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MEDA
Maryland Economic
Development Association

Economic Development
Transforms lives.

YEAR IN REVIEW
JULY 1, 2023–JUNE 30, 2024

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Development Corporation

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and Economic Development

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BEACON at Salisbury University

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(MACo)

Maryland Municipal League
(MML)

PPR Strategies

LETTER FROM THE GOVERNOR

Dear Maryland Economic Development Partners,

I am thrilled to introduce the Maryland Economic Development Association's 2023-2024 Year in Review, a powerful summary of what our state's economic development community has achieved in the past 12 months.

In our first year, we made incredible progress moving Maryland forward, including announcing the creation of 39,000 new jobs; raising the minimum wage; launching the Service Year Option, and helping 34,000 children move up the socioeconomic ladder. The Baltimore metropolitan region was named a federal Tech Hub, unlocking new opportunities for tens of millions of dollars in federal funds to support our innovation economy. And the long-awaited decision to build the new FBI headquarters in Prince George's County will bring 7,500 jobs to the state and produce over \$4 billion in economic activity.

In our second year, we passed landmark legislation to make housing in Maryland more affordable and strengthen rights for Maryland renters, critical steps that will not only help working Marylanders increase their economic mobility but will help us attract new business and investment to the state. We also passed bills to make our state more competitive by helping us attract technology projects such as data centers and by requiring state agencies to provide more transparency in their licensing and permitting process—which will provide much-needed predictability for entrepreneurs and growing businesses.

Of course, Maryland also faced an unexpected challenge this spring with the shocking and tragic collapse of the Francis Scott Key Bridge in Baltimore. We immediately mobilized a massive recovery effort, provided several avenues of support for impacted businesses, and worked closely with our partners to ensure the wreckage was removed as quickly as possible. Though we mourn with the families of the six men who lost their lives, I am incredibly proud of how Maryland has responded to the tragedy and am proud to say that the Port of Baltimore has fully reopened.

I'm grateful to each and every member of our economic development community for your hard work and dedication to make this Maryland's decade. I look forward to the great things we'll accomplish together in the years to come.

Sincerely,



Wes Moore
Governor



Wes Moore
Governor,
State of Maryland

"I'm grateful to each and every member of our economic development community for your hard work and dedication to make this Maryland's decade."



Kevin Anderson
Maryland Department of Commerce

"Thank you all for your hard work throughout the year, and your continued support of economic development in Maryland."

LETTER FROM THE SECRETARY

Dear MEDA Team,

It's once again my great pleasure to introduce the Maryland Economic Development Association's 2023-2024 Year in Review, which offers a summary not only of our state's recent economic development achievements, but of the hard work and dedication of people like you.

It's been an eventful year, to say the least. We announced major expansion and location wins, including Conair's new distribution center in Washington County, Rocket Lab's new manufacturing site in Baltimore County, EV APCO's expansion in Carroll County, and the relocation of Blink Charging's headquarters to Prince George's County.

The Maryland Department of Commerce has continued to attract foreign investment to our state, and recently launched the fifth round of applications for the Maryland Global Gateway Soft Landing Program, which has helped dozens of international companies land in Maryland so they can explore the U.S. market.

During this year's General Assembly session, lawmakers approved Commerce's proposal to add an important new capability to the Small-, Minority-, and Women-Owned Business Account. Our fund managers for this program can now offer grants in conjunction with loans, giving Commerce another tool with which to support small businesses across the state.

Commerce also mobilized to support our business community after the sudden collapse of the Francis Scott Key Bridge in March. Commerce's Port of Baltimore Emergency Business Assistance Program made \$15 million available to businesses whose operations and shipments were primarily reliant on the Port of Baltimore. As the program draws to a close, we expect to have provided funds to more than 100 businesses whose operations were hindered or halted by the temporarily reduced operations at the Port.

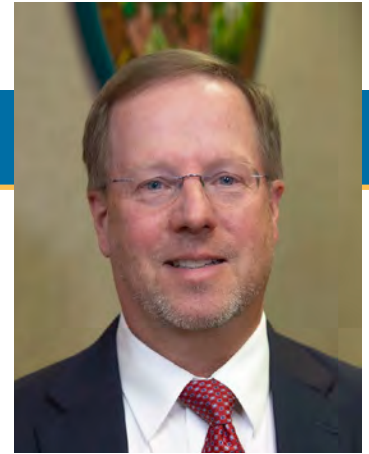
In the coming months, Commerce will continue to work with our partners at the Maryland Economic Development Commission on a new strategic plan to guide our agency's efforts to support economic growth and job creation in the coming years. We've been seeking input from our partners across the state during this process, and look forward to sharing the new plan with you soon.

