



TEAMING UP FOR SUCCESS

Year in Review

JULY 1, 2024–JUNE 30, 2025

MEDA

Maryland Economic
Development Association

Economic Development
Transforms lives.

MEDA YEAR-ROUND PARTNERS

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Maryland Department of Housing and Community Development
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Kent County Department of Economic & Tourism Development
Local Initiatives Support Corporation
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BEACON at Salisbury University
Maryland Association of Counties (MACo)
Maryland Municipal League (MML)
PPR Strategies

LETTER FROM THE GOVERNOR



Governor Wes Moore
State of Maryland

Dear Maryland Economic Development Partners,

I'm once again pleased to introduce the Maryland Economic Development Association's 2024-2025 Year in Review, detailing the remarkable achievements of Maryland's economic development community over the past year.

In these unprecedented times, Maryland is being tested by two storms: An historic fiscal challenge – the worst since the Great Recession – and a federal administration that continues to harm Maryland's people and the economy. But together, we are confronting crisis with courage.

Following this year's legislative session, we signed a budget to help us weather the present turmoil and achieve our goal of promoting fiscal responsibility. In partnership with the General Assembly, we made more than \$2 billion in targeted cuts and spending actions—the largest amount in at least 16 years.

We also made important investments in our state's workforce, including those like the RAISE Act, which expands apprenticeships into key industry sectors like cybersecurity and aerospace; and the Procurement Reform Act, which expands access to state contracts for small, minority, women, and veteran-owned businesses. We continue to provide resources and support for Marylanders impacted by federal workforce layoffs, including job fairs, emergency loans, and grants to support training for new career paths. And we're capitalizing on strategic industry sectors like aerospace and life sciences to show the world that Maryland is fast-emerging as the "Capital of Quantum."

In the coming year, our administration will remain laser-focused on making Maryland's economy stronger and more competitive. We will continue to attract new investment and jobs, and we will continue to create more pathways to work, wages, and wealth for all Marylanders.

Maryland is a great place to do business. We're grateful to have partners like you, who continue to inspire and uplift the economic development community. Thank you for all of your hard work; with your help we will make this Maryland's decade.

In partnership,

Governor Wes Moore
The State of Maryland

"We will continue to attract new investment and jobs, and we will continue to create more pathways to work, wages, and wealth for all Marylanders."



Secretary Harry Coker, Jr.
Maryland Department of Commerce

*"I've been
consistently
impressed with
the dedication,
collaboration, &
professionalism
of the state's
economic
development
community."*

LETTER FROM THE SECRETARY

Dear MEDA Team,

I'm very pleased to introduce the Maryland Economic Development Association's 2024-2025 Year in Review. Since joining the Maryland Department of Commerce earlier this year, I've been consistently impressed with the dedication, collaboration, and professionalism of the state's economic development community.

Earlier this year, Commerce and the Maryland Economic Development Commission released "[Winning the Decade: Roadmap to an Equitable, Robust, and Competitive Economy](#)." This report offers a bold vision for achieving the growth and prosperity that Marylanders deserve, including putting a strategic focus on three high-growth "Lighthouse Sectors" – quantum computing; computational biology; and positioning, navigation, and timing. These sectors offer the potential for transformative growth that can push our state's entire economy forward.

Over the past 12 months, Commerce has been thrilled to announce major business location and expansion wins, including Hellenic Cables in Baltimore City, PwrQ in Anne Arundel County, Avail Enclosure Systems in Kent County, JLG Industries in Frederick County and SJ Incorporation in Washington County.

We've continued to attract foreign investment to Maryland; this spring, our Commerce team accompanied Governor Moore to Japan and Korea on his first international trade mission; and in June we led a delegation of companies to the United Kingdom and Ireland. These missions allowed us to promote Maryland to a diverse, global audience and resulted in new collaboration agreements and new Maryland investments from international companies like Safetech Innovations and Brightbeam.

In the coming months, I'll be spending a day visiting each Maryland county, touring companies, meeting with business leaders, local government officials, and economic development professionals, and deepening my understanding of the strengths and challenges unique to every jurisdiction in the state. I look forward to meeting you all on your "home turf" and getting to know you and your communities better.

Thank you all for your hard work and commitment to supporting Maryland business and growing our state's economy.

Sincerely,

Harry Coker, Jr.
Secretary

MESSAGE FROM MEDA'S PRESIDENT

Dear MEDA Members and Economic Development Partners,

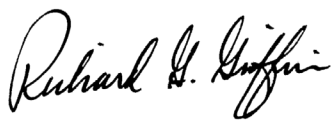
The reports are in, and MEDA hit solid homers over the last year with its sold-out economic development conferences and winning programs, training, public policy education, and networking. I could not be prouder of each team member for scoring winning economic development runs in your home communities and in support of this amazing team.

As we look at the upcoming season, talent scouts are reporting that the MEDA organization is fit, durable, and more relevant than ever to the economic development series, and to the State of Maryland. The box scores tell the story of peak performance and winning percentages. Membership is at an all-time high of over 575 and gametime (event) attendance is up with MEDA merch in high demand. UMD-Salisbury BEACON, using data from across the state, is reporting that for every dollar invested in economic development, an average return of \$8.81 is generated statewide.

Part of the winning MEDA team culture is talent development among members and partners to deliver game-winning pitches across city and county venues from the mountains in the west to the eastern shore estuaries. Our pitching rotation includes top free agent talent on the MEDA board, committees, and staff – and let me say that their stuff is right in the strike zone. Fielding plays are made every day by local EDO's and state agencies like Commerce, DHCD, MEDCO, TEDCO and Stadium Authority among others.

Thank you for the honor of serving as your MEDA team president for the past two years. I enjoyed every play and player, but now have turned over my bat and glove to the one and only TEDCO Tammi Thomas (T3) whose mantra is "Teamwork makes the dreamwork." With T3 at the helm and Pam "Tuff" Ruff as the GM, MEDA is looking for a pennant race this year. So, buy your tickets early, stay for every inning, and hold on for a "new" ball game. I'll be sitting in the field of dreams behind home plate with my MEDA ball cap where we all are transforming lives through economic development.

