

Maryland Economic Development Association (MEDA) Primer

ECONOMIC DEVELOPMENT IN MARYLAND

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Future Leaders at MEDA Primer



Pictured, from left: James Johnson, Niaya Wilson, Maurcus Robinson Cates, William Cucufate Reyes

ECONOMIC DEVELOPMENT IN MARYLAND

- MEDA's Primer for Economic Development is a one-day session in Maryland where you can learn how economic development is done. It's a great opportunity to meet important people in the field, ask questions, and connect with colleagues.
- Inspiring speakers and panels will share details about Maryland's economic development practices. By being a part of the Primer you'll expand your network and contribute to Maryland's economic development team.

Key Talking Points

*1: Economy, Regions, Key Industries,
and Location Factors*

*2: Ignite Presentations (TEDCO, SBDC,
Exelon, Maryland Department of
Commerce, etc.)*

*3: How Does Maryland Do Economic
Development?*



Economy, Regions, Industries and Location Factors

Population Decrease (2020-2022):

- Concerning trend of population decrease in Maryland from 2020 to 2022.

Maryland's Leadership in Federal R&D:

- Maryland is ranked #1 in federal Research and Development (R&D) activities.
- The significance of this ranking and its impact on innovation and economic growth.

Dominance of Government in Maryland's Economy:

- Most of Maryland's economy is driven by government sectors in terms of jobs and GDP.
- Implications and advantages associated with this dominance.

Energy Cost Problem:

- The issue of high energy costs in Maryland.
- Impact on businesses and consumers, and potential solutions to mitigate the challenge.



Economy, Regions, Industries, and Location Factors (continued)

Childcare Shortage and Labor-Force Participation:

- How the shortage of childcare services negatively affects Maryland's labor-force participation.
- Consequences of reduced workforce participation and potential strategies to address the childcare shortage issue.

Composition of Maryland's Economy:

- Approximately $\frac{2}{3}$ of Maryland's economy is driven by local industries, while $\frac{1}{3}$ is driven by traded industries.
- Distinction between these sectors and their respective contributions to the state's economy.

Targeted and Growing Traded Industries:

Targeted and growing sectors within Maryland's traded industries.

- Aerospace/Defense (Southern Maryland), Bio/Life Sciences (Capital Maryland), Cyber/IT (Capital Maryland), Tourism (Eastern Shore Maryland), Distribution/Logistics (Western Maryland), Energy/Sustainability (Southern Maryland), FinTech (Central and Western Maryland), Manufacturing (Western Maryland).

Economy, Regions, Industries, and Location Factors (continued)

Location Factors:

- Top five location factors for businesses considering Maryland: Labor, Quality of Life, Skilled Labor, Energy, and Construction.
- The importance of these factors in attracting businesses to the state.

Biggest Increases in Location Factors:

- Location factors that have experienced the most significant increases in importance.
- Factors: Quality of Life, Construction, ICT/Broadband, and Land.

Advantages of Rural Areas:

- Advantages of rural areas in Maryland.
- Factors such as more and cheaper land, lower crime rates, and less traffic congestion.

Challenges of Rural Areas:

- Challenges faced by rural areas, such as being further from important locations and having a smaller labor pool.

Higher Costs of Doing Business:

- Higher costs associated with doing business in Maryland.
- Implications of these higher costs and their impact on businesses.

Ignite Presentations (TEDCO, SBDC, etc.)

TEDCO:

- TEDCO's role in sponsoring startups that emerge from universities.
- Involvement in supporting Stem Cell Research and making commercially available developments from federal labs.
- Funding programs such as Seed, Venture, and Innovation Incentive Funds.

SBDC:

- The benefits of SBDC (Small Business Development Center).
- Provide no-cost business consulting and offer no or low-cost business training.
- Range of training programs available, including Business Planning, Quickbooks, and Startup.
- SBDC is open to collaboration and co-consulting, fostering a supportive environment for businesses.

How Does Maryland “Do” Economic Development

Regional Department "Sales Team" and Local EDO "Capture Experts":

- Regional representatives from Maryland's Department of Commerce who act as a "sales team" bringing in international opportunities.
- Role of local Economic Development Organizations (EDOs) as "capture experts" who capitalize on these opportunities.
- Collaborative nature of working back and forth with different organizations and how they manage and benefit from these partnerships.



How Does Maryland “Do” Economic Development? (cont.)

Building Relationships and Leveraging Resources:

- Importance of starting with a blank slate and asking, "How can we get this project done?"
- Relationships are crucial in the business and economic development field and how trust and credibility are built and strengthened through these relationships.
- How counties leverage their own resources in conjunction with state resources to support economic development initiatives.

Supporting Foreign Companies:

- Foreign companies can set up "virtual spaces" in local incubators, allowing them to establish a presence and benefit from local resources.
- Importance of offering foreign companies the same support as local companies.
- The need to understand the needs and goals of foreign companies before discussing financial matters.

Thank You!

