council

Helen Propheter

Director, Frederick County Office
of Economic Development

Laura K. Soper

Business Development Specialist,
City of Salisbury

Susan Small

Business Leader, Washington
County Department Economic
Development

Patrick S. Terranova

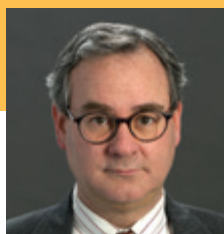
South Team Director, Baltimore
Development Corporation

Guy J. Winterberg

Assistant Director, Tri County
Council of Western Maryland

BUSINESS DEVELOPMENT COMMITTEE

The Business Development Committee connects MEDA with funding partners invested in the organization's mission and vision for Maryland's future. This effort yields the financial support necessary to allow MEDA to provide quality service to all members.



Committee Co-Chairs:

John R. Devine

Retired, Miles & Stockbridge P.C.

Stephen M. Primosch

Financial Officer, Anne Arundel
County Economic Development Corporation

Committee Members:

Robert C. Brennan

Executive Director, MEDCO

Sean M. Looney

Vice President, State Government Affairs,
Comcast NBCUniversal

Amy E. Seitz

Director, Community Access and
Partnerships, Maryland Department
of Housing & Community Development

MEMBERSHIP COMMITTEE

The MEDA Membership Committee acts as a liaison between members and the Board of Directors. The Membership Committee also introduces new members to the organization. Committee members serve a one-year term and meets by phone bi-monthly.



Committee Co-Chairs:

Kiesha Haughton

Managing Director, Maryland Women's Business Center (MWBC)

Renée M. Winsky

President & CEO, Leadership Maryland

Committee Members:

Susan Banks

Business Development Manager,
Dorchester County
Economic Development

Ardyss Russakis

Executive Director,
Technical Services Division of
Innovation and Applied Research,
Towson University

Michael Hough

Director, Garrett County
Economic Development

Steve Wall

Regional Director, Maryland
Department of Commerce

Merry Mears

Chief Development Officer,
Gillis Gilkerson

Andrew Sargent

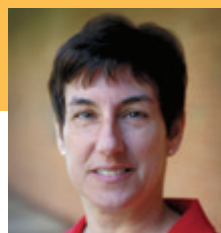
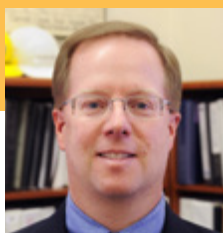
Senior Business Development
Representative, Maryland
Department of Commerce

Jamie Williams

Director, Kent County
Economic Development

PROFESSIONAL DEVELOPMENT COMMITTEE

The MEDA Professional Development Committee assists members in pursuit of their educational goals. The Committee delivers courses enabling members to become Certified Economic Developers (CEcD) and other courses enhancing professional skills. This committee also oversees the delivery of The Chesapeake Basic Economic Development Course, of three IEDC courses in Maryland every year, mentor's potential certification candidates, and works to include other courses throughout the year. This committee usually meets by phone on a bi-monthly basis.



Committee Co-Chairs:

Richard G. Griffin, CEcD

Director, City of Frederick Office of Economic Development

Lisa Webb, CEcD

P3 Manager, Maryland Department of Transportation

Committee Members:

Rob Camoin, CEcD

Camoin Associates

Sharon Disque, CEcD

Business Services Coordinator,
City of Gaithersburg Office of
Economic Development

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

Trish Heidenreich, CEcD

Director, Town of Bel Air
Economic Development

PROGRAM DEVELOPMENT COMMITTEE

The Program Development Committee plans quarterly conferences with great enthusiasm, creating content, securing speakers, and coordinating logistics. They also support MEDA's Vice President in the development of the Annual Conference. Members of this committee may also serve on the Economic Development Week sub-committee. This committee usually meets by phone, however, some meetings may call for a face to face meeting.



Committee Co-Chairs:

Denise Beaver, CEcD

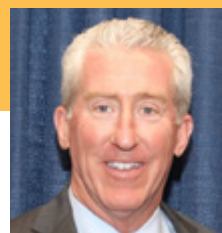
Deputy Director, Carroll County
Department of Economic Development

Jerry Sanford

Economic Development Manager MD & DC,
Washington Gas a WGL Company

PUBLIC POLICY AWARENESS

The primary mission of the committee is to make MEDA members aware of public policy issues related to jobs and investment. The committee will also work 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.



