



MOVING FORWARD TOGETHER

2020-21 YEAR IN REVIEW

MEDA
Maryland Economic
Development Association



MEDA YEAR-ROUND PARTNERS

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Maryland Department of Housing & Community Development

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Kent County Department of
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Maryland Clean Energy Center/
MDPACE Program

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Maryland Small Business
Development Center

The Patuxent Partnership

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of Business Development

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BEACON at Salisbury University

Maryland Association of Counties
(MACo)

Maryland Municipal League
(MML)

Platinum PR



MESSAGE FROM GOVERNOR LARRY HOGAN

"I want to thank each and every one of you for your dedication to supporting and promoting economic development in the great State of Maryland."



[TO WATCH FULL VIDEO CLICK HERE](#)



MESSAGE FROM SECRETARY KELLY M. SCHULZ

"Maryland remains open for business, and we continue to add jobs and create investment in our communities."



[TO WATCH FULL VIDEO CLICK HERE](#)



MESSAGE FROM MEDA PRESIDENT HEATHER GRAMM, CECD

"Our members stand out for many reasons, but I want to underscore the way you continued to show up — wherever and whenever there was a need or an ask, you were there."



[TO WATCH FULL VIDEO CLICK HERE](#)



REMEMBERING RHONDA RAY

1967-2021

MEDA is broken-hearted by the passing of our colleague and friend, Rhonda Ray. With more than 25 years at the Maryland Department of Commerce, Rhonda served as the Managing Director of the Office of Policy, Research and Government Affairs. She became a MEDA member in 1999. Following her membership, she joined the Board of Directors as a Legislative Liaison in 2001 and became a founding Co-Chair of the Public Policy Awareness Committee in 2016. She was a graduate and supporter of the University of Maryland, Baltimore County and Carnegie Mellon University.

.....
Please enjoy these stories and photos as we remember Rhonda’s amazing life and career.

"A true friend is never truly gone. Their spirit lives on in the memories of those who loved them."

Rhonda was one of the very first people I met when I started with Maryland Department of Business and Economic Development (DBED) back in 2001. She and I clicked right away and she remained a friend, trusted mentor and respected colleague for the last 20 years. My prayers and love to her family and all those that knew and loved her.

– Kelly Robertson-Slagle, Director of Economic Development, Calvert County, MD

Miss Rhonda Ray

Her passion was economic development.
Her method was legislation and policy.
Her goal was to make Maryland a great
place to live, work and play.
Her approach epitomized integrity, style,
leadership, and grace.
The consummate lady, our Miss Rhonda Ray.
Memory Eternal.

– Renée M. Winsky,
President & CEO, Leadership Maryland



I had the honor and pleasure of working closely with Rhonda on the MEDA Public Policy Committee. She continually impressed me with her intelligence, thoughtfulness and professionalism. She was very well regarded and respected by elected and appointed officials at the state and local level. Rhonda was also extremely patient with the complicated and sometimes frustrating world of public policy. Despite her calm and composed demeanor, she was a fierce advocate for Maryland and bringing more jobs and investment to the state. She will be sorely missed, and leaves a legacy for all of us to treasure and aspire to.

– Sean Looney, Vice President –
State Government Affairs at Comcast



Rhonda was professional, knowledgeable, and a friend to many. She will surely be missed by all. Prayers for her family.

– Denise Beaver, Deputy Director, Carroll County
Department of Economic Development



Rhonda's knowledge and expertise in all things economic development was impressive over her long career. She was a real pro in the economic development world and will be sorely missed.

– Dave Ryan, MEDA Past President,
Executive Director, Salisbury-Wicomico
Economic Development, Inc.

MEDA BOARD OF DIRECTORS

EXECUTIVE COMMITTEE



PRESIDENT

Heather Gramm, CECd

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



VICE PRESIDENT

Daniel K. Thompson

Executive Director, Somerset County
Economic Development Commission



TREASURER

Stephen M. Primosch

Vice President, Financial Services,
Anne Arundel Economic
Development Corporation



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
Platinum PR



ADMINISTRATIVE SUPPORT

Gwen Fike



COMMUNICATIONS SPECIALIST

Ellen Buchanan
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. In light of the postponement of MEDA's 2021 Annual Conference, during which the Annual Awards would have been presented, MEDA's Board of Directors created the Recognition Program, which highlights initiatives of MEDA Members that brought prosperity throughout Maryland during an unprecedented year filled with uncertainty. The Committee works to bring in submissions and to assist with the selection of initiatives.



