

# Innovative Solutions to Today's Challenges

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*Tom Sadowski, Executive Director*

MEDA Economic Development Primer  
May 24, 2023

# Maryland Economic Development Corporation

## MEDCO History

MEDCO is a quasi-government development corporation, created by the General Assembly in 1984 to serve as a specialized economic development organization—supporting private business, non-profit, federal, state, and local government entities.



***MEDCO was given the authority by the legislature to acquire, lease, improve, and/or develop real and personal property; finance projects through bond issuance and commercial loans; and offer advisory and consulting services.***





# MISSON



## **Fuel Economic Growth in Maryland**

*MEDCO assists 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 to conceive, pursue and attain their economic and workforce development goals.*

[medco-corp.com](http://medco-corp.com)



# In Practice

**Serve as a solutions provider...** facilitate projects for government “entities” (*LOI, P3’s, Interagency agreements*)


- **Advisory services**
- **Feasibility analysis**
- **Construction and development project management**
- **Asset management**
- **Annual reporting to Legislature**




# MEDCO's Mission Evolution

## **1984 -- Maryland Economic Development Corporation formed**

MEDCO was originally formed to develop vacant and under-utilized industrial sites and facilities, as well as other economic resources not being addressed by the private sector in economically distressed areas of the state



**1999 and 2001 -- MEDCO's authorization was expanded** to develop property throughout the state that met its legislative purposes (see text box)



**2009 – MEDCO was authorized to issue bonds backed by TIF and/or special taxing districts** In order to support Transit Oriented Development-related & sustainable communities infrastructure development across the state, and may also own such infrastructure



