



MEDA
Maryland Economic
Development Association



TRANSFORMING LIVES



2019-20 YEAR IN REVIEW

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LETTER FROM THE GOVERNOR



Larry Hogan
Governor,
State of Maryland

Dear Economic Development Partners,

As we look back over the past year, the challenges of the COVID-19 pandemic have forced us to significantly change the way that Maryland does business. After many months of outstanding job growth and record-low unemployment, we are now focusing on the best strategies to help Marylanders weather this storm, to keep our economy going, and to help businesses safely reopen.

Protecting the health and safety of all Marylanders has been our top priority, and to that end, we have had to make incredibly difficult decisions. Closing non-essential businesses, restricting gatherings, requiring that face masks be worn in certain situations—all of these were necessary to slow the spread of this deadly virus and save the lives of our fellow Marylanders.

As a lifelong small businessman, I understand the incredible challenges this pandemic has posed to our business community, employees, and consumers. We responded quickly by creating new business assistance programs, including putting \$125 million into the new Maryland Small Business COVID-19 Emergency Relief Grant and Loan Programs at the Department of Commerce. We also established a \$5 million grant fund to help Maryland manufacturers produce personal protective equipment, such as masks, gowns, face shields, and other critical equipment.

As chairman of the National Governors Association, I continue advocating for federal aid to the states to help us address the budgetary shortfalls that have resulted from this crisis and assist businesses that have suffered significant losses.

With guidance from a team of scientists, business leaders, and public health experts, we developed the Maryland Strong: Roadmap to Recovery—a responsible, gradual, safe path forward for our state. We continue working closely with advisory groups from key industry sectors for insight into how their businesses can safely re-open. Most jurisdictions in Maryland are now in Stage One of recovery, we continue to track key metrics to inform our next steps.

I want to thank all of our economic development professionals throughout Maryland who have played a critical role in communicating to the business in your area and helping us understand their unique challenges and needs.

The way we go about our lives is likely to be significantly different for a little while longer. But as we look back on this moment in our history, I know that we will remember the courage and compassion of Marylanders in the face of unprecedented challenges. Together we are going to defeat this deadly virus, and with your support and partnership, the State of Maryland will return stronger and better than ever.

"... as we look back on this moment in our history, I know that we will remember the courage and compassion of Marylanders in the face of unprecedented challenges."

Larry Hogan
Governor



Kelly M. Schulz
Maryland Department of Commerce

"While these past months have been challenging, I have been heartened by what we've seen from Maryland businesses and individuals."

LETTER FROM THE SECRETARY

Dear MEDA Members,

As we look back on this past year and the many good things that we accomplished as a team, it is the past few months that have significantly changed our approach to economic development. The coronavirus pandemic has pushed us onto a new path, and I've worked with many of you to address the needs of our business community and do as much as we can to keep Maryland's economy moving forward.

To assist businesses and complement federal programs, Commerce launched two COVID-19 emergency relief programs, a \$50 million grant fund and a \$75 million loan fund, which required us to create a new IT system from scratch and recruit more than 150 volunteers from other agencies to help us process the nearly 30,000 applications we received. Our team continues to work diligently and we will be providing assistance to thousands of Maryland businesses in need.

We also launched a \$5 million grant fund to support Maryland manufacturers who produced--or could quickly start producing--vital personal protective equipment. And, in collaboration with the Maryland Marketing Extension Partnership, we launched a new web portal to connect manufacturers who can make PPE and with buyers in need of that equipment.

Commerce also convened 13 advisory groups from different industry sectors to help guide the state's recovery efforts. This allowed stakeholders in these industries to offer their insights into the best way for them to restart operations while at the same time protecting the health of their employees and all Marylanders.

While these past months have been challenging, I have been heartened by what we've seen from Maryland businesses and individuals.

Even without our incentive program, we saw manufacturers and other companies step up and start to make face shields and other PPE equipment just because they saw a need they could fill. We saw craft breweries and distilleries pivot from making beer and liquor to making much-needed hand sanitizer. We even saw hobbyists and craftspeople sewing masks or 3D-printing PPE parts out of their homes.

We know we will get through this together, because it's already happening. We're already stepping up to help each other, each of us doing our part.

