



TRANSFORMS

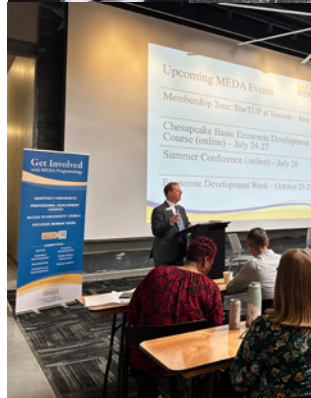


LIVES



MEDA

Maryland Economic
Development Association



YEAR IN REVIEW

JULY 1, 2022 - JUNE 30, 2023

MEDA YEAR-ROUND PARTNERS

PREMIER SPONSORS

Maryland Department of Commerce

Maryland Department of Housing & Community Development

Maryland Technology Development Corporation (TEDCO)

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Charles County Economic Development

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of Economic Development

FSC First

M&T Bank

Maryland Department of Labor

Maryland Economic Development
Corporation (MEDCO)

Montgomery County Economic
Development Corporation

Prince George's County Economic
Development Corporation

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Economic & Workforce Development

Harford County Office of Community
& Economic Development

Howard County Economic
Development Authority

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St. Mary's County Department
of Economic Development

Verizon

BRONZE SPONSORS

Allegany County Department of
Economic and Community Development

Amazon

Baltimore Development Corporation (BDC)

Carroll County Department of
Economic Development

The City of Bowie

City of Frederick Department
of Economic Development

The Daily Record

Fulton Bank

Kent County Department of Economic
& Tourism Development

Maryland Department of Planning

Maryland Small Business Development Center

The Patuxent Partnership

Town of Bel Air

University of Maryland Eastern Shore

Vision Technologies

Washington County Department of Business
and Economic Development

IN-KIND SPONSORS

BEACON at Salisbury University

Maryland Association of Counties
(MACo)

Maryland Municipal League
(MML)

Platinum PR

LETTER FROM THE GOVERNOR

Dear Maryland Economic Development Partners,

I'm excited to introduce the Maryland Economic Development Association's 2022-2023 Year in Review, which highlights the fantastic work of Maryland's economic development community over the past 12 months. This community knows better than anyone that our state has amazing assets and incredible people who are committed to growing our economy, creating good jobs, and helping improve the lives of working Marylanders.

The Moore-Miller administration hit the ground running earlier this year with a series of bold legislative proposals that took aim at some of the major challenges facing our state. The result was one of the most successful legislative sessions of any first-year administration in Maryland history.

We accelerated the increase in Maryland's minimum wage to support workers; expanded tax credits to help lift children out of poverty; established a first-of-its-kind service year to help young people transition to the workforce while serving their communities; and launched a new grant program to support infrastructure development in innovative industry sectors. We've also provided funds to expand broadband access across the state and set new goals for increasing offshore wind energy output and decreasing greenhouse gas emissions.

We don't need to choose: we can attract major new business investment in the state and bring new opportunities to our historically underserved communities.

To guide our efforts moving forward, we recently established the Maryland Economic Council, which will take stock of our current economic strengths, policies, and opportunities and help us develop a cohesive economic strategy to make the next 10 years Maryland's decade.

I'm grateful for all of your past work, and I'm thrilled we'll be working together in the years to come.

Sincerely,

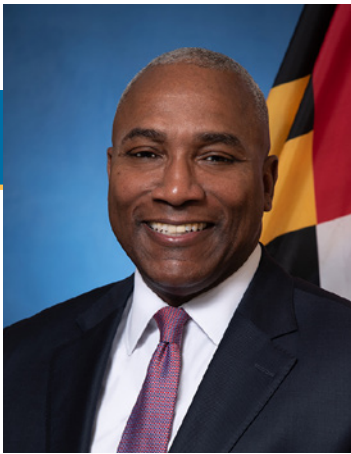


Wes Moore
Governor



Wes Moore
Governor,
State of Maryland

"This community knows better than anyone that our state has amazing assets and incredible people who are committed to growing our economy, creating good jobs, and helping improve the lives of working Marylanders."



Kevin Anderson
Maryland Department of Commerce

"MEDA and its members bring a wealth of knowledge to the table and will be a vital resource for the council."

LETTER FROM THE SECRETARY

Dear MEDA Team,

One of the great pleasures of becoming Secretary of the Maryland Department of Commerce earlier this year has been getting to know the fantastic Maryland Economic Development Association team. Now I'm honored to present MEDA's 2022-2023 Year in Review, which offers an enlightening and inspiring summary of the last 12 months in economic development in our state.

Under the leadership of Governor Wes Moore, we're going to be taking bold steps to make Maryland's economy stronger, more competitive and more equitable. We'll be attracting new businesses and investment to Maryland AND making sure that all Marylanders, including our historically overlooked and underserved communities, have the opportunity to reap the benefits of that investment.

Governor Moore has laid out an ambitious agenda for our state, and already taken steps such as accelerating the minimum wage increase, providing millions of dollars to expand high-speed internet access, creating a new service program to help young people join the workforce, and establishing a new grant program at Commerce to help fund infrastructure development in key industry sectors.

In the coming months, the newly formed Maryland Economic Council will be developing a new, unified economic strategy for the state, identifying how to best use our unparalleled assets and talent pool to spur meaningful growth and job creation. Along the way, the council will be relying on the perspective, the experience, and the wisdom of our economic development partners. MEDA and its members bring a wealth of knowledge to the table and will be a vital resource for the council.

This is an exciting time for Maryland, and an exciting time to work in economic development. I want to thank MEDA and all of its members for your commitment to the people of Maryland, and I look forward to working with you.

We're going to do great things together.

Sincerely,

Kevin Anderson
Secretary of Commerce

MESSAGE FROM MEDA'S PRESIDENT

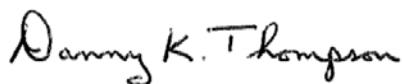
In writing this letter, I am reminded that the 2 years I served as President of the Board have been quite a whirlwind that went by very quickly. Coming in to this seat on the heels of an international pandemic called for the board to conduct quite a few interesting decision-making conversations but we made it through and the resulting strength of our organization bears out the tenacity of everyone involved. Thanks to our board, our members and sponsors, and the MEDA team. You were all instrumental in helping to keep MEDA going and I thank you.

As a reminder, MEDA welcomes the input of our members. All of our committees need the support of our members. Awards, Business Development, Membership, Professional Development, Program Development, Public Policy Awareness, and Young Leaders are all sending out calls for those who are interested in serving this upcoming year. While the Professional Development Committee is limited to those who have the CECD designation, the services it provides are for all members. We have an active Mentorship Program that seeks leaders who can guide our members in either Professional skills development or general knowledge of the economic development industry. I myself started my involvement with MEDA by serving on the Membership Committee for a number of years before moving onto the board.

Our web site has a Path to Leadership form that we ask you to complete if you are interested in serving on a committee [MEDA Leadership Form](#), and I hope you will take the time to complete the form and let us know of your interest.

As Past President, I will still be around to provide input and have agreed to serve as President of the MEDA Foundation, Inc. So, please feel free to contact me if you need any information as I have found my membership in MEDA to be of value to my job. I hope you will bring your leadership skills to the table.