Committee Co-Chairs:

N. Gordon Knox

Partner, Duane Morris LLP



John M. Wasilisin

CEO/Executive Director, Maryland\$aves

Committee Members:

Solash Aviles

Senior Business Development Specialist, Frederick County Office of Economic Development

Michelle DeSoto

Economic Research Specialist, Charles County Economic Development Department

Mike Fisher

Principal, Site Resources

Kellie Hinkle

Assistant Director, St. Mary's County Economic Development

Ronald Hopkins

Director of Economic Development, City of Mount Rainier

Nancy Jordan-Howard

Chief Operating Officer, Baltimore Development Corporation

Dawn Medley

Vice President, Business Financing/Programs/EDI Fund Manager, FSC First

Laura Soper

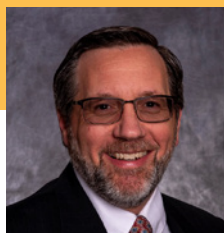
Director of Business Development, City of Salisbury

Linda Spence

Business Support Specialist, Washington County Economic Development

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. Throughout this challenging year, this committee ensured the fiscal strength of MEDA and delivered new sponsors to take the organization into the future. The Business Development Committee meets every two months by phone.



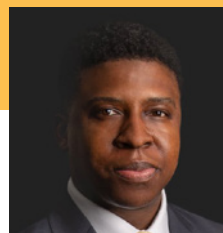
Committee Co-Chairs:

Lucas Cade

Senior Economic Development Advisor, FirstEnergy

Fabian Walters, Jr.

Principal, Miles and Stockbridge, P.C.



Committee Members:

Rosa Cruz, CEcD

Vice President of Communications, Anne Arundel Economic Development Corporation

Andy Fish

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

John Genakos

Director of Development, Maryland Economic Development Corporation

Tamar Osterman, CEcD

Senior Business Development Representative, Maryland Department of Commerce

Catherine Pakulla

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

Susan Small

Director of Business Development, Washington County Department of Business Development

MEMBERSHIP COMMITTEE

The MEDA Membership Committee works to provide excellent customer service to our members. Acting as a liaison between members and the board of directors, the committee surveys members on a regular basis to collect their input for developing valuable networking opportunities as well as to gather ideas for services and programs they need to enhance their capabilities and learning. This committee oversees the delivery of membership services, ensures members can share news and information about themselves and their accomplishments through an online “MEDA Membership Corner,” and hosts a New Members Reception once a year when possible.

Committee members serve a one-year term, meet by phone every other month, and attempt one face to face meeting each year.



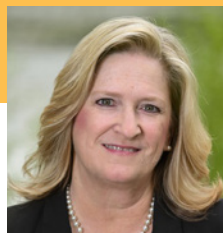
Committee Co-Chairs:

Ebony Stocks

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

Renée M. Winsky

President & CEO, Leadership Maryland



Committee Members:

Destiny Allen

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

Susan Banks

Director, Dorchester County Economic Development

Al Delia

Vice President for Regional Development and Engagement, Frostburg State University

Daisy Namukwaya

Economic Impact Analyst, FSC First

Ardys Russakis

Executive Director, Policy and Strategic Initiatives, Towson University

Andrew Sargent

Senior Business Development Representative, Maryland Department of Commerce

Steven Wall

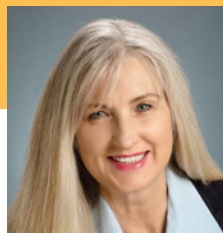
Regional Development Representative, Maryland Department of Commerce

Walter Woods, M.A.

Coordinator For Outreach and Strategic Initiatives, University of Maryland Eastern Shore

PROFESSIONAL DEVELOPMENT COMMITTEE

The MEDA Professional Development Committee assists members in pursuit of their educational and professional goals. The Committee delivers courses enabling members to become Certified Economic Developers (CEcD) and other courses enhancing professional skills. This committee oversees the delivery of The Chesapeake Basic Economic Development Course and they coordinate with The International Economic Development Council (IEDC) to offer MEDA members course opportunities to develop their skills. The Professional Development Committee coordinates a Mentorship Program designed to prepare MEDA members for the CEcD exam. This committee structures course offerings such as the Primer which provides the fundamentals of how economic development is done within the State of Maryland. This committee usually meets by phone every other month.



