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MEDA
Maryland Economic
Development Association



YEAR IN REVIEW
JULY 1, 2021-JUNE 30, 2022

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Maryland Technology Development
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Development Corporation

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Maryland Small Business Development Center

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Town of Bel Air

Vision Technologies

Washington County Department
of Business Development

IN-KIND SPONSORS

BEACON at Salisbury University

Maryland Association of Counties
(MACo)

Maryland Municipal League
(MML)

Platinum PR

LETTER FROM THE GOVERNOR

Dear Economic Development Partners,

I'm pleased to introduce MEDA's 2021-2022 Year in Review, which summarizes and celebrates the accomplishments and hard work of Maryland's economic development community. The past few years have brought their fair share of challenges to the world's economy, but the stories in this report show why Maryland remains a strong and vibrant place to do business.

We're also well into my final year as Maryland's governor, so I'd like to take a moment to convey my deepest gratitude to MEDA and all its members for your support and partnership since my administration took office. Together, we have transformed Maryland: no longer are we an overtaxed, over-regulated state that is too often indifferent to the needs of its business community. Today, we are a welcoming and supportive place to do business, and a global destination for international companies looking for a home in the United States.

Making Maryland "Open for Business" – cutting taxes and fees, eliminating hundreds of burdensome regulations, and prioritizing customer service – strengthened and stabilized our business community. That stability helped us quickly spring into action when the COVID-19 pandemic struck in 2020, mobilizing hundreds of millions of dollars in emergency relief for small businesses, restaurants, hotels, and more.

During those difficult times, we were grateful to have partners like MEDA to help us connect businesses from across Maryland with state, federal, and local resources so they could keep their doors open and employees in their jobs.

Maryland's unemployment rate has now dropped below pre-pandemic levels, and the state has added more than 86,000 jobs over the past year.

This spring, we concluded what I believe to be our best General Assembly session since I took office. We enacted the largest tax cut in state history, bringing the total relief from taxes, tolls, and fees over the course of my administration to nearly \$4.7 billion. We also extended our More Jobs for Marylanders manufacturing incentive program, and established the Rural Maryland Economic Development Fund, which will make \$50 million available to support infrastructure, workforce development, and other projects that will encourage economic development in rural counties.

With MEDA's support, these wins can help make sure the progress we have made in transforming Maryland continues in the years to come. A strong network of economic development professionals that works together to foster a supportive business climate is vital to Maryland's ongoing success and to keeping us "Open for Business."

Thank you again for your dedication to Maryland and to your individual communities. We should all feel proud of what we've accomplished together over the past eight years to change Maryland for the better.

Sincerely,



Larry Hogan
Governor



Larry Hogan
Governor,
State of Maryland

"A strong network of economic development professionals that works together to foster a supportive business climate is vital to Maryland's ongoing success..."



Mike Gill
Maryland Department of Commerce

"... it takes cooperation and coordination between many people to bring these projects to fruition... when we play as a team, we WIN as a team."

LETTER FROM THE SECRETARY

Greetings, MEDA team!

I'm thrilled to once again introduce MEDA's 2021-2022 Year in Review, showcasing another terrific year for economic development in Maryland. It's great to be back!

We're capping off eight years of fantastic leadership under Governor Larry Hogan. During that time, we've seen an amazing transformation of Maryland's business climate and culture. We've also seen Maryland endure and prevail during the challenges brought on by the COVID-19 pandemic, thanks in no small part to the strength and commitment of our business and economic development communities.

With the help and support of MEDA members, we've celebrated and announced many economic development wins at Maryland Commerce in the past year, each one the result of collaboration across agencies and, often, across jurisdictions. I'm fond of saying that "economic development is a team sport," not only because it takes cooperation and coordination between many people to bring these projects to fruition, but because when we play as a team, we WIN as a team. Each new dollar of new investment in Maryland, each new job created, helps us attract the next big project, and the one after that.

Over the last year, we've announced projects like Elite Comfort Solutions, which is bringing 225 new jobs to Harford County; Niagara Bottling, one of the latest tenants to launch manufacturing operations at Tradepoint Atlantic; Miltenyi Biotec, which is establishing a new headquarters in Montgomery County; Hitachi Rail, bringing a \$70 million manufacturing facility in Washington County; and the U.S. Bureau of Engraving and Printing, which is establishing a new production facility in Prince George's County.

We've also launched an exciting new program to support growth and business attraction in rural counties, the Rural Maryland Economic Development Fund. This program makes \$50 million available for investments in projects, programs and initiatives of significant economic development impact in rural areas so these counties can better compete to attract new business and investment. Commerce is working closely with our local partners, and we expect to start reviewing applications in September.

There is so much that we should be proud of as we look back on the past eight years, and we are grateful for the dedication, hard work, and cooperative spirit shown by MEDA and its members as we all worked to make Maryland "Open for Business." Elected leaders may come and go, administrations may change, but we'll be relying on your passion and commitment to economic development to continue Maryland's progress in the years to come.

Mike Gill
Secretary of Commerce

MESSAGE FROM MEDA'S PRESIDENT

Dear MEDA Members:

While my first year as President of MEDA comes to a close, I want to thank everyone who participated throughout 2021-2022 to keep MEDA moving forward.

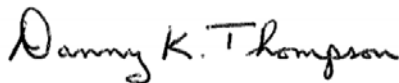
In spite of the many challenges of our time, MEDA has seen record memberships and sponsorships as well as attendance at both our in person and virtual programs.

The Leadership at MEDA has never wavered in their dedication to providing value-add for the investment that our members make through their dues as well as the time they spend to serve on committees, share their insights, and be present for the services that MEDA has to offer.

