

Innovative Solutions to Today's Challenges

A briefing for MEDA partners

May 22, 2025



Maryland Economic Development Corporation

MEDCO History

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

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



MEDCO Capabilities Today



Issuing bonds to finance projects



Owning projects and real estate



Tax Increment Financing



Project development manager



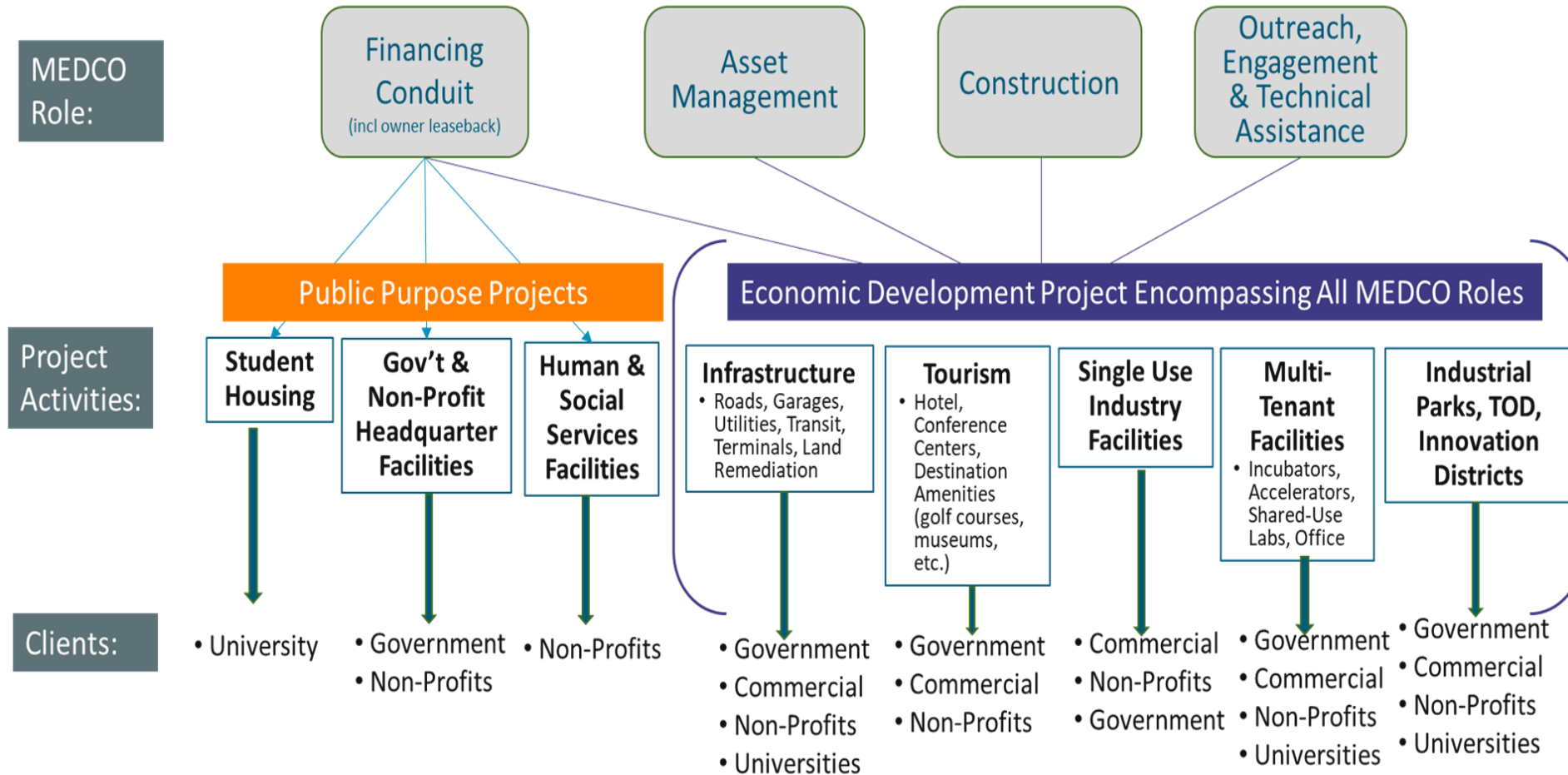
Asset Management



Procuring expert advisory/consulting services



MEDCO Economic Development Activities & Clients



MEDCO By the Numbers

2024 Review

Bonds Issued: >\$1.2 Billion

MBE participation in MEDCO projects: 32-35%

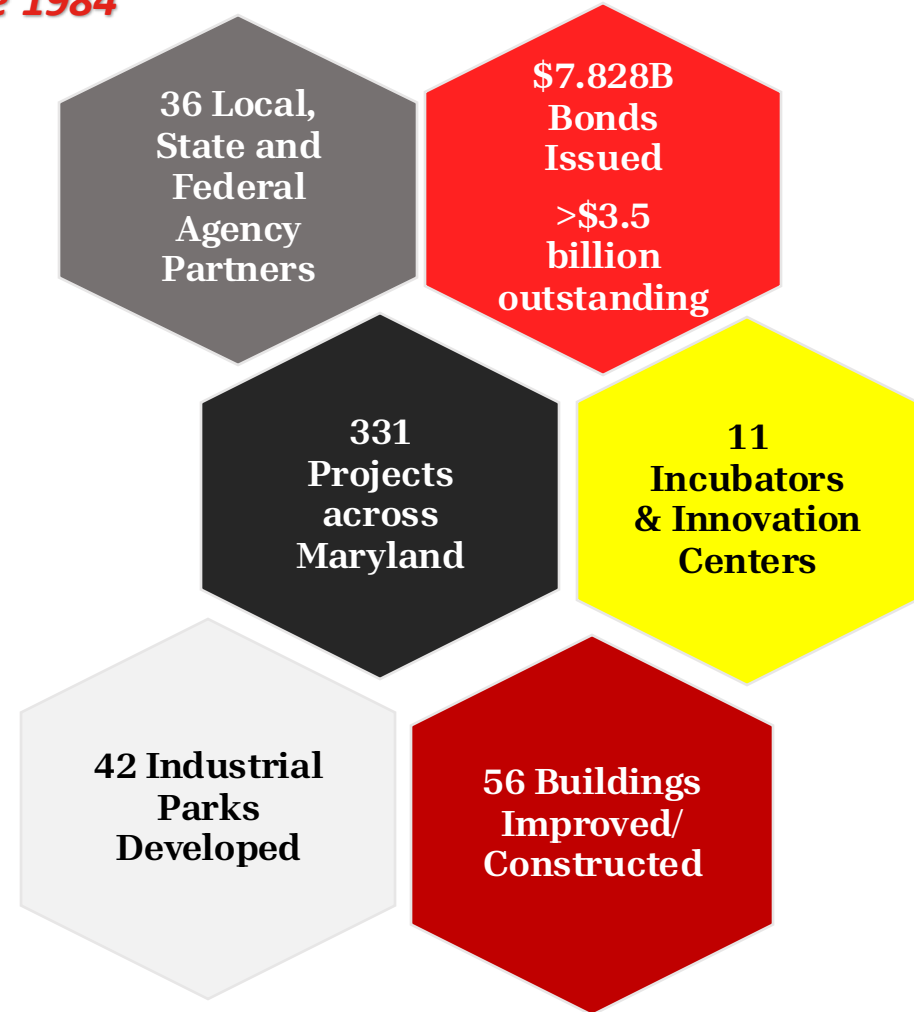
Minority vendor engagement (MBE/WBE/SBE/DBE):

- MEDCO professional services = \$ 1.3 million
- MEDCO construction projects = \$ 55.7 million

Completed Developments:

- Annapolis Hillman Garage (P3 Award Winner)
- Morgan State University TMH (total \$215 million project financing for MSU)

Since 1984



MEDCO Strategic Plan

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

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

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



MEDCO Values

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

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



MEDCO Financing

Revenue Bond Issuance

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

Bond are used to finance:

- ***land acquisition***
- ***building construction***
- ***equipment purchases***



Annapolis Mobility and Climate Resilience Project

\$70 million project to enhance old Hillman garage, address flooding in historic district and initiate City Dock revitalization.