Thank you.



Danny K. Thompson
MEDA President



Danny K. Thompson
MEDA President

"Thanks to our board, our members and sponsors, and the MEDA team. You were all instrumental in helping to keep MEDA going and I thank you."

MEDA BOARD OF DIRECTORS | JULY 2022-JUNE 2023

EXECUTIVE COMMITTEE



PRESIDENT

Daniel K. Thompson

Executive Director, Somerset County
Economic Development Commission



VICE PRESIDENT

Richard G. Griffin, AICP, CEcD

Director, City of Frederick Department
of Economic Development



SECRETARY

Tammi Thomas

Chief Development and
Marketing Officer, TEDCO



TREASURER

Renée Winsky

President and Founder,
Bay One Group, LLC

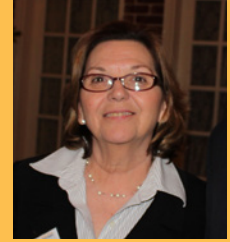


PAST PRESIDENT

Laurie Babb, CEcD

Director of Economic Development,
Montgomery County Economic
Development Corporation

MEDA TEAM



EXECUTIVE DIRECTOR

Pamela J. Ruff



MEMBERSHIP MANAGER

Margaret A. Bollhorst



OPERATIONS MANAGER

Gwen Fike
Creekside Agency



COMMUNICATIONS & AWARDS COORDINATOR

Sandy Dubay, CEcD
Platinum PR

AWARDS COMMITTEE



Committee Co-Chairs:

N. Gordon Knox

Partner, Duane Morris LLP

Dawn Medley

President and Chief Executive Officer,
FSC First



Committee Members:

Solash Aviles

Senior Business Development Specialist,
Frederick County Office of Economic
Development

Michele Burke

Business Development and Economic
Specialist, Worcester County Tourism and
Economic Development

Mike Fisher

Principal, Site Resources

Kellie Hinkle

Assistant Director, St. Mary's
County Economic Development

Nancy Jordan-Howard

Chief Operating Officer, Baltimore
Development Corporation

Laura Soper

Director of Business Development,
City of Salisbury

Ericka Stevens

Director, Contracts and Operations,
Employ Prince George's, Inc.
(Served through April 2023)

Adam Strott

Economic Development Specialist,
Department of Economic and Community
Development, Allegany County Government

TO LEARN MORE ABOUT THE AWARDS
COMMITTEE [CLICK HERE](#).

The MEDA Awards Committee recognizes the contributions its members make every day to transform lives in Maryland. With their support, MEDA is able to recognize its members and their businesses for the exemplary work they do to advance economic development in their communities. The MEDA Awards honor projects, programs, marketing initiatives, and individuals for their outstanding contributions to the economic development community in Maryland. The Awards Committee works throughout the year to help our members as they consider their projects, programs, and individuals for consideration. There is a sub-committee of judges that review every entry and the awards are presented at the Awards banquet during the MEDA Annual Conference.

2023 PROJECT AND PROGRAM RECIPIENTS

MEDA Economic Development Project — Small Community:

Berkeley Springs Instruments (BSI)

Nominated by: Allegany County Economic Development

MEDA Economic Development Project — Large Community:

Union Knitting Mills Project

Nominated by: The City of Frederick: Department of Economic Development

MEDA Economic Development Project — Honorable Mention:

StarTUp at the Armory

Nominated by: Towson University

MEDA Economic Development Program — Small Community:

The Patuxent Partnership for AMP / Tech Jobs Rule

Nominated by: St. Mary's County Department of Economic Development

MEDA Economic Development Program — Large Community:

Project Restore

Nominated by: Maryland Department of Housing and Community Development

MEDA Economic Development Program — Honorable Mention:

The Frederick County Office of Economic Development's

EmPOWER Program

Nominated by: Frederick County Office of Economic Development

MEDA Economic Development Marketing — Large Community:

My ArundelBiz Podcast

Nominated by: Anne Arundel Economic Development Corporation

MEDA Economic Development Marketing — Small Community:

St. Mary's County Technology Resource Book or 'TechBook'

Nominated by: St. Mary's County Economic Development

2023 INDIVIDUAL AWARDS



MEDA Rising Star

Dr. Candace Pruett

Maryland Small Business
Development Center



MEDA Hall of Fame

Shelly Gross-Wade

Bay Crossing Consulting
Services, LLC



TO VIEW
AWARDS VIDEOS
[CLICK HERE](#).

BUSINESS DEVELOPMENT COMMITTEE



Committee Co-Chairs:

John Stalfort

Managing Principal, Washington, D.C. Office,
Miles and Stockbridge

Renée Winsky

President & Founder, Bay One Group LLC

Committee Members:

Lucas Cade

*(Served as Co-Chair through
September 2022)*

Greg Derwart

(Served through January 2023)

Andy Fish

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

John Genakos

Director of Development, Maryland
Economic Development Corporation

Susan Grimes

Enterprise Account Executive,
Antietam Broadband
(Served through October 2022)

Shelly Gross-Wade

Principal, Bay Crossing Consulting
Services, LLC

Tiffany Harvey

Vice President, Government & Regulatory
Affairs for Maryland and Delaware, Comcast

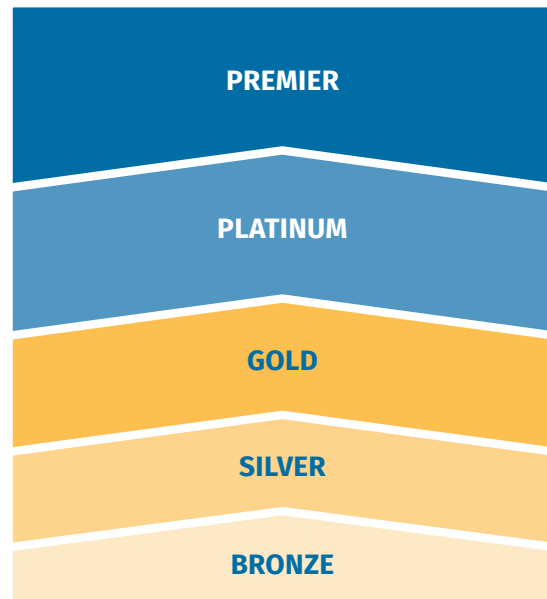
The Business Development Committee connects MEDA with public and private funding partners who invest in the organization's mission and vision for Maryland's future. The committee plays a critical role in retaining corporate and public partners while actively seeking new funding sources. By securing these resources, MEDA can offer its members cutting-edge programs at affordable rates.

In the current year, the committee successfully maintained a steady income flow from year-round sponsors and made efforts to expand outreach to private sector donors. At present, MEDA proudly boasts 46 year-round partners that include cities, counties, towns, corporations, and state agencies across Maryland. Additionally, MEDA collaborates with various sponsors for its quarterly conferences. We extend our heartfelt gratitude to all those who have supported our organization through their sponsorships.

If you are interested in learning more about becoming a sponsor, please visit [Sponsorship Information](#).



SPONSOR LEVELS



TO LEARN MORE ABOUT THE BUSINESS DEVELOPMENT COMMITTEE [CLICK HERE](#).