Thank you all for your hard work throughout the year and your continued support of economic development in Maryland. Great things lie ahead!

Sincerely,

Kevin Anderson
Secretary of Commerce

MESSAGE FROM MEDA'S PRESIDENT



Richard Griffin, CEcD
MEDA President

Dear MEDA Members and Economic Development Partners,

I am pleased to report that during the past year MEDA has continued to add new members, deliver high quality professional development conferences, and support the economic development vision for the State of Maryland and its counties, cities, and towns. My first year of a two-year MEDA presidency has been one of growth, resiliency, and opportunities for our members and partners.

MEDA relies on strong membership, capable staff, and effective committees to deliver results, and I would like to recognize those MEDA members who serve on the Board of Directors and committees for their time and energy. It has clearly paid off for the organization and their communities. I am proud to have been at the helm but can take little credit as we broke record membership numbers, brought insightful programming and speakers at sold-out conferences, and expanded our public policy work with a statewide dashboard. Earlier this year MEDA and UMD-Salisbury BEACON announced new research that shows for every dollar invested in economic development across the state, an average return of \$9.17 is generated. I would like to offer our sincerest appreciation for the partnership with BEACON which gathered the data and conducted the analysis. I also want to thank the county economic development directors who took time to provide the data needed to compile the results.

Each of the MEDA committees collaborate with a common purpose: to provide our members the tools they need to be the best economic development professionals in the country. We all work to transform the lives of our citizens and it shows every day.

While MEDA has had a banner year, we recognize it hasn't been easy for many Maryland communities impacted by the collapse of the Francis Scott Key Bridge. Additionally, MEDA has lost some of its own during the past year including Jack Lyburn (Carroll County) and Lori Ratzburg (MD Commerce). Despite these challenges, I've so enjoyed this year primarily because I've had the opportunity to work with each of you and learn how MEDA can be of service.

Thank you to the MEDA team, board, and sponsors for your support. And thank you to all our members for placing your trust in MEDA as we guide Maryland economic development forward.

Best,

A handwritten signature in black ink that reads "Richard G. Griffin". The signature is written in a cursive, flowing style.

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

"Each of the MEDA committees collaborate with a common purpose: to provide our members the tools they need to be the best economic development professionals in the country."

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
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:

N. Gordon Knox

Partner, Duane Morris LLP

Dawn Medley

President and Chief Executive Officer,
FSC First

Committee Members:

Solash Aviles

Senior Business Development Specialist,
Frederick County Office of Economic
Development

Michele Burke

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

Mike Fisher

Principal, Site Resources

Kellie Hinkle

Assistant Director, St. Mary's
County Economic Development

Nancy Jordan-Howard

Chief Operating Officer, Baltimore
Development Corporation

Laura Soper

Senior Tourism Specialist,
Wicomico County

Adam Strott

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

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.

2024 PROJECT AND PROGRAM RECIPIENTS

Economic Development Project—Large Community:

CFG Bank Arena

Nominated by: Baltimore Development Corporation

Economic Development Project—Small Community:

Great Wolf Lodge

Nominated by: Cecil County Office of Economic Development

Economic Development Program—Large Community:

Frederick County Agricultural Innovation Grant Program

Nominated by: Frederick County Government

Economic Development Program—Small Community:

SCIF Capital Grant: Charles County & St. Mary's County

Nominated by: Maryland Economic Development Corporation (MEDCO)

Economic Development Marketing:

Creando Exitos

Nominated by: Prince George's County Economic Development Corporation

2024 INDIVIDUAL AWARDS



MEDA Rising Star

Katie Stevens

Director, Frederick County
Office of Agriculture



MEDA Hall of Fame

John Wasilisin

Retired



MEDA Volunteer

of the Year

Karlys Kline



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

Tiffany Harvey

Principal, Cornerstone Government Affairs

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 44 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](#).



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

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

Committee Members:

Destiny Allen-Mitchell

Program Officer, Local Initiatives Support Corporation (LISC)

Susan Banks

Director, Dorchester County Economic Development

Kerrie Bunting

President, Ocean Pines Chamber of Commerce

Al Delia

Vice President for Regional Development and Engagement, Frostburg State University

David Fike

President and Chief Executive Officer, Leadership Maryland

Jay Meashey

Economic Development Director, City of Taneytown

Daisy Namukwaya

Economic Impact Analyst, FSC First

Ardys Russakis

Executive Director, Policy and Strategic Initiatives, Towson University

Andrew Sargent

Senior Business Development Representative, Maryland Department of Commerce

Nancy Schwendeman

Workforce Development Specialist, Worcester County Tourism & Economic Development

Steven Wall

Regional Development Representative, Maryland Department of Commerce

Walter Woods, M.A.