Play Ball,



Richard Griffin, CEcD
Immediate Past President, MEDA Board of Directors
Director of Economic Development Service, The City of Frederick



Richard Griffin, CEcD
Immediate Past President, MEDA

*"Thank you
for the honor
of serving as
your MEDA
team president
for the past
two years."*

MEDA BOARD OF DIRECTORS | JULY 2024–JUNE 2025

EXECUTIVE COMMITTEE



PRESIDENT

Richard G. Griffin, CEcD
Director, City of Frederick Department
of Economic Development



VICE PRESIDENT

Tammi Thomas
Chief Development and
Marketing Officer, TEDCO



SECRETARY

Kelly Robertson-Slagle
Former Director, Charles County
Economic Development Department



TREASURER

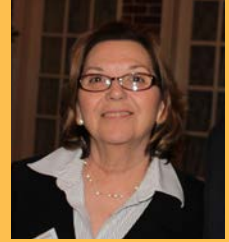
Renée Winsky
President and Founder,
Bay One Group, LLC



PAST PRESIDENT

Daniel K. Thompson
Executive Director, Somerset County
Economic Development Commission

MEDA TEAM



EXECUTIVE DIRECTOR

Pamela J. Ruff



MEMBERSHIP MANAGER

Margaret A. Bollhorst



Gwen Fike
Creekside Agency



Sandy Dubay, CEcD
PPR Strategies

AWARDS COMMITTEE



Committee Co-Chairs:

Dawn Medley

President and Chief Executive Officer,
FSC First

Destiny Mitchell

Senior Program Officer, Economic
Development, Local Initiatives Support
Corporation

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Committee Members:

Solash Aviles

Senior Business Development Specialist,
Frederick County Office of Economic
Development

Autumn Becker

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

Michele Burke

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

Mike Fisher

Principal, Site Resources

Delterese George

Senior Business Development Representative,
Maryland Department of Commerce

Lorin Hinton

Economic Development Manager, Baltimore
Gas & Electric

Heather Tinelli

Director, Economic & Tourism Development,
Queen Anne's County Department of
Economic & Tourism Development

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.

2025 PROJECT AND PROGRAM RECIPIENTS

Economic Development Project – Large Community:

Hoen Lithograph Campus

Nominated by: Maryland Department of Housing and Community Development

Economic Development Project – Small Community:

Oasis Fresh Foods Market Project

Nominated by: Charles County Economic Development Department

Economic Development Program – Large Community:

BGE's Smart Energy for Economic Development (SEED) Program

Nominated by: Baltimore Gas and Electric (BGE)

Economic Development Program – Small Community:

Queen Anne's County Career Center Initiative

Nominated by: Queen Anne's County Economic & Tourism Development

Economic Development Marketing Initiative – Large Community

Be Next Campaign

Nominated by: Montgomery County Economic Development Corporation

Economic Development Marketing Initiative – Small Community:

Make It. In The Mountains – Elevating the Outdoors: A Regional Approach to Growing Western Maryland's Outdoor Economy

Nominated by: Garrett County Government Department of Business Development

2025 MEDA Transformative Economic Development Award:

Baltimore Street Access Project

Nominated by: Cumberland Economic Development Corporation

2025 INDIVIDUAL AWARDS



MEDA Rising Star Martin Proulx

Value Added Agricultural
Specialist, Maryland
Department of Agriculture



MEDA Volunteer of the Year Marva Jo Camp



MEDA Hall of Fame

Lawrence F. Tuele, CECd
Principal, Eastport Partners



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

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

BUSINESS DEVELOPMENT COMMITTEE



Committee Co-Chairs:

John Stalfort

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

Jerry T. Sanford

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

Committee Members:

Andy Fish

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

John Genakos

Director of Development, Maryland
Economic Development Corporation

Shelly Gross-Wade

Principal, Bay Crossing Consulting
Services, LLC

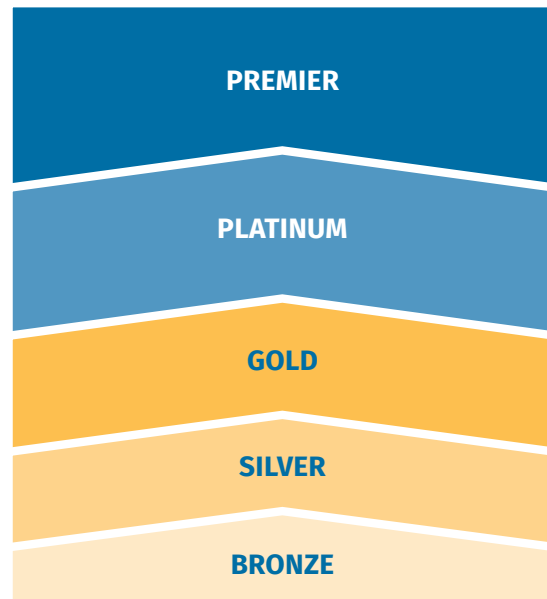
The Business Development Committee connects MEDA with public and private funding partners who invest in the organization's mission and vision for Maryland's future. The committee plays a critical role in retaining corporate and public partners while actively seeking new funding sources. By securing these 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 49 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

Director, Carroll County Department of Economic Development

Ebony Stocks, CEcD

Interim President and Chief Executive Officer, Prince George's County Economic Development Corporation

Committee Members:

Susan Banks

Director, Dorchester County Economic Development

Al Delia

Former Vice President for Regional Development and Engagement, Frostburg State University

David Fike

President and Chief Executive Officer, Leadership Maryland

Jay Meashey

Economic Development Professional

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

Coordinator for Outreach and Strategic Initiatives, 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, 2025, MEDA had an unprecedented number of 571 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 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, utility experts, and developers.

During the past year, the membership committee held a virtual new member orientation, and it welcomed new members at each of the quarterly conferences. The committee also held a member tour of the leading manufacturers in Worcester County.

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

Economic & Tourism Development Director,
Kent County

Committee Members:

Laurie Babb, CEcD

Director of Economic Development,
Montgomery County Economic
Development Corporation

Jim Chandler, CEcD

Director, Charles County Economic
Development Department

Sharon Disque, CEcD

Economic Development Manager,
City of Gaithersburg

Tamar Osterman, CEcD

Senior Director, Office of Regional
Development, Maryland Department
of Commerce

Larry Twele, CEcD

Principal, 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. This program serves members who are seeking certification and those new to economic development.

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:

Lara Fritts, CEcD

Director, Division of Economic Opportunity,
Frederick County Office of Economic &
Workforce Development

Stephen Rice

Deputy Secretary, Maryland Department
of Commerce

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2025 Annual Conference Chair:

Tammi Thomas

TEDCO

2025 Annual Conference Committee Members:

Lara Fritts, CEcD

Frederick County Office of Economic
& Workforce Development

Julia Glanz*

Maryland Department of Housing
& Community Development

Heather Gramm, CEcD

PPR Strategies

Sara Horta*

MEDCO

Sharon Markley Schreiber*

Maryland Business Roundtable
for Education (MBRT)

Mary Morris*

University of Maryland, Baltimore

Chris Moyer*

Bluefin Strategies

Yanina Edith Chumpitaz Ramirez

Latino Economic Development Center

Stephen Rice

Maryland Department of Commerce

Cindy Rivarde*

Rockville Economic Development, Inc.

Adam Strott

Allegany County Department of
Economic & Community Development

**Also serves on the Program Development Committee*

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.

