



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
StateStat

Reporting Period:
October, 2009



Christian Johansson
Secretary
Appointed January 2009

Management Team

Deputy Secretary: Dominick Murray
Chief Operating Officer: Ovetta Moore

Administration:

Business and Enterprise Development: Bob Walker
Tourism, Film, and the Arts: Hannah Byron
Marketing and Communications: Andrea Vernot
Business Development: Jayson Knott (Acting)
International Investment and Trade: Signe Pringle
Business Services: Jorge Austrich
Policy and Government Affairs: Rhonda Ray
Military and Federal Affairs: Mike Hayes
Administration and Technology: David Ryer
Maryland Biotechnology Center: Larry Mahan (Acting)

MBE CONTRACT ACTIVITY

Goal Achieved: **21.59%** # Waivers requested: 0 # Waivers granted: 0 Goal Achieved: **6.21%** # Waivers requested: 0 # Waivers granted: 0

| PROCUREMENT/CONTRACT AWARDS | CURRENTLY AVAILABLE PERIOD: October 2009 | | | | | | YEAR-TO-DATE | | | | | |
|---------------------------------------|--|-----------------------|----------------------|--|---------------|--------|----------------|-----------------------|----------------------|--|---------------|--------|
| | Agency Total | Ethnic | Women | Disabled / Non-Profit / Sheltered Workshop | Total MBE/WBE | % | Agency Total | Ethnic | Women | Disabled / Non-Profit / Sheltered Workshop | Total MBE/WBE | % |
| Payment Totals | \$307,680.98 | \$45,451.46 14.77% | \$1,498.00 0.49% | \$159.78 0.05% | \$47,109.24 | 15.31% | \$1,875,256.35 | \$173,624.35 9.26% | \$24,893.59 1.33% | \$717.06 0.04% | \$199,235.00 | 10.62% |
| Awards Totals | \$174,333.55 | \$27,510.00 15.78% | \$10,120.00 5.80% | \$0.00 0.00% | \$37,630.00 | 21.59% | \$588,647.29 | \$30,810.00 5.23% | \$5,721.00 0.97% | \$0.00 0.00% | \$36,531.00 | 6.21% |
| Architectural and Engineering | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | |
| Construction | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | |
| Construction Related | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | |
| Maintenance | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | |
| Services | \$120,045.00 | \$27,510.00 | \$0.00 | \$0.00 | \$27,510.00 | 22.92% | \$316,952.00 | \$29,960.00 | \$5,721.00 | \$0.00 | \$35,681.00 | 11.26% |
| Supplies and Equipment | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | | \$1,640.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | 0.00% |
| IT Services | \$388.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | 0.00% | \$27,302.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | 0.00% |
| IT Supplies and Equipment | \$0.00 | \$0.00 | \$2,552.00 | \$0.00 | \$2,552.00 | | \$37,153.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | 0.00% |
| Human, Cultural, Social & Educational | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | |
| Corporate Credit Card | \$24,733.02 | \$0.00 | \$7,568.00 | \$0.00 | \$7,568.00 | 30.60% | \$91,913.81 | \$850.00 | \$0.00 | \$0.00 | \$850.00 | 0.92% |
| Direct Vouchers | \$29,167.53 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | 0.00% | \$113,686.48 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | 0.00% |

| SBR INDICATORS | Agency Total | Total SBR | # Designated Procurements | % | Agency Total | Total SBR | # Designated Procurements | % |
|-----------------------|--------------|-----------|---------------------------|---|--------------|-----------|---------------------------|--------|
| Payment Totals | \$0.00 | \$0.00 | - | | \$1,071,532 | \$254,920 | 25 | 23.79% |