Committee Co-Chairs:

Rhonda J. Ray

Director, Policy and Government Affairs,
Maryland Department of Commerce

Sean M. Looney

Vice President, State Government Affairs, Comcast NBCUniversal

Committee Members:

Laurie M. Boyer, CEcD

Executive Director, Rockville
Economic Development, Inc.

Darrell A. Brown

Director, Charles County
Department of Economic
Development

Andrea Mansfield

Government Affairs Professional,
Manis Canning & Assoc.

Matt Miller

Economic Development
Specialist, Cumberland Economic
Development Corporation

Daniel K. Thompson

Executive Director, Somerset
County Economic Development
Commission

Lawrence F. Twele, CEcD

CEO, Howard County Economic
Development Authority

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). The fund is reimbursed primarily through contributions raised at the Silent Auction held during the MEDA Annual Conference.



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
Retired

Richard Story, CEcD
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 discuss with you and your leadership a targeted project, or a broad issue affecting your economic development program. The combined experience of the council members enables us to provide a flexible and supportive think tank to help you brainstorm your focused direction. There is no fee for this service.

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

- benchmarking
- best practices
- staff training
- strategic planning

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:

Keasha Haythe, CEcD
President

Larry Twele, CEcD
Vice President

Laurie Boyer, CEcD
Secretary

Steve Primosch
Treasurer

Bob Brennan
Financial Officer & Director

Vernon Thompson
Director

Jamie Williams
Director



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.**



Economic Development...

- Creates opportunities
- Inspires innovation
- Enriches communities



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 \$1.2 billion in fiscal year 2018 to support small business development, 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



PNC

For more than 161 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

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.



EXPANDING OPPORTUNITIES IN MARYLAND

- Financing homeownership and rental housing
- Neighborhood revitalization
- Homelessness prevention
- Local government infrastructure financing
- Small business loans



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

THE MARYLAND DEPARTMENT OF
HOUSING AND COMMUNITY DEVELOPMENT

dhcd.maryland.gov



Kenneth C. Holt,
Secretary
Tony Reed,
Deputy Secretary

When people pull
together, every day
is a giant leap
forward.



You've shown us that when we work together toward a common goal, we make progress day after day.
Thank you, MEDA Foundation.

Franklin McNeil, Community Consultant
franklin.mcneil@pnc.com
• 410-237-5884

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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.

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Authorized by
Nancy Greene, Chairman

MEDA PARTNERS

GOLD



COMCAST NBCUniversal

Comcast Corporation (Nasdaq: CMCSA) is a global media and technology company with three primary businesses: Comcast Cable, NBCUniversal, and Sky. Comcast Cable is one of the United States' largest video, high-speed internet, and phone providers to residential customers under the Xfinity brand, and also provides these services to businesses. It also provides wireless and security and automation services to residential customers under the Xfinity brand. NBCUniversal is global and operates 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. Sky is one of Europe's leading media and entertainment companies, connecting customers to a broad range of video content through its pay television services. It also provides communications services, including residential high-speed internet, phone, and wireless services. Sky operates the Sky News broadcast network and sports and entertainment networks, produces original content, and has exclusive content rights. 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 750 branches and more than 1,800 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.



MARYLAND ENVIRONMENTAL SERVICE

Established in 1970, MES is the 25th largest business in the Baltimore area by revenue, operating approximately 1,000 environmental projects and services across the Mid-Atlantic Region, and employing over 800 teammates. An independent, self-supporting agency of the State of Maryland, MES enhances and protects Maryland's environment through innovative solutions to the region's most complex environmental challenges. As a unique, not-for-profit public corporation, MES combines public sector commitment to environmental protection with private sector flexibility and responsiveness. MES receives no direct State operations funding and does not have regulatory authority. More than two-thirds of MES' revenues flow directly to other private sector business partners.



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 the 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 innovation, growth and expansion as well as a major regional force in economic development well into the future. Our vision for Maryland drives the work of the organization's dedicated team of professionals each and every day. For more information go to www.pgcedc.com or visit us on Facebook at PGCEDC.

Comcast is a proud sponsor of MEDA



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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.