- MEDCO served as concessionaire, issued taxable and tax-exempt bonds. MEDCO contracted private firm to construct, operate and maintain new garage.
- The old Hillman garage was demolished and reconstructed with 150 more spaces (600 total), gateless entry/exit, EV charging stations, solar panels and special-event space on its roof.
- City of Annapolis received a one-time payment of \$25 million in exchange for the garage to be operated by a private entity who collects parking revenue and pays city \$1 million annually.
- MEDCO paid City of Annapolis a \$22 million concessionaire payment to initiate work on construction of the \$54 million overhaul of City Dock into a sustainable, recreational pier.



Tax Increment Financing (TIF) Example

Baltimore Peninsula (formerly Port Covington)

- MEDCO issued \$140 million in bonds for infrastructure improvements in a “tax increment financing district” at Port Covington in Baltimore
- These TIF bonds will be repaid by increased property tax revenues generated by this mixed-use project, anchored by one of Maryland’s major homegrown companies, Under Armour
- The infrastructure financed by MEDCO will be a key factor in this placemaking project



Financing Project Example

Seagirt Marine Terminal

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

Seagirt recognized as one of the nation's most efficient and productive terminals



Development Project Example

Bowie State University Entrepreneurship Living Learning Community

An innovation hub that encourages creative collaboration and entrepreneurial thinking

- In collaboration with Bowie State University, MEDCO financed and developed the Entrepreneurial Living and Learning Center, a new mixed-use development on campus
- MEDCO worked as part of the design, engineering and development team
- Project cost \$45 million
- Housing for 500+ students
- Resources and collaboration space for entrepreneurs



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



Sports Facility Example

Southfields of Elkton – Regional Sports Complex

- MEDCO to issue \$60 million in bonds for infrastructure and sports / recreation facility improvements in a “tax increment financing district” at Southfields Community in Elkton, MD.
- Part of an \$800 million mixed-use project offering more than 1,500 residential units, 300,000 sf of industrial product, 250,000 sf retail, 325 luxury apartment and 125-room hotel
- MEDCO will serve in an ownership position and bonds will be repaid via agreements with Town of Elkton and Cecil County.
- MEDCO signed agreement with Sideline Sports Management to serve as day-to-day operator and management authority of project

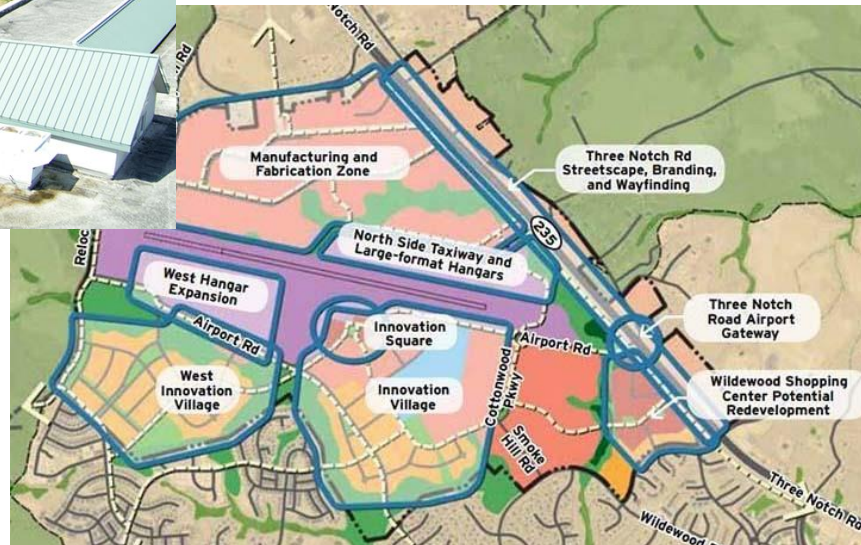


Innovation Districts and “Place Making”