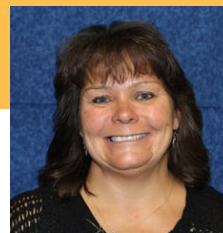
Committee Co-Chairs:

Trish Heidenreich, CEcD

Director of Economic Development, Town of Bel Air

Jamie Williams, CEcD

Director, Kent County Department of Economic & Tourism Development



Committee Members:

Jim Chandler, CEcD

Assistant City Admin. & Director, Community & Economic Development, City of Hyattsville

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 themes and topics of interest to MEDA members. They oversee the creation of the Rural Economic Development Summit and 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 as needed to deliver the most informative programs possible. During the past fiscal year, this committee was on point for all virtual quarterly conferences.



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:

Michael Crase

Vice President, Gilbane Building Company

Al Delia

Vice President of Regional Development, Frostburg State University

John Genakos

Director of Development, Maryland Economic Development Corporation

Shelly Gross-Wade

President and Chief Executive Officer, FSC First

Keasha Haythe, CECD

Business Development, Anne Arundel Economic Development Corporation

Kierra Kimmie

Business Operations Analyst, Howard County Economic Development Authority

Tom Riford

Assistant Secretary, Maryland Department of Commerce

Sam Shoge

Executive Director, Kent County Chamber of Commerce

Ebony Stocks

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

Patrick Terranova

Senior Director, Caves Valley Partners

Danny Thompson

Executive Director, Somerset County Economic Development Commission

PUBLIC POLICY AWARENESS

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



Committee Co-Chairs:

Andrea E. Mansfield

Government Affairs Professional, Manis Canning & Associate

Rhonda J. Ray

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



Committee Members:

Laurie Boyer Babb, CECD

Manager, Economic Development, Office of the County Executive-Business Advancement Team, Montgomery County

Matt Miller

Economic Development Specialist, Cumberland Economic Development Corporation

Carol Richardson

Director of Economic Development, City of Cambridge

Danny Thompson

Executive Director, Somerset County Economic Development Commission

Larry Twele, CECD

Chief Executive Officer, Howard County Economic Development Authority

Taylor Yewell

Redevelopment Manager, Charles County Economic Development Department

YOUNG LEADERS COMMITTEE

The MEDA Young Leaders Group connects young economic development professionals as they grow in their careers. This group is open to MEDA economic developers under the age of 40 who are looking for collaboration opportunities and chances to network.



Committee Chair:

Allison Akers

Ex-Officio Young Leaders

Digital Marketing Manager, Vision Technologies

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.



The Chesapeake Basic Economic Development Course was adapted to be held online in 2020.

We would like to thank the following committee members:

David Edgerley
Scheer Partners

Keasha N. Haythe, CEcD
Anne Arundel Economic
Development Corporation

Trish Heidenreich, CEcD
Town of BelAir

Michael S. Lofton, CEcD
MEDA Hall of Fame

Dawn Medley
FSC First

Richard Story, CEcD
MEDA Hall of Fame

Timothy Troxell, CEcD
Potomac Edison



COUNCIL OF PAST PRESIDENTS

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

The Council consists of former MEDA presidents who are available to 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.

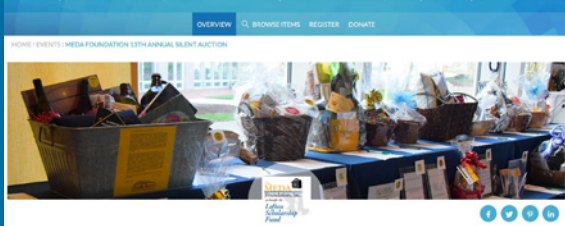
The services our council provides include but are not limited to:

- benchmarking
- best practices
- staff training
- strategic planning



MEDA Foundation 13th Annual Silent Auction

September 10 2020, 10:00 am EDT - September 22 2020, 1:00 pm EDT | OPEN



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 Babb, CEcD
Secretary

Steve Primosch
Treasurer

Bob Brennan
Finance Officer & Director

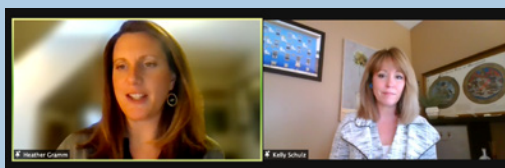
Jamie Williams, CEcD
Director

Over the last year MEDA members have demonstrated their commitment to knowledge, innovation, and partnership as we've successfully adapted and are **MOVING FORWARD TOGETHER.**