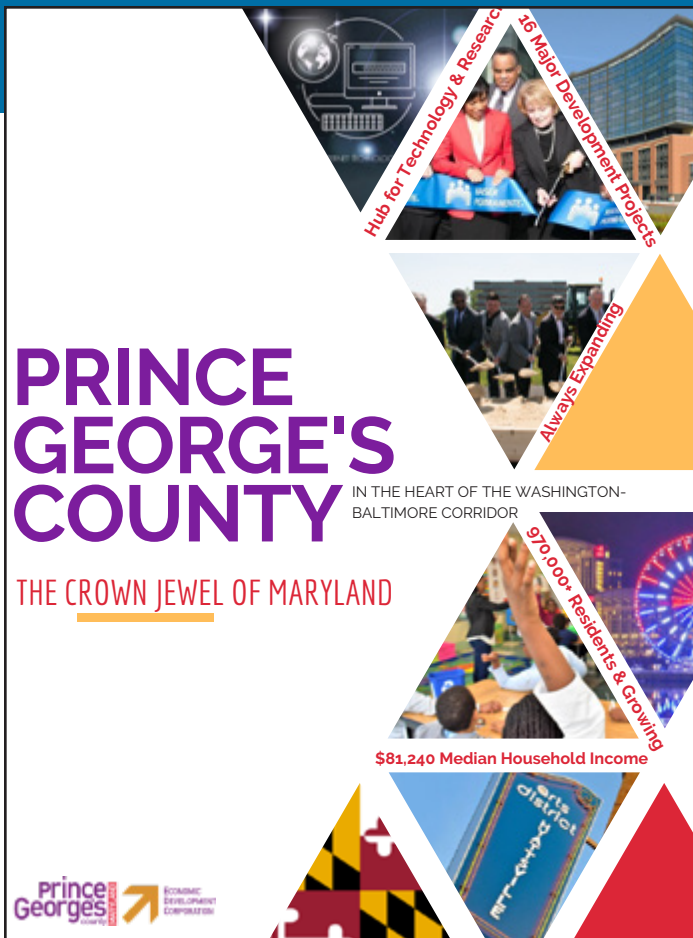
To find out more about MEDCO, please visit our website at:
www.medco-corp.com



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90,000+ Residents & Growing
\$81,240 Median Household Income

Prince Georges ECONOMIC DEVELOPMENT CORPORATION

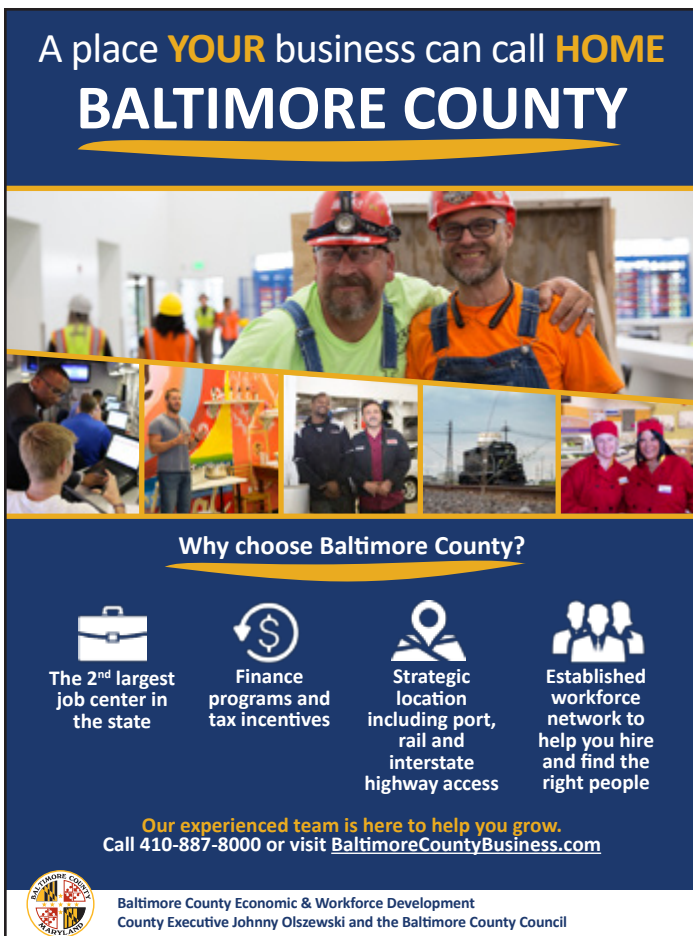


ANNE ARUNDEL
ECONOMIC DEVELOPMENT CORPORATION

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Runway to Success Travel Awards Powered By Southwest Airlines
Creative Financing and Tax Credit Programs
Arundel Tech Toolbox