MEMBERSHIP COMMITTEE



Committee Co-Chairs:

Denise Beaver, CEcD

Deputy Director, Carroll County
Department of Economic Development

Ebony Stocks

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

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

David Fike

President and Chief Executive Officer,
Leadership Maryland

Shannon Lee

(Served through February 2023)

Jay Meashey

Economic Development Director, City of
Taneytown

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

Nancy Schwendeman

Workforce Development Specialist, Worcester
County Tourism & Economic Development

Steven Wall

Regional Development Representative,
Maryland Department of Commerce

Walter Woods, M.A.

Coordinator For Outreach and Strategic Initia-
tives, University of Maryland Eastern Shore



Membership development and retention play a vital role in strengthening the MEDA organization as we strive to meet the educational and networking needs of our members. The MEDA Membership Committee's primary focus is on cultivating a diverse group of members who support the professional development goals of the organization. The committee is responsible for overseeing the delivery of membership services, facilitating the sharing of news and accomplishments among members, and organizing a New Members Reception. Additionally, the committee plans exclusive tours for members throughout the year. Acting as a liaison between members and the board of directors, the committee regularly conducts surveys to gather input on valuable networking opportunities, as well as ideas for services and programs that can enhance members' capabilities and learning.

As of June 30, 2023, MEDA had an unprecedented number of 534 members, representing a wide range of industries. The impressive cross-section of industries within the MEDA membership reflects the fact that economic development encompasses various sectors that intersect to bring jobs and investment to Maryland. In addition to our economic and community development, our members include representatives from tourism, workforce development, education, small business, finance, labor, environment, site selection, and transportation. Additionally, we have professionals such as attorneys, bankers, utilities, and developers.

During the past year, the membership committee held member tours at Tradepoint Atlantic and Towson University StarTUp. It held two virtual new member orientations, and it welcomed new members at each of the quarterly conferences.

TO LEARN MORE ABOUT THE MEMBERSHIP COMMITTEE [CLICK HERE.](#)

PROFESSIONAL DEVELOPMENT COMMITTEE



Committee Co-Chairs:

Trish Heidenreich, CEcD

Founder and Chief Executive Officer,
Economic Development Initiatives Group

Jamie Williams, CEcD

Director, Kent County Department of
Economic & Tourism Development

Committee Members:

Laurie Babb, CEcD

Director of Economic Development,
Montgomery County Economic Development
Corporation

Jim Chandler, CEcD

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

Rosa Cruz, CEcD

Chief of Staff, Maryland Department of
Housing and Community Development

Sharon Disque, CEcD

Business Services Coordinator, City of
Gaithersburg Office of Economic Development

Tamar Osterman, CEcD

Senior Business Development Representative,
Maryland Department of Commerce

Larry Twele, CEcD

President, Eastport Partners

Roger J. Venezia, CEcD

Director of Operations and Special Projects,
Maryland Department of Commerce

The MEDA Professional Development Committee supports members in their pursuit of educational and professional goals. The committee is dedicated to delivering courses that enable members to achieve their Certified Economic Developer (CEcD) designation, as well as offering other courses that enhance their professional skills.

One of the committee's key responsibilities is overseeing the delivery of The Chesapeake Basic Economic Development Course, providing members with comprehensive knowledge in economic development. Furthermore, the committee collaborates with The International Economic Development Council (IEDC) to offer MEDA members access to a wide range of course opportunities aimed at further developing their skills.

In addition to course offerings, the Professional Development Committee coordinates a Mentorship Program specifically designed to prepare MEDA members for the CEcD exam. This program provides valuable guidance and support from experienced mentors to individuals seeking to further their economic development career.

The committee also structures course offerings such as the Primer, which serves as a foundation for understanding the fundamental principles and practices of economic development within the State of Maryland.

Through these initiatives, the Professional Development Committee strives to empower and equip MEDA members with the necessary knowledge and skills to excel in their professional endeavors.



TO LEARN MORE ABOUT THE PROFESSIONAL DEVELOPMENT COMMITTEE [CLICK HERE.](#)

PROGRAM DEVELOPMENT COMMITTEE



Committee Co-Chairs:

Kelly Robertson-Slagle

Director, Charles County Economic Development Department

Jerry Sanford

Managing Director, Business and Economic Development Officer, The Harbor Bank of Maryland

Committee Members:

John Genakos

Director of Development, Maryland Economic Development Corporation

Shelly Gross-Wade

Principal Consultant & Chief Executive Officer, Bay Crossing Consulting Services, LLC

Larysa Salamacha

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

Ben Wu

(Served through February 2023)

Annual Conference Committee Members:

2023 Annual Conference Chair

Richard Griffin, CEcD

Director, City of Frederick Department of Economic Development

Rosa Cruz, CEcD

Chief of Staff, Maryland Department of Housing and Community Development

Cassy Haber

Assistant Director, Marketing & Communications, TEDCO

Mary Morris

Director, Baltimore Fund, University of Maryland Baltimore

Chris Moyer

Managing Director of Business Development and Marketing, Howard County Economic Development Authority

Tammi Thomas

Chief Development & Marketing Officer, TEDCO

Larysa A Salamacha

Managing Director, Strategy, Research & Analytics, Baltimore Development Corporation

The Program Development Committee approaches the planning of quarterly conferences with enthusiasm and a commitment to excellence. They dedicate themselves to create engaging content and securing esteemed speakers, ensuring that our conferences provide valuable insights and knowledge to our attendees. Additionally, the committee plays a crucial role in supporting MEDA's Vice President in the development of the Annual Conference. Some members of this committee may also serve on the sub-committee responsible for organizing Economic Development Week.

Throughout the year, this committee works to shape cutting-edge conference topics that address the evolving needs of our members. They take pride in inviting informative experts in their respective fields to serve as our speakers, guaranteeing that attendees gain valuable insights and knowledge from industry leaders.

In the past year, the committee organized a successful virtual Summer Conference, enabling attendees to explore the topic of Workforce Development. The Fall Conference, held in Howard County, focused on Cybersecurity Strategies for Success. In January, the Winter Conference took place in Annapolis, offering an exciting environment for a legislative overview and welcomed new legislators. Lastly, the year culminated in the MEDA Annual Conference, held at the Chesapeake Bay Hyatt, with a theme centered around Harnessing Education for Economic Development.

These conferences serve as a platform for collaboration, education, and networking, and the Program Development Committee plays a crucial role in ensuring their success. Their commitment to delivering high-quality events contribute to the professional growth and advancement of our members.

TO LEARN MORE ABOUT THE PROGRAM DEVELOPMENT COMMITTEE [CLICK HERE](#).



PUBLIC POLICY AWARENESS COMMITTEE



Committee Co-Chairs:

Andrea E. Mansfield

Government Affairs Professional,
Manis Canning & Associates

Lori Valentine

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

Committee Members:

A.C. Alrey

Director of Business Development,
City of Crisfield

Laurie Babb, CEcD

Director of Economic Development,
Montgomery County Economic
Development Corporation

Sarah Guy

Principal, SG Insights, LLC

Mindy Lehman

Chief Government Relations and Policy
Officer, TEDCO

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

Principal, Eastport Partners

Taylor Yewell

Redevelopment Manager, Charles County
Economic Development Department

The primary mission of the Public Policy Committee is to raise awareness among MEDA members regarding public policy issues that directly impact development, investment, and sustainable growth at both the state and local levels. In addition, the committee actively engages with elected and appointed officials to enhance their understanding of economic development and the profound influence of public policy in creating and preserving jobs in Maryland.