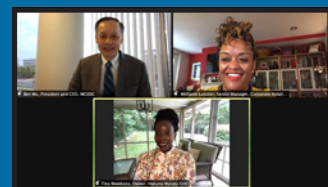
2021 Spring Conference



2021 Economic Development Day



Montgomery County 3R Initiative Award Recognition



Main Street Middletown Award Recognition



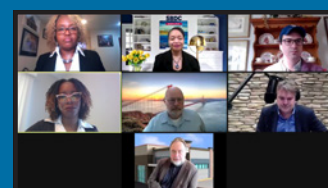
Young Leaders



Small Business Development Center (SBDC) Member Tour



Rural Session - Southern MD



2021-2022 MEDA Board Members



PREMIER



Maryland

DEPARTMENT OF COMMERCE

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

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 \$2.3 billion in fiscal year 2020 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



MILES & STOCKBRIDGE – AWARDS

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.



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.

Building Stronger Communities, Supporting Maryland's Families.





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, President & CEO

Thanks for making
every day one more
step forward.



We're proud to support the MEDA Foundation for driving the change that makes each day better than the one before.

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

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PNC BANK

Make today the day.®

CON PDF 0618-0106

MEDA PARTNERS

GOLD



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 59,260 businesses and a thriving community of innovators call Anne Arundel County home, including over 1,850 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, supporting agri-business, 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.



ANNE ARUNDEL
ECONOMIC DEVELOPMENT CORPORATION

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

- Workforce Training Grants**
- Inclusive Ventures Program**
Minority Business Program
- Creative Financing and Tax Credit Programs**
- Arundel Tech Toolbox**
- Arundel Ag**
Agri-business support

www.arundelbiz.org |



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. For more information visit www.ecalvert.com



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
- Free online business guides
- Employment classifieds

... and much more!

ecalvert.com • 410-535-4583

Every day in business is a big day.

We'll keep you ready for anything it might bring, with nationwide connectivity, advanced cybersecurity solutions and a team of problem solvers ready to help 24/7.

Restrictions apply. Not available in all areas. Services and features vary. ©2021 Comcast. All rights reserved.

COMCAST BUSINESS
Powering Possibilities™

GOLD continued



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.



FREDERICK, MARYLAND

EDUCATED WORKFORCE

41%
bachelor's degree or higher

63%
growth in tech employment

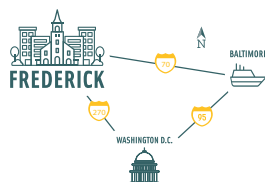
90+
bio and life science companies

NAMED:

'Best Business Climate'
Metro and Global Rankings
Report

'Top Remote-Ready Cities'
Livability

'Coolest Towns in America
to Visit'
Matador Network



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 a \$12 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.

GOLD continued



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.



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.

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



Equal Housing Lender. ©2020 M&T Bank. Member FDIC. 44572 20200305 VF



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

GOLD continued



MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION (TEDCO)

TEDCO, the Maryland Technology Development Corporation, enhances economic empowerment growth through the fostering of an inclusive entrepreneurial innovation ecosystem. We identify, invest in, and help grow technology and life science-based companies in Maryland. Funding opportunities are offered through TEDCO's various funds and programs, including Maryland Stem Cell Research Fund, Maryland Innovation Initiative Fund, Federal Technology Transfer Initiative, Pre-Seed Builder Fund, Pre-Seed Rural Business Innovation Initiative Fund, Seed Funds, and Maryland Venture Fund. Along with these funding opportunities, companies can access valuable resources, such as Network Advisors, Start-up Orientation Forum, Rural Business Innovation Initiative, Urban Business Innovation Initiative, Market Search Databases, Prelude Pitch, Roundtables, online educational tools, a marketing toolkit, and the Maryland Entrepreneur Hub. Learn more at www.tedcomd.com.



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.