Through our committees, we have had the opportunity to continue to offer quality programs, valuable training, well-deserved recognition, and much needed support to Maryland's economic development community.

This "Year In Review" is a brief snapshot of the programs and offerings that MEDA brings to our members. With it, we hope you accept our thanks for your contributions and that you will continue to provide the feed back we need to successfully propel MEDA into the future.

Thank you for all you do!



Danny K. Thompson
MEDA President



Danny K. Thompson
MEDA President

"In spite of the many challenges of our time, MEDA has seen record memberships and sponsorships as well as attendance at both our in person and virtual programs."

MEDA BOARD OF DIRECTORS

EXECUTIVE COMMITTEE



PRESIDENT

Daniel K. Thompson

Executive Director, Somerset County
Economic Development Commission



VICE PRESIDENT

Richard G. Griffin, AICP, CEcD

Director, City of Frederick Office
of Economic Development



TREASURER

Stephen M. Primosch

Vice President, Financial Services,
Anne Arundel Economic
Development Corporation



SECRETARY

Denise Beaver, CEcD

Deputy Director, Carroll County
Department of Economic Development



PAST PRESIDENT

Laurie Babb, CEcD

Director of Economic Development,
Montgomery County Economic
Development Corporation



IMMEDIATE PAST PRESIDENT

(Through February 2022)

Heather Gramm, CEcD

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

MEDA TEAM



EXECUTIVE DIRECTOR

Pamela J. Ruff



MEMBERSHIP MANAGER

Margaret A. Bollhorst



ADMINISTRATIVE SUPPORT

Gwen Fike



COMMUNICATIONS & AWARDS COORDINATOR

Sandy Dubay
Platinum PR

AWARDS COMMITTEE

The MEDA Awards Committee recognizes the contributions our members make every day to transform lives in Maryland. In 2021 MEDA's Board of Directors created the Recognition Program, which highlighted initiatives of MEDA members that brought prosperity throughout Maryland during an unprecedented year filled with uncertainty. In May 2022 the MEDA Awards were back in their traditional format, honoring projects, programs, marketing initiatives, and individuals for their outstanding contributions to the economic development community in Maryland.



Committee Co-Chairs:

N. Gordon Knox

Partner, Duane Morris LLP

John M. Wasilisin

Retired

Committee Members:

Solash Aviles

Senior Business Development Specialist, Frederick County Office of Economic Development

Michelle DeSoto

Acting Deputy Director, 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

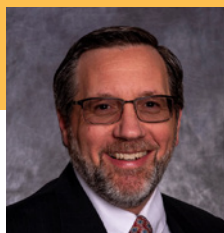
Senior Vice President, Business Financing Programs, FSC First

Laura Soper

Director of Business Development, City of Salisbury

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 virtually.



Committee Co-Chairs:

Lucas Cade

Senior Economic Development Advisor, FirstEnergy

John Stalfort

Principal, Miles and Stockbridge, P.C.

Committee Members:

Rosa Cruz, CEcD

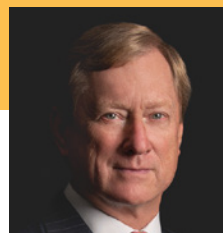
Vice President of Communications, Anne Arundel Economic Development Corporation

Andy Fish

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

John Genakos

Director of Development, Maryland Economic Development Corporation



Susan Grimes

Director of Business Development, Washington County Department of Business Development

Tamar Osterman, CEcD

Senior Business Development Representative, Maryland Department of Commerce

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, and hosts a New Members Reception once a year. This committee meets virtually every two months.



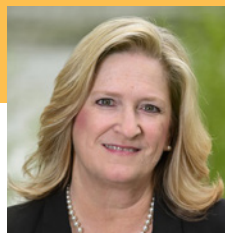
Committee Co-Chairs:

Ebony Stocks

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

Renée M. Winsky

President and Founder, Bay One Group, LLC



Committee Members:

Destiny Allen-Mitchell

Program Officer, Local Initiatives Support Corporation (LISC)

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

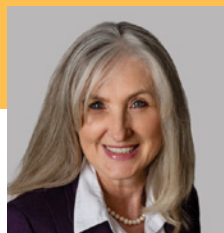
Regional Development Representative, Maryland Department of Commerce

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 meets virtually every two months.



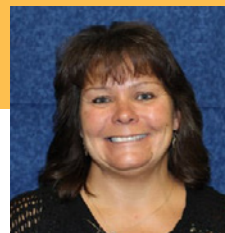
Committee Co-Chairs:

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

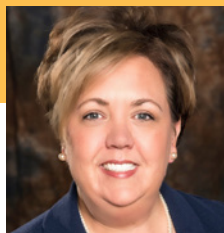
Business Services Coordinator, City of Gaithersburg Office of Economic Development

Roger J. Venezia, CEcD

Director of Operations and Special Projects, 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:

Kelly Robertson-Slagle

Director, Charles County Economic Development Department

Tammi Thomas

Chief Marketing & Communications Officer, TEDCO

Committee Members:

John Genakos

Director of Development, Maryland Economic Development Corporation

Shelly Gross-Wade

President and Chief Executive Officer, FSC First

Larysa Salamacha

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

Ben Wu

President and Chief Executive Officer, Montgomery County Economic Development Corporation

PUBLIC POLICY AWARENESS

The primary mission of the Public Policy Committee is to make MEDA members aware of public policy issues related to development, investment, and sustainable growth 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. The Committee was very excited this year to release phase 1 of the Awareness Report. The Awareness Report, created in partnership with BEACON at Salisbury University, is a dynamic dashboard that allows economic development directors to access data to highlight economic growth and jobs in their respective jurisdictions. The report also includes static Infographics and Case Studies that can be used to produce outreach materials to educate officials on economic growth and projects in their area. The Committee looks forward to continuing its work and focusing on phase 2 of the Awareness Report which will include a broader outreach plan to state and local officials.