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, discussing "Best Practices for Economic Developers in Site Selector Engagement." In October, MEDA partnered with DHCD to deliver the inaugural 2024 Main Street Maryland Conference in Frederick. The Fall Conference, held at the Baltimore Museum of Industry, focused on "The Economy is International." In January, the Winter Conference took place in Annapolis, offering a comprehensive legislative overview. Lastly, the year culminated in the MEDA Annual Conference, held at the Chesapeake Bay Hyatt, with a theme centered around "Maryland's North Star: Regions Coming Together."

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

Partner, Manis Canning & Associates

Lori Valentine

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

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Committee Members:

Laurie Babb, CEcD

Director of Economic Development, Montgomery County Economic Development Corporation

Candace Dodson-Reed

Chief of Staff, MEDCO

Kellie Hinkle

Deputy Director, St. Mary's County Department of Economic Development

Jennifer Jones, CEcD

Chief Executive Officer, Howard County Economic Development Authority

Jennifer LaHatte

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

Mindy Lehman

Chief Government Program Development, Affairs and Policy Officer, TEDCO

Matt Miller

Executive Director, President, Cumberland Economic Development Corporation

Matthew Tefteau

Manager of Government Affairs and Economic Development, Choptank Electric Cooperative, Inc.

Danny Thompson

Executive Director, Somerset County Economic Development Commission

Larry Twele, CEcD

Principal, Eastport Partners

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.

MEDA announced the release of updated impact data from its annual study of county economic development offices in Maryland. According to the findings, every dollar invested in county economic development operations over the past three fiscal years has generated an estimated average of \$8.81 in state and local tax revenue. The study, conducted in collaboration with BEACON at Salisbury University used IMPLAN, a regional economic analysis software, to model the data. This year's report draws on information from participating county offices for 2022, 2023, and 2024, focusing on jobs created or retained and the funding each county invested in economic development operations.

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

Senior Director of Marketing & Communications, Vision Technologies

Jennifer LaHatte

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

Committee Members:

Sarah Guy

Principal, SG Insights, LLC

Cassy Haber

Director, Development and Marketing, TEDCO

Destiny Allen Mitchell

Senior Economic Development Program Officer, Local Initiatives Support Corporation (LISC)

Martin Proulx

Value-added Agricultural Specialist, Maryland Department of Agriculture

Brian Sheavly

Senior Economic Development Strategist, Baltimore Gas & Electric

Sophie Slawson

Managing Director, PPR Strategies



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 held Online Networking Sessions—forums designed to foster ongoing learning and meaningful connections. Held bi-monthly for one hour, these sessions provided valuable opportunities to hear from a diverse lineup of economic development speakers, each offering unique insights and expertise. The format was intentionally designed to benefit both first-time attendees and returning participants, ensuring a consistently rewarding experience.

In addition to the networking sessions, the Young Leaders organized several in-person events throughout the year. Highlights included a happy hour following the fall conference at the Rye Tavern featuring a guest speaker from MAG Partners discussing exciting developments happening at the Baltimore Peninsula, a guided tour of the Maryland General Assembly at the State House after the winter conference, and a bonfire with s'mores at the annual conference.

The group also hosted a “Give Back” event, spending an afternoon volunteering at the Maryland Food Bank in Baltimore, where they helped sort and pack food for neighbors facing food insecurity.

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

LOFTON SCHOLARSHIP FUND

Lofton Scholarship Committee Members:

Rosa Cruz, CEcD

Chief of Staff, Maryland Department
of Housing and Community Development

David W. Edgerley

Consultant, Edgerley Consulting

Michael S. Lofton, CEcD

MEDA Hall of Fame

Dawn Medley

President and Chief Executive Officer,
FSC First

Timothy R. Troxell, CEcD

Advisor, Government Affairs,
FirstEnergy

Jamie Williams, CEcD

Economic & Tourism Development Director,
Kent County



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 electronically submit the following 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)*

James D. Fielder, Ph.D.

Richard Griffin, CEcD

Director, City of Frederick Department
of Economic Development

David Iannucci

Retired, MEDA Hall of Fame*

Jennifer LaHatte

Managing Director of Policy, Research
& Government Affairs, 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, MEDA Hall of Fame



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
Daniel K. Thompson
Executive Director, Somerset
County Economic Development
Commission



VICE PRESIDENT
Susan Banks
Director, Dorchester County
Economic Development Office



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



Shelly Gross-Wade
Principal Consultant & CEO,
Bay Crossing Consulting



Martin Proulx
Value-added Agricultural
Specialist, Maryland Department
of Agriculture



Bill Tompkins
Former President and Chief
Executive Officer, Montgomery
County Economic Development
Corporation

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

Current Active Members of the MEDA Presidents' Council:

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



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.

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 that allows 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 MEDA membership.

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 their 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.](#)

TEAMING UP FOR SUCCESS



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.



Economic Development TRANSFORMS LIVES.

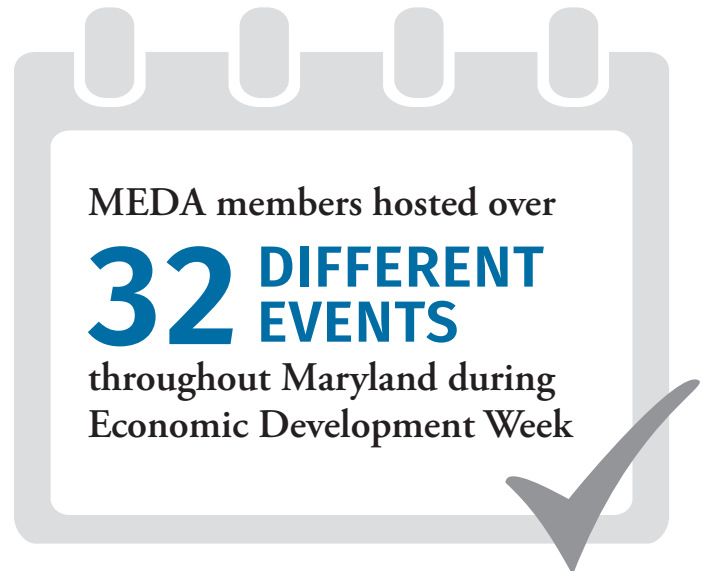
MEDA NUMBERS

571 MEDA MEMBERS

24 PROGRAMS DELIVERED



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



SOCIAL MEDIA

431,063 TOTAL IMPRESSIONS FROM SOCIAL MEDIA CONTENT



31,328
IMPRESSIONS



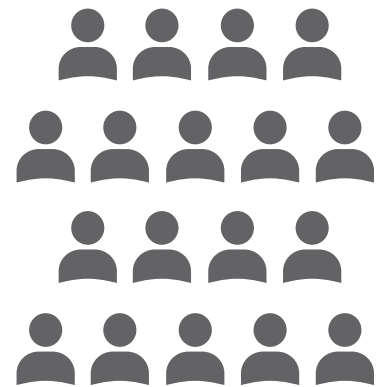
21,350
IMPRESSIONS



356,410
IMPRESSIONS



21,975
IMPRESSIONS



MEDA SERVED

1866
ATTENDEES
AT OUR
PROGRAMS

Each icon represents approximately 100 attendees. (Not including IEDC attendees.)