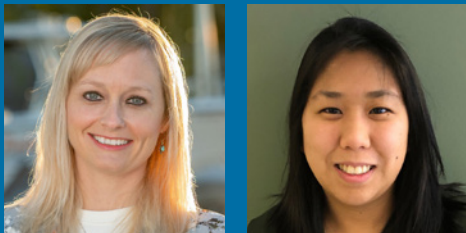
One of the committee's notable achievements was collaborating with BEACON and county directors to develop the Awareness Report. This report encompasses static infographics and case studies that can be utilized to produce outreach materials, effectively educating officials about economic growth and various projects within their respective areas. Throughout the year, the committee continued to expand the reach and impact of this report.

The committee organized a successful Economic Development Day in Annapolis, which took place in February. This event provided a valuable opportunity for MEDA members to convene in Annapolis and engage with legislators.

TO LEARN MORE ABOUT THE PUBLIC POLICY AWARENESS COMMITTEE [CLICK HERE.](#)



YOUNG LEADERS COMMITTEE



Committee Co-Chairs:

Allison Akers

Director of Marketing and Communications, Vision Technologies

Amy Velich

Central Bank Manager, Johns Hopkins University

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

Value Added Agricultural Specialist, Maryland Department of Agriculture

Brian Sheavly

Project Manager, Maryland Department of Transportation

Sophie Smith

Director of Operations, Platinum PR



The MEDA Young Leaders program is designed to cater to the needs of MEDA members under 40 years of age, providing them with a valuable platform to establish meaningful connections with fellow professionals in economic development. This initiative empowers participants to gain a deeper understanding of statewide trends and best practices while actively contributing to the future of our organization. Through a series of regular meetings and networking events, the Young Leaders community fosters a strong sense of camaraderie, while continuously expanding their knowledge of economic development practices throughout Maryland.

Engaging with the MEDA Young Leaders brings long-term benefits that positively impact career growth and professional development. Young Leaders become active participants in shaping the future of economic development in Maryland. The group's diversity in geographical, demographic, and organizational representation enriches the experience, offering unique perspectives and a broadened outlook.

Over the past year, the Young Leaders have made impressive strides. The group has grown substantially, now comprising nearly 65 members under the age of 40. A dedicated Young Leaders committee was formed to work with the co-chairs to plan events and activities.

Throughout the year, the Young Leaders have actively engaged with the MEDA membership across the state, organizing events both independently and in collaboration with the broader community. They participated in the Tech at the Gap event in Western Maryland, explored City Dock and parking structures in Annapolis, and took a tour of the Eastern Shore Innovation Center in Cambridge, which took place during the Annual Conference.

TO LEARN MORE ABOUT THE YOUNG LEADERS COMMITTEE [CLICK HERE.](#)

LOFTON SCHOLARSHIP FUND

Lofton Scholarship Committee Members:

David W. Edgerley
Consultant, Edgerley Consulting

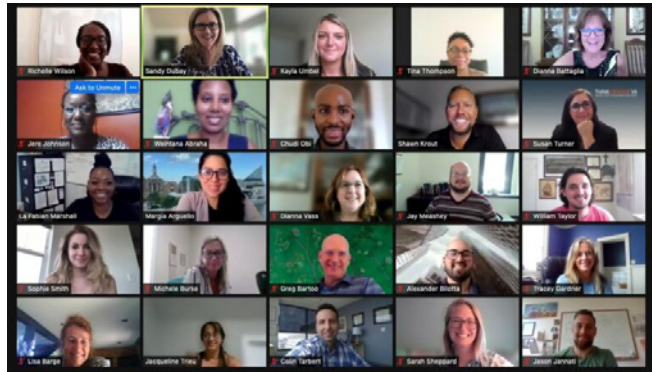
Trish Heidenreich, CEcD
Founder and Chief Executive Officer,
Economic Development Initiatives Group

Michael S. Lofton, CEcD
MEDA Hall of Fame

Dawn Medley
President and Chief Executive Officer,
FSC First

Richard W. Story, CEcD
MEDA Hall of Fame

Timothy R. Troxell, CEcD
Advisor, Government Affairs,
First Energy



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.

TO LEARN MORE ABOUT THE LOFTON SCHOLARSHIP FUND [CLICK HERE.](#)

RHONDA RAY SCHOLARSHIP

Rhonda 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 D. Fielder, Ph.D.

Richard Griffin, CEcD

Director, City of Frederick Department
of Economic Development

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 Development and Marketing Officer,
TEDCO

John Wasilisin

Retired



Rhonda 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.

Ready to shape the future?

TO LEARN MORE ABOUT THE RHONDA RAY
SCHOLARSHIP [CLICK HERE](#).

(*) indicates members of the selection/review committee

MEDA Foundation Board Members:

PRESIDENT

Laurie Babb, CEcD

Director of Economic Development,
Montgomery County Economic
Development Corporation

VICE PRESIDENT

Shawn Gunaratne

Vice President, Bon Secours
Community Works

SECRETARY

Jessica Reynolds, CEcD

Regional Manager, Maryland
Department of Commerce

TREASURER

Beth Woodring

Director of Business Attraction and
Finance, Frederick County Office
of Economic Development

Susan Banks

Director, Dorchester County Economic
Development Office

Steve Overbay

Director of Administration,
Department of Economic Development,
Cecil County Government

Larry F. Twele, CEcD

President, Eastport Partners

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.



PRESIDENTS' COUNCIL



Choosing the right course of action in a new initiative or role is exciting and challenging at the same time. Relying on trusted leaders for advice affirms the steps ahead and helps economic development professionals expand their impact. A complimentary offering to our members, consultation with the MEDA Presidents' Council equips professionals, board members, elected officials, and team members with the perspectives to proceed with confidence.

Rooted in flexibility, sessions may be conducted one-on-one or in a group setting—virtually, or in person. This free resource helps members approach their work purposefully, educating themselves and others on considerations every step of the way. Expertise includes but is not limited to:

- Board training
- Benchmarking
- Program assessment
- Strategic planning

The MEDA Presidents' Council consists of a group of economic development professionals who have a wealth of knowledge in the field. To schedule a session with one or more members of the MEDA Presidents' Council, please contact us at 410-347-1246 or email info@medamd.com.

Current Active Members of the MEDA Presidents' Council:

David Edgerley	Marie S. Keegin, CEcD
James D. Fielder, Jr. PhD	Timothy R. Troxell, CEcD
Michael S. Lofton, CEcD	J. Thomas Sadowski
Mary A. Burkholder	David S. Iannucci
David Ryan	Laurie Babb, CEcD
John T. "Jack" Lyburn	Larry Twele, CEcD
Robert C. Brennan	Keasha Haythe, CEcD
William Badger, Jr. CEcD	Kimberly Clark
Vernon Thompson	Heather Gramm, CEcD

PATHWAY TO MEDA LEADERSHIP

Interested in taking the path to MEDA leadership? Want to contribute to the growth of the organization? Want to work toward a seat on the MEDA Board of Directors? The first step forward is to serve on a MEDA Committee.