Committee Co-Chairs:

Andrea E. Mansfield

Associate, Manis Canning & Associates

Lori Valentine

Vice President of Policy and Public Relations, Prince George's County Economic Development Corporation

Committee Members:

Laurie Babb, CEcD

Director of Economic Development, Montgomery County Economic Development Corporation

Jen LaHatte

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

Matt Miller

Economic Development Specialist, Cumberland Economic Development Corporation

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 Committee connects young economic development professionals as they grow in their careers. This group is open to MEDA members under the age of 40 who are dedicated to economic development and interested in learning from those with long term service in the field and to contributing to the future of the MEDA organization.

Young Leaders in fiscal year 2022 met multiple times on topics of interest including Arts and Entertainment, Technology, and Real Estate. As Young Leaders transitions into an official committee structure this year, the full committee expects to meet every other month virtually and to conduct events throughout the year.



Committee Co-Chairs:

Allison Akers

Digital Marketing Manager, Vision Technologies

Amy Velich

Assistant Director of Bond Financing,
Maryland Economic Development Corporation

Committee Members:

Autumn Becker

Executive Director, Western MD
IT Center of Excellence, Allegany
College of Maryland

Sarah Guy

Principal, SG Insights, LLC

Cassy Haber

Marketing Coordinator, TEDCO

Jen LaHatte

Director of Policy and Program
Development, Maryland
Department of Commerce

Daisy Namukwaya

Economic Impact Analyst,
FSC First

Martin Proulx

Agriculture Business Development
Manager, Charles County
Economic Development

Brian Sheavly

Project Manager, Maryland
Department of Transportation

Sophie Smith

Director of Operations,
Platinum PR



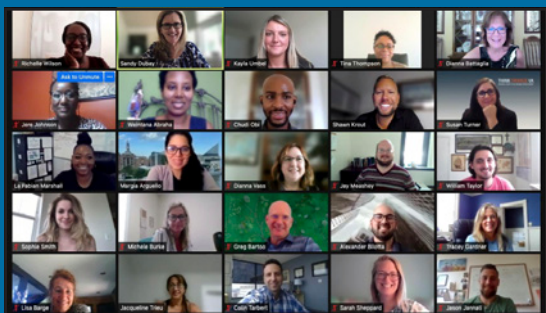
COUNCIL OF PAST PRESIDENTS

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 members and their leadership specific projects, or broad issues affecting their economic development programs. 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 enhances the **knowledge & skills** of its members, **encourages partnerships & networking** among people committed to **bringing jobs & capital** to Maryland, and promotes economic development as an **investment in Maryland**.



THE MEDA FOUNDATION, INC.

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

MEDA Foundation Board Members:

Laurie Babb, CEcD
Secretary and President as of February 2022

Heather Gramm, CEcD
President (through February 2022)

Shawn Gunaratne
Vice President

Beth Woodring
Treasurer

Keasha Haythe, CEcD
Director

Steve Overbay
Director

Larry Twele, CEcD
Director

2022-2023 MEDA EVENTS

Economic Development Week in Maryland
October 24-28, 2022
Statewide

MEDA Fall Conference
October 25, 2022
Location to be Determined

Rural Economic Summit
December 7, 2022
University of Maryland Eastern Shore, Princess Anne, MD

2023 MEDA Winter Conference
January 12, 2023
Annapolis, MD

MEDA Annual Conference
April 23-25, 2023
Chesapeake Hyatt Regency Cambridge

Primer for Economic Development in Maryland
May 2023

Chesapeake Basic Economic Development Course
July 24-27, 2023

MEDA Summer Conference
July 2023

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 through IEDC, 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.

Lofton Scholarship Committee Members:

David Edgerley
Scheer Partners

Keasha N. Haythe, CEcD
Foundation of Hope

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

RHONDA JOY RAY SCHOLARSHIP

Rhonda Joy Ray was a dedicated economic development professional and MEDA member for over 20 years. During her time in membership, she served on the MEDA Board of Directors and as Co-Chair of the Public Policy Awareness Committee. This scholarship honors her dedication to mentorship, education, public policy, and economic development.

The Rhonda Joy Ray Scholarship is awarded to students taking credit courses in Public Policy, Economic Development, or a related field. Students must be a Maryland resident and attend a Maryland public or private Community College or four-year University. One scholarship award of up to \$500 will be made in the Fall and Spring semesters when funds are available. Scholarship funds are to be used towards credit courses in the required fields and will be distributed directly to the student's higher education institution on their behalf.

Applications for the scholarship are found on the MEDA website.



Rhonda Joy Ray Scholarship Committee Members

Renée M. Winsky
President & Founder, Bay One Group, LLC (Committee Chair)*

Christopher Carroll
Regional Director, AT&T External & Legislative Affairs, AT&T

James Fielder
Secretary, Maryland Higher Education Commission

Richard Griffin, CEcD
Director, Economic Development, The City of Frederick

David Iannucci
President and Chief Executive Officer, Prince George's County Economic Development Corporation*

Jennifer LaHatte
Director of Policy and Program Development, Maryland Department of Commerce*

Brian Levine
Vice President of Government Affairs, Montgomery County Chamber of Commerce*

Stephen Primosch
Vice President, Financial Services, Anne Arundel Economic Development Corporation

Pam Ruff
Executive Director, Maryland Economic Development Association (MEDA)

Lori Valentine
Vice President of Policy and Public Relations, Prince George's County Economic Development Corporation*

EX-OFFICIO MEMBERS:

Tammi Thomas
Chief Marketing & Communications Officer, TEDCO

John Wasilis
Retired

() indicates members of the selection/review committee*

Through meetings, special programs, projects, and conferences, MEDA members are able to address issues such as local planning, workforce, transportation, international trade, tourism, and finance.