WWW.ARUNDELBIZ.ORG



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The 2nd largest job center in the state
Finance programs and tax incentives
Strategic location including port, rail and interstate highway access
Established workforce network to help you hire and find the right people

Our experienced team is here to help you grow.
Call 410-887-8000 or visit BaltimoreCountyBusiness.com

Baltimore County Economic & Workforce Development
County Executive Johnny Olszewski and the Baltimore County Council



energy
for a stronger Maryland.

As Maryland's largest utility, BGE plays a vital role as an employer, energy efficiency partner, and corporate citizen—contributing \$5.4 billion annually to the central Maryland economy*. To see what BGE can bring to your business or hometown, visit BGE.COM/EconomicDevelopment.

* Economic Alliance of Greater Baltimore (EAGB) 2017 economic impact study

www.MeetCharlesCounty.com



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Charles County Government
Economic Development Department
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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

What makes Baltimore County special? Everything. As Maryland's second-largest county and second-largest job center,

Baltimore County offers the perfect balance for you, your family, and your business. A vibrant economy, a top school system, a convenient, comfortable blend of historic neighborhoods, waterfront living, rural landscapes and urban main streets... all within a short drive or light-rail ride to downtown Baltimore City. Baltimore County's businesses are thriving and driven by leaders that span every major industry sector. More than 21,000 businesses call Baltimore County home, attracting billions in private investment countywide, and earning the coveted Triple AAA bond rating. Baltimore County's Department of Economic and Workforce Development links businesses to quality job seekers through recruitment, hiring events, trainings and more. Each year, over 25,000 people visit Baltimore County Career Centers to connect with hiring employers. To find out more about the booming economy in Baltimore County, visit BaltimoreCountyBusiness.com or like us on Facebook at [Facebook.com/BaltCoDEWD](https://www.facebook.com/BaltCoDEWD).

FREDERICK, MARYLAND

EDUCATED WORKFORCE

41%

bachelor's degree or higher

119%

Tech growth

24%

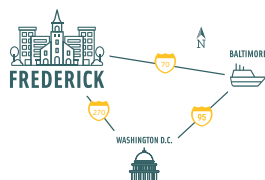
Growth in life science

NAMED TO:

'BEST PLACES TO LIVE'
Livability

'TOP CITIES FOR RECENT GRADS'
Goodcall.com

'TOP AREAS FOR GROWTH POTENTIAL'
Business Facilities



VIBE

TECH

TALENT

FREDERICK COUNTY OFFICE
OF ECONOMIC DEVELOPMENT
discoverfrederickmd.com

HARFORD
COUNTY
COMMUNITY & ECONOMIC DEVELOPMENT
BARRY GLASSMAN, COUNTY EXECUTIVE

-  **STRATEGIC LOCATION**
-  **SKILLED WORKFORCE**
-  **FAST TRACK PERMITTING**
-  **DEFENSE & CYBER HUB**
-  **FINANCIAL INCENTIVES**

2021D Pulaski Highway | Havre de Grace, MD 21078
www.harfordcountymd.gov/OCED | 410-638-3059



HorseSpirit Arts Gallery

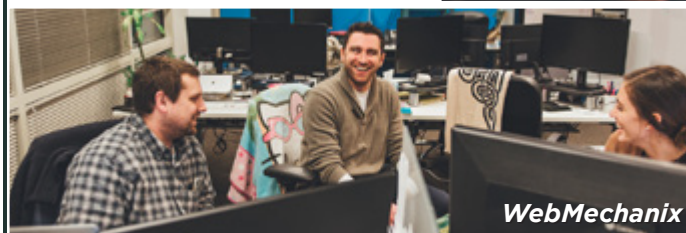
*Howard County,
Maryland*

Home to unique shops alongside groundbreaking companies; Howard County has a place for every entrepreneur and business to call home.

Learn why Howard County is your best choice at www.hceda.org.