Committees are formed each year soon after the Annual Conference, and the term of service is one year. There are seven committees to consider. Brief descriptions are below.

Awards Committee

This committee is designed for those who have an interest in awards planning, nomination processes and strategized outreach.

Members looking to serve on this committee should be interested in working with members through virtual outreach to encourage 'entries' from membership at large for the various awards.

Business Development Committee

A member looking to serve on this committee should be a knowledgeable economic development professional who has a network of contacts to connect MEDA with funding partners invested in the organization's mission and vision for Maryland's future. This effort yields the financial support allowing MEDA to provide quality programs at cost effective rates.

Membership Committee

Members looking to serve on this committee should be interested in showing a proactive outreach for membership development. These individuals would help to provide insight on membership recruitment, engagement, and retention. The individuals would also recommend ideas to add value to the membership MEDA.

Professional Development Committee

The Professional Development Committee is comprised of MEDA members who have Certified Economic Developers (CEcD) Certification and who will assist members in the pursuit of their professional development goals. Committee members will work to deliver and create courses enabling members to become certified and enhancing professional skills.

Program Development Committee

Members looking to serve on this committee should be a knowledgeable economic development professional who has an experienced background and can reach out to experts in fields directly related to economic development for the express purpose of developing content and seeking speakers for the MEDA Fall and Summer Conferences. Committee members have the option to serve on the Annual Conference Program Committee and contribute to the Winter Conference.

Newcomers to economic development and to MEDA are encouraged to become involved to assist with agenda development, review of materials, and make speaker recommendations. But also to assist with preparing materials and coordinating schedules.

Public Policy Awareness Committee

Members looking to serve on this committee should be a knowledgeable economic development professional who has awareness of public policy issues relating to economic development at the state and local levels. These individuals will have an experienced background in working with elected and appointed officials and have an understanding of the impact of public policy on creating and retaining jobs in Maryland.

Young Leaders Committee

MEDA Young Leaders looking to serve on the committee should have an interest in assisting to plan the Young Leader events and programming.

TO LEARN MORE ABOUT SERVING ON A MEDA COMMITTEE [CLICK HERE.](#)

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.



TRANSFORMING LIVES...
TOGETHER.

MEDA NUMBERS

534 MEDA
MEMBERS

19 PROGRAMS
DELIVERED

46
YEAR-ROUND
PARTNERS

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

MEDA members hosted over
**12 DIFFERENT
EVENTS**
throughout Maryland during
Economic Development Week

SOCIAL MEDIA

f **1800**
LIKES

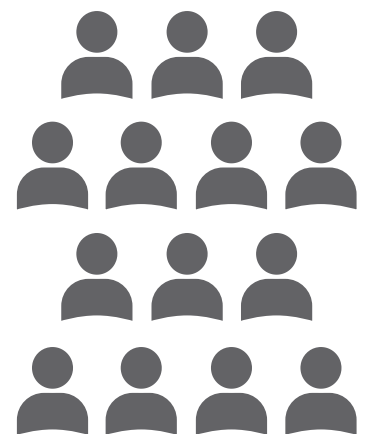
t **3161**
FOLLOWERS

i **361**
FOLLOWERS



178 YOUTUBE
VIDEOS

in **1245**
FOLLOWERS



MEDA SERVED
1,412
ATTENDEES
AT OUR
PROGRAMS

*Each icon represents
approximately 100 attendees*

As of June 30, 2023

A whole new
business perspective.



**HERE,
HERE!**

**#1
Tech Workforce
Growth**
Technology Councils
of North America

**#1
Most Diverse
(East Coast)**
U.S. Census
Diversity Index



**Maryland. See what's here.
And why it's time to add it to the shortlist.**

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

ChooseMaryland.org





Maryland

MARYLAND DEPARTMENT OF COMMERCE

For entrepreneurs and established businesses alike, the Maryland Department of Commerce is here to help you grow and thrive.

Whether you're seeking workforce training; to retool or expand facilities; upgrade equipment; access international markets; or you're simply seeking advice and expertise, our team has the resources, services and commitment to meet your business needs. For more information, visit ChooseMaryland.org.



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 \$2.4 billion in fiscal year 2022 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>.



LEADING INNOVATION TO MARKET

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, Social Impact Funds, Seed Funds, Venture Funds, Women Entrepreneurs Leadership Programs, State Small Business Credit Initiative, and Cultivate Maryland Initiative. Along with these funding opportunities, companies can access valuable resources, such as Network Advisors, Rural Business Innovation Initiative, Urban Business Innovation Initiative, Market Search Databases, Roundtables, online educational tools, a marketing toolkit, TEDCO thought leaders, the Maryland Entrepreneur Hub, and more. Learn more at www.tedcomd.com.

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 163 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.



Small business loans and equity funds are now available!



Maryland's State Small Business Credit Initiative Program

Supporting a small business during their entire lifecycle, from startup to maturity. The loans or equity/investments are designed to help businesses seeking loans for expansion, businesses seeking equity investments for expansion and growth.

ELIGIBLE USE OF FUNDS

- ④ Costs associated with opening or expanding a business
- ④ New construction/rehabilitation for owner occupied spaces
- ④ Real estate acquisition for owner occupied spaces
- ④ Machinery and equipment
- ④ Service providers
- ④ Manufacturing
- ④ Retail



WES MOORE, Governor
ARUNA MILLER, Lt. Governor
JACOB R. DAY, Secretary
OWEN MCEVOY, Deputy Secretary

For more information and to apply, visit
open.maryland.gov/ssbci

Maryland Start-ups: Contact TEDCO for **Investments & Business Resources**



Pictured left-right: Geyssel Gonzalez, *Controller*; Terry Rauh, *Chief Finance & Operations Officer*; Troy LeMaile-Stovall, *CEO*; Diana Smith, *Administrative Services Manager*; Ann Pulley, *Assistant Controller*.

*Celebrating **25 Years** of Leading **Innovation** to Market*

Are you a tech or life science entrepreneur in Maryland?

TEDCO identifies, invests in and helps grow technology and life science start-ups in Maryland.

Let TEDCO help you grow:

Discover TEDCO **funding, business resources** and **connections** at tedcomd.com



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.



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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Supporting The Growth and Success of Business in Anne Arundel County



Creative Financing and Tax Credit Programs

Low-interest loans and incentives to assist with business operations and expansion.

Workforce Training Grants

Matching grants for businesses to upskill their employees.

Inclusive Ventures Program

Business education, mentorship and access to capital for small, minority-owned, woman-owned, and Veteran-owned businesses

Community Revitalization

Incentives to redevelop and revitalize older commercial centers.

Arundel Ag

Resources and guidance to support farm-based businesses.