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
PERSONNEL DATA

Reporting Period: October, 2009

| | MONTHLY REPORTING PERIODS | | | | % Change | FISCAL YEAR 2010 SUMMARY | | | | |
|---|---------------------------|--------|--------|--------|--------------|--------------------------|---------|---------|-------|---------|
| | Jul-09 | Aug-09 | Sep-09 | Oct-09 | From Last Mo | Average | Minimum | Maximum | Total | Periods |
| NUMBER OF EMPLOYEES PER DIVISION | | | | | | | | | | |
| Office of the Secretary | N/A | 84 | 81 | 81 | 0% | 82 | 81 | 84 | 246 | 3 |
| Business and Enterprise Development | N/A | 80 | 81 | 81 | 0% | 81 | 80 | 81 | 242 | 3 |
| Marketing and Communications | N/A | 23 | 22 | 23 | 5% | 23 | 22 | 23 | 68 | 3 |
| Tourism and Culture | N/A | 50 | 50 | 50 | 0% | 50 | 50 | 50 | 150 | 3 |
| OVERTIME (HOURS) | | | | | | | | | | |
| Office of the Secretary | N/A | 19 | 12 | 15 | 23% | 15 | 12 | 19 | 46 | 3 |
| Business and Enterprise Development | N/A | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 3 |
| Marketing and Communications | N/A | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 3 |
| Tourism and Culture | N/A | 2 | 2 | 0 | -100% | 1 | 0 | 2 | 4 | 3 |
| SICK LEAVE (HOURS) | | | | | | | | | | |
| Office of the Secretary | N/A | 570 | 480 | 561 | 17% | 537 | 480 | 570 | 1,611 | 3 |
| Business and Enterprise Development | N/A | 77 | 178 | 103 | -42% | 119 | 77 | 178 | 358 | 3 |
| Marketing and Communications | N/A | 203 | 240 | 302 | 26% | 248 | 203 | 302 | 745 | 3 |
| Tourism and Culture | N/A | 183 | 366 | 305 | -17% | 285 | 183 | 366 | 854 | 3 |
| ACCIDENT LEAVE (HOURS) | | | | | | | | | | |
| Office of the Secretary | N/A | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 3 |
| Business and Enterprise Development | N/A | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 3 |
| Marketing and Communications | N/A | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 3 |
| Tourism and Culture | N/A | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 3 |
| UNSCHEDULED LEAVE (HOURS) | | | | | | | | | | |
| Office of the Secretary | N/A | 10 | 6 | 14 | 133% | 10 | 6 | 14 | 30 | 3 |
| Business and Enterprise Development | N/A | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 3 |
| Marketing and Communications | N/A | 12 | 25 | 15 | -40% | 17 | 12 | 25 | 52 | 3 |
| Tourism and Culture | N/A | 8 | 8 | 0 | -100% | 5 | 0 | 8 | 16 | 3 |
| FROI TO IWIF | | | | | | | | | | |
| Office of the Secretary | N/A | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 3 |
| Business and Enterprise Development | N/A | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 3 |
| Marketing and Communications | N/A | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 3 |
| Tourism and Culture | N/A | 1 | 0 | 0 | N/A | 0 | 0 | 1 | 1 | 3 |
| Maryland Biotechnology Center | N/A | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 3 |
| FROI LAG > 3 DAYS | | | | | | | | | | |
| Office of the Secretary | N/A | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 3 |
| Business and Enterprise Development | N/A | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 3 |
| Marketing and Communications | N/A | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 3 |
| Tourism and Culture | N/A | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 3 |