Thank you, as always, for your support and for MEDA's continued partnership with the Maryland Department of Commerce.

Kelly M. Schulz
Secretary

MESSAGE FROM MEDA'S PRESIDENT

Dear MEDA Members:

This year has been a very rewarding year for me as President of MEDA, and I am proud of all we have accomplished as an organization. It has also been a most unusual year. No member of the MEDA Board expected to end the first year of our term in the midst of a pandemic. But here we are, and as economic development professionals we must be ready for both the challenges and opportunities that lie ahead. Before we look ahead, I'll adhere to the tradition of MEDA's Year in Review and take a moment to reflect on our accomplishments.

During 2019/2020 MEDA members had the opportunity to participate in a number of trainings that enabled them to expand on their professional skills. I applaud everyone who embarked on the journey toward certification. We added to the number of certified professionals in Maryland with the successful designation of Jamie Williams, CEcD. There were a number of members who rolled up their sleeves and actively participated in our mentorship program and I look forward to seeing the outcome of those efforts in the very near future. To everyone who availed themselves of the professional development offerings that MEDA put forward, congratulations. You are to be commended for the commitment to your career growth.

Another area where we grew this year was in the Young Leader's Group. Our members under 40 held a number of events that included networking and information sharing. There were visits to the newest breweries, tours of unique facilities such as MITAGS, and presentations at the Port Covington site. Membership in the Young Leader's Group increased significantly this year and we hope you will all encourage the young professionals in your organizations to become actively involved. We stand ready to engage with your young professionals and encourage their involvement in the future of MEDA.

We also partnered with BEACON to conduct a MEDA member survey to ensure we are meeting YOUR needs and expectations. We are reviewing the survey responses and are committed to building an organization that will enhance the return on your investment of time and dollars.

Going forward, we will continue to provide opportunities for all members through our online programming. I am impressed with how quickly the MEDA team was able to adopt new technologies in order to continue providing quality programming virtually. All of the MEDA courses, conferences, and programs will still take place this year in either virtual or in-person formats. Please stay tuned to our web site and newsletters for updates.

Finally, I want to say thank you to the board who served with me this year. I assure our members that the leadership is dedicated to providing you the value you seek from your professional organization.

Thank you again for your support.



Heather Gramm, CEcD
MEDA President



Heather Gramm, CEcD
MEDA President

"I am impressed with how quickly the MEDA team was able to adopt new technologies in order to continue providing quality programming virtually."

MEDA BOARD OF DIRECTORS

EXECUTIVE COMMITTEE



PRESIDENT

Heather Gramm, CEcD

Senior Director, Strategic Industries
& Entrepreneurship, Maryland
Department of Commerce



TREASURER

Stephen M. Primosch

Vice President, Financial Services,
Anne Arundel Economic
Development Corporation



VICE PRESIDENT

Daniel K. Thompson

Executive Director, Somerset County
Economic Development Commission



SECRETARY

Richard G. Griffin, AICP, CEcD

Director, City of Frederick Office
of Economic Development



IMMEDIATE PAST PRESIDENT

Kimberly A. "Kim" Clark

Executive Vice President, Baltimore
Development Corporation

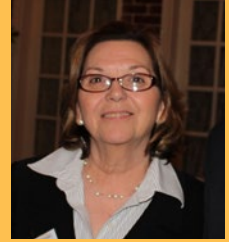


EX-OFFICIO FINANCE OFFICER

Robert C. Brennan

Executive Director,
Maryland Economic
Development Corporation

MEDA TEAM



EXECUTIVE DIRECTOR

Pamela J. Ruff



MEMBERSHIP MANAGER

Margaret A. Bollhorst



COMMUNICATIONS & AWARDS COORDINATOR

Sandy Dubay Sponaule
Platinum PR



ADMINISTRATIVE SUPPORT

Gwen Fike

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 sectors 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:

N. Gordon Knox

Partner, Duane Morris LLP



John M. Wasilisin

CEO/Executive Director, Maryland\$aves

Committee Members:

Michelle E. DeSoto

Economic Research Specialist,
Charles County Department
of Economic Development

Dawn R. Medley

Vice President, Business Finance
Programs, FSC First

Steve Overbay

Deputy Director,
Harford County Community
and Economic Development

Stuart Page

Manager,
Economic Development,
Baltimore Gas and Electric

Janice Palmer

Executive Assistant,
Upper Shore Regional Council

Helen Prophet

Director, Frederick County Office
of Economic Development

Susan Small

Director, Washington County
Department of Economic
Development

Patrick S. Terranova

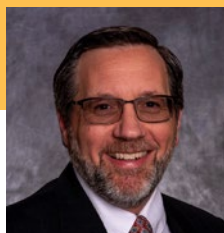
South Team Director, Baltimore
Development Corporation

Tammi Thomas

Vice President for Marketing,
TEDCO

BUSINESS DEVELOPMENT COMMITTEE

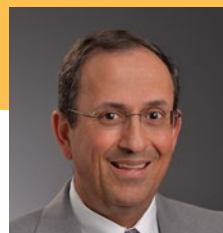
The Business Development Committee connects MEDA with public and private funding partners who invest in the organization's mission and vision for Maryland's future. Aside from spreading the word of MEDA's impact throughout the state, this effort yields the financial support necessary to allow MEDA to provide quality services to all members.



Committee Co-Chairs:

Lucas Cade

Senior Economic Development Advisor, FirstEnergy



Daraius Irani, Ph.D.

Vice President, Strategic Partnerships and Applied Research, Towson University

Committee Members:

Catherine Bedolla

Director of Business Retention
and Expansion, Howard County
Economic Development Authority

Andy Fish

Senior Director of the Office of
Programs, Maryland Department
of Commerce

Melanie Miller

Operations Manager-Xfinity
Communities at Comcast

Tamar Osterman

Senior Business Development
Representative, Maryland
Department of Commerce

Andrew Rose

Marketing Manager,
Mid Atlantic Farm Credit

Susan Small

Director of Business Development,
Washington County Department of
Business 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

President/CEO, Abeja International Development, Inc.

Renée M. Winsky

President & CEO, Leadership Maryland

Committee Members:

Susan Banks

Director, Dorchester County
Economic Development

Ardys Russakis

Executive Director, Policy
and Strategic Initiatives,
Towson University

Andrew Sargent

Senior Business Development
Representative, Maryland
Department of Commerce

Steven Wall

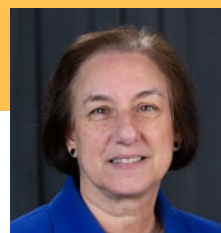
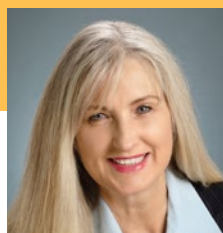
Regional Development
Representative, Maryland
Department of Commerce

Jamie Williams, CEcD

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, 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:

Trish Heidenreich, CEcD

Director of Economic Development, Town of Bel Air

Lisa Webb, CEcD

P3 Manager, Maryland Department of Transportation

Committee Members:

Sharon Disque, CEcD

Business Services Coordinator,
City of Gaithersburg Office of
Economic Development

Martha A. Schoonmaker, CEcD

Executive Director,
Pinkney Innovation Complex
for Science and Technology,
Montgomery College

Roger J. Venezia, CEcD

Director of Operations and
Special Projects, Maryland
Department of Commerce

Helga T. Weschke, CEcD

Director of Federal Business
Relations, Maryland
Department of Commerce

PROGRAM DEVELOPMENT COMMITTEE

The Program Development Committee plans quarterly conferences with great enthusiasm, creating content, securing speakers, and coordinating logistics. They also support MEDA's Vice President in the development of the Annual Conference. Members of this committee may also serve on the Economic Development Week sub-committee. 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

Kelly Robertson-Slagle

Director, Calvert County Department of Economic Development

Committee Members:

Al Delia

Vice President of Regional Development, Frostburg State University

Darla Garrett

Operations and Program Manager, Maryland Department of Commerce (Finance Tools)

Steve Primosch

Vice President Financial Services, Anne Arundel Economic Development Corporation (Finance Tools)

Larysa Salamacha

Managing Director of Strategy, Research and Analytics, Baltimore Development Corporation

Amy Seitz

State Main Street Coordinator, Maryland Department of Housing & Community Development (Community Identity)

Ebony Stocks

Executive Vice President, Prince George's County Economic Development Corporation

Cassandra Vanhooser

Director, Talbot County Economic Development (Community Identity)

PUBLIC POLICY AWARENESS

The primary mission of the committee will be to make MEDA members aware of public policy issues related to jobs and investment at the state and local levels. 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. Finally, the Committee will assist MEDA members with training to become more effective in engaging with elected and appointed officials.