**TOGETHER WE
TRANSFORM LIVES.**



**A whole new
business perspective.**



**HERE,
HERE!**

#1

**Most Improved State
for Business
(CNBC)**

#1

**Technology
& Science Workforce
(Milken Institute)**

**4 of the
TOP 10**

**most culturally diverse
cities in the U.S.
(WalletHub)**



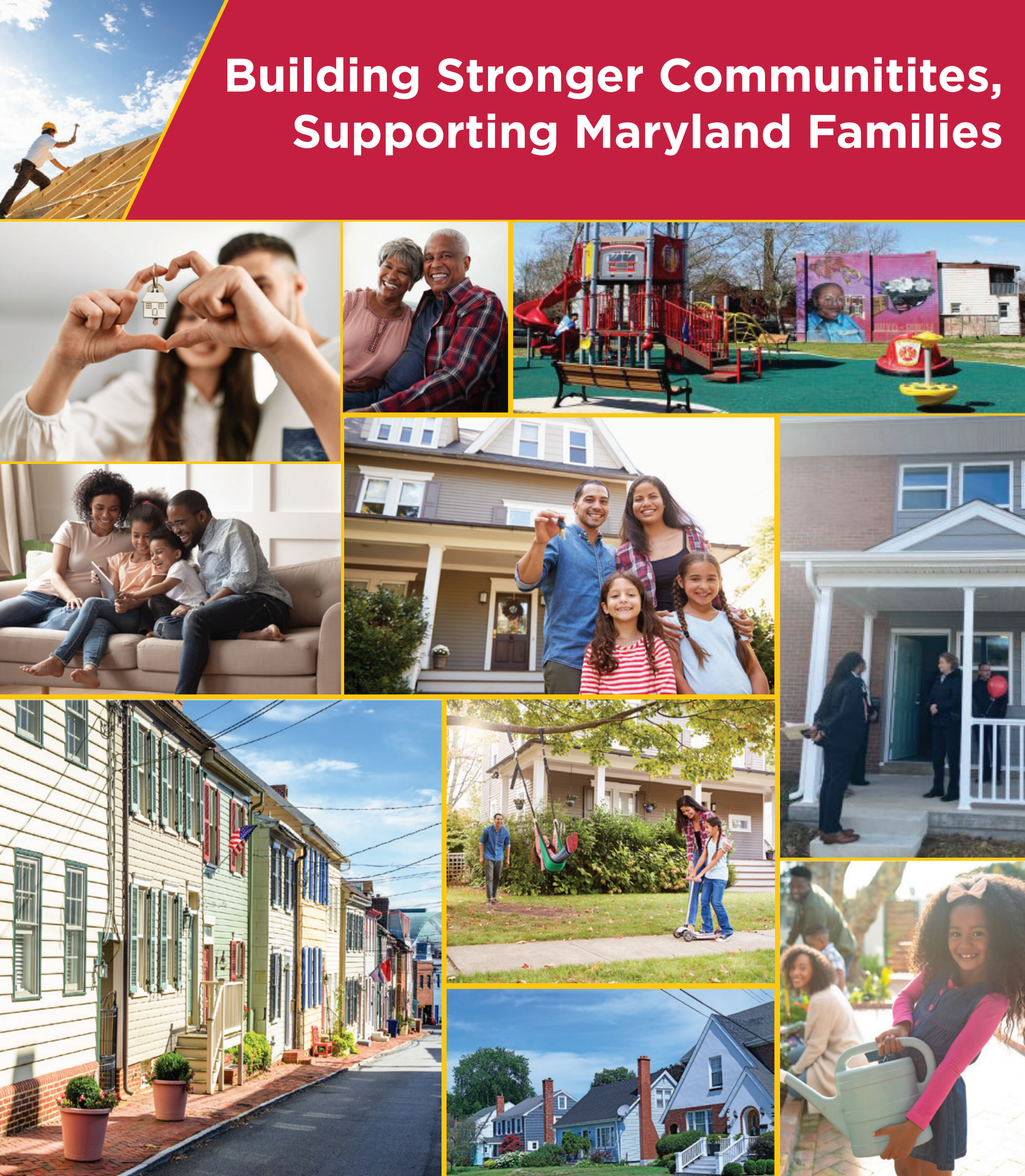
**Maryland. See what's here.
And why your company should be too.**

A highly-educated workforce. Ground-breaking innovation hubs in life sciences, cybersecurity and aerospace. And, a quality of life that makes employees feel right at home. See why businesses are starting up or relocating here, here!

open.maryland.gov/here



Building Stronger Communities, Supporting Maryland Families



Larry Hogan, Governor
Boyd K. Rutherford, Lt. Governor
Kenneth C. Holt, Secretary
Owen McEvoy, Deputy Secretary

 **Maryland**
DEPARTMENT OF HOUSING
AND COMMUNITY DEVELOPMENT

dhcd.maryland.gov

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 2021 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



AT&T COMMUNICATIONS

We help family, friends and neighbors connect in meaningful ways every day. From the first phone call 140+ years ago to mobile video streaming, we @ATT innovate to improve lives. AT&T Communications is part of AT&T Inc. (NYSE: T). For more information, please visit us at att.com.



MILES & STOCKBRIDGE – AWARDS

Miles & Stockbridge is a leading, full-service law firm with approximately 200 lawyers across Maryland, Washington, D.C. and Virginia. The firm represents businesses of various sizes and offers significant depth in corporate law and transactions; litigation; government contracts; intellectual property; health care; and real estate law. It also has played a significant role in shaping businesses and communities along the East Coast as one of the region's leading public finance practices and prime innovators in this space.