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
FACILITY LOCATION PROJECTS

Reporting Period: October, 2009

| | MONTHLY REPORTING PERIODS | | | | % Change From Last Mo | FISCAL YEAR 2010 SUMMARY | | | | |
|---|---------------------------|------------|------------|------------|--------------------------|--------------------------|------------|------------|------------|---------|
| | Jul-09 | Aug-09 | Sep-09 | Oct-09 | | Average | Minimum | Maximum | Total | Periods |
| ALL PIPELINE PROJECTS | | | | | | | | | | |
| Total Pipeline Projects | 175 | 174 | 193 | 202 | 5% | 186 | 174 | 202 | N/A | 4 |
| SHORT LIST PROJECTS | | | | | | | | | | |
| PROJECTS, JOBS AND CAPEX | | | | | | | | | | |
| Number of Projects | 14 | 16 | 14 | 21 | 50% | 16 | 14 | 21 | N/A | 4 |
| Potential New Jobs | 3,140 | 1,239 | 1,596 | 2,410 | 51% | 2,096 | 1,239 | 3,140 | N/A | 4 |
| At Risk Jobs | N/A | N/A | 512 | 1,001 | 96% | 757 | 512 | 1,001 | N/A | 2 |
| Projected Capex | 50,425,000 | 99,775,000 | 45,775,000 | 79,350,000 | 73% | 68,831,250 | 45,775,000 | 99,775,000 | N/A | 4 |
| PROJECTS BY INDUSTRY | | | | | | | | | | |
| #Sustainable/Green | 1 | 2 | 1 | 3 | 200% | 2 | 1 | 3 | N/A | 4 |
| #IT and Intelligence | 7 | 6 | 5 | 9 | 80% | 7 | 5 | 9 | N/A | 4 |
| #Science | 3 | 2 | 2 | 4 | 100% | 3 | 2 | 4 | N/A | 4 |
| #Traditional/Other | 3 | 6 | 6 | 5 | -17% | 5 | 3 | 6 | N/A | 4 |
| PROJECTS BY TARGET LOCATION | | | | | | | | | | |
| Eastern | 1 | 1 | 0 | 1 | N/A | 1 | 0 | 1 | N/A | 4 |
| Western | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | N/A | 4 |
| Southern | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | N/A | 4 |
| Corridor | 11 | 10 | 8 | 14 | 75% | 11 | 8 | 14 | N/A | 4 |
| DECISIONS- FACILITY LOCATIONS AND EXPANSIONS | | | | | | | | | | |
| DECISIONS, JOBS AND CAPEX | | | | | | | | | | |
| Number of Projects | 6 | 5 | 2 | 10 | 400% | 6 | 2 | 10 | 23 | 4 |
| Potential New Jobs | 367 | 195 | 4 | 124 | 3000% | 173 | 4 | 367 | 690 | 4 |
| Retained Jobs | 480 | 0 | 0 | 0 | N/A | 120 | 0 | 480 | 480 | 4 |
| Projected Capex | 19,100,000 | 260,000 | 0 | 4,568,000 | N/A | 5,982,000 | 0 | 19,100,000 | 23,928,000 | 4 |
| DECISIONS BY INDUSTRY | | | | | | | | | | |
| #Sustainable/Green | 0 | 0 | 0 | 1 | N/A | 0 | 0 | 1 | 1 | 4 |
| #IT and Intelligence | 0 | 0 | 1 | 3 | 200% | 1 | 0 | 3 | 4 | 4 |
| #Science | 4 | 0 | 0 | 0 | N/A | 1 | 0 | 4 | 4 | 4 |
| #Traditional/Other | 2 | 5 | 1 | 6 | 500% | 4 | 1 | 6 | 14 | 4 |
| DECISIONS BY LOCATION | | | | | | | | | | |
| Eastern | 0 | 2 | 0 | 1 | N/A | 1 | 0 | 2 | 3 | 4 |
| Western | 0 | 2 | 0 | 1 | N/A | 1 | 0 | 2 | 3 | 4 |
| Southern | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Corridor | 6 | 1 | 2 | 2 | 0% | 3 | 1 | 6 | 11 | 4 |