Committee Co-Chairs:

Rhonda J. Ray

Managing Director, Policy, Research and Government Affairs, Maryland Department of Commerce

Andrea E. Mansfield

Lobbyist, Manis, Canning & Associates

Committee Members:

Laurie Boyer, CECD

Economic Development Manager, Montgomery County Government Department of Finance

Ryan Gandy

Deputy Director, Rockville Economic Development, Inc.

Matt Miller

Economic Development Specialist, Cumberland Economic Development Corporation

Danny Thompson

Executive Director, Somerset County Economic Development Commission

Larry Twele, CECD

CEO, Howard County Economic Development Authority

Lori Valentine

Director of Communications, Prince George's County Economic Development Corporation

Taylor Yewell

Redevelopment Manager, Charles County Economic Development Department

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 Lofton Scholarship 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

Keasha N. Haythe, CEcD
Anne Arundel Economic
Development Corporation

Michael S. Lofton, CEcD
MEDA Hall of Fame

Robert McGlotten, CEcD
MEDA Life Member

Richard Story, CEcD
MEDA Hall of Fame

Timothy Troxell, CEcD
Potomac Edison

Lisa Webb, CEcD
Maryland Department
of Transportation

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:

Kimberly A. "Kim" Clark
President

Vernon Thompson
Vice President

Keasha Haythe, CEcD
Director

Larry Twele, CEcD
Director

Laurie Boyer, CEcD
Secretary

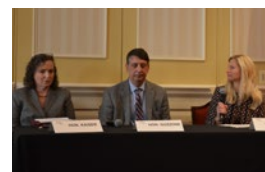
Steve Primosch
Treasurer

Bob Brennan
Finance Officer & Director

Jamie Williams, CEcD
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 \$1.6 billion in fiscal year 2019 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 has 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 220 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.

Building Stronger Communities, Supporting Maryland's Families.



You've taken the
lead. And today is
better for it.

MEDA is proof that today can make a world of difference when committing to change. We're proud to be a part of what you do.

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

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The background of the advertisement is a large, stylized graphic of the Maryland state flag, which is a combination of the red, white, and blue of the Union Jack and the gold and black of the Calvert and Baltimore families' flags. The flag is depicted as if it is waving in the wind.

 **MILES &
STOCKBRIDGE**

**National
Resources**
AT YOUR DOORSTEP.

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

   **mslaw.com**

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

Comcast is a proud sponsor of MEDA



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SHARE MORE.



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Internet Essentials gives you access to affordable, high-speed Internet. You may qualify if you have at least one child who is eligible for the National School Lunch Program, receive HUD housing assistance, or are a low-income veteran who receives state and/or federal assistance.

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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/community](http://mtb.com/community).



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MARYLAND ENVIRONMENTAL SERVICE

Established in 1970, MES operates

nearly 1,000 environmental projects and services across the Mid-Atlantic Region, and employs over 900 teammates. An independent, self-supporting State agency, MES enhances and protects Maryland's environment through innovative solutions to the region's most complex environmental challenges. MES is also a unique, not-for-profit public corporation in that it combines public sector commitment to environmental protection with private sector flexibility and responsiveness. More than two-thirds of MES' revenues flow directly to the private sector. MES receives no direct State operations funding and does not have regulatory authority.



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.