PNC

For more than 162 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.

Serving our communities

At AT&T, we serve the communities where we live, work and play.

That's why AT&T supports the Maryland Economic Development Association for promoting economic development in Maryland.

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**National
Resources**
AT YOUR DOORSTEP.

At the law firm of **Miles & Stockbridge**, unrivaled service—to our clients, to our communities—is a baseline, not a goal. Our 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](https://www.mslaw.com)

Authorized by Nancy Greene, Chairman, President & CEO

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



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

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

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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



helping our
community
work better

Strengthening communities is a priority for BGE. That's why we work with chambers of commerce and economic development organizations to promote job and income equity. We provide support to community enrichment organizations such as the United Way of Central Maryland. And we encourage and incentivize employee giving and volunteerism across a wide variety of causes and initiatives.



BGE.COM/Giving

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, Laurel Park and the Arundel Mills - Live! entertainment complex. More than 59,277 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-businesses, 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 our website ArundelBiz.org.



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.



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




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 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 passion drives progress. 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 mission of the Frederick County Office of Economic Development (FCOED) to sustain, diversify and grow Frederick County's vibrant economy by providing leadership and resources for businesses to start, locate and expand. FCOED has the team and the resources to get your business connected. FCOED 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.



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!



CALVERT COUNTY
ECONOMIC DEVELOPMENT
Maryland

PBP
Patuxent Business Park

ecalvert.com • 410-535-4583



Free Internet Service

Affordable Connectivity Program

Internet Essentials
FROM COMCAST

Internet Essentials customer: Derek

Help us connect more families with **FREE home Internet.**

Internet Essentials is the nation's largest and most comprehensive broadband adoption program, providing high-speed Internet service to low-income families.

The program offers Internet service with speeds of up to 50/10 Mbps for \$9.95/month + tax with **Internet Essentials**, or speeds of up to 100/10 Mbps for \$29.95/month + tax with **Internet Essentials Plus**. Households may qualify if they are eligible for public assistance programs. New and existing customers can save with the **Affordable Connectivity Program** and receive Internet Essentials at no cost. Signing up is easy and only takes a few minutes at InternetEssentials.com.

By sharing in our mission, we can work together to empower even more individuals with the life-changing tools and resources they need to succeed in a digital world. Please share information about Internet Essentials and the Affordable Connectivity Program with your community.

» Visit InternetEssentials.com/partner to order complimentary marketing materials to help spread the word.

WHERE PASSION DRIVES PROGRESS

FREDERICK COUNTY, MARYLAND

42%

Bachelor's Degree or Higher

1st

Percent of Population Growth

100+

Bio and Life Science Companies

FREDERICK COUNTY MD
Office of Economic Development
Where Passion Drives Progress

www.discoverfrederickmd.com

NAMED

'Top 10 Remote-Ready Cities'
Livability

'Best Business Climate'
Metro and Global Rankings Report

'Best Places to Live'
Livability



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.

M&T Bank
Understanding what's important®

 Equal Housing Lender. ©2022 M&T Bank. Member FDIC.
Support provided by The M&T Charitable Foundation and its corporate sponsor, M&T Bank.

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 15 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 1,000 branches and more than 2,200 M&T Bank ATMs that span 12 states from Maine to Virginia and Washington, D.C.



MARYLAND ECONOMIC DEVELOPMENT CORPORATION (MEDCO)

The Maryland Economic Development Corporation (MEDCO)

assists in the expansion, modernization, and retention of existing Maryland business and attracts new business to the state. Businesses seeking to expand or relocate into Maryland regularly turn to MEDCO as a resource. MEDCO also assists, upon request, local jurisdiction projects. MEDCO borrows money and issues bonds for the purpose of providing financial assistance. MEDCO's projects seek to increase productive employment in Maryland and expand the State's economy and tax base.



MARYLAND 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 Rural Business Innovation Initiative Fund, Social Impact Funds, Seed Funds, and Venture Funds. 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.



MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION

Montgomery County Economic Development Corporation (MCEDC) helps companies move, grow and

expand in Montgomery County, Maryland, a world-leading Immunology Capital next to the Nation's Capital. With 18 major federal agency headquarters and access to three 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. Investment is strong in Montgomery County, 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.



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.

EXPANSION AND
GROWTH IN MARYLAND



MARYLAND ECONOMIC DEVELOPMENT CORPORATION

MEDCO was created to assist with the retention, expansion and attraction of business and industry throughout the State of Maryland. Our special financing, advisory services and real estate development capabilities offer Maryland communities the tools necessary to conceive, pursue and attain their economic development goals.

For more information, please visit our website:
www.medco-corp.com



TEDCO provides **funding, resources and connections** that early-stage technology and life sciences companies need to thrive in Maryland.

Discover funding and resources at
tedcomd.com

MORE TO MOCO



EXPLORE THE MONTGOMERY COUNTY

that is business-friendly, offers connections to **top talent, opportunities**, dozens of **federal agencies** and so much more. Stay for the **cultural diversity**, a mosaic of **global cuisines**, **world-class arts centers** and is just minutes from the nation's capital.

GROW IN MONTGOMERY COUNTY, MARYLAND

connect@thinkmoco.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).



CHARLES COUNTY

Charles County is a growing business hub strategically located in the Maryland National Capital Region 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; excellent education options; and a strong network of business support. For more information, visit www.MeetCharlesCounty.com.



FSC FIRST

Founded in 1978, FSC First provides creative business financing solutions to established and emerging businesses in the state of Maryland. We also provide comprehensive loan administration services for loan programs that stimulate the growth and development of the local economy. FSC First is a Certified Development Company (CDC) designated by the U. S. Small Business Administration (SBA) and is authorized to serve as the CDC in any commercial real estate or equipment loan transaction in the state of Maryland. FSC First stands apart as a Community Development Financial Institution (CDFI) designated by the U.S. Treasury Department.