As of June 30, 2025



BE MOVED

// Maryland's ongoing commitment to be at the forefront of innovation and technology gives startups a real chance at success here. //

Jeanette Ortegon
CEO, Waverly Technology, LLC



Grow Here: business.maryland.gov/local

PREMIER



MARYLAND DEPARTMENT OF COMMERCE

From startups to established companies, and everything in between, the Maryland Department of Commerce helps businesses in Maryland get what they need to succeed. As the state's primary economic development agency, Commerce stimulates private investment and creates jobs in Maryland by attracting new business and encouraging the expansion and retention of existing Maryland companies. Commerce provides consulting and expertise to companies, and administers a variety of business funding programs. The Department also promotes the state's many advantages in domestic and international marketing efforts to spur economic development and international investment, trade and tourism. Learn more at business.maryland.gov.



MARYLAND DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT (DHCD)

The Maryland Department of Housing and Community Development invested \$2.6 billion in housing, community development, broadband, and small business programs, generating an estimated \$6.5 billion in economic impact and supporting the creation of nearly 28,000 full-time jobs statewide. These efforts reflect the Moore-Miller Administration's commitment to building a stronger Maryland through pathways to work, wages, and wealth.

This year also marked the release of the Department's first interactive Annual Report, highlighting DHCD's focus on innovation, transparency, and storytelling that brings our impact to life.

DHCD recently launched Just Communities, a new designation and strategy aimed at repairing historically racially motivated harms in housing and community development. In addition, the newly established Office of Tenant and Landlord Affairs and the introduction of a Tenant Bill of Rights are strengthening renter protections and increasing transparency across the state.

These efforts underscore DHCD's unwavering belief that in Maryland, Great Places Win—places that are safe, affordable, inclusive, and full of opportunity for all.

Learn more at dhcd.maryland.gov.



MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION (TEDCO)

TEDCO, the Maryland Technology Development Corporation, enhances economic empowerment growth by fostering an inclusive and sustainable entrepreneurial innovation ecosystem. We identify, invest in, and help grow technology and life science-based companies across the state. Funding opportunities offered through TEDCO's various funds and programs include the Maryland Stem Cell Research Fund, Maryland Innovation Initiative Fund, Federal Technology Transfer Initiative, Social Impact Funds, Seed Funds, Venture Funds, State Small Business Credit Initiative, and Cultivate Maryland Initiative. Along with these funding opportunities, companies can access valuable resources, such as Network Advisors, Rural & Urban Business Innovation Initiatives, Market Search Databases, online educational tools, a marketing toolkit, the Entrepreneur Expo, and more. www.tedcomd.com.



THE WEST NORTH AVENUE DEVELOPMENT AUTHORITY (WNADA)

The State of Maryland's West North Avenue Development Authority was established to lead a coordinated, strategic effort to revitalize a critical corridor in Baltimore City.

The Authority is tasked with creating and executing a comprehensive plan for housing, economic development, transportation, and neighborhood revitalization along West North Avenue, between the 600 and 3200 blocks, and within a 250-yard Buffer Zone surrounding that corridor.

WNADA is responsible for creating a unified plan for West North Avenue, serving as a resource center for development coordination, overseeing public fund use, advising agencies on planning, funding development projects, and guiding the Office of the Governor on various urban matters in Baltimore City.

Great Places WIN



Small Businesses Looking To Expand?

Loans up to \$5 million for your new space!

These loans or equity/investments are designed to help small businesses seeking funds for expansion and growth, supporting them during their entire lifecycle, from startup to maturity.



Wes Moore, Governor
Aruna Miller, Lt. Governor
Jacob R. Day, Secretary
Julia Glanz, Deputy Secretary

dhcd.maryland.gov/ssbci

Follow us:    

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



Pictured left-right: Tammi Thomas, *Chief Development & Marketing Officer*; Brittney Jackson, *Marketing Communications Specialist*; Rachael Kalinyak, *Associate Director, Marketing & Communications*; Troy LeMaile-Stovall, *CEO*; Rajaniece Thompson, *Grant Writer & Development Specialist*; DeJonna Farrar, *Assistant Director, Digital Marketing & Communications*; Cassy Haber, *Director, Development & Marketing*

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



TEDCO
LEADING INNOVATION TO MARKET

Pictured left-right: Tammi Thomas, Chief Development & Marketing Officer; Brittney Jackson, Marketing Communications Specialist; Rachael Kalinyak, Associate Director, Marketing & Communications; Troy LeMaile-Stovall, CEO; Rajaniece Thompson, Grant Writer & Development Specialist; DeJonna Farrar, Assistant Director, Digital Marketing & Communications; Cassy Haber, Director, Development & Marketing

Leading *Innovation* to Market

Are you a tech or life science entrepreneur in Maryland?

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Let TEDCO help you grow:

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

TEDCO
LEADING INNOVATION TO MARKET



Building a Better Future for West Baltimore.

www.wnada.org

The West North Avenue Development Authority (WNADA) exists to serve a vital public function, advancing the revitalization of West North Avenue for the benefit of local residents and contributing to the broader economic development of Baltimore City.