**VALUE.
TRUST.
EXPERIENCE.**

Maryland ENVIRONMENTAL SERVICE | **50 years** 1970-2020

Changing Maryland's Environment for the Better

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www.menv.com

PRINCE GEORGE'S COUNTY

11 IN MARYLAND JOB GROWTH FOR THE LAST FIVE YEARS | **500** SQ MILES OF LAND
522 THOUSAND IN WORK FORCE | **90%** COUNTY COMPANIES ARE SMALL
BUSINESS | **40%** OF RESIDENTS HAVE A COLLEGE DEGREE | **970 THOUSAND**
RESIDENTS | **7** UNIVERSITIES AND COLLEGES | **15** FEDERAL AGENCIES
8 NATIONAL TOURIST DESTINATIONS | **3** MAJOR HIGHWAYS | **AAA** BOND RATING
\$50 MILLION ECONOMIC DEVELOPMENT INCENTIVE FUND

Prince Georges county **ECONOMIC DEVELOPMENT CORPORATION**

WWW.PGCEDC.COM

MEDA PARTNERS

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 1,800 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. Watch the My ArundelBiz Podcast on our social media for featured stories highlighting the Anne Arundel business community or 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.



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.



ANNE ARUNDEL
ECONOMIC DEVELOPMENT CORPORATION

SUPPORTING THE GROWTH AND SUCCESS OF
BUSINESSES IN ANNE ARUNDEL COUNTY.



A place YOUR business can call HOME BALTIMORE COUNTY



Why choose Baltimore County?



The 2nd largest
job center in
the state



Finance
programs and
tax incentives



Strategic
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including port,
rail and
interstate
highway access



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workforce
network to
help you hire
and find the
right people

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

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for a stronger Maryland.



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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



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
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CHARLES COUNTY, MARYLAND
ECONOMIC DEVELOPMENT DEPARTMENT

Charles County Government
Economic Development Department
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MD Relay Service: 7-1-1 • Equal Opportunity Employer



FREDERICK, MARYLAND

EDUCATED WORKFORCE

41%
bachelor's degree or higher

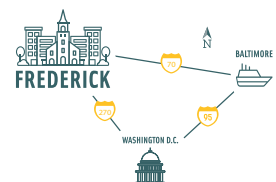
119%
Tech growth

24%
Growth in life science

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Livability

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Goodcall.com

'TOP AREAS FOR
GROWTH POTENTIAL'
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FREDERICK COUNTY OFFICE
OF ECONOMIC DEVELOPMENT
discoverfrederickmd.com



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FAST TRACK PERMITTING

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FINANCIAL INCENTIVES

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Community & Economic Development
 2021D Pulaski Highway • Havre de Grace, MD 21078
 410-638-3059 • www.harfordcountymd.gov/OCED
oed@harfordcountymd.gov

Barry Glassman
County Executive

Howard County, Maryland

We're full of Bright Ideas



INNOVATION

Howard County scores in the Top 1% of the Stats America Innovation Index 2.0

INTELLIGENCE

Howard County ranks as a top 5 jurisdiction for college educated residents

INDUSTRY

Howard County has 4x the average density of Computer Science and 9x the average density of R&D



HOWARD COUNTY
ECONOMIC DEVELOPMENT AUTHORITY
WWW.HCEDA.ORG

Learn more about the Maryland Innovation Center:
www.MDIInnovationCenter.com

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Growth Compared to 2012	Total Apprentices	Total Programs	Total Participating Employers
37.5%	10,509	164	3,769

- Build your workforce
- Reduce turnover costs
- Increase productivity
- Plan for employee succession
- Take advantage of tax credits and financial incentives

To help Maryland apprenticeships grow contact:
 The Apprenticeship Team | info@mdapprenticeship.com
 410-767-2246



Maryland
DEPARTMENT OF LABOR



MARYLAND APPRENTICESHIP 2020



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
CONSTRUCTION SERVICES



merritt
PROPERTIES



merritt
clubs

Merritt-Companies.com



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.



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. With nation leading schools, top talent, 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. HCEDA has launched the Maryland Innovation Center to cultivate innovation community in the Baltimore-Washington Corridor. Combining in-house expertise with established technology and business leadership resources, the MIC serves as a beacon of innovation to the entrepreneurial community in the region. With a roster of world-class entrepreneurs and partners, the Maryland Innovation Center is focused on giving entrepreneurs what they need to reach the next level.



MARYLAND DEPARTMENT OF LABOR

The Maryland Department of Labor (Labor) changes Maryland for the better by providing a predictable and inclusive regulatory

environment through efficient and responsive processes. Labor 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.