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
FACILITY LOCATION PROJECTS

Reporting Period: October, 2009

| | MONTHLY REPORTING PERIODS | | | | % Change From Last Mo | FISCAL YEAR 2010 SUMMARY | | | | |
|---|---------------------------|---------|--------|--------|--------------------------|--------------------------|---------|---------|---------|---------|
| | Jul-09 | Aug-09 | Sep-09 | Oct-09 | | Average | Minimum | Maximum | Total | Periods |
| ECONOMIC IMPACT OF NON-FACILITY PROJECTS | | | | | | | | | | |
| PROJECTS, JOBS AND CAPEX | | | | | | | | | | |
| Number of Projects | 10 | 12 | 1 | 1 | 0% | 6 | 1 | 12 | 24 | 4 |
| Potential Jobs | 183 | 224 | 30 | 6 | -80% | 111 | 6 | 224 | 443 | 4 |
| Retained Jobs | 154 | 0 | 0 | 0 | N/A | 39 | 0 | 154 | 154 | 4 |
| Projected Capex | 0 | 675,000 | 0 | 0 | N/A | 168,750 | 0 | 675,000 | 675,000 | 4 |
| PROJECTS BY INDUSTRY | | | | | | | | | | |
| #Sustainable/Green | 2 | 1 | 0 | 0 | N/A | 1 | 0 | 2 | 3 | 4 |
| #IT and Intelligence | 3 | 0 | 0 | 0 | N/A | 1 | 0 | 3 | 3 | 4 |
| #Science | 2 | 0 | 0 | 0 | N/A | 1 | 0 | 2 | 2 | 4 |
| #Traditional/Other | 3 | 11 | 1 | 1 | 0% | 4 | 1 | 11 | 16 | 4 |
| PROJECTS BY LOCATION | | | | | | | | | | |
| Eastern | 1 | 5 | 1 | 0 | -100% | 2 | 0 | 5 | 7 | 4 |
| Western | 0 | 2 | 0 | 0 | N/A | 1 | 0 | 2 | 2 | 4 |
| Southern | 3 | 2 | 0 | 0 | N/A | 1 | 0 | 3 | 5 | 4 |
| Corridor | 6 | 2 | 0 | 1 | N/A | 2 | 0 | 6 | 9 | 4 |