LEADING INNOVATION TO MARKET

TECH TRANSFER FUNDING

- Maryland Stem Cell Research Fund
- Maryland Innovation Initiative Fund

PRE-SEED INVESTMENT

- Builder Fund
- Rural Business Innovation Initiative Fund

INVESTMENT

- Seed Funds
- Maryland Venture Fund

TEDCO enhances economic empowerment growth through the fostering of an inclusive entrepreneurial innovation ecosystem. TEDCO identifies, invests in, and helps grow technology and life sciences-based companies in Maryland.



www.TEDCOMD.COM

EXPAND IN PRINCE GEORGE'S COUNTY YOU SHOULD BE HERE

LED MARYLAND IN JOB GROWTH FOR THE LAST SIX 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



ARE YOU READY TO EXPAND?
WWW.PGCEDC.COM

SILVER



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).



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.



HARFORD COUNTY OFFICE OF COMMUNITY & ECONOMIC DEVELOPMENT

The Harford County Office of Community and Economic

Development (OCED) offers programs and services to strengthen business and community development and stimulate job creation. OCED accelerates business and workforce growth by utilizing Harford County's premier mid-Atlantic location, facilitating "Fast Track" permits, and spearheading financial programs to create new opportunities to attract, grow, and sustain businesses. The county's incubator program includes the Ground Floor at Harford, a community-driven workspace and collaboration center; the Hub, the county's membership-based technology resource center; and the Harford Business Innovation Center (HBIC), which houses representatives from OCED's partner organizations. 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. For more information, visit labor.maryland.gov.

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
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.



An Exelon Company

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



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



CHARLES COUNTY, MARYLAND
ECONOMIC DEVELOPMENT DEPARTMENT

Charles County Government
Economic Development Department
10665 Stanhaven Place, Suite 206, White Plains, MD 20695
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HARFORD COUNTY MARYLAND HOME OF INNOVATION



DEFENSE & CYBER HUB

Major R&D and cyber innovation corridor



STRATEGIC LOCATION

Along the I-95 corridor in the heart of the mid-Atlantic



SKILLED WORKFORCE

Highest concentration of advanced degrees in the U.S.



FAST TRACK PERMITTING

Expedited permitting for qualified commercial projects



FINANCIAL INCENTIVES

Tax breaks and financing available to qualified companies



Barry Glassman
County Executive

Community & Economic Development

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

MEDA PARTNERS

SILVER continued



MERRITT PROPERTIES

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. Molded by the work ethic and renowned integrity of our founder, Leroy Merritt, we believe that every customer should feel like a member of our family. To learn more about our family of companies visit www.merritt-companies.com



MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION

Montgomery County Economic Development Corporation (MCEDC) helps accelerate growth for companies

throughout Montgomery County, a world-leading Immunology Capital next to the Nation's Capital. With 18 major federal agency headquarters located here and access to 3 international airports, Montgomery County is a global innovation center for major industries ranging from life sciences and emerging technologies to advanced manufacturing, hospitality, 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. Montgomery County led the region with 40% of the ten largest venture capital deals in 2020, with \$16 Billion invested in MoCo companies over the last five years. It is an amenity-rich location to live, work and play in a vibrant, diverse community. Learn more at thinkmoco.com and reach us at connect@thinkmoco.com.



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.

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:



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Growth Compared
to 2012

40.15%

Total Apprentices

10,615

Total Programs

173

Total Participating
Employers

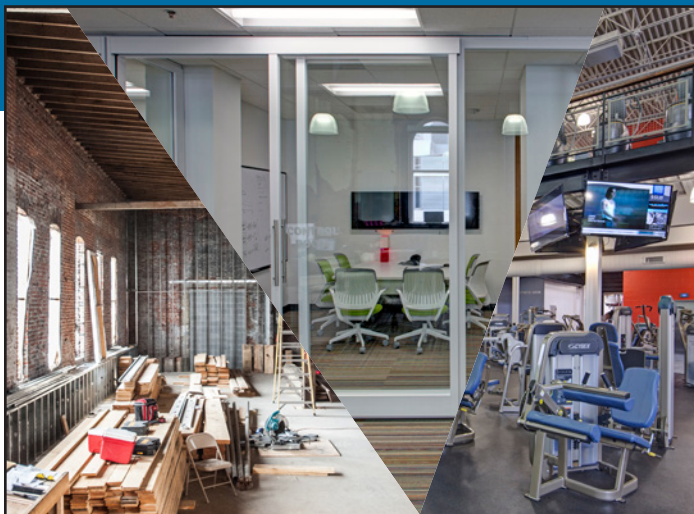
3,728

- Build your workforce
- Reduce turnover costs
- Increase productivity

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- Take advantage of financial incentives