MEDA PARTNERS



MERRITT PROPERTIES

The Merritt Companies is a family of businesses that includes Merritt Properties, Merritt Construction, and Merritt Clubs - three distinct organiza-

tions 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.



POTOMAC EDISON/ FIRSTENERGY

Potomac Edison/FirstEnergy is based in Williamsport, Maryland, and provides electric service to approximately 275,000 customers within 2,500 square miles of western Maryland. Potomac Edison is one of 10 regulated electric distribution companies owned by FirstEnergy (NYSE: FE), a forward-thinking electric utility dedicated to safety, reliability, and operational excellence. Headquartered in Akron, Ohio, FirstEnergy operates one of the nation's largest investor-owned electric systems, including approximately 24,500 miles of transmission lines connecting the Midwest and Mid-Atlantic regions. We know our communities, and we are proud to be actively involved in economic development initiatives throughout our Maryland service area.



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 Erin Nueslein at enueslein@towson.edu to learn more about our collaborative solutions.



Washington
Gas

A WGL Company

WASHINGTON GAS (A WGL COMPANY)

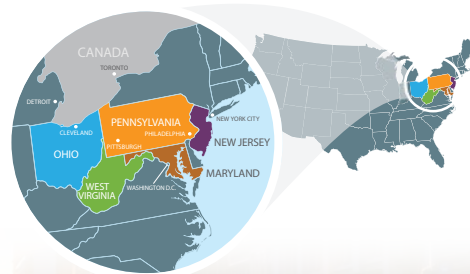
Washington Gas provides safe, reliable natural gas service to more than 1.1 million customers in the District of Co-

lumbia, 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.

A SITE TO SEE.

When choosing the right location for your business, consider our service area connecting the Midwest and Mid-Atlantic business corridors. Our service area is close to 50 percent of the U.S. population and 60 percent of Fortune 500 companies. In addition, the region's infrastructure, transportation, diverse and talented workforce, and unrivaled quality of life make it a great place for business.

Visit firstenergycorp.com/ed for help with your business expansion and location search from one of our experienced economic development professionals.



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
- Survey analysis

JOIN US AT OUR ANNUAL EVENTS

Economic Outlook Forum (Fall)

Maryland Workforce Outlook Forum (Spring)

LEARN MORE AT TOWSON.EDU/RESI

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Todd House
Manager, Economic Development
Strategy and Public Affairs
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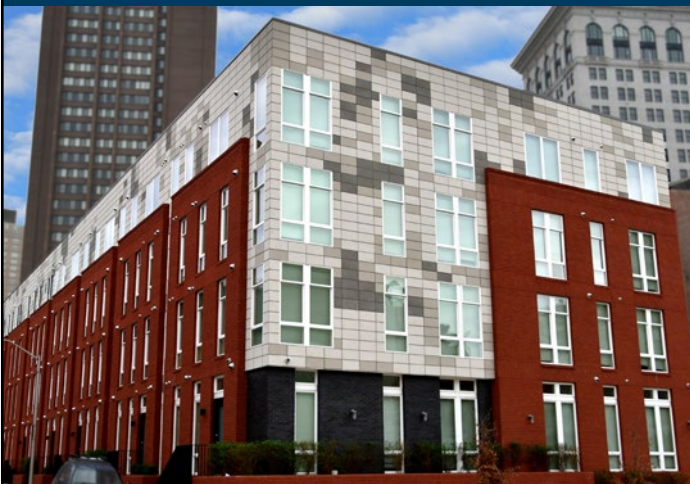
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Allegany County Department of
Economic & Community Development

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Business Development Support

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- 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

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

www.carrollbiz.org

info@carrollbiz.org

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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

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 central Baltimore metropolitan location provides for convenient business access to national and international markets. A county-owned fiber optic network, along with strategic investments in quality business parks, helps growing businesses accommodate their space needs and provides for affordable space for relocation projects. The Carroll County Department of Economic Development dedicates resources to support growth in corporate headquarters, high-tech manufacturing, agriculture, information technology, and professional and business services firms. Carroll's productive workforce demonstrates high skills and a solid work ethic. The diverse and positive business climate facilitates new company formation and the expansion of existing Carroll corporations. For more information, visit www.carrollbiz.org and follow us on Twitter @CarrollEconDev.