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
ISSUE RESOLUTION

Reporting Period: October, 2009

| | MONTHLY REPORTING PERIODS | | | | % Change From Last Mo | FISCAL YEAR 2010 SUMMARY | | | | |
|---|---------------------------|--------|--------|--------|--------------------------|--------------------------|---------|---------|-------|---------|
| | Jul-09 | Aug-09 | Sep-09 | Oct-09 | | Average | Minimum | Maximum | Total | Periods |
| ISSUES PIPELINE | | | | | | | | | | |
| Number of Pipeline Issues | 141 | 158 | 157 | 155 | -1% | 153 | 141 | 158 | N/A | 4 |
| AGENCY PARTNERSHIP ISSUES PIPELINE | | | | | | | | | | |
| DHCD- Housing | 0 | 1 | 0 | 1 | N/A | 1 | 0 | 1 | N/A | 4 |
| DHMH- Health | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | N/A | 4 |
| DLLR- Licensing | 5 | 4 | 3 | 4 | 33% | 4 | 3 | 5 | N/A | 4 |
| DNR- Natural Resources | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | N/A | 4 |
| GOMA- Minority Affairs | 1 | 0 | 0 | 0 | N/A | 0 | 0 | 1 | N/A | 4 |
| MDE- Environment | 2 | 3 | 3 | 3 | 0% | 3 | 2 | 3 | N/A | 4 |
| MDOT- Transportation | 3 | 1 | 1 | 1 | 0% | 2 | 1 | 3 | N/A | 4 |
| MGA- General Assembly | 1 | 1 | 0 | 0 | N/A | 1 | 0 | 1 | N/A | 4 |
| MTES- Technology Service | 9 | 7 | 9 | 7 | -22% | 8 | 7 | 9 | N/A | 4 |
| SBDC- Small Business | 6 | 6 | 8 | 7 | -13% | 7 | 6 | 8 | N/A | 4 |
| TEDCO- Tech. Dev. Corp. | 9 | 10 | 10 | 9 | -10% | 10 | 9 | 10 | N/A | 4 |
| WIB- Workforce | 9 | 10 | 7 | 8 | 14% | 9 | 7 | 10 | N/A | 4 |
| ISSUES PIPELINE BY TYPE OF ISSUE | | | | | | | | | | |
| Environmental | 2 | 2 | 2 | 3 | 50% | 2 | 2 | 3 | N/A | 4 |
| Financing | 33 | 35 | 28 | 29 | 4% | 31 | 28 | 35 | N/A | 4 |
| Legislative | 0 | 0 | 1 | 1 | 0% | 1 | 0 | 1 | N/A | 4 |
| Marketing Assistance | 8 | 11 | 19 | 24 | 26% | 16 | 8 | 24 | N/A | 4 |
| Permits | 6 | 4 | 6 | 8 | 33% | 6 | 4 | 8 | N/A | 4 |
| Technical | 29 | 28 | 35 | 36 | 3% | 32 | 28 | 36 | N/A | 4 |
| Workforce | 36 | 50 | 46 | 26 | -43% | 40 | 26 | 50 | N/A | 4 |
| Other | 27 | 28 | 20 | 28 | 40% | 26 | 20 | 28 | N/A | 4 |
| COMPLETED ISSUES- UNSUCCESSFUL OR UNDETERMINED OUTCOME | | | | | | | | | | |
| AGENCY PARTNERSHIP COMPLETED ISSUES | | | | | | | | | | |
| DHCD- Housing | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| DHMH- Health | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| DLLR- Licensing | 0 | 3 | 0 | 0 | N/A | 1 | 0 | 3 | 3 | 4 |
| DNR- Natural Resources | 1 | 0 | 0 | 0 | N/A | 0 | 0 | 1 | 1 | 4 |
| GOMA- Minority Affairs | 0 | 1 | 0 | 0 | N/A | 0 | 0 | 1 | 1 | 4 |
| MDE- Environment | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| MDOT- Transportation | 1 | 2 | 0 | 0 | N/A | 1 | 0 | 2 | 3 | 4 |
| MGA- General Assembly | 0 | 0 | 0 | 1 | N/A | 0 | 0 | 1 | 1 | 4 |
| MTES- Technology Service | 0 | 2 | 0 | 0 | N/A | 1 | 0 | 2 | 2 | 4 |
| SBDC- Small Business | 3 | 2 | 0 | 1 | N/A | 2 | 0 | 3 | 6 | 4 |
| TEDCO- Tech. Dev. Corp. | 0 | 2 | 2 | 5 | 150% | 2 | 0 | 5 | 9 | 4 |
| WIB- Workforce | 3 | 1 | 0 | 7 | N/A | 3 | 0 | 7 | 11 | 4 |