# MEDCO Capabilities Today



Issuing bonds to finance projects



Owning projects and real estate



Tax Increment Financing



Project development manager



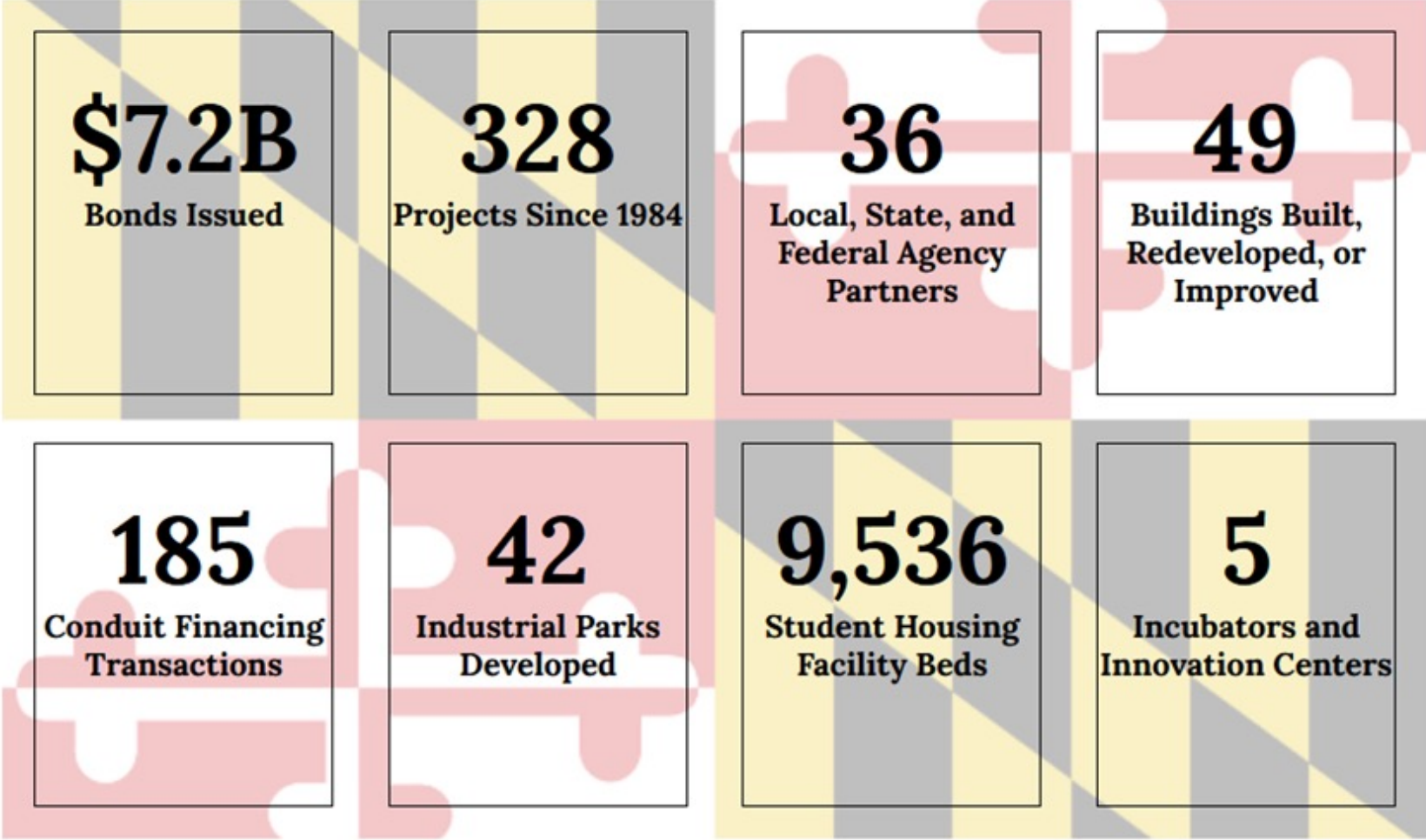
Asset Management



Procuring expert advisory/consulting services



# MEDCO Performance



\*Data inclusive of all projects from 1984 to June 30, 2022





# Fiscal Year 2022 Review

- Bonds Issued in FY 22 > \$760 million
- Completed Developments:
  - NPS C&O Canal Headquarters
  - Bowie ELLC
- Consulting projects:
  - Bainbridge
  - Mag Lev
  - MD National Capital Parks & Planning Commission
  - MDOT (Traffic Relief & Purple Line)
  - Morgan State University
  - National Park Service
- **Total outstanding conduit bond balances:  
> \$2 billion**





# MEDCO Strategic Plan

With guidance from the MEDCO board and key public/private stakeholders, MEDCO developed its first Strategic Plan in 2022.

This plan focuses MEDCO efforts and resources to better accomplish the following:

- ***Target industry development***
- ***Innovation capacity development***
- ***Fostering inclusive and equitable economic growth***
- ***Strategic placemaking***