Coordinator for Outreach and Strategic 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, 2024, MEDA had an unprecedented number of 537 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.

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

PROFESSIONAL DEVELOPMENT COMMITTEE



Committee Co-Chairs:

Rosa Cruz, CEcD

Chief of Staff, Maryland Department of Housing & Community Development

Trish Heidenreich, CEcD

Founder and Chief Executive Officer, Economic Development Initiatives Group

Committee Members:

Laurie Babb, CEcD

Director of Economic Development, Montgomery County Economic Development Corporation

Jim Chandler, CEcD

Assistant Deputy Chief Administrative Officer (CAO) for Economic Development, Prince George's County Government

Sharon Disque, CEcD

Economic Development Manager, City of Gaithersburg

Tamar Osterman, CEcD

Senior Business Development Representative, 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

Executive Director, Frederick County Office of Economic & Workforce Development

Lori Ratzburg (In Memoriam)

Senior Director, Regional Growth & Retention, Maryland Department of Commerce

2024 Annual Conference Chair:

Tammi Thomas

2024 Annual Conference Committee Members:

Marco Ávila

Susan Banks

Al Delia

DeJonna Farrar

Lyn Farrow

David Fike

Lara Fritts, CEcD

Narbeli Galindo

Heather Gramm, CEcD

Cassy Haber

Tiffany Harvey, Esq.

Jonathan Horowitz

David S. Iannucci

Rachael Kalinyak

Michael Mitchell

Sadaf Parveen

Larysa Salamacha

Tom Sadowski

Sheebah Smith

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

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

In the past year, the committee organized a successful virtual Summer Conference, discussing Leadership Development in Economic Development Organizations. The Fall Conference, held in Carroll County, focused on Innovation in Manufacturing. 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 Leveraging Maryland's Competitive Advantages.

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

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



PUBLIC POLICY AWARENESS COMMITTEE



Committee Co-Chairs:

Andrea E. Mansfield
Government Affairs Professional,
Manis Canning & Associates

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

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Committee Members:

A.C. Alrey
Director of Business Development,
City of Crisfield

Laurie Babb, CEcD
Director of Economic Development,
Montgomery County Economic
Development Corporation

Sarah Guy
Principal, SG Insights, LLC

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

Mindy Lehman
Chief Government Relations and Policy
Officer, TEDCO

Matt Miller
Economic Development Specialist,
Cumberland Economic Development
Corporation

Chris Moyer
Principal, Bluefin Strategies

Danny Thompson
Executive Director, Somerset County
Economic Development Commission

Larry Twele, CEcD
Principal, Eastport Partners

Taylor Yewell
Redevelopment Manager, Charles County
Economic Development Department

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

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

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

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



YOUNG LEADERS COMMITTEE



Committee Co-Chairs:

Allison Akers

Director of Marketing and Communications, Vision Technologies

Amy Velich

Central Bank Manager, Johns Hopkins University

Committee Members:

Autumn Becker

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

Sarah Guy

Principal, SG Insights, LLC

Cassy Haber

Marketing Coordinator, TEDCO

Jennifer LaHatte

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

Destiny Allen Mitchell

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

Daisy Namukwaya

Economic Impact Analyst, FSC First

Martin Proulx

Value-added Agricultural Specialist, Maryland Department of Agriculture

Brian Sheavly

Senior Economic Development Strategist, Baltimore Gas & Electric

Sophie Smith

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 have initiated Online Networking Sessions, a professionally curated forum designed for continuous learning and connection. Held bi-monthly for an hour, these sessions offer a valuable opportunity to hear from a range of distinguished economic development speakers, each bringing unique insights and expertise. The structure caters to both first-time attendees and regular participants, ensuring a rewarding experience with each session.

Additionally, the Young Leaders organized several events throughout the year. These included a Lunch & Learn Ag Tour at Zekiah Ridge Flowers in Calvert County, a Western Maryland Train Tour in Cumberland, a tour of Forward Brewing Company following the Winter Conference in Annapolis, and a tour of the Harriet Tubman Underground Railroad Visitors Center and the Blackwater Refuge in Cambridge after the Annual Conference.

The Young Leaders also held their first “Give Back” event by volunteering for a morning with the build crew in Aberdeen in collaboration with Habitat for Humanity Susquehanna.