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

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 including the National Security Agency, Defense Information Systems Agency, and U.S. Cyber Command. Some of the county's many additional assets include BWI Thurgood Marshall Airport, the City of Annapolis, Laurel Park, and the Arundel Mills - Live! entertainment complex. More than 61,000 businesses and a thriving community of innovators call Anne Arundel County home, including nearly 1,900 technology companies. The mission of the Anne Arundel Economic Development Corporation (AAEDC) is to serve as a catalyst for business growth in Anne Arundel County, thereby increasing job opportunities, expanding the tax base, and improving citizens' quality of life. By providing services including financing, site selection assistance, permitting and zoning guidance, workforce development support, community revitalization, and market research, AAEDC plays a vital role in both growing and promoting business sectors such as technology and national security. To learn more about how AAEDC's programs and resources support the business community, follow us on social media, watch the MEDA Award-winning My ArundelBiz Podcast, or visit 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

Calvert County, Maryland is a historic county spanning 345 square miles between the Chesapeake Bay and Patuxent River. Its strategic proximity to Baltimore, Annapolis and the Washington, D.C. metropolitan area, as well as various military bases, provides businesses with valuable opportunities in government contracting and federal economic activities. The county also provides access to major transportation networks and resort destinations. Despite these advantages, Calvert County maintains its charming small-town atmosphere, cherished by residents. With a skilled labor force, exceptional public schools and excellent healthcare services, Calvert County offers an environment where employers and families can live, work and prosper. For more information, contact the Calvert County Department of Economic Development at 410-535-4583 or visit www.choosecalvert.com.



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.

LIVE, WORK, PROSPER IN CALVERT COUNTY



- Three Opportunity Zones – Patuxent Business Park, Calvert County Industrial Park and Chesapeake Industrial Park
- Incentive fund for qualified expansions
- Financial assistance through the Calvert Economic Development Loan Fund
- Ombudsman program
- 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
- Coordination of federal, state and local resources
- Commercial real estate listings

... and much more!



CALVERT COUNTY
Maryland
Economic Development

PBP
Patuxent Business Park

Calvert County Department of Economic Development
410-535-4583 • www.ChooseCalvert.com

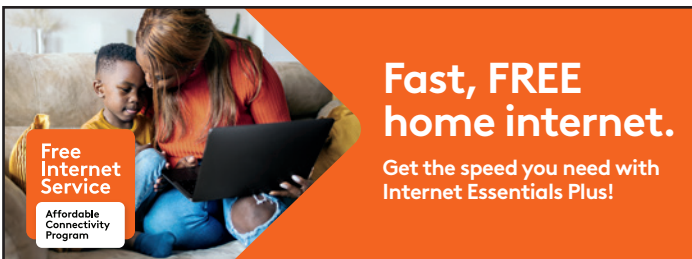
www.MeetCharlesCounty.com



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

Charles CHARLES COUNTY, MARYLAND
ECONOMIC DEVELOPMENT DEPARTMENT

Charles County Government
Economic Development Department
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Affordable
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Program

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internet
essentials

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DRIVES
PROGRESS

FREDERICK
COUNTY,
MARYLAND

EDUCATED WORKFORCE

42%

Bachelor's Degree or Higher

#1

Fastest Growing County in MD

130+

Bio and Life Science Companies

NAMED

'Top 10 Remote-Ready Cities'

Livability

'Best Business Climate'

Metro and Global Rankings Report

'Best Places to Live'

Livability



FREDERICK COUNTY MD

Office of
Economic
Development

Where Passion Drives Progress

www.discoverfrederickmd.com



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.



Getting involved
is important.

At M&T Bank, we know how important it is to support those organizations that make life better in our communities. That's why we offer our time and resources, and encourage others to do the same.
[Learn more at mtb.com/community](http://mtb.com/community).

M&T Bank
Understanding what's important®



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HIRE AN APPRENTICE

mdapprenticeship.com



Growth Compared
to 2012

49.91%

Total
Apprentices

10,839

Total Active
Sponsors

196

Total Participating
Employers

3,957

- 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



MARYLAND
APPRENTICESHIP



MEDCO
MARYLAND ECONOMIC
DEVELOPMENT CORPORATION

A **strategic partner** in
your success

*Our special financing, advisory services,
and real estate development capabilities
offer Maryland communities the right tools
to achieve their goals.*

Learn more at www.medco-corp.com

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 COUNTY OFFICE OF ECONOMIC DEVELOPMENT

Frederick County is where passion drives progress, where creativity meets innovation, where people discover bright, new opportunities and where a singular idea turns into monumental success. We are a dynamic and diverse county that boasts a high concentration of highly educated workers, a world-class life science and advanced technology sector, and a manufacturing and agriculture tradition that blends with our rich heritage. With a strategic location, competitive tax structure and attractive local and state incentives Frederick County is a prime location for businesses. Our arts community, small-town charm, high-performing public school system, low crime rate and 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) is 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 to provide your business with the tools to ensure your business succeeds in Frederick County for many years to come. Learn more at www.discoverfrederickmd.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.



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 DEPARTMENT OF LABOR

The Maryland Department of Labor (Labor) provides 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 best 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.

MEDA PARTNERS

GOLD continued



MARYLAND ECONOMIC DEVELOPMENT CORPORATION (MEDCO)

The Maryland Economic Development Corporation (MEDCO) was created by the Maryland General Assembly in 1984. MEDCO's goal is to assist in the growth and retention of businesses, attract new business, and assist in the creation of new business ventures and/or employment opportunities throughout the state of Maryland. MEDCO achieves its mission by partnering with public/private entities in the provision of innovative financing, real estate and infrastructure development, and strategic advisory services.



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 32% 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

Celebrating 40 years, the mission of the Prince George's County Economic Development Corporation (PGCEDC) is to cultivate and promote a strong local economy that supports the growth and prosperity of entrepreneurs and businesses, dedicated to strengthening communities through business development and job creation. PGCEDC promotes the county regionally and globally by providing 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. For more information go to www.pgcdec.com or visit us on Facebook at PGCEDC.

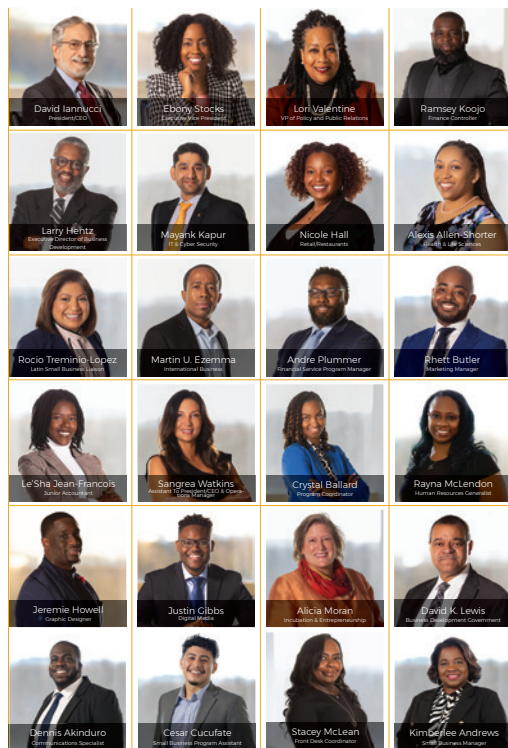
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and risk-takers
who set the
pace for
discovery.

BE NEXT

MONTGOMERY COUNTY, MD

With our synergy of talent, resources and support, MoCo is the ideal location for your business success. Learn more at Thinkmoco.com.

CELEBRATING 40TH ANNIVERSARY EXPANSION STARTS HERE



VISIT US AT WWW.PGCEDC.COM



MAKING BALTIMORE COUNTY

THE PLACE TO DO BUSINESS.