**NEIGHBORHOOD
REVITALIZATION**



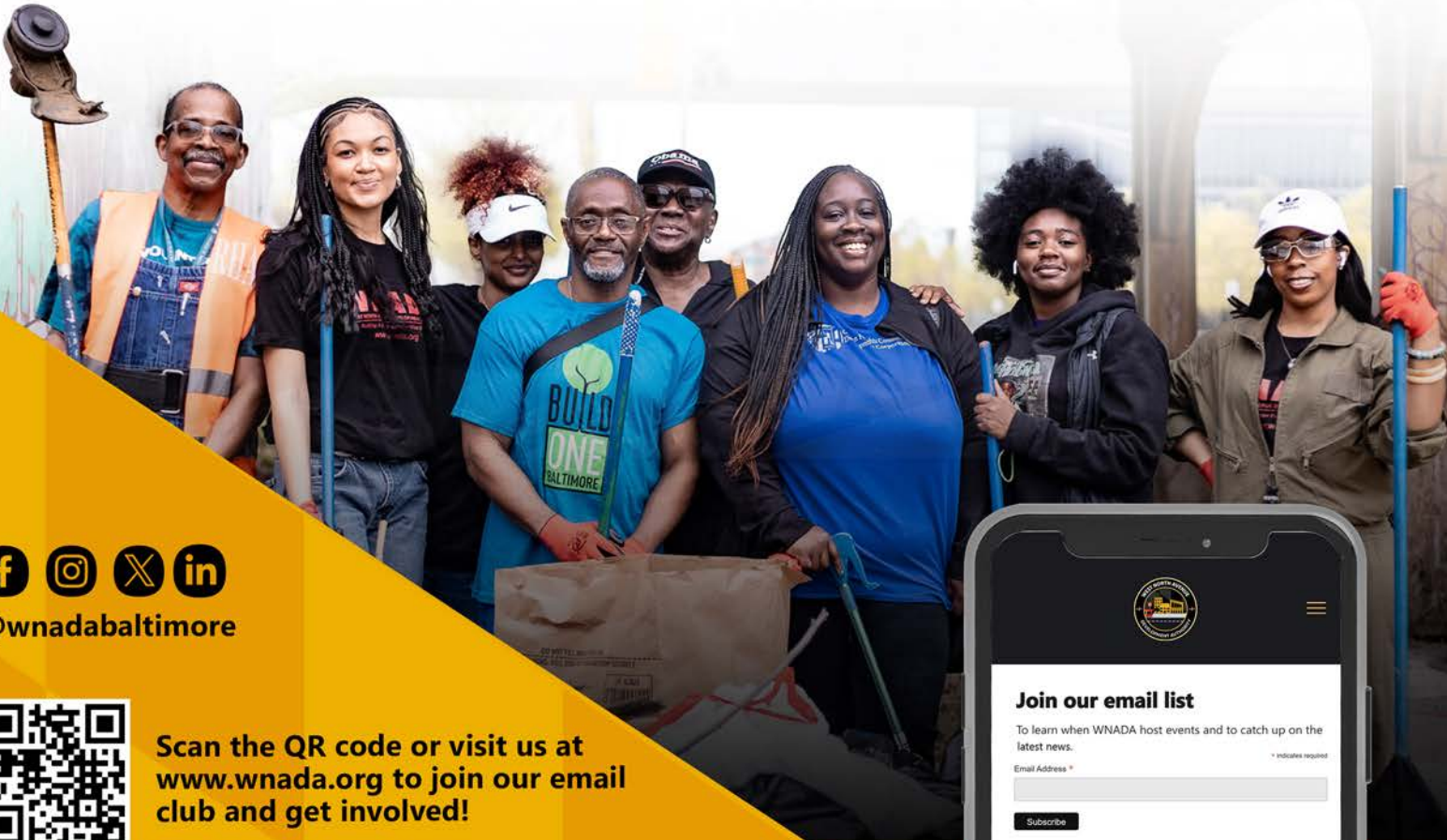
HOUSING



**ECONOMIC
DEVELOPMENT**



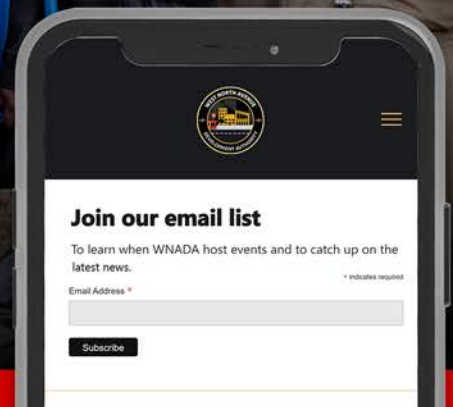
TRANSPORTATION



   
[@wnadabaltimore](https://www.facebook.com/wnadabaltimore)



Scan the QR code or visit us at
www.wnada.org to join our email
club and get involved!



Join our email list

To learn when WNADA host events and to catch up on the latest news. * Indicates required

Email Address *

PLATINUM



MARYLAND ECONOMIC DEVELOPMENT CORPORATION (MEDCO)

The Maryland Economic Development Corporation (MEDCO) was established by the Maryland General Assembly in 1984. MEDCO aims to support the growth and retention of businesses, attract new business, and aid in the creation of new business ventures and employment opportunities throughout Maryland. MEDCO accomplishes this mission by collaborating with public and private entities to provide innovative financing, real estate, and infrastructure development, as well as strategic advisory services.



MILES & STOCKBRIDGE – AWARDS

Miles & Stockbridge is an Am Law 200 law firm with more than 200 lawyers and offices in Maryland, Washington, D.C., Virginia and New York. The firm represents businesses of various sizes and offers significant depth in corporate law and transactions; litigation; government contracts; labor and employment; 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.



Since 1865, 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.

A STRATEGIC PARTNER IN YOUR SUCCESS

- ▶ Advisory Services
- ▶ Bond Financing and Tax Increment Financing
- ▶ Construction and Development Management
- ▶ Project Management



MEDCO-corp.com | (410) 625-0051



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.



Authorized by Nancy W. Greene, Chairman




We salute MEDA for your steady commitment to Economic Development.

Vibrant communities are built on steady and reliable dedication from their neighbors. As an institution that employs similar values, PNC proudly thanks the people, events, and businesses that help make the places we call home more brilliant.

PNC BANK

BRILLIANTLY
BORING™

Brilliantly Boring is a service mark of The PNC Financial Services Group, Inc.
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PNC Bank, National Association. Member FDIC.

GOLD



ANNE ARUNDEL
ECONOMIC DEVELOPMENT CORPORATION

EMPOWERING BUSINESSES TO SUCCEED & GROW IN ANNE ARUNDEL COUNTY

- ACCESS TO CAPITAL**
Low-interest loans and tax incentives to help businesses start, grow, and thrive.
- INCLUSIVE VENTURES PROGRAM**
Business education, mentorship, and access to capital for small, minority-owned, women-owned, and Veteran-owned businesses.
- COMMUNITY REVITALIZATION**
Incentives to redevelop, reimagine, and revitalize older commercial centers.
- REAL ESTATE & REGULATORY GUIDANCE**
Free commercial real estate searches and support navigating the permitting and licensing process.
- ARUNDEL AG**
Financing and technical assistance for farm-based businesses and producers.
- ECONOMIC RESEARCH LIBRARY**
The latest numbers on the Anne Arundel County economy and business climate.

ARUNDELBIZ.ORG | [in](#) [@](#) [f](#)



ANNE ARUNDEL ECONOMIC DEVELOPMENT CORPORATION

Anne Arundel County has a strong and diverse economy with high household incomes, low unemployment, and a strong housing market. 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. Additional assets throughout the County include BWI Thurgood Marshall Airport, the City of Annapolis, Laurel Park, and the Arundel Mills - Live! entertainment complex. More than 67,000 businesses and a thriving community of innovators call Anne Arundel County home, including over 2,100 technology companies that provide roughly 23,000 jobs. The Anne Arundel Economic Development Corporation (AAEDC) fosters diverse economic growth by empowering businesses, expanding job opportunities, and revitalizing communities in Anne Arundel County. As the go-to partner for local businesses, AAEDC supports the Anne Arundel County business community with key resources and services including financing, site selection, permitting and zoning guidance, market research, community revitalization, and small business counseling. To learn more about how AAEDC's programs and resources support the business community, follow us on social media, or visit www.ArundelBiz.org



BALTIMORE GAS AND ELECTRIC COMPANY (BGE)

BGE is Maryland's largest natural gas and electric utility, providing safe and reliable energy delivery to more than 1.3 million electric customers and 700,000 natural gas customers in central Maryland. The company was founded in 1816 as the nation's first gas utility and remains headquartered in Baltimore City to this day. BGE is a subsidiary of Exelon Corporation (Nasdaq: EXC), one of the nation's largest energy utility companies.