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

The Howard County Economic Development Authority (HCEDA), a private-public partnership, catalyzes economic growth and sustainability in Howard County, Maryland. HCEDA is at the forefront of innovation, supporting businesses with their growth strategies, fostering access to opportunities, and assisting local and international companies as they expand here and abroad. In addition, HCEDA's Maryland Innovation Center widens our business ecosystem, providing entrepreneurs with the solutions, in-house expertise, and the technology and leadership resources essential for success. And with nation-leading schools, top talent, a strong economy, and safe communities, Howard County remains one of the best places to live, work, and play.

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

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
MD Relay Service: 7-1-1 • Equal Opportunity Employer



FSC First CREATIVE BUSINESS FINANCING SOLUTIONS

FSC First helps entrepreneurs and small businesses to acquire owner-occupied commercial land, facility, machinery and equipment to expand operations, improving profitability and sustainability along the way. FSC First fosters statewide economic growth by providing access to working capital, technical assistance, and targeted financial solutions for small businesses.

Visit www.fscfirst.com
to learn more.



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



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

COMMUNITY & ECONOMIC DEVELOPMENT

MEDA PARTNERS

SILVER continued



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.



MERRITT COMPANIES

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



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.

BUSINESS TOOLS FOR EVERY PATHWAY

The Howard County Economic Development Authority connects your business with essential resources at every stage of growth.

Business Development Support

We offer streamlined approval processes for site selection and site development assistance.

Funding and Expansion

Our Catalyst Loan Fund provides dynamic funding resources for small and minority-owned businesses.

Fostering Innovation

The Maryland Innovation Center supports startups through programs, events, and collaboration.



www.HCEDA.org

Connect with us.

f @HoCoEDA in @HCEDA

HIRE AN APPRENTICE

mdapprenticeship.com



Growth Compared to 2012

46.48%

Total Apprentices

11,199

Total Programs

181

Total Participating Employers

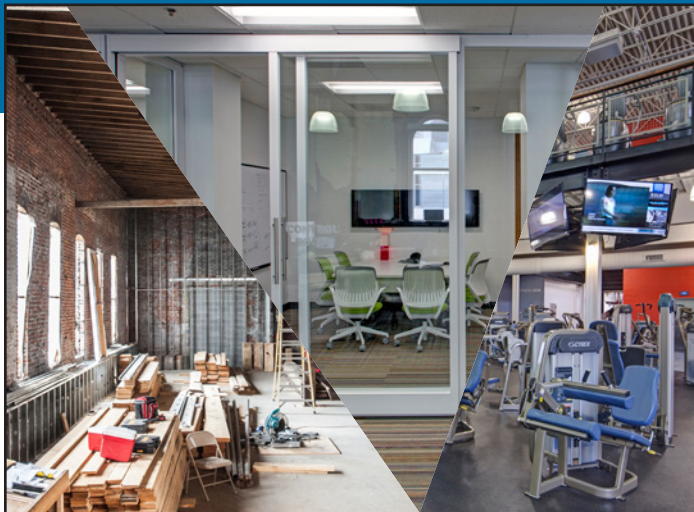
3,858

- Build your workforce
- Reduce turnover costs
- Increase productivity

- Plan for employee succession
- Take advantage of financial incentives

To get started on your Apprenticeship journey, contact:
The Apprenticeship Team | info@mdapprenticeship.com
410-767-2246





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.

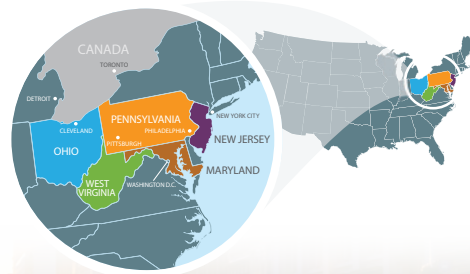


Merritt-Companies.com

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.



ALLEGANY COUNTY, MARYLAND WE'RE PRO-BUSINESS



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

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

WE CAN MAKE IT HAPPEN.



Allegany County Department of
Economic & Community Development

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



Working hand-in-hand with local partners to build **strength in our community.**

At Amazon, we look to leverage our scale for good to help strengthen local communities.

That means combining our strengths with those of community partners, working together to find creative solutions that have a lasting impact.



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.



AMAZON

Amazon is guided by four principles: customer obsession rather than

competitor focus, passion for invention, commitment to operational excellence, and long-term thinking. Amazon strives to be Earth's Most Customer-Centric Company, Earth's Best Employer, and Earth's Safest Place to Work. Customer reviews, 1-Click shopping, personalized recommendations, Prime, Fulfillment by Amazon, AWS, Kindle Direct Publishing, Kindle, Career Choice, Fire tablets, Fire TV, Amazon Echo, Alexa, Just Walk Out technology, Amazon Studios, and The Climate Pledge are some of the things pioneered by Amazon. For more information, visit amazon.com/about and follow @AmazonNews.



BALTIMORE DEVELOPMENT CORPORATION

The Baltimore Development Corporation (BDC) is the main economic development entity for the City of Baltimore. Our mission is to grow the city's economy in an inclusive manner by retaining, expanding and attracting businesses as well promoting investment in our neighborhoods to increase 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.



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.