Want your business to thrive in Baltimore County? We know you have a lot to consider, so let us handle the rest. Our team is ready to give advice, offer connections, help you find a location, and more.

Let's start today.



**BALTIMORE COUNTY
DEPARTMENT OF ECONOMIC &
WORKFORCE DEVELOPMENT**

www.BaltimoreCountyBusinessHelp.com

Baltimore County Executive Johnny Olszewski & the Baltimore County Council

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.



HARFORD COUNTY
ECONOMIC DEVELOPMENT

HARFORD COUNTY OFFICE OF COMMUNITY & ECONOMIC DEVELOPMENT

The Harford County Office of Economic Development (OED)

offers programs and services to strengthen business development and stimulate job creation. OED 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. Harford's business services and robust economy are why it continually receives a Triple-A bond rating from all three major bond-rating agencies. For information on OED, visit www.harfordcountymd.gov/oed.

GROWING YOUR BUSINESS IS OUR BUSINESS

LET'S GET STARTED.

**HARFORD COUNTY
OFFICE OF ECONOMIC DEVELOPMENT**



www.harfordcountymd.gov/OED
oed@harfordcountymd.gov
410-638-3059

BOB CASSILLY
County Executive



KAREN HOLT
Director

SILVER continued



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.



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

PotomacEdison™ POTOMAC EDISON/ FIRSTENERGY

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



ST. MARY'S COUNTY

St. Mary's County Department of Economic Development is focused on fostering an innovation-driven economy in St. Mary's County, Maryland. St. Mary's County has the unique ability to support businesses in the aviation/aerospace, unmanned systems, advanced manufacturing, tourism, and agriculture/aquaculture sectors. The County is dedicated to promoting these industry sectors, ensuring a high quality of life for a talented and diverse workforce, supporting and enhancing the important mission of Naval Air Station Patuxent River and building a robust environment for innovation and entrepreneurship.

In addition to strategic planning for future development opportunities within St Mary's County and the Southern Maryland region, Economic Development provides support in business start-up and expansion, site selection, navigating local permit and licensing process, coordination of partner resources and networking. The Agriculture and Seafood Division is focused on maintaining profitability in agriculture and aquaculture markets while increasing protection of agriculturally-zoned land through preservation. Connect with DED at www.YesStMarysMD.com

verizon✓ VERIZON

Verizon Communications was formed on June 30, 2000 and is one of the world's leading providers of technology and communications services.

Headquartered in New York City and with a presence around the world, Verizon generated revenues of \$133.6 billion in 2021. The company offers voice, data and video services and solutions on its award-winning networks and platforms, delivering on customers' demand for mobility, reliable network connectivity, security and control.

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



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.



Say Yes! to St Mary's County

We Invent, Innovate and Inspire.

From innovation within NAS Patuxent River to the expanding opportunities beyond the gates - St Mary's is **Taking Flight!**

Whether setting up shop or looking to expand, we can help with

- Site Selection
- County and State Resources
- Navigating the Permitting Process
- Workforce Needs
- Networking

Economic Development - We are your partner for doing business in St. Mary's County!

www.YesStMarysMD.com



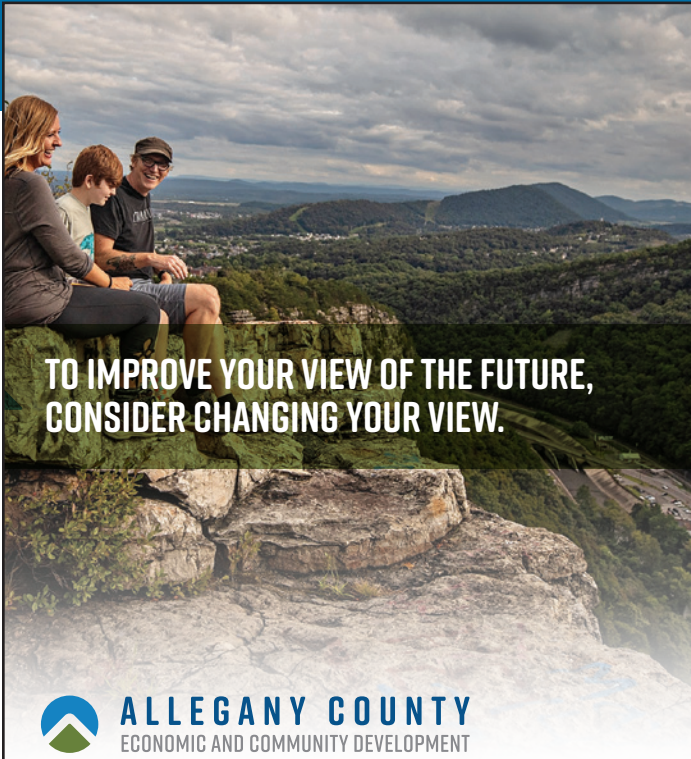
THE WHOLE FAMILY UNDER ONE ROOF

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.




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 **ALLEGANY COUNTY**
ECONOMIC AND COMMUNITY DEVELOPMENT

Maybe it's time to make the move outside to an amazing future by considering Allegany County, Maryland. 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.



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 <ul style="list-style-type: none"> - Real Estate Searches - Project Coordination - Priority Permitting - Business Advocacy - Carroll Broadband - Agriculture Development 	Financing & Incentives <ul style="list-style-type: none"> - Financing Packages - Tax Credit Programs - Technical Training Grants 	Workforce Development <ul style="list-style-type: none"> - Recruitment Events - Incumbent Worker Training - On-the-Job Training - Workforce Demographics & Wage Data
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Carroll County
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Contact Us Today To See How Carroll County Economic Development Can Help Your Business!

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BRONZE



ALLEGANY COUNTY DEPARTMENT OF ECONOMIC AND COMMUNITY DEVELOPMENT

When you consider Allegany County, Maryland, you're considering not only how your business goals and dreams can become an accessible reality, but also how important the hours outside work are spent. A low cost of living and affordable real estate, small-town, charm, stunning mountain views, and an abundance of outdoor recreational opportunities all add up to greater productivity, wellbeing, and a high quality of life. If you can work from anywhere, why not here? Maybe it's time to make the move outside. 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 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 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.



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.



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.



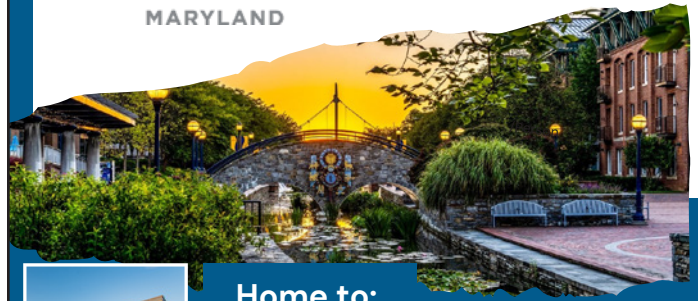
YOU BELONG IN BOWIE

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.