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. The County is well positioned for investment, growth, and development, being only 30 minutes from Washington DC and within reach of Baltimore and Richmond. Key federal labs and military installations are within a 40-minute drive, and approximately 570,000 skilled professionals are available for hire. Charles County lease rates are on average 34% lower than the Washington DC Metro Area. Excellent education options and a strong network of business support make the county a prime location for businesses looking to locate here. For more information, visit www.MeetCharlesCounty.com.



bge™
AN EXELON COMPANY

Powering Community Growth with BGE's Smart Energy for Economic Development (SEED Program)

The **SEED Program** is here to support economic development by reducing energy-related costs for businesses in Enterprise Zones, Sustainable Communities, and Opportunity Zones.

Program Benefits for Eligible Commercial Customers:

- **25% reduction** on electric, natural gas distribution, and demand charges
- **75% discount** on service extension costs

Partner with BGE to power progress.
Learn more at BGE.com/SEED



CHARLES COUNTY:
**KEY LOCATION
 FOR NATIONAL
 DEFENSE
 COMMUNITY**



130+
 Businesses Located
 in Corridor

7.67
 Square Miles

0.31%
 Estimated Population
 Growth Rate

\$100,043
 Median Household
 Income By 2027

The Charles County Economic Development team is proud to debut the Western Technology Corridor. Located in the heart of Charles County, the Western Technology Corridor features a highly skilled workforce, lower cost of business, and strategic advantages for defense industry organizations.

WESTERN CHARLES COUNTY TECHNOLOGY CORRIDOR

To learn more about the Western Tech Corridor, visit our website MeetCharlesCounty.com

Charles
 CHARLES COUNTY, MARYLAND
 ECONOMIC DEVELOPMENT COMMUNITY

10665 Stanhaven Place, Suite 206, White Plains, MD 20695
 Maryland Relay: 7-1-1 (TDD: 866-269-9006) | Equal Opportunity Employer



Help us connect more families with affordable home internet

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Internet Essentials offers customers:

- Internet service with speeds of **up to 75/10 Mbps** for \$14.95/month with Internet Essentials OR speeds of **up to 100/20 Mbps** for \$29.95/month with Internet Essentials Plus
- The option to purchase a subsidized new laptop for \$149.99
- Free in-person, online, and printed digital skills training materials and classes

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

xfinity



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.

f **t** **in** **@**



WE MEAN BUSINESS IN HOWARD COUNTY

HELPING YOUR BUSINESS LAUNCH, THRIVE AND STAY RIGHT HERE IN HOWARD COUNTY.

- INTERNATIONAL EXPANSION
- BUSINESS ASSISTANCE
- INCUBATION AND ACCELERATION
- ENTREPRENEURIAL UPSKILLING
- INCLUSIVE PROMOTIONS

HOWARD COUNTY ECONOMIC DEVELOPMENT AUTHORITY
hceda.org 410.313.6500

MARYLAND Innovation center
Mdinnovationcenter.com 410.313.6550

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.



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.



HOWARD COUNTY ECONOMIC DEVELOPMENT AUTHORITY

Howard County Economic Development Authority drives growth and innovation by delivering resources and expertise that help businesses start, scale, and succeed. We foster a dynamic economy by supporting site selection, streamlining permitting, and expanding access to capital through small business loans and a flexible line of credit. At our Maryland Innovation Center, companies benefit from a collaborative community of entrepreneurs, industry-specific programming, and pathways to commercialization. Our team builds strong relationships across sectors—from tech and life sciences to retail and manufacturing—to attract investment, retain talent, and strengthen Howard County's competitive edge. Learn more at howardcountyedea.org.



MARYLAND DEPARTMENT OF LABOR

The Maryland Department of Labor connects Marylanders to good jobs; protects workers, consumers, and the public; supports

Maryland businesses; and fosters economic growth. MD Labor plays a key role in promoting economic resilience and growth through comprehensive employment and job training programs. These programs provide Marylanders with skills that employers need—empowering workers while supporting thriving businesses statewide. MD Labor strives to build an equitable and inclusive Maryland where all residents have the opportunities and resources to earn fair pay, attain financial stability, reach their career potential, and contribute to their communities, and where businesses have access to the capital and skilled workforce they need to succeed. Visit labor.maryland.gov.




Train. Grow. Succeed with Apprenticeships

- Maryland is making a historic investment in apprenticeship to make sure employers can find, train, and retain the talent they need.
- More than 3,000 Maryland employers provide "earn and learn" training opportunities through apprenticeship.
- Apprenticeship helps employers reduce training costs, and turnover, and improve safety and productivity.
- Employers can take advantage of free assistance from the Maryland Department of Labor to help build custom training programs.



GET STARTED TODAY!
Connect with your local Apprenticeship Navigator learn how apprenticeship can work for your business.



GOLD continued



MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION

The Montgomery County Economic Development Corporation serves as the official economic development entity for Montgomery County, Maryland and operates as a 501(c)(3) nonprofit public-private partnership, funded by Montgomery County. We are dedicated to attracting, retaining and expanding businesses within key industries, such as Life Sciences, Technology, Advanced Manufacturing, AI, Quantum and more. Strategically located within minutes from the nation's capital, the county is home to 18 federal agency headquarters, a robust business ecosystem and a highly diverse population of 1M+ residents where at least one in three adults hold an advanced degree (master's or higher). Discover why leading brands choose Montgomery County, Maryland at www.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.pgcedc.com or visit us on Facebook at PGCEDC.

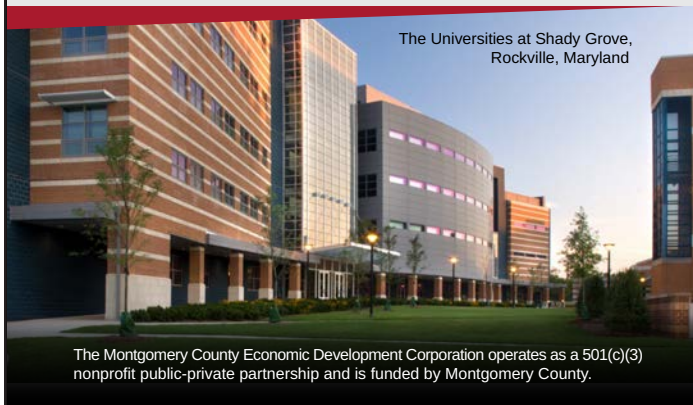


Montgomery County, Maryland Is Built for Business

A driving force in Maryland's economy at the heart of the Washington Metropolitan region.