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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

THE IMMUNOLOGY CAPITAL NEXT TO THE NATION'S CAPITAL

MONTGOMERY COUNTY

#1

County in the U.S. for Advanced Degrees*

* Counties over 1M; 2019 Census data

300+

BioHealth Companies

MARYLAND

#1

STEM Employment Concentration

132

Federal Labs

MONTGOMERY COUNTY, MD

— Grow Your Life Science Company —



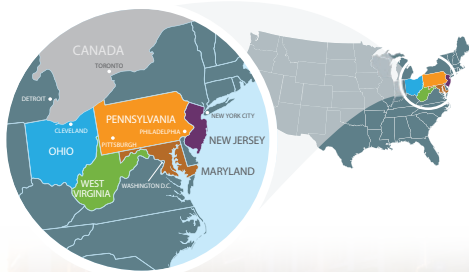
MONTGOMERY COUNTY
ECONOMIC DEVELOPMENT
CORPORATION MARYLAND

connect@thinkmoco.com

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.



FirstEnergy

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

Allegany County Department of
Economic & Community Development

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

MEDA PARTNERS

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 the economic development agency for the City of Baltimore. Our mission is to grow the city's economy in an inclusive manner by retaining, expanding, and attracting businesses and promoting investment, thereby increasing career opportunities for residents. Businesses interested in expanding or locating in Baltimore City should contact us at info@BaltimoreDevelopment.com.



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.

Opportunity Awaits in Baltimore.



Strategic Location

Baltimore is centrally located in the Mid-Atlantic, with easy access by highways, ports, rail, and air travel is a draw for both residents and businesses.



Educated Workforce

Baltimore is home to ten universities and is ranked as the 8th most educated metro.



Low Cost of Living

Baltimore is an affordable region to live, work and play and offers something for everyone.



Baltimore
Development Corporation

info@BaltimoreDevelopment.com
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



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://twitter.com/CarrollEconDev)

BRONZE continued



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.

MARYLAND **THE DAILY RECORD**

The Daily Record is Maryland's statewide trusted news resource featuring the latest daily business, law, and government news in print and online. Visit TheDailyRecord.com for breaking news, blogs, special publications, awards event information and subscriber access. Sign up to receive free email news alerts and follow us on social media.

Fulton Bank **FULTON BANK**

Since Fulton Bank opened its doors in 1882, it has strived to deliver the best banking experience for its customers. Fulton Bank's focus on customers has allowed it to grow along with you. Today, as part of Fulton Financial Corporation, a \$25 billion financial services holding company, Fulton Bank offers a broad array of financial products and services in Pennsylvania, New Jersey, Maryland, Delaware, and Virginia. Fulton Bank is proud to offer convenience in neighborhoods across the region through over 200 financial centers and specialty offices and almost 300 ATMs.

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
THE DAILY RECORD

BRONZE continued



KENT COUNTY, MARYLAND

Kent County, Maryland is the place to be for businesses and residents seeking opportunity in the “Home of Wide Open Spaces.” It sits

directly east of Baltimore and the Chesapeake Bay with Washington DC 50 miles to the southwest and Philadelphia 60 miles to the northeast. With its diverse business landscape, affordable land, and low cost of living, it is a great place for businesses and new residents. Kent County is one of only five counties in Maryland with no business personal property tax and offers sales & use exemption for qualified data centers. In recent years, Kent County has put significant investment into its open access fiber broadband availability becoming one of the most connected counties in the state. Kent County is home to multiple primary and secondary private schools with affordable tuition for young families. The county’s public schools are dual-track, focusing on both college and trade school preparation. For more information about Kent County visit www.kentcounty.com/business



MARYLAND CLEAN ENERGY CENTER

Maryland Clean Energy Center (MCEC) helps advance the

adoption of clean energy products, services, and technologies. MCEC offers financing solutions, procurement and technical support for energy and resiliency projects for municipalities, institutions, small businesses, and commercial or industrial properties by mobilizing capital through the Maryland Clean Energy Capital Program (MCAP) and Maryland Commercial PACE (MD-PACE) programs. To learn more, contact us at www.mdcleanenergy.org, or 301-314-6061.