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

LOFTON SCHOLARSHIP FUND

Lofton Scholarship Committee Members:

David W. Edgerley
Consultant, Edgerley Consulting

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

Michael S. Lofton, CEcD
MEDA Hall of Fame

Dawn Medley
President and Chief Executive Officer,
FSC First

Richard W. Story, CEcD
MEDA Hall of Fame

Timothy R. Troxell, CEcD
Advisor, Government Affairs,
FirstEnergy



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)*

Christopher Carroll

Vice President, Government and
Regulatory Affairs, Comcast

James D. Fielder, Ph.D.

Richard Griffin, CEcD

Director, City of Frederick Department
of Economic Development

David Iannucci

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

Jennifer LaHatte

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



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
Shawn Gunaratne
Vice President, Bon Secours
Community Works



SECRETARY
Jessica Reynolds, CEcD
Regional Manager, Maryland
Department of Commerce



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



Susan Banks
Director, Dorchester County
Economic Development Office



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



Bill Tompkins
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
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.](#)

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.



creating... inspiring... enriching...

**Economic Development
TRANSFORMS LIVES.**

MEDA NUMBERS

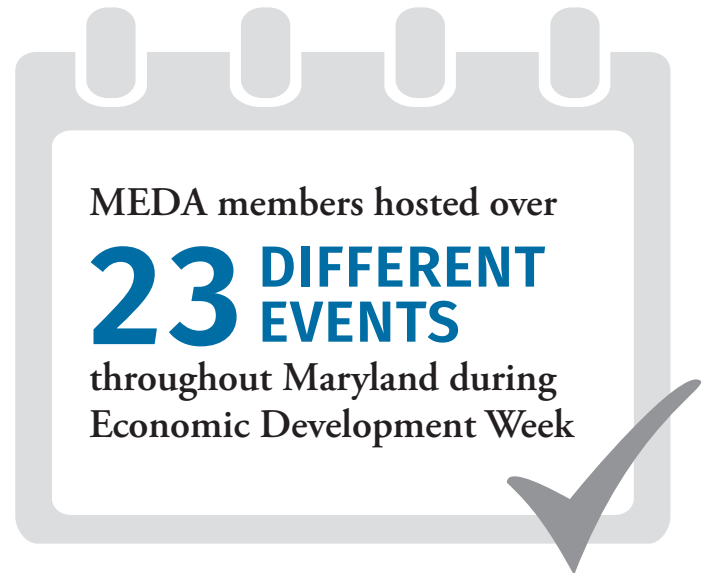
537 MEDA MEMBERS

22 PROGRAMS DELIVERED



44
YEAR-ROUND PARTNERS

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



SOCIAL MEDIA

172,437 TOTAL IMPRESSIONS FROM SOCIAL MEDIA CONTENT



101,547
IMPRESSIONS



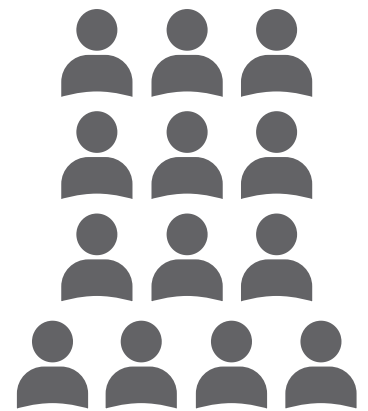
9,700
IMPRESSIONS



61,190
IMPRESSIONS



187
YOUTUBE VIDEOS



MEDA SERVED

1388

ATTENDEES
AT OUR
PROGRAMS

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

As of June 30, 2024



BE MOVED

// Maryland has played a role in every stage of our growth and success. Here, we find our customers, mentors, and funding partners. //

Delali Dzirasa
CEO & Founder, Fearless



Get going: business.maryland.gov

PREMIER



MARYLAND DEPARTMENT OF COMMERCE

Whether you're an entrepreneur with the next big idea, an established company with a century of business behind you, or somewhere in between, the Maryland Department of Commerce is here with the help you need. Our dedicated and diverse team is at the ready with assistance for workforce training; facility improvements, modernizing equipment; breaking into international markets; or helping you make connections to grow your business. For more information, visit Business.Maryland.gov.



MARYLAND DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT (DHCD)

Empowered by the passage of Governor Wes Moore's historic housing legislation, the Maryland Department of Housing and Community Development is dedicated to providing shelter for all by expanding affordable rental housing and homeownership opportunities for low- and moderate-income families, seniors, and individuals with special needs. The department partners with local governments and stakeholders to revitalize Maryland's communities to achieve both economic growth and social justice. Nationally recognized for its technical expertise, innovative programs, and experienced staff, the department invested \$2.2 billion in fiscal year 2023 as the state's Housing Finance Agency to support affordable rental housing and services, homeownership, home repairs and energy efficiency upgrades, neighborhood revitalization, small business development, and broadband access. For more information on DHCD's programs, visit: dhcd.maryland.gov.



MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION (TEDCO)

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



Expanding Your Business



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

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

Eligible Use of Funds

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



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

For more information and to apply, visit:

business.maryland.gov

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



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

*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

PLATINUM



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.



MILES & STOCKBRIDGE – AWARDS

Miles & Stockbridge is an Am Law 200 law firm with approximately 200 lawyers and eight offices across Maryland and in Virginia, Washington, D.C. 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.



PNC

PNC For more than 179 years, PNC has been committed to providing our clients with great services and powerful financial expertise to help them meet their financial goals. We are proud of our longstanding history of supporting not only our customers but also our communities, employees, and shareholders. PNC offers a wide range of services for all our customers, from individuals and small businesses, to corporate and government entities. No matter how simple or complicated your needs, we're sure to have the products, knowledge, and resources necessary for financial success.

Getting involved is important.

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

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



Equal Housing Lender. ©2024 M&T Bank. Member FDIC.

Support provided by The M&T Charitable Foundation and its corporate sponsor, M&T Bank.



National Resources at Your Doorstep

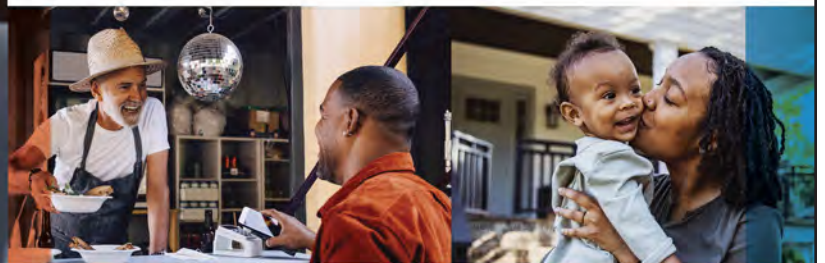
At the law firm of Miles & Stockbridge, unrivaled service—to our clients, to our communities—is a baseline, not a goal. Our lawyers understand firsthand the value of a superior client experience and the across-the-board dedication it takes to achieve it. We’ve strategically placed the right people in 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



Together we can do so much.



PNC believes in bolstering new opportunities, which is why we’re working to support our communities and entrepreneurship through our four-year, \$88 billion Community Benefits Plan. We can empower the leaders of tomorrow by helping our communities today.

It’s not just about dollars. It’s about change.

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MEDA PARTNERS

GOLD



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 61,000 businesses and a thriving community of innovators call Anne Arundel County home, including nearly over 2,000 technology companies that provide roughly 22,000 jobs. The Anne Arundel Economic Development Corporation (AAEDC) fuels business growth in the county, creating jobs, expanding the tax base, and improving quality of life. AAEDC offers services including financing, site selection assistance, permitting and zoning guidance, community revitalization, and market research. To learn more about how AAEDC's programs and resources support the business community, follow us on social media, or visit www.ArundelBiz.org.

SUPPORTING THE GROWTH AND SUCCESS OF BUSINESSES IN ANNE ARUNDEL COUNTY

- ACCESS TO CAPITAL**
Low-interest loans and tax incentives to assist with business operations and expansion.
- INCLUSIVE VENTURES PROGRAM**
Business education, mentorship, and access to capital for small, minority-owned, woman-owned, and Veteran-owned businesses.
- COMMUNITY REVITALIZATION**
Incentives to redevelop and revitalize older commercial centers.
- REAL ESTATE & REGULATORY GUIDANCE**
Free site searches and support navigating the permitting and licensing process.
- ARUNDEL AG**
Resources and guidance that supports farm-based businesses.

ARUNDELBIZ.ORG |



BALTIMORE GAS AND ELECTRIC COMPANY (BGE)

Baltimore Gas and Electric BGE is Maryland's largest gas and electric utility, delivering power to more than 1.25 million electric customers and more than 650,000 natural gas customers in Central Maryland. The company's 3,200 employees are committed to the safe and reliable delivery of gas and electricity, as well as enhanced energy management, conservation, environmental stewardship, and community assistance.

Helping our community work better

Strengthening communities is a priority for BGE. That's why we work with chambers of commerce and economic development organizations to promote job and income equity. We provide support to community enrichment organizations such as the United Way of Central Maryland. And we encourage and incentivize employee giving and volunteerism across a wide variety of causes and initiatives.

bge.com/Giving

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

PBP
Patuxent Business Park

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

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.