FREDERICK ECONOMIC DEVELOPMENT

CITY OF FREDERICK DEPARTMENT OF ECONOMIC DEVELOPMENT

The City of Frederick is home to over 3,700 businesses and world-class facilities. Once the heart of the Civil War, the City's position atop the 270 Tech Corridor has now strengthened it as an east coast hub for discovery and innovation. A local tradition of culinary excellence is enriched by exciting new breweries & distilleries. Award-winning adaptive reuse of historic properties translates a remarkable past into a vibrant tomorrow. The City's Department of Economic Development is proud of Frederick's story and ready to work together to build upon it – to make every chapter better than the last! Connect with our team to discuss local business resources, real estate opportunities, licensing & permits, promotional assistance, community connections, and more! Learn more at businessinfrederick.com.

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

Carroll County

ECONOMIC DEVELOPMENT

Right Place. Right Time

410-386-2070

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

www.carrollbiz.org

info@carrollbiz.org

@CarrollEconDev



YOU BELONG 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 contact John Henry King at:
301.809.3042 | jhking@cityofbowie.org
www.cityofbowie.org/biz

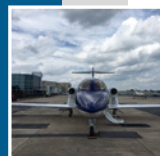
FREDERICK JOIN THE STORY

ECONOMIC DEVELOPMENT
MARYLAND



Home to:

- 275 year old historic downtown
- Fort Detrick Biodefense Campus
- Frederick National Laboratory for Cancer Research
- Frederick Municipal Airport
- Hood College
- Frederick Keys Baseball
- FITCI - High Tech Incubator
- 78,000+ residents
- Endless business opportunities



businessinfrederick.com | 301-600-6360

BRONZE continued

MARYLAND

THE DAILY RECORD

THE DAILY RECORD

The Daily Record is Maryland's essential daily business and legal news source. Find us at TheDailyRecord.com or in print. Our special products, events and online opportunities educate, recognize, and celebrate innovation and leadership.

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.



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/MDPACE

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 (MDPACE) programs. For Maryland residents, the Clean Energy Advantage (CEA) Loan Program offers a convenient and affordable financing option for home energy improvements. Learn more at www.mdcleanenergy.org, or call 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 (TPP) is a non-profit, member organization that connects industry, government, and academic partners, bringing together the key economic

drivers in Southern Maryland to increase STEM education and workforce development and to support economic growth for the Pax River community. Through strong working relationships with federal offices and agencies, and our engagement in the Intergovernmental Personnel Act (IPA) Program, TPP provides temporary assignment of personnel between the federal government and qualified providers, from science and technology to workforce development. Learn more at www.paxpartnership.org

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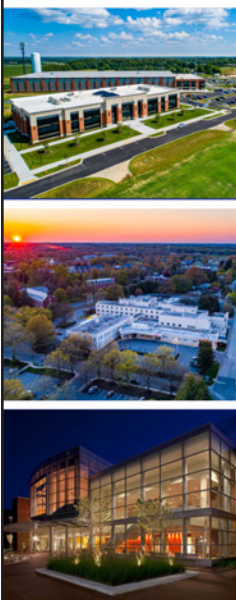
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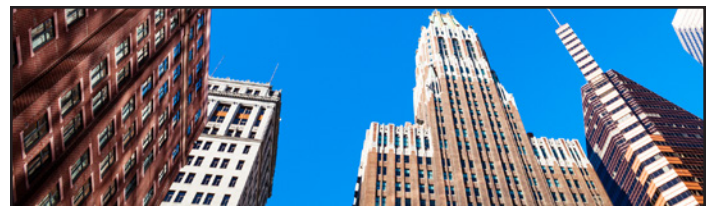
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Enriching Lives...

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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.

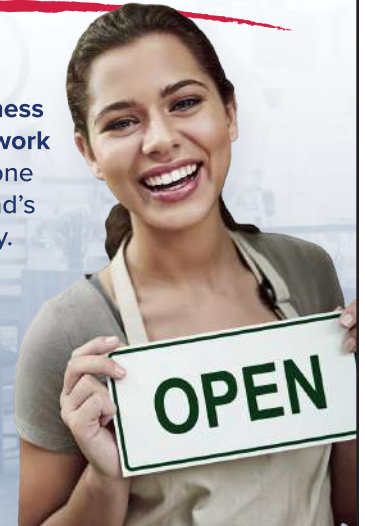
Planning.Maryland.gov

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.

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Maryland SBDC
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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 workforce development, apprentice programs, and economic growth in Southern Maryland.

www.paxpartnership.org

in

THE PATUXENT PARTNERSHIP
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TOWN OF BEL AIR

Bel Air is a picturesque County Seat town in the heart of Harford County that boasts a thriving historic downtown district, filled with unique shops and restaurants. In the center of town, the castle-like structure of the Bel Air Armory hosts the Town's economic development department and is considered a premier venue for community events and weddings. As part of Town government, Bel Air's Economic Development Department focuses on creating programs and activities that seek to improve the economic well-being of the community. The town co-partners with numerous public, private and non-profit organizations involved in economic development, such as MEDA, to sustain and enhance business recruitment and retention, and identify funding sources for small businesses. Tourism, cultural arts, and the development of public amenities such as parks, bike paths and public art contribute to Bel Air's high quality of life, making it a great place to live, work, visit, dine and explore!



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Vision Technologies, an Internet of Things (IoT) systems integrator with national and global reach, is helping to reshape the way commercial clients and government agencies use technology to improve the quality and cost-efficiencies of services they deliver. Certified professionals design, engineer, install, support, and sustain IP-converged technologies. Using its Integrated Technology Delivery (ITD®) methodology, Vision's specialties include high-performing, industry-certified Professional Services technical staff along with core Design-Build solutions for Security (IP Cameras/Access Control), Audio-Visual Systems, Wireless (WLAN and DAS), Low-Voltage Cabling, Data Center Services, and Passive Optical Networks. Read more information about Vision at www.visiontechnologies.com.