MARYLAND DEPARTMENT OF PLANNING

The Maryland Department of Planning (Planning) promotes a vision for economic development, flexibility and local authority

throughout Maryland. The agency helps Maryland's counties and municipalities in land use and resource planning and provides review and technical assistance on a variety of planning topics. In addition, Planning offers data, analysis and research assistance and policy development and implementation support to local governments as well as communities, businesses and other organizations. As Planning monitors and forecasts changes in development and land use throughout the state, its staff creates tools that help plan Maryland's future. Information on demographic, socio-economic, political, cultural, geographic and land use trends is collected, analyzed, and distributed in multiple formats. Planning supports interactive, web-based map display of census data, land use, parcel data and aerial imagery to assist local government growth and land-use planning decisions. For more information on Planning's full portfolio of professional staff, data resources and programmatic assistance please visit planning.maryland.gov.



MARYLAND SMALL BUSINESS DEVELOPMENT CENTER (SBDC)

The Maryland SBDC is a statewide organization that provides current and aspiring business

owners with informed, objective, professional consulting, and training, and by connecting them with other agencies and resources throughout the state who can intelligently move their dreams to reality, resulting in successful businesses and greater state and local economic growth.



THE PATUXENT PARTNERSHIP

The Patuxent Partnership works in collaboration with the DoD community on programs of interest

to the Navy, industry, and academia, connecting the dots through events, forums, and networking; to advance science and technology transfer through the exchange of ideas, information, and data related to technologies; and to increase STEM education and workforce development and support economic growth for the Pax River community. Learn more at www.paxpartnership.org.

LET'S COUNT ON EACH OTHER.

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- 19 Million People Within 100 Miles
- Business Associations
- Access to Higher Education
- 5 Sustainable Communities
- Educated & Trained Workforce
- Access to 3 International Airports & 3 Major Seaports

Learn more at kentcounty.com/business



Contact Us to Find Out How We Can Help Your Business Grow

Economic & Tourism Development | (410) 778-0614



Maryland Clean Energy Center mobilizes capital, provides independent procurement, and technical support for energy and resiliency projects.

Learn more at www.mdcleanenergy.org or 301-314-6061.

Supporting Communities,
Preserving Resources,
Enriching Lives...

Changing Maryland for the Better!



Maryland

DEPARTMENT OF PLANNING

Learn more about our resources to support economic development including our Transit Station Area Profile tool, affordable and workforce housing guidance, and the State Data Center.

Planning.Maryland.gov

MEDA PARTNERS

BRONZE continued



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.

MAKE YOUR SMALL BUSINESS A SUCCESS

The Maryland Small Business Development Center Network is dedicated to providing one stop assistance to Maryland's entrepreneurial community.

We Provide:

- No Cost Consulting
- Low Cost Training
- Access to Financial Resources
- Specialized COVID-19 Assistance



Maryland SBDC
1-301-403-8300
www.marylandsbdc.org

The Maryland SBDC Program is funded in part through a Cooperative Agreement with the U.S. Small Business Administration.



DEVELOP+CONNECT+ACHIEVE

The Patuxent Partnership (TPP) is a non-profit member organization that hosts programs, forums, panels and other activities on topics of interest to our members.

We connect the dots to increase collaboration among academia, industry and government, from technology to STEM initiatives, fostering growth, opportunities and workforce development for the betterment and support of economic growth in our area.

www.paxpartnership.org



THE PATUXENT PARTNERSHIP

LIKE NO OTHER CONNECTION



INFINITE OPPORTUNITIES

WASHINGTON COUNTY, MD | The crossroads is your future.



Choose Washington County



UNPARALLELED LOCATION

- National access via US Interstate-81 North/South and US Interstate-70 East/West
- Reach 2/3 of the US population in one day via ground transportation
- Crossroads of Norfolk Southern and CSX rail lines
- Located just 60 miles West of The Port of Baltimore
- Local airport (HGR) has 7000' runway capable of landing President's Air Force One

POWERFUL ECONOMIC INCENTIVES

- Low cost of land for purchase/lease
- 0% Local Corporate Income Tax
- 0% Local Sales and Use Tax
- 0% State Business Personal Property Tax
- Multiple job creation/investment tax abatement incentive programs

OVER 400,000 STRONG REGIONAL
WORK FORCE



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



How much information do you need to make a **smart decision**?