*La Palapa -
Grill & Cantina*



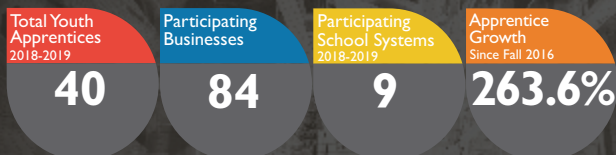
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Apprenticeship Maryland Program



HACC Graduation

The Apprenticeship Maryland Program (AMP) specifically invests in the key industries of manufacturing, science, technology, engineering and math (STEM), and offers apprenticeable occupations in such industries as construction, communications, media, and more, giving students valuable work experience in growing fields.



To learn more about AMP contact:
info@mdapprenticeship.com • 410-767-2246



mdapprenticeship.com

THE WHOLE FAMILY UNDER ONE ROOF

The Merritt Companies is a family of businesses that includes Merritt Properties, Merritt Construction Services, and Merritt Clubs — three distinct organizations that share a singular vision: to build long-term customer relationships and provide services that go beyond what each industry demands.



Merritt-Companies.com



An Exelon Company

BALTIMORE GAS AND ELECTRIC COMPANY (BGE)

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.



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 multimodal transportation network; and excellent education options. For more information, visit www.MeetCharlesCounty.com.



FREDERICK COUNTY OFFICE OF ECONOMIC DEVELOPMENT

Frederick County is a place where creativity meets innovation, where people discover bright, new opportunities and where a singular idea turns into monumental success. Welcome to Frederick County – where big ideas grow. We are a dynamic and diverse county with an \$11 billion dollar economy that boasts a high concentration of highly educated workers, a world-class bioscience and advanced technology sector, and a solid manufacturing and agriculture tradition that blends our rich heritage. With a strategic location, highly educated workforce, and competitive cost of business Frederick County is a prime location for businesses. Our softer side of amiable country, small-town charm, a high-performing public school system and a low crime rate with state-of-the-art healthcare make this one of the best places to live in America. The Frederick County Office of Economic Development (OED) is the catalyst for economic growth in Frederick County. Our mission is to increase the overall economic health of Frederick County through attracting new businesses in our targeted industries and helping existing businesses be more successful. Located at ROOT, a one-stop business and technology cultivation center in the heart of Downtown Frederick, OED has the resources to get your business connected. OED can provide your business with tools such as site selection assistance, redevelopment services, incentives and demographics. We can also act as an ombudsman for the business community to ensure your business succeeds in Frederick County for many years to come. Learn more at www.discoverfrederickmd.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 strengthens business and workforce development by utilizing Harford County's premier mid-Atlantic location, facilitating "Fast Track" permits, and spearheading financial programs to attract, grow and sustain businesses. The county's incubator program includes the Ground Floor at Harford, a community-driven workspace and collaboration center, and houses partner organizations such as the Defense Technology Commercialization Center (DefTech). For information on OCED, 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.



MARYLAND DEPARTMENT OF LABOR, LICENSING AND REGULATION (DLLR)

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.

MEDA PARTNERS



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.



Regional Economic
Studies Institute

TOWSON UNIVERSITY

Partner with Towson University's
Division of Strategic Partnerships &

Applied Research on your next economic development project. As the business and public engagement arm of TU, our team of researchers, technologists, and outreach professionals work with partners to create customized solutions that are focused on solving the critical issues facing Maryland's workforce and economy. Put our expertise to work for your organization: economic forecasting and impact analysis, workforce analysis and green economy studies, large-scale evaluation administration, application development, GIS technologies, convening services, business incubation, leadership development programs, and professional certifications. Contact Michael Siers at msiers@towson.edu to learn more about our collaborative solutions.



**Washington
Gas**
A WGL Company

WASHINGTON GAS (A WGL COMPANY)

Washington Gas provides safe, reliable natural gas service to more than 1.1 million customers in the District of Columbia, Maryland

and Virginia. The company has been providing energy to residential, commercial and industrial customers for 170 years. Clean-burning natural gas is the fuel of choice for more than nine out of 10 new home buyers in the D.C. metro area. 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.

ACCESS THE NEW BUSINESS ECOSYSTEM

Turn to us for market intelligence, access to capital, the right talent, the ideal location and strategic introductions. thinkmoco.com



Regional Economic
Studies Institute

With over 25 years of experience, RESI is the trusted expert on Maryland's economy. We empower our partners in private, public, and non-profit sectors with data-driven solutions to guide decision-making.