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.

CHARLES COUNTY: KEY LOCATION FOR NATIONAL DEFENSE COMMUNITY

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.

130+
Businesses Located
in Corridor

7.67
Square Miles

0.31%
Estimated Population
Growth Rate

\$100,043
Median Household
Income By 2027



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



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



Free Internet Service
Affordable Connectivity Program

Fast, FREE home internet.
Get the speed you need with Internet Essentials Plus!

Internet essentials

Internet Essentials Plus:

~~\$29.95~~ **\$0** After ACP credit
Per Month

Getting started is easy with no annual contract and equipment included at no additional cost.

xfinity

Apply now

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 -  Call 1-855-846-8376
 -  Visit an Xfinity store
 -  Scan the code with your phone's camera
- Standard data charges apply.



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.



HIRE AN APPRENTICE

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Growth Compared to 2012	Total Apprentices	Total Active Sponsors	Total Participating Employers
55.14%	11,149	203	3,500

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- Reduce turnover costs
- Increase productivity
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- Construction and development management
- Asset management
- Advisory services

A STRATEGIC PARTNER IN YOUR SUCCESS

Learn more at www.medco-corp.com



GOLD continued



COMCAST NBCUniversal

Comcast Corporation (Nasdaq: CMCSA) is a global media and technology company with three primary businesses: Comcast Cable, NBCUniversal, and Sky. Comcast Cable is one of the United States' largest video, high-speed internet, and phone providers to residential customers under the Xfinity brand, and also provides these services to businesses. It also provides wireless and security and automation services to residential customers under the Xfinity brand. NBCUniversal is global and operates news, entertainment and sports cable networks, the NBC and Telemundo broadcast networks, television production operations, television station groups, Universal Pictures, and Universal Parks and Resorts. Sky is one of Europe's leading media and entertainment companies, connecting customers to a broad range of video content through its pay television services. It also provides communications services, including residential high-speed internet, phone, and wireless services. Sky operates the Sky News broadcast network and sports and entertainment networks, produces original content, and has exclusive content rights. Visit www.comcastcorporation.com for more information.



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.



MARYLAND DEPARTMENT OF LABOR

The Maryland Department of Labor (Labor) provides a predictable and inclusive regulatory environment through efficient and responsive processes. Labor safeguards Maryland's work environments through partnership, outreach, and educational programs that encourage ongoing improvements in workplace safety and health. We're fostering economic growth through our collaborative, comprehensive employment and job training programs that best ensure Maryland workers have the skills Maryland job creators need to succeed and grow into the future. Our vision for Maryland drives the work of the Department's employees each and every day. For more information, visit labor.maryland.gov.



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.

MEDA PARTNERS

GOLD continued



MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION

The Montgomery County Economic Development Corporation (MCEDC) is a public-private

partnership that supports companies within key industries – Life Sciences, Technology, Hospitality, Real Estate, Nonprofits and Corporate HQs – to establish and expand their presence in Montgomery County, Md. 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 and educated workforce. With more than 30% of its 1M residents holding an advanced degree, the county attracts investments from both established and growing companies looking to advance breakthroughs, scale operations and join a thriving and diverse community. Learn more at 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
ECONOMIC DEVELOPMENT
CORPORATION MARYLAND

Maryland’s Montgomery County Where Innovation Meets Opportunity

The Montgomery County Economic Development Corporation (MCEDC) is proud of its partnership with MEDA and other key collaborators in our region to fuel economic growth and advance inclusivity.

Learn more about how MCEDC supports businesses in key industries within Montgomery County, Md.



THINKMOCO.COM

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

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.



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.

FREDERICK COUNTY MARYLAND
FASTEST GROWING COUNTY IN THE STATE

10.22
Net Promoter Score

WHERE BIG IDEAS GROW



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

130+

Bio and Life Science Companies



Access to 3 International Airports & Port of Baltimore

43.6%

Bachelor's Degree or Higher



FREDERICK COUNTY MD Office of Economic Development

Frederick County is a place where creativity meets innovation, where people discover bright, new opportunities and where a singular idea turns into monumental success.

www.discoverfrederickmd.com

SILVER continued



HARFORD COUNTY OFFICE OF COMMUNITY & ECONOMIC DEVELOPMENT

Harford County Economic Development offers programs,

services, and resources to strengthen business development and stimulate job creation. The team cultivates relationships and infuses attraction and retention strategies within its main industry sectors – defense, technology, manufacturing, and agriculture – while also supporting aspiring entrepreneurs and business start-ups. The office accelerates business and workforce growth by utilizing Harford County’s premier mid-Atlantic location, facilitating “Fast Track” permits, and spearheading financial programs to create new opportunities to attract, grow, and sustain businesses. Harford’s business services and robust economy are why it continually receives a Triple-A bond rating from all three major bond-rating agencies. For information, visit www.harfordcountymd.gov.