WASHINGTON COUNTY DEPARTMENT OF BUSINESS DEVELOPMENT

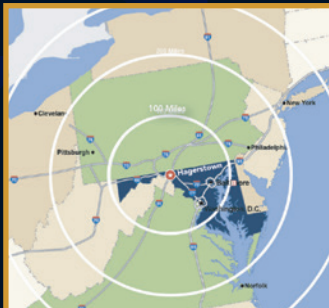
Located in the heart of the mid-Atlantic at the intersection of I-81 and I-70, Washington County is the hub of the tristate region. Washington County is known for our pro-business climate. With attractive incentives and financing programs from a variety of sources, we are ready to help businesses open, 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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- Located just 60 miles West of The Port of Baltimore
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- 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



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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

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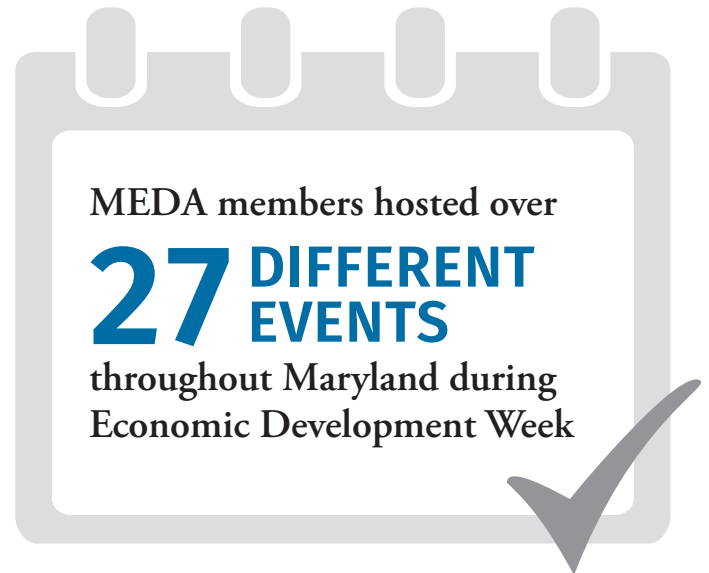
501 MEDA
MEMBERS



43
YEAR-ROUND
PARTNERS

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

17 PROGRAMS
DELIVERED

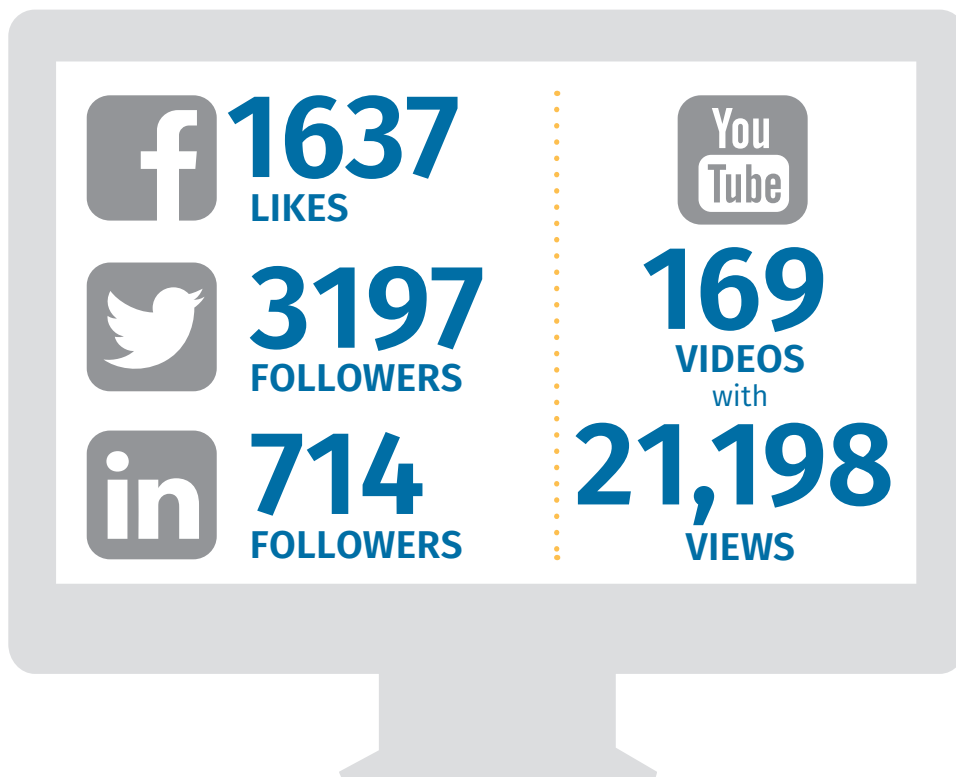


MEDA members hosted over

27 DIFFERENT
EVENTS

throughout Maryland during
Economic Development Week

SOCIAL MEDIA



f **1637**
LIKES

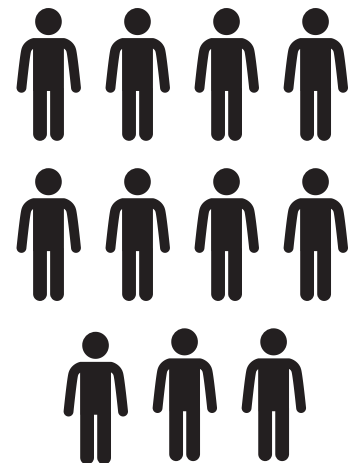
t **3197**
FOLLOWERS

in **714**
FOLLOWERS

**You
Tube**

169
VIDEOS
with

21,198
VIEWS



MEDA SERVED

1,140

ATTENDEES
AT OUR
PROGRAMS

*Each icon represents
approximately 100 attendees*

As of June 30, 2022