OUR SOLUTIONS

- Data visualizations
- Economic and fiscal impact studies
- Economic forecasting
- Legislative and policy analysis
- Market and workforce analysis
- SWOT/gap analysis

JOIN US AT OUR ANNUAL EVENTS

Economic Outlook Forum (Fall)

Maryland Workforce Outlook Forum (Spring)

LEARN MORE AT TOWSON.EDU/RESI

SUPPORTING MARYLAND'S ECONOMIC GROWTH

- Partnering with State and Local Economic Development Stakeholders
- Providing Cost Effective Energy
- Fostering Regional Growth
- Customized Energy Solutions Including: Combined Heat & Power (CHP) and Microgrids



**Washington
Gas**
A WGL Company

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

BRONZE



**ALLEGANY COUNTY
DEPARTMENT OF ECONOMIC
AND 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.



Baltimore
Development Corporation
**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. BDC offers a city-wide Façade Improvement Grant program (FIG), which provides funds to make exterior improvements to commercial and industrial properties. This small infusion of capital can create a lasting impact on individual businesses and commercial corridors throughout Baltimore City.



**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.

ALLEGANY COUNTY, MARYLAND WE'RE PRO-BUSINESS



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

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

WE CAN MAKE IT HAPPEN.



**Allegany County Department of
Economic & Community Development**

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

MEDA PARTNERS



CALVERT COUNTY OFFICE OF ECONOMIC DEVELOPMENT

Thirty miles southeast of Washington, D.C., and nestled

between the scenic Chesapeake Bay and the Patuxent River, Calvert County offers strategic proximity to Baltimore, Annapolis and the Patuxent River Naval Air Station. Our cost of living continues to be one of the lowest in the metro area and our location provides unlimited access to a variety of cultural and recreational activities. Calvert County also boasts an excellent public school system and top-notch health care services. A low crime rate creates a safe place to live and innovative economic planning protects the county's rural character while allowing for smart economic growth. These quality factors provide employers and families an ideal environment for living, working and prospering.



CECIL COUNTY OFFICE OF ECONOMIC DEVELOPMENT

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

Philadelphia, large swaths of industrial land along I-95, diverse mix of industries, and 19,000 acres of Opportunity Zones, Cecil County's economy is seeing explosive growth. Cecil County's job base has grown by 10% over the past two years, with projects by Northrop Grumman, WL Gore, Amazon, Smithfield, Great Wolf Resorts, Lidl, and Medline. 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 – building the future!



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.

NORTH HOWARD FACADE IMPROVEMENTS

BEFORE



AFTER



 **Baltimore**
Development Corporation
www.BaltimoreDevelopment.com



Your Business is Our Business!

Businesses Grow Here!



Carroll County Economic Development connects your business with services and resources created to give you a competitive edge.

Business Development Support

- Real Estate Searches
- Project Coordination
- Priority Permitting
- Business Advocacy
- Carroll Broadband
- Agriculture Development

Financing & Incentives

- Financing Packages
- Tax Credit Programs
- Technical Training Grants

Workforce Development

- Recruitment Events
- Incumbent Worker Training
- On-the-Job Training
- Workforce Demographics & Wage Data

Carroll County

ECONOMIC DEVELOPMENT

Right Place. Right Time

410-386-2070

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

www.carrollbiz.org

info@carrollbiz.org

[@CarrollEconDev](https://www.facebook.com/CarrollEconDev)



LIVE, WORK, PROSPER in Calvert County

- Three Opportunity Zones – one at Patuxent Business Park
- Incentive fund for qualified expansions
- Financial assistance through the Calvert Economic Development Loan Fund
- Ombudsman program
- Fast-track permitting
- Workforce development coordination
- Marketing assistance
- Business counseling
- On-site business visitation program
- Located near federal installations in Washington, D.C., Lexington Park and Indian Head
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- Employment classifieds

... and much more!