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, visit www.cityofbowie.org/biz.



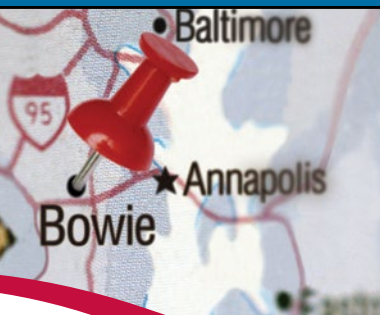
THE DAILY RECORD

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MARYLAND CLEAN ENERGY CENTER

The Maryland Clean Energy Center (MCEC), an instrumentality 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.



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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2020**



CensusMaryland

\$16 Billion in Census-Related Funding



Census.Maryland.gov



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 billions 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. It is estimated that Maryland receives more than \$16 billion in census-derived funding annually. 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.



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 Maryland-based companies. This is accomplished through a variety of programs that support technology transfer, entrepreneurial support, and ecosystem development. TEDCO invests at the pre-seed, seed, and venture stages. 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.



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.



THE PATUXENT PARTNERSHIP

The Patuxent Partnership works on programs of interest to the Navy and DoD community with government, industry, and academia to connect the dots through programs, forums, and networking; to advance science and technology transfer through 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.

TEDCO

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BUSINESS STRENGTHS

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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

THE PATUXENT PARTNERSHIP
Develop. Connect. Achieve.



MEDA PARTNERS



UNIVERSITY OF MARYLAND

The University of Maryland, College Park 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 40,000 students, 10,000 faculty and staff, and 280 academic programs. As one of the nation's top producers of Fulbright scholars, its faculty includes two Nobel laureates, three Pulitzer Prize winners and 59 members of the national academies. The institution has a \$2.1 billion operating budget and secures more than \$1 billion annually in research funding together with the University of Maryland, Baltimore. For more information about the University of Maryland, College Park, visit www.umd.edu.



WASHINGTON COUNTY DEPARTMENT OF BUSINESS DEVELOPMENT

Located in the heart of the mid-Atlantic at the intersection of I-81 and I-70, Washington County is the hub of the tristate region. Washington County is known for our pro-business climate. With attractive incentives and financing programs from a variety of sources, we are ready to help businesses open, expand or relocate in one of our great communities. 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, where the crossroads is your future.

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www.washco-md.net/business-development/



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CHESAPEAKE BASIC ECONOMIC DEVELOPMENT COURSE

July 27 – 31, 2020

MEDA SUMMER CONFERENCE

July 29, 2020

MEDA ANNUAL CONFERENCE

September 20 – 22, 2020

MEDA FALL CONFERENCE

October 2020, TBD

ECONOMIC DEVELOPMENT WEEK

October 2020, TBD
(Statewide)

MEDA AWARDS DEADLINE

December 4, 2020

2021 COURSES

4 Courses, TBD

MEDA WINTER CONFERENCE

January 2021, TBD

ECONOMIC DEVELOPMENT DAY IN ANNAPOLIS

February 2021, TBD

462 MEDA
MEMBERS

19 PROGRAMS
DELIVERED



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

Partnered with
IEDC to host

4
COURSES
for
149
ATTENDEES

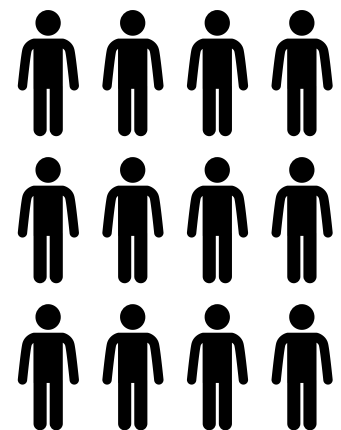
MEDA members
hosted over

27
DIFFERENT
EVENTS
throughout Maryland
during
Economic
Development Week

SOCIAL MEDIA



As of May 2019



MEDA SERVED
1,187
ATTENDEES
AT OUR
PROGRAMS

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



Build a better company,
from the state up.

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