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



USMSM SMART Facility @ St. Mary's County AeroPark



UMB BioPark



bwtech @ UMBC



Advisory Services Projects

Bainbridge US Navy Training Center Redevelopment:
1,100 Acres; \$300 million; 3.6 million SF
~ Cecil County



Bainbridge Naval Training Station Redevelopment

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



US Army Research Lab - Adelphi

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

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

U.S. Army Research Laboratory (ARL) site improvement, infrastructure and new facility development
~ Baltimore and Prince George's Counties

St. Mary's County AeroPark Innovation District: 850 acres w/4,200' runway (being extended to 5,000')
~ St. Mary's County



AeroPark Innovation District – California, MD



Advisory Services

Penn Line TOD Strategy Plan

MEDCO partnered with MDOT to develop The Penn Line Transit-Oriented Development Strategy Plan.

The **Plan prioritizes market supportable site development** strategies for Penn Line Stations, leading to Joint Development solicitations.

Phase 1 stations included Seabrook, Bowie State, Odenton, BWI Airport, Halethorpe and West Baltimore.

Projected benefits:

- More than \$800 million of gross tax revenues over a
- 30-year period.
- The creation of more than 4,500 construction jobs and 920 permanent jobs.
- Up to 546,000 additional annual MARC trips.
- At least 2,600 new housing units.
- \$1.7 billion in annual retail sales.



Phase 1 Penn Line Study Focus Stations



Baltimore TOD Investment Study

Joint Development potential:

- Rogers Avenue Metro Station:** TOD Site Strategy work was kicked off in late April with Baltimore City to create a market supportable site development strategy for 17.5-acres of State land.



Advisory Services

SCIF Development in Southern MD

During the 22/23 legislative sessions, **MEDCO received \$2.5 million to address critical infrastructure in support national defense** and strategic economic development initiatives in Southern Maryland. These projects leveraged significant public/private investment, enhanced mission supportive research activity and valuable job creation.

- Funding will result in **\$8 million in private/public matched investment**, create over **200 new local jobs**, and foster new business opportunities throughout SoMD region.
- **MEDCO continues** to receive requests to **support development of SCIF infrastructure elsewhere** in Southern Maryland and statewide.



ENHANCING MARYLAND'S COMPETITIVENESS

Maryland Business Ready Sites Program - EO 01.01.2024.39

Created by Governor Wes Moore for the purpose of growing Maryland's inventory of shovel-ready sites for business attraction, retention, and expansion. The program features three pillars of support:

- **Site Characterization Grants** – assess a site's current development status and its potential for future use (\$10,000)
- **Site Improvement Grants** – offset the cost of physical infrastructure improvements (average \$300,000 to \$500,000 with 3:1 match)
- **Collaborative Marketing Support** – help promote the site to local, national, and international business interests

*Funded at the level of \$3.5M for FY26. **Priority Application deadline is May 31, 2025.***



ENHANCING MARYLAND'S COMPETITIVENESS

Strategic Infrastructure Bank Revolving Loan Program - HB 1203

*A revolving loan fund program established to make targeted investments into real estate and infrastructure projects that support strategic **placemaking** initiatives, **community development** and **inclusive/equitable economic growth**.*

- Target Fund size: \$50-75 million
- Address predevelopment, demolition and/or infrastructure improvements
- A self-replenishing fund – Interest and principal payments on previous loans will be used to issue new loans and/or lines of credit
- Creative repayment options, to include new property tax and other dedicated revenue sources.

Funded at the level of \$10M for FY26.



MEDCO

Created to be a solutions provider...

“You dream it, we help build it.”

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