CALVERT COUNTY
ECONOMIC DEVELOPMENT
Maryland

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BUILDING THE FUTURE CECIL COUNTY MARYLAND

ONE OF THE TOP INDUSTRIAL MARKETS ON THE EAST COAST

- Strategic location on I-95 between Baltimore and Philadelphia with overnight access to 90+ million people
- Highest manufacturing job concentration in the Mid-Atlantic
- Direct access to main freight railroad lines, two international airports, and three ports
- Offers diverse industry base, skilled workforce, dynamic industrial sites, and strong infrastructure network
- Home to employers such as Amazon, Northrop Grumman, IKEA, Medline, Smithfield, and WL Gore
- 19,000 acres of Opportunity Zone sites ready for your business

Contact us to find out how
we can help your business grow

410-996-6292

www.cecilbusiness.org



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

15901 Excalibur Road, Bowie, MD 20716
301.809.3042 | fax 301.809.2315 | jhking@cityofbowie.org

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MARYLAND CLEAN ENERGY CENTER

The Maryland Clean Energy Center (MCEC), an instrumental-ity of the state, was created to advance the adoption of clean energy products, services, and technologies. MCEC can help finance energy cost saving and resiliency projects for municipalities, institutional, small business, and commercial or industrial properties. To learn more, contact us at www.mdcleanenergy.org, or 301-314-6061.



MARYLAND DEPARTMENT OF PLANNING

Planning is Maryland's official U.S. Census Bureau liaison, coordinating a variety of data, mapping and analysis to support our state's diverse communities and resources as we plan for tomorrow. The data derived from the 2020 Census will impact the state for years to come – making a full and accurate census count critical. Every Maryland resident must be counted in the 2020 census to ensure that our communities have the programs and services they need and that businesses have the data they need to thrive. The census provides important information on how our communities are growing and changing. Local planning and economic development decisions are made using census data. The census also determines the allocation of more than \$675 billion in federal funds annually for programs that impact health care, child care, education, emergency preparedness, and transportation. These programs and services are key to our communities' workability and livability. Census Day is April 1, 2020 – the day when all Marylanders are asked to submit their census forms online, by phone or by mail. We encourage every business to remind employees and customers to join us in a complete count of every Maryland resident in the 2020 Census – It's Important, It's Easy and It's Safe. Visit Census.Maryland.gov.

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- Small Business
- Commercial
- Agriculture

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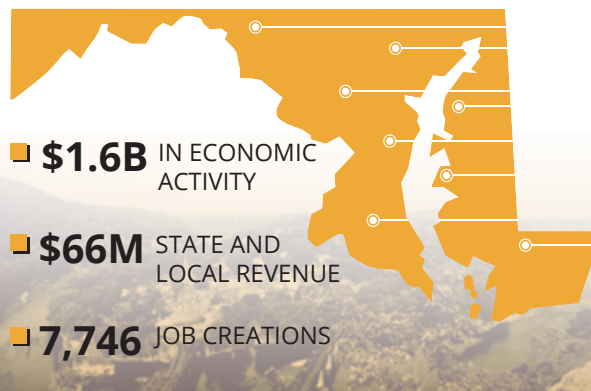


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PLANNING

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Email: Census@Maryland.gov
Phone: 410.767.4500

MEDA PARTNERS



**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. According to FY 2018 data, TEDCO's \$22 million awarded to start-ups led to more than \$1 billion in follow-on funding; 7,746 jobs created at an average salary of \$77,472; and \$66.6 million government revenues attributed to TEDCO activities. For more information about TEDCO and its programs, visit www.TEDCOMD.com.



**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 MDOT 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 MDOT 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 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.

IT'S **MORE** THAN
PUBLIC TRANSIT.
IT'S **OPPORTUNITY**
ON WHEELS.



1.866.RIDE.MTA | 410.539.5000
mta.maryland.gov

MDOT MARYLAND DEPARTMENT OF TRANSPORTATION
MARYLAND TRANSIT ADMINISTRATION



MEDA PARTNERS

PotomacEdison™ POTOMAC EDISON/ FIRSTENERGY

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

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 "Taking Care of Business!" Hagerstown, Maryland and surrounding Washington County are strategically located with affordable sites for businesses seeking to relocate in the Mid-Atlantic region. Nicknamed "Hub City" for its bullseye positioning at two major interstates (I-70 and I-81), and less than an hour from the nation's most densely-populated region, the area combines unsurpassed transportation and logistics with affordability, a strong workforce, and an outstanding quality of life. Our productive, dedicated, and well-rounded regional workforce of 400,000 has made the county a choice location for manufacturers, financial services, and distribution companies. Washington County is a perfect blend of city and country life, filled with recreational, cultural and intellectual opportunities. We encourage you to visit Washington County, you will quickly see why we are proud of where we live, work and play!