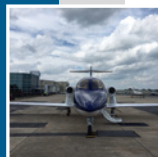
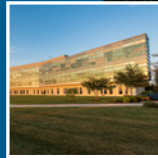
For more information contact John Henry King at:
301.809.3042 | jhking@cityofbowie.org
www.cityofbowie.org/biz

FREDERICK JOIN THE STORY

ECONOMIC DEVELOPMENT
MARYLAND



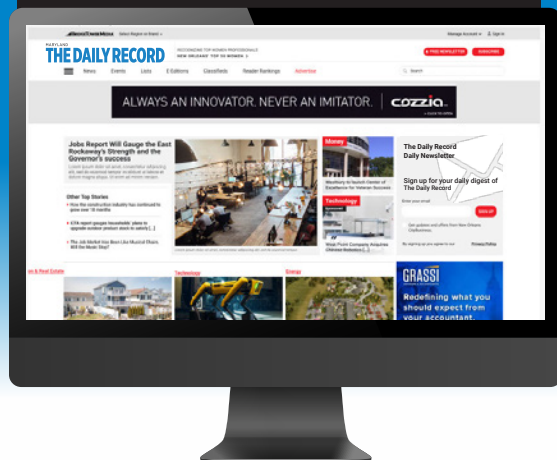
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Fulton Bank **FULTON BANK**

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, including Fulton Banks Life Sciences & Technology Group. This Division focuses on providing custom solutions for a variety of sectors from vaccines to medical devices and from cyber to ag tech. Whatever stage you're in—startup, early growth, or established company—our dedicated team offers products, services, and resources designed to help your company succeed.

Whether you're looking to optimize your cash flow, manage your day-to-day financials, or need capital to help grow your company, we'll work with you to find the right products and resources to meet your needs. Your dedicated Relationship Manager will work with you to understand your business and goals and will customize a plan to help you achieve them.

If you're starting up or scaling up, we provide solutions for: Founders, investors, state and local counties, higher education, Federal Government Agencies, and Foundations and Economic Development organizations. For companies like yours, we offer a bridge to what's next—contracts, grants, R&D, staffing, and more. You also have access to products and services to help you manage the day-to-day operations of your business.



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 DEPARTMENT OF PLANNING

The Maryland Department of Planning (MDP) consists of Planning Services and the State Center for Data and Geospatial Analysis teams in Baltimore, the Maryland Historical Trust (MHT) in Crownsville, and the Jefferson Patterson Park and Museum (JPPM) in southern Calvert County. MDP assists in shaping places to help them thrive all across Maryland. MDP's Planning Services division helps Maryland's counties and municipalities in land use and resource planning and provides review and technical assistance on a variety of planning topics. MDP offers data, analysis and projections, research assistance, and policy development and implementation support to local governments as well as communities, businesses, and other organizations. By expanding the use of data and geospatial analysis tools to help dozens of state agencies in decision making, MDP adapts to quickly changing market and social trends to shape lasting communities for all. With a primary goal to lead the country in sustainable growth, MDP also supports interactive, web-based map displays of census data, land use, parcel data, and aerial imagery to assist local government growth and land-use planning decisions. MHT preserves and interprets Maryland's legacy by providing more than \$40 million annually in financial assistance through grants, loans, and tax credits and last year hosted more than 140,000 annual visitors at the 560-acre JPPM, where we house the Maryland Archaeological Lab, which houses more than eight million artifacts from Maryland and across the U.S.. For more information on MDP'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.



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- ◀ Access to Higher Education
- ◀ 5 Sustainable Communities
- ◀ Educated & Trained Workforce
- ◀ Access to 3 International Airports & 3 Major Seaports



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Maryland 250 Commission

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Ideas, suggestions, and questions? Submit them here.



Michele W. Johnson
Maryland 250 Director
Michele.Johnson1@Maryland.gov
(410) 697-9590

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

DEVELOP+CONNECT+ACHIEVE

The Patuxent Partnership (TPP) is a non-profit member organization that 'connects the dots' to increase collaboration between government, industry and academia, from technology to STEM initiatives. TPP presents forums and activities that foster workforce development, including apprentice and internship programs.

We are expanding our efforts through Southern Maryland Workforce Development 2030, funded by the U.S. Navy, and we continue to support economic growth in Southern Maryland.

www.paxpartnership.org

THE PATUXENT PARTNERSHIP
LIKE NO OTHER CONNECTION



BRONZE continued



THE PATUXENT PARTNERSHIP

The Patuxent Partnership is a non-profit member organization that expands collaboration between government, industry, and academia to advance education, science, research and technology. We work to increase the STEM workforce in Southern Maryland. Through our strong working relationships with DOD and federal agencies, and our involvement in the Intergovernmental Personnel Act (IPA) Program, TPP provides temporary assignment of personnel to DOD and the federal government. Learn more at www.paxpartnership.org.



TOWN OF BEL AIR

Located in the heart of Harford County just minutes from I95, the Town of Bel Air is filled with opportunities for businesses, residents and visitors. As the county seat, Bel Air boasts a historic and vibrant downtown with fabulous dining and unique shopping experiences along with great venues, both indoor and out, for events and festivals throughout the year. As part of the Town's 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 partners with numerous public, private and non-profit organizations, 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, and explore!



UNIVERSITY OF MARYLAND EASTERN SHORE

As a public 1890 land-grant Historically Black University that embraces diversity, UMES is committed to serving first-generation and underserved students and providing educational, research, and community engagement opportunities to transform the lives of its students who will impact the state, region, and the world.

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**UNIVERSITY OF MARYLAND
EASTERN SHORE**

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OUR MISSION - As a public 1890 land-grant Historically Black University that embraces diversity, UMES is committed to serving first-generation and underserved students and providing educational, research, and community engagement opportunities to transform the lives of its students who will impact the state, region, and the world.

OUR VALUES -

- ◇ Family- embracing our HBCU culture and principles of work, support and celebration
- ◇ Student-Centered - understanding that everything everyone does at UMES is because of our students.
- ◇ Pride -remembering the history and traditions of past achievements serves as our foundation for future accomplishments
- ◇ Collaboration- pursuing opportunities to work together across all parts of the campus
- ◇ Communication- striving to be provide timely and relevant information that reflects the UMES vision

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WASHINGTON COUNTY DEPARTMENT OF BUSINESS AND ECONOMIC 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 offering attractive incentives and financing programs from a variety of sources. As a full-governmental economic development agency, 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 over 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. From our urban county seat of Hagerstown to our 5 National Parks, 8 State Parks and 2 Resource Management Areas there are always year-round recreational opportunities close at hand. Pursuing higher education or training? Washington County is home to the University System of Maryland at Hagerstown (USMH) offering bachelor's, master's, and PhD programs, Hagerstown Community College, and the new Meritus School of Osteopathic Medicine, Maryland's 3rd medical doctor school, as well as 8 workforce training partner organizations. We encourage you to visit www.washco-md.net/business-development to learn more about our inclusive business environment.

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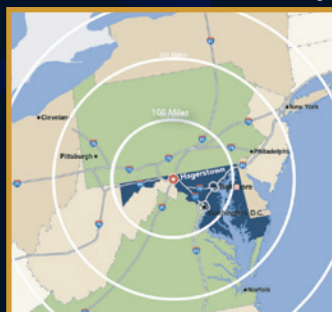


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Upcoming Events

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Excellence in Leadership, Fall Conference
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The State of the Municipality: Economic Impact
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