This is where global leaders in biotech, AI and quantum come to influence, innovate, access unmatched talent and succeed.

Join them. Visit THINKMOCO.COM



The Universities at Shady Grove, Rockville, Maryland

The Montgomery County Economic Development Corporation operates as a 501(c)(3) nonprofit public-private partnership and is funded by Montgomery County.

EXPANSION STARTS HERE

VISIT US AT WWW.PGCEDC.COM



FIND
OPPORTUNITIES

FORGE NEW
PARTNERSHIPS

BUILD YOUR
BUSINESS



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

LIVE, WORK, PROSPER IN CALVERT COUNTY



- Three Opportunity Zones: Patuxent Business Park, Calvert Industrial Park and Chesapeake Industrial Park
 - Incentive fund for qualified expansions
 - Financial assistance through the Calvert Economic Development Loan Fund
 - Ombudsman program for streamlined permitting
 - Workforce development coordination
 - Coordination of federal, state and local resources
 - Located near federal installations in Washington, D.C., Lexington Park and Indian Head
- ... and much more!*



CALVERT COUNTY
Maryland
Economic Development



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

SILVER



BALTIMORE COUNTY DEPARTMENT OF ECONOMIC & WORKFORCE DEVELOPMENT

What makes Baltimore County special? Everything. As Maryland's

second-largest county and second-largest job center, Baltimore County offers the perfect balance for you, your family, and your business. A vibrant economy, a top school system, a convenient, comfortable blend of historic neighborhoods, waterfront living, rural landscapes and urban main streets... all within a short drive or light-rail ride to downtown Baltimore City. Baltimore County's businesses are thriving and driven by leaders that span every major industry sector. More than 21,000 businesses call Baltimore County home, attracting billions in private investment countywide, and earning the coveted Triple AAA bond rating. Baltimore County's Department of Economic and Workforce Development links businesses to quality job seekers through recruitment, hiring events, trainings and more. Each year, over 25,000 people visit Baltimore County Career Centers to connect with hiring employers. To find out more about the booming economy in Baltimore County, visit BaltimoreCountyBusinessHelp.com or like us on Facebook at Facebook.com/BaltCoDEWD.

CALVERT COUNTY
Maryland
Economic Development

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.

MEDA PARTNERS

SILVER continued



FREDERICK COUNTY OFFICE OF ECONOMIC DEVELOPMENT

Frederick County is where creativity meets innovation, and where people

discover bright new opportunities. Here, a single idea can transform into monumental success. We are a dynamic and diverse community, proud of our highly educated workforce, world-class life sciences and advanced technology sectors, and a tradition of advanced manufacturing and value-added agriculture that seamlessly blends with our rich heritage. With a strategic location, a competitive tax structure and attractive local and state incentives, Frederick County is a prime location for businesses. Our thriving 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 and the tools to ensure your business succeeds in Frederick County for many years to come. Learn more at www.discoverfrederickmd.com.



HARFORD COUNTY
ECONOMIC DEVELOPMENT

HARFORD COUNTY DEPARTMENT OF ECONOMIC DEVELOPMENT

Harford County Department of Economic Development (DED)

offers programs, services, and resources to strengthen business development and stimulate job creation. The team cultivates relationships and infuses attraction and retention strategies across key industry sectors – defense, technology, manufacturing, healthcare and agriculture – while also supporting aspiring entrepreneurs and business start-ups. Harford DED accelerates business and workforce growth by utilizing Harford County's premier mid-Atlantic location, providing "Fast Track" permitting, and offering financial programs to create new opportunities to attract, grow, and sustain businesses. Harford's diversified business ecosystem, skilled labor force, and robust economy are why it consistently receives a Triple-A bond rating from all three major bond-rating agencies. For information, visit www.harfordcountymd.gov.



FREDERICK COUNTY MARYLAND

FASTEST GROWING COUNTY IN THE STATE



Part of
Washington, D.C.
& Baltimore, MD
Metro Area



Zero Business
Personal
Property Tax



Fast Track
Permitting for
Expedited
Development



Access to 3
International
Airports & Port
of Baltimore



FREDERICK COUNTY MD
Office of
Economic
Development

*Explore Business Incentives
and Support at
discoverfrederickmd.com*



GROWING YOUR BUSINESS IS OUR BUSINESS

LET'S GET STARTED!



HARFORD COUNTY ECONOMIC DEVELOPMENT

www.harfordcountymd.gov
ded@harfordcountymd.gov
410-638-3059

BOB CASSILLY
County Executive



KAREN HOLT
Director

SILVER continued

M&T Bank **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.



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



ST. MARY'S COUNTY

The St. Mary's County Department of Economic Development is committed to fostering a resilient, innovation-driven economy by supporting key industries, including defense & defense commercialization, aviation & aircraft modification, unmanned & autonomous systems, advanced manufacturing, tourism & hospitality, and agriculture & aquaculture. We assist businesses at every stage, from startup to expansion, by aiding with site selection, facilitating the development process, coordinating partner resources, and supporting workforce development initiatives. Our efforts focus on attracting and retaining a talented, diverse workforce, supporting the mission of Naval Air Station Patuxent River, and cultivating a strong environment for entrepreneurship and business growth across all sectors. We work closely with educational partners to strengthen workforce pipelines and ensure alignment between industry needs and talent development. We are equally dedicated to securing St. Mary's County's agricultural assets for future land and water-based enterprises. Through these efforts, the department works to strengthen the local economy, enhance community prosperity, and ensure long-term sustainability for generations to come. Learn more at www.yesstmarysmd.com.



Helping businesses thrive is important.

At M&T Bank, we understand that small business is the lifeblood of any thriving community. Which is why we are committed to providing our support and keeping our lending decisions local. [See what we can do for your business at your neighborhood branch or \[mtb.com\]\(http://mtb.com\) today.](#)

M&T Bank is proud to support the Maryland Economic Development Association.



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Headquartered in Richmond, Virginia, Atlantic Union Bankshares Corporation (NYSE: AUB) is the holding company for Atlantic Union Bank. Atlantic Union Bank is the largest regional bank headquartered in Virginia with a presence across the Mid-Atlantic. With our customer-centric approach, we offer a full suite of financial services, including business and commercial banking, treasury management, home loans, consumer banking and wealth management solutions.