LIKE NO OTHER CONNECTION

We connect the dots between people in academia, industry, and government to foster collaboration that advances technology of interest to the Navy and DoD, promotes education, and strengthens the STEM workforce of today and tomorrow.

Join us at www.paxpartnership.org

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FirstEnergy®

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UMD.EDU #UMDinnovates



UNIVERSITY OF
MARYLAND



Washington County

DEPARTMENT OF BUSINESS DEVELOPMENT



Taking Care of Business
and the Community

www.washco-md.net



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- Counties and their role in the economy

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The Maryland Municipal League Annual Conference

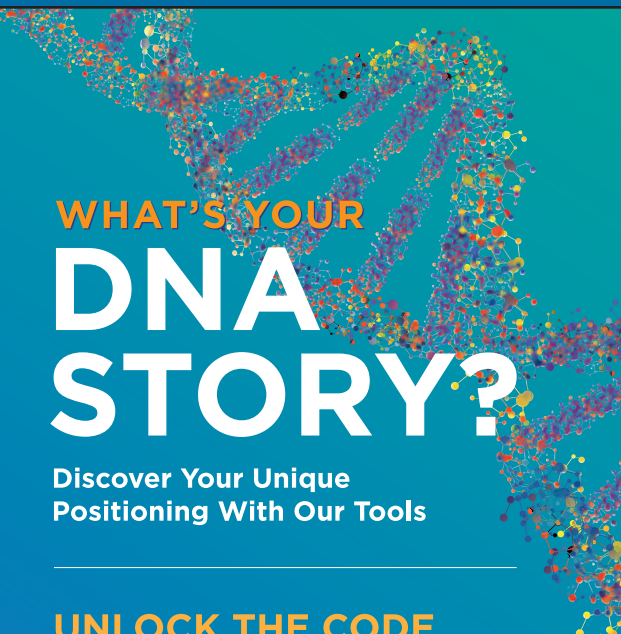
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2019/2020 MEDA EVENTS

2019

.....

Chesapeake Basic Economic Development Course

July 22-25, 2019
Baltimore, MD

MEDA Summer Conference

July 24, 2019

Neighborhood Development (IEDC)

September 19-20, 2019
Baltimore, MD

Economic Development Week

October 20-26, 2019
Statewide

MEDA Fall Conference

October 2019
Location and date: TBD

MEDA Awards Deadline

December 6, 2019 (online)

2020

.....

MEDA Winter Conference: 2020 Legislative Outlook

January 9, 2020

Economic Development Day in Annapolis – TBD

Business Retention & Expansion (IEDC) – TBD

Workforce Development (IEDC) – TBD

Primer for Economic Development in Maryland – TBD

Neighborhood Business Works (DHCD) – TBD

Economic Development & Higher Education Session – TBD

MEDA Annual Conference

May 3-5, 2020

489 MEDA
MEMBERS

17 PROGRAMS
DELIVERED



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

Partnered with
IEDC to host

4
COURSES
for
243
ATTENDEES

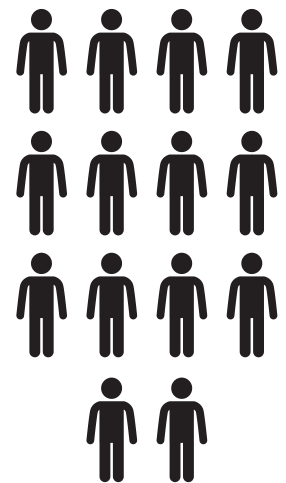
MEDA members
hosted over

27
DIFFERENT
EVENTS
throughout Maryland
during
Economic
Development Week

SOCIAL MEDIA



As of May 2019



MEDA SERVED
1,412
ATTENDEES
AT OUR
PROGRAMS

*Each icon represents
approximately 100 attendees
(Does not include IEDC courses)*



OPEN BUSINESSES

**Build a better company,
from the state up.**

Walk the line between booming business growth and reasonable living costs and you'll find yourself in Maryland. With a constant supply of well-qualified candidates from an award-winning education system and a diverse, talented workforce, Maryland is the perfect place for your business to set up camp. Plan your move.

Open.Maryland.gov