- Feasibility Studies
- Cost-Benefit Studies
- Marketing Plans
- Scenario Analysis
- Resource Allocation Models
- BI Dashboards
- Training Activities
- Venture Creation/Expansion Studies
- Efficiency and Effectiveness Studies
- Regional Coalitions
- Economic, Employment and Fiscal Impact Estimates



BEACON: An applied business and economic research unit of the Franklin P. Perdue School of Business at Salisbury University

BEACON
Business Economic and Community Outreach Network
At Salisbury University



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Maryland Municipal League
The Association of Maryland's Cities and Towns

A voluntary, nonprofit, nonpartisan association controlled and maintained by city and town governments, MML works to strengthen and support municipal government through advocacy and the development of effective leadership.

Through its membership in the National League of Cities, MML offers legislative representation in Washington, urban research programs, and a national municipal government information exchange.



For more information, or to view a listing of upcoming events, please visit us online

1212 West Street, Annapolis, Maryland 21401

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Virtual

ECONOMIC DEVELOPMENT WEEK IN MARYLAND

October 25-29, 2021

Statewide

2022 IEDC COURSES

4 Course

TBD

MEDA WINTER CONFERENCE

January 13, 2022

TBD

ECONOMIC DEVELOPMENT DAY IN ANNAPOLIS

February 2022

TBD

MEDA ANNUAL CONFERENCE

April 24-26, 2022

Hyatt Regency Chesapeake Bay

MEDA CHESAPEAKE BASIC ECONOMIC DEVELOPMENT COURSE

July 2022

TBD

MEDA SUMMER CONFERENCE

July 2022

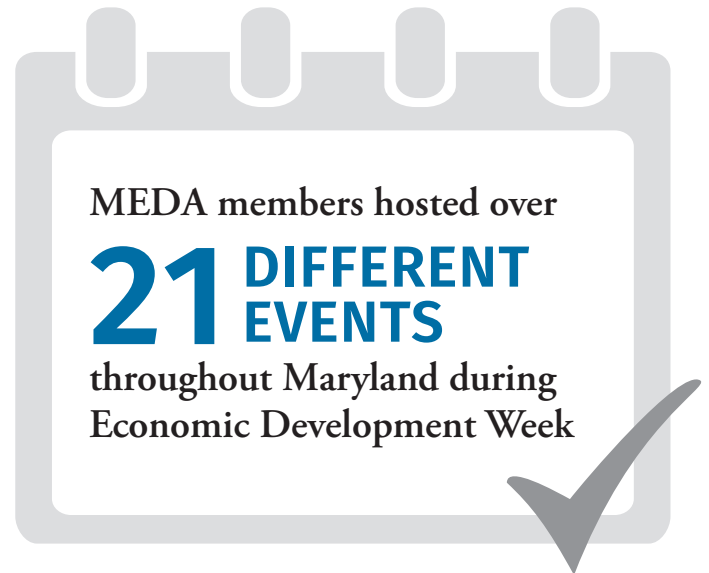
TBD

471 MEDA
MEMBERS



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

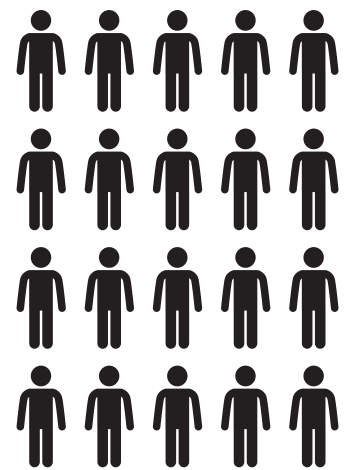
26 PROGRAMS
DELIVERED



SOCIAL MEDIA



As of June 2021



MEDA SERVED
1,998
ATTENDEES
AT OUR
PROGRAMS

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

“COLLABORATION IS AT THE HEART OF INNOVATION.”



ELLINGTON WEST,
CEO AND CO-FOUNDER OF SONAVI LABS

Using AI, Sonavi Labs is re-imagining the stethoscope for the first time in over a century. In their high-tech quest to save lives, this Maryland-based company is surrounded by the things tech startups dream of having in their backyard: top research institutions, STEM professionals, and organizations that have their back.



Hear the story behind Sonavi Labs' smart stethoscope, and learn how they're supported by a community of like-minded innovators in Maryland. open.maryland.gov/innovation.

Innovation lives here.