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 Economic Development

Grow Better Here

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In the Baltimore metropolitan region, Carroll County offers businesses access to national and international markets. The county's robust government-owned fiber optic network and ongoing investments in high-quality business parks provide scalable, cost-effective solutions for growing companies and relocation projects. Carroll County is committed to fueling growth in key sectors including corporate headquarters, high-tech manufacturing, agriculture, information technology, and professional and business services. Our highly educated, skilled, and productive workforce is known for its strong work ethic and adaptability. A supportive, diverse, and pro-business environment makes Carroll County an ideal location for both startups and established companies. Discover how we can grow your success. Visit carrollbiz.org.



CITY OF BOWIE

Located 20 minutes from Annapolis, Maryland or Washington, D.C., and 30 minutes from Baltimore, Bowie has grown from a small agricultural and railroad town into one of the five largest cities in Maryland. Now occupying 18 square miles, Bowie's great location is enhanced by a superb quality of life. Bowie boasts a minor league baseball stadium, heritage museums, the Bowie Center for the Performing Arts, an Old Town historic and shopping district, and over 2,000 acres of parks, as well as excellent shopping malls and retail centers. To find out what Bowie has to offer, visit www.cityofbowie.org/biz.



FREDERICK ECONOMIC DEVELOPMENT

CITY OF FREDERICK DEPARTMENT OF ECONOMIC DEVELOPMENT

The City of Frederick is home to over 4,000 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.

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Progress Highlights
93% of strategic initiatives are in action!

Strategy 1.9 Develop a regional economic indicators dashboards.
BDCs Economic Dashboard and Development Outlook Tracker

Strategy 2.4 Develop a Service Corps that offers immediate job opportunities and wages.
Baltimore City Hire Up Program

Strategy 2.16 Commercial corridors: develop mapping tool to measure corridor 'vitality.'
BDCs Commercial District Assessment Initiative

Strategy 5.4 Develop a "reopening" plan for downtown; welcome workers back, develop public safety strategies, address transit etc.
Downtown RISE and Action Plan



Use the QR code to access the Progress Report



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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.



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We're proud to work with organizations like Maryland Economic Development Association who are steadfast in their commitment to build a stronger, more equitable local economy.

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LISC LOCAL INITIATIVES SUPPORT CORPORATION

Together with residents and partners, LISC forges resilient and inclusive communities of opportunity across America—great places to live, work, visit, do business and raise families. LISC invests in overlapping program areas that reach into every corner of community life including:



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Creative Placemaking



Economic Development



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Income & Wealth Building



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Our approach is comprehensive, effective and—most important—rooted in what neighbors want for themselves, their families and the places they call home. Since 1979, LISC has invested over \$35 billion in our communities.

Learn more at www.lisc.org

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THE HARBOR BANK OF MARYLAND

The Harbor Bank of Maryland's mission is to profitably invest in the growth of our communities through the provision of financial products and services to create inclusive economic development. The Harbor Bank of Maryland (HBM) is a Federal Deposit Insurance Corporation (FDIC) designated Minority Depository Institution and minority-owned community bank headquartered in Baltimore, MD serving all of Maryland, Washington, DC and Northern Virginia. The Harbor Bank of Maryland newest branch in Silver Spring, MD opened in spring 2025.



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



LOCAL INITIATIVES SUPPORT CORP. (LISC)

In 1979, when the Ford Foundation first conceived of LISC, it envisioned an "intermediary"—a nimble non-profit with strong community partnerships that would connect hard-to-tap public and private resources with underinvested places and people. LISC helps bridge the gap between funders and local entities by offering the relationships and expertise to assist community organizations in attracting the kinds of resources that allow them do their best work. Through our 38 local offices, a rural program that reaches more than 2,400 counties in 49 states and Puerto Rico, and LISC-founded affiliates and entities, we provide financing and technical and management assistance to a vast network of community-based partners and developers.



MARYLAND ASSOCIATION OF COMMUNITY COLLEGES

The Maryland Association of Community Colleges (MACC) supports the ability of all Marylanders to access quality, affordable training and education at our 16 community colleges. MACC works with legislators, education policymakers and diverse stakeholders to advocate for equitable education policy, legislation and funding. Our work strengthens the capacity of our colleges to

- Train for in-demand workforce roles
- Prepare students for transfer to four-year institutions
- Serve our local populations, employers and students.

Maryland's 16 community colleges empower students to attain their education and career goals by offering affordable, flexible education and career training. Small class sizes, career-advising services and academic support help students succeed both academically and professionally. Learn more at mdacc.org.



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.



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The Maryland World Class Consortia (MWCC) is a nonprofit organization that helps companies of all sizes and industries build cultures of continuous improvement. Since 1996, we've empowered Maryland organizations through Lean training, leadership development, and expert support. Our nationally recognized consultants deliver measurable results that improve efficiency, profitability, and competitiveness. We serve manufacturers, healthcare providers, service organizations, and government agencies — any organization seeking operational excellence. Through Lean Peer Groups, plant tours, and events, we foster a statewide network focused on growth and innovation. MWCC is a trusted partner to economic development professionals statewide. Learn more or schedule a free consultation at LeanMaryland.com/Contact.



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The Patuxent Partnership (TPP) is a non-profit organization that works with government, industry, and academia on activities from advancing science and technology to growing the STEM and workforce pipeline in Southern Maryland. We foster the exchange of ideas across technology and the DOD. We are engaged in workforce development and economic development. www.paxpartnership.org



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Pepco is a unit of Exelon (Nasdaq: EXC), a Fortune 250 company and one of the nation's largest utility companies serving more than 10.7 million customers. Pepco provides safe and reliable energy service to approximately 919,000 electric customers in the District of Columbia and Maryland.



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

Founded in September of 1886, The University of Maryland Eastern Shore (UMES) is a public 1890 land-grant Historically Black University in Princess Anne, Maryland. Committed to diversity, UMES serves first-generation and underserved students, transforming lives through education, research, and community engagement. As a Doctoral University per the Carnegie Classification, UMES offers instruction, research, and service in various academic clusters, including liberal arts and sciences, agriculture, business, engineering, education, marine and environmental sciences, allied health, hospitality, and special academic services. UMES provides five (5) upper division certificates, thirty-seven (37) bachelor's, four (4) post-baccalaureate certificates, eighteen (18) master's, eight (8) research doctoral, two (2) professional doctoral, and two (2) general doctoral programs. Notable bachelor's programs include agribusiness, aviation science, construction management, criminal justice, engineering technology, environmental science, professional golf management, hospitality and tourism management, and rehabilitation services. Master's programs cover teaching, applied computer science, chemistry, criminology, cybersecurity engineering technology, and rehabilitation counseling. Doctorates are available in marine-estuarine-environmental sciences, toxicology, pharmaceutical sciences, physical therapy, education leadership, pharmacy, and food science and technology. Accredited in forty-two (42) study areas and by the Middle States Commission on Higher Education, UMES houses five (5) schools.

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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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