HOWARD COUNTY ECONOMIC DEVELOPMENT AUTHORITY

Howard County Economic Development Authority helps businesses call Howard County home.

Our Maryland Innovation Center provides incubation, acceleration and teaching to help startups grow and succeed. We offer customizable small business loans and microloans at or below market rates to help entrepreneurs finance startups and expand their businesses. We help businesses relocate and grow with services including streamlining permitting, site selection and connections. Our BRITE program helps early-stage startups accelerate their journey from innovation through commercialization with everything from mentorship to marketing, product development to pitching. And inclusive promotions like our Howard County Business Directory elevate visibility for all Howard County businesses by increasing traffic, building community and connecting consumers.



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



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



ST. MARY'S COUNTY

St. Mary’s County Department of Economic Development is focused on fostering an innovation-driven economy in St. Mary’s County, Maryland. We work to support

the aviation/ aerospace, unmanned systems, advanced manufacturing, tourism, and agriculture/aquaculture sectors while encouraging a high quality of life for a talented and diverse workforce. In addition to strategic planning for future development opportunities within St Mary’s County and the Southern Maryland region, Economic Development provides support in business start-up and expansion, site selection, navigating local permit and licensing process, coordination of partner resources and networking as well as protection of agriculturally-zoned land through preservation efforts. Connect with DED at www.YesStMarysMD.com



GROWING **YOUR** BUSINESS
IS **OUR** BUSINESS

LET'S GET STARTED!



HARFORD COUNTY
ECONOMIC DEVELOPMENT
www.harfordcountymd.gov/OED
oed@harfordcountymd.gov
410-638-3059

BOB CASSILLY
County Executive



KAREN HOLT
Director

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



AWESOME AMENITIES.
FLEXIBLE SPACES.
DELIVERING A BETTER WORK DAY
THROUGHOUT MARYLAND

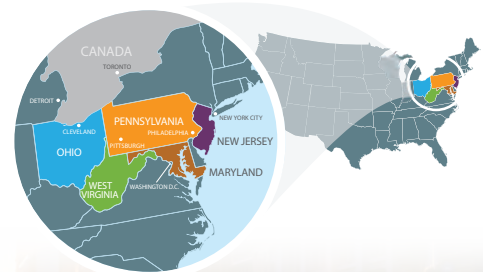


www.Maryland-Office.com

A SITE TO SEE.

When choosing the right location for your business, consider our service area connecting the Midwest and Mid-Atlantic business corridors. Our service area is close to 50 percent of the U.S. population and 60 percent of Fortune 500 companies. In addition, the region's infrastructure, transportation, diverse and talented workforce, and unrivaled quality of life make it a great place for business.

Visit firstenergycorp.com/ed for help with your business expansion and location search from one of our experienced economic development professionals.



Say *Yes!* to St Mary's County

We Invent, Innovate and Inspire.

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

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

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

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

www.YesStMarysMD.com



Connecting Maryland Businesses to Greater Possibility

attconnects.com/Maryland



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TO IMPROVE YOUR VIEW OF THE FUTURE, CONSIDER CHANGING YOUR VIEW.

ALLEGANY COUNTY
ECONOMIC AND COMMUNITY DEVELOPMENT

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

Baltimore Together.
A Platform for Inclusive Prosperity

Progress Highlights

- Strategy **1.4** Convene economic and workforce development stakeholders on a semi-annual basis. *Annual Summit & Spring Update* ✓
- Strategy **1.12** Convene network of small business & entrepreneurial support organizations. *The BASE Network* ✓
- Strategy **4.4** Reimagine and reorganize Baltimore's Downtown as a place to live, work and play. *Redeveloping Harborplace* ✓
- Strategy **5.4** Addressing our challenges around Digital Equity. *Free Public Wi-Fi* ✓

Baltimore
Development Corporation

Use the QR code to access the Progress Report

BRONZE



AT&T COMMUNICATIONS

We help more than 100 million U.S. families, friends and neighbors, plus nearly 2.5 million businesses, connect to greater possibility. From the first phone call 140+ years ago to our 5G wireless and multi-gig internet offerings today, we @ATT innovate to improve lives. For more information about AT&T Inc. (NYSE:T), please visit us at about.att.com.