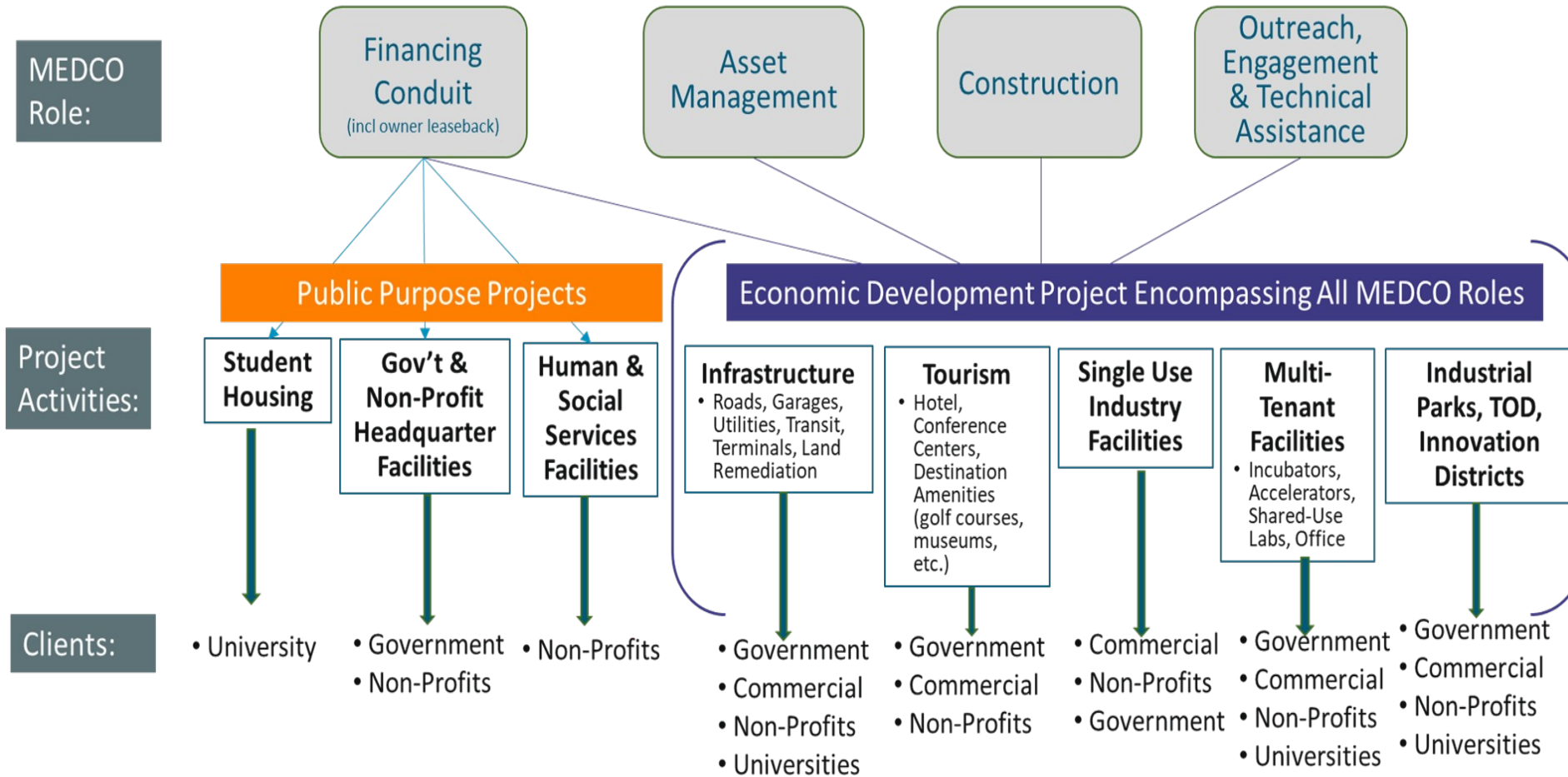
# MEDCO Values

MEDCO conducts its business within the organization and externally in the marketplace, in pursuit of its strategic mission and objectives, guided by the following core values:

- ***Equity***
- ***Integrity***
- ***Community***
- ***Excellence***



# MEDCO Economic Development Activities & Clients



# MEDCO Financing

## Revenue Bond Issuance

Eligible borrowers use MEDCO's bond issuing authority to obtain access to the tax-exempt or taxable bond market

Bond are used to finance:

- ***land acquisition***
- ***building construction***
- ***equipment purchase***





# Financing Project Example

## Seagirt Marine Terminal

- Over \$350 Million in total bonds issued
- Enabled the Port of Baltimore to modernize and stay competitive by upgrading berths and investing in new cranes at this containerized cargo-handling facility operated by Ports America Chesapeake, LLC

***Seagirt ranked one of the nation's most productive and advanced terminals***



# Tax Increment Financing (TIF) Example

## Port Covington ... now *Baltimore Peninsula*

- MEDCO issued \$140 million in bonds for infrastructure improvements in a “tax increment financing district” at Port Covington in Baltimore
- TIF bonds are repaid by increased property tax revenues generated by this mixed-use project, anchored by the corporate HQ of Under Armour

***The infrastructure financed by MEDCO will be a key factor in the success of this placemaking project***





# Development Capabilities

MEDCO can serve as Development Manager for projects—responsible for not just financing, but also planning, design, engineering and project delivery.

***These projects can be owned by a third party, a public agency, or by MEDCO.***



Thurgood Marshall Hall, Morgan State University  
Completed August 2022



# Development Project Example

## Bowie State University Entrepreneurship Living Learning Community (ELLC)

*“An innovation hub that encourages creative collaboration and entrepreneurial thinking”*

- In partnership with Bowie State University, MEDCO financed and developed the Entrepreneurial Living and Learning Center, a new mixed-use project on campus
- Project cost \$45 million
- Housing for 500+ students
- Resources and collaboration space for entrepreneurs



BSU Entrepreneurship Living Learning Community  
@ Bowie State University, August 2021





# Advisory Services Projects

**Bainbridge Development 1,100 Acres; \$300 million; 3.6 million SF** ~ *Cecil County*

**Laurel Park / Pimlico horse racing and training feasibility study**  
~ *Anne Arundel County and Baltimore City*

**Maryland Cannabis incubator feasibility report**

**National Parks and Planning Commission HQ; \$70 million; 345,000 SF** ~ *Prince George's County*

**TOD project infrastructure** ~ *Baltimore City, Baltimore County*

**University of Baltimore post office site/Penn Station redevelopment; \$160 million mixed use project** ~ *Baltimore City*

**University of Maryland graduate housing; \$140 million mixed use project** ~ *Prince George's County*

**US Army site redevelopment** ~ *Anne Arundel, Baltimore and Prince George's*



*Bainbridge Naval Training Station Redevelopment*



*US Army Research Lab - Adelphi*



*Laurel Park Racetrack and Training facility*



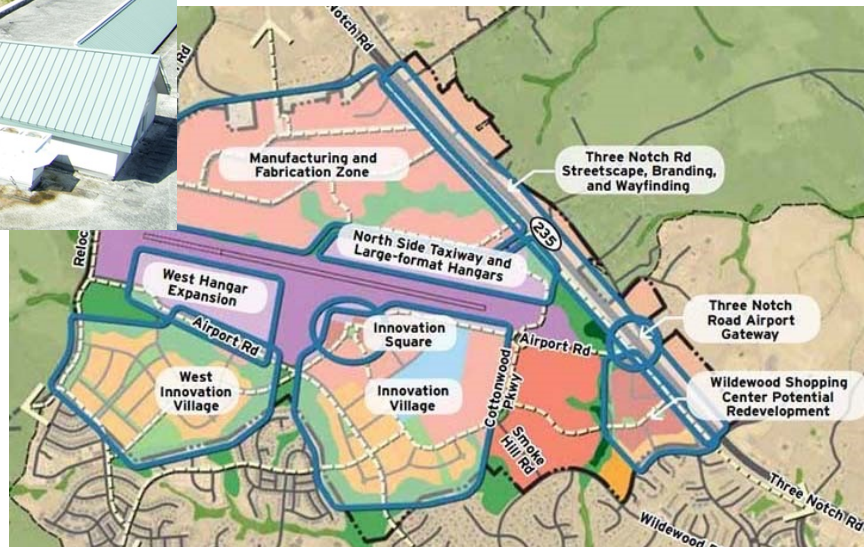


# Innovation Districts and “Place Making”

- Life science “start up” and bio-manufacturing accelerators
- Government, Academia and Industry Collaboration Labs
- Secured Compartmentalized Information Facilities (SCIFs) and cybersecurity labs



**USMSM SMART Facility @ St. Mary's County AeroPark**



**UMB BioPark**



**bwtech @ UMBC**



# MEDCO

*Created to be a  
solutions provider...*

***“You dream it, we help  
build it.”***



## **Fueling Economic Growth in Maryland**

*MEDCO offers communities the tools necessary to conceive,  
pursue, and attain their economic and workforce  
development goals.*

*For more information, please visit our website:*

[medco-corp.com](http://medco-corp.com)



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