ALLEGANY COUNTY DEPARTMENT OF ECONOMIC AND COMMUNITY DEVELOPMENT

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



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



BAY CROSSING CONSULTING

With a 40-year legacy in public-private management, our founder & CEO is a thought leader in economic development, business, and mission-driven finance. Throughout her career as a public servant, advocate, and financial leader, she opened doors to capital for aspiring small businesses, improving access to capital for small, women, minority, and socially-disadvantaged businesses; restructured fledgling non-profit organizations and programs, and served in leadership roles with various trade associations, regional and national boards and commissions. At Bay Crossing Consulting Services, we offer our breadth of expertise to clients in the economic development, business, and nonprofit sectors. Shelly Gross-Wade, our Principal Consultant, Founder & CEO was the first African American and the first woman to serve as President and CEO of Prince George's Financial Services Corporation (FSC First), a Community Development Financial Institution which provides creative financing solutions to small businesses in Maryland. During her 24 years of leadership, FSC First managed more than 10 distinct economic development loan and grant programs to support unbanked and under-banked businesses and rapid growth companies. Passionate about entrepreneurship, Shelly led FSC to close over \$100 million in loans and attracted over \$1.4 billion in public/private funds.

Our motto: "Where you see challenges, we see opportunities."



CARROLL COUNTY DEPARTMENT OF ECONOMIC DEVELOPMENT

Carroll County's central Baltimore metropolitan location provides for convenient business access to national and international markets. A county-owned fiber optic network, along with strategic investments in quality business parks, helps growing businesses accommodate their space needs and provides for affordable space for relocation projects. The Carroll County Department of Economic Development dedicates resources to support growth in corporate headquarters, high-tech manufacturing, agriculture, information technology, and professional and business services firms. Carroll's productive workforce demonstrates high skills and a solid work ethic. The diverse and positive business climate facilitates new company formation and the expansion of existing Carroll corporations. For more information, visit www.carrollbiz.org and follow us on Twitter @CarrollEconDev.



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For more information contact:

John Henry King
301.809.3042
jhking@cityofbowie.org

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BRONZE *continued*



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 3,900 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.

MARYLAND

THE DAILY RECORD

The Daily Record is a digital first, daily newsroom with frequent updates on business and law at TheDailyRecord.com. The Daily Record publishes a print edition on weekdays in addition to more than 25 special products a year including Power Lists ranking the key people in Maryland in a variety of industries. The Daily Record hosts 14 annual events to recognize excellence and provide leadership opportunities. These events include Top 100 Women, Most Admired CEOs, Influential Marylanders, Icon Honors and more. The Daily Record, with 136 years of editorial excellence, is part of BridgeTower Media, one of the country's leading business-to-business media companies.

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BRONZE continued

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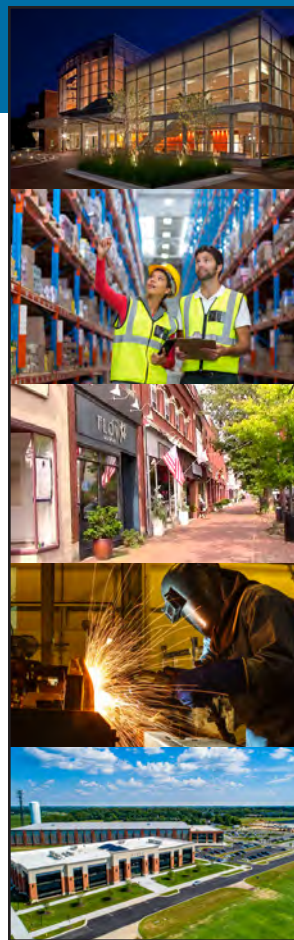
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KENT COUNTY, MARYLAND

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



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



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BRONZE continued



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 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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BRONZE continued



THE PATUXENT PARTNERSHIP

The Patuxent Partnership (TPP) is a non-profit member organization that 'connects the dots' to increase collaboration between government, industry and academia, from technology to STEM initiatives. TPP

presents forums and activities that foster workforce development, including apprentice and internship programs. We are expanding our efforts through Southern Maryland Workforce Development 2030, funded by the U.S. Navy, and we continue to support economic growth in Southern Maryland. Please visit <https://paxpartnership.org>



TOWN OF BEL AIR

Located in the heart of Harford County just minutes from I95, the Town of Bel Air is filled with opportu-

nities 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

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 38 bachelor's, 14 master's, and eight 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 27 study areas and by the Middle States Commission on Higher Education, UMES houses five 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.

DEVELOP+CONNECT+ACHIEVE

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

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

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