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
ISSUE RESOLUTION

Reporting Period: October, 2009

| | MONTHLY REPORTING PERIODS | | | | % Change From Last Mo | FISCAL YEAR 2010 SUMMARY | | | | |
|--|---------------------------|---------|--------|--------|--------------------------|--------------------------|---------|---------|---------|---------|
| | Jul-09 | Aug-09 | Sep-09 | Oct-09 | | Average | Minimum | Maximum | Total | Periods |
| COMPLETED ISSUES- SUCCESSFULLY RESOLVED | | | | | | | | | | |
| ECONOMIC IMPACT OF SUCCESSFULLY RESOLVED ISSUES | | | | | | | | | | |
| #Issues-Total | 37 | 29 | 5 | 19 | 280% | 23 | 5 | 37 | 90 | 4 |
| New Jobs | 183 | 224 | 30 | 6 | -80% | 111 | 6 | 224 | 443 | 4 |
| Retained Jobs | 176 | 132 | 0 | 140 | N/A | 112 | 0 | 176 | 448 | 4 |
| Capex | 0 | 675,000 | 0 | 0 | N/A | 168,750 | 0 | 675,000 | 675,000 | 4 |
| AGENCY PARTNERSHIP COMPLETED ISSUES | | | | | | | | | | |
| DHCD- Housing | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| DHMH- Health | 1 | 0 | 0 | 0 | N/A | 0 | 0 | 1 | 1 | 4 |
| DLLR- Licensing | 0 | 2 | 0 | 1 | N/A | 1 | 0 | 2 | 3 | 4 |
| DNR- Natural Resources | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| GOMA- Minority Affairs | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| MDE- Environment | 1 | 1 | 0 | 0 | N/A | 1 | 0 | 1 | 2 | 4 |
| MDOT- Transportation | 1 | 2 | 0 | 0 | N/A | 1 | 0 | 2 | 3 | 4 |
| MGA- General Assembly | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| MTES- Technology Service | 1 | 2 | 1 | 0 | -100% | 1 | 0 | 2 | 4 | 4 |
| SBDC- Small Business | 1 | 1 | 0 | 3 | N/A | 1 | 0 | 3 | 5 | 4 |
| TEDCO- Tech. Dev. Corp. | 1 | 1 | 1 | 2 | 100% | 1 | 1 | 2 | 5 | 4 |
| WIB- Workforce | 1 | 4 | 1 | 2 | 100% | 2 | 1 | 4 | 8 | 4 |
| COMPLETED ISSUES BY TYPE OF ISSUE | | | | | | | | | | |
| Environmental | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Financing | 2 | 4 | 0 | 4 | N/A | 3 | 0 | 4 | 10 | 4 |
| Legislative | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Marketing Assistance | 2 | 3 | 1 | 5 | 400% | 3 | 1 | 5 | 11 | 4 |
| Permits | 2 | 2 | 0 | 1 | N/A | 1 | 0 | 2 | 5 | 4 |
| Technical | 1 | 4 | 1 | 1 | 0% | 2 | 1 | 4 | 7 | 4 |
| Workforce | 27 | 11 | 3 | 2 | -33% | 11 | 2 | 27 | 43 | 4 |
| Other | 3 | 5 | 0 | 6 | N/A | 4 | 0 | 6 | 14 | 4 |
| GRANTS PROGRAMS | | | | | | | | | | |
| PWQ | | | | | | | | | | |
| #grants | 20 | 0 | 0 | 0 | N/A | 5 | 0 | 20 | 20 | 4 |
| value | 212,131 | 0 | 0 | 0 | N/A | 53,033 | 0 | 212,131 | 212,131 | 4 |
| SACF | | | | | | | | | | |
| #grants | 2 | 2 | 0 | 0 | N/A | 1 | 0 | 2 | 4 | 4 |



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
OFFICE OF INTERNATIONAL INVESTMENT AND TRADE

Reporting Period: October, 2009

| | MONTHLY REPORTING PERIODS | | | | % Change | FISCAL YEAR 2010 SUMMARY | | | | | GOALS | |
|---|---------------------------|--------|--------|--------|--------------|--------------------------|---------|---------|-------|---------|------------|-----------|
| | Jul-09 | Aug-09 | Sep-09 | Oct-09 | From Last Mo | Average | Minimum | Maximum | Total | Periods | FY 10 GOAL | % TO GOAL |
| PROGRESS TOWARD GOALS | | | | | | | | | | | | |
| FDI Engagements | 101 | 31 | 39 | 81 | 108% | 63 | 31 | 101 | 252 | 4 | 300 | 84% |
| FDI Prospect Visits | 2 | 0 | 3 | 6 | 100% | 3 | 0 | 6 | 11 | 4 | 30 | 37% |
| Trade Shows and Marketing Events | 3 | 1 | 5 | 7 | 40% | 4 | 1 | 7 | 16 | 4 | 30 | 53% |
| ExportMD Grants Approved (Quarterly) | 0 | 4 | 1 | 0 | -100% | 1 | 0 | 4 | 5 | 4 | 20 | 25% |
| Export Actions and Foreign Office Work Orders | 35 | 13 | 10 | 7 | -30% | 16 | 7 | 35 | 65 | 4 | 120 | 54% |



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
OFFICE OF INTERNATIONAL INVESTMENT AND TRADE

Reporting Period: October, 2009

| | MONTHLY REPORTING PERIODS | | | | % Change From Last Mo | FISCAL YEAR 2010 SUMMARY | | | | | GOALS | |
|---|---------------------------|--------|--------|--------|--------------------------|--------------------------|---------|---------|-------|---------|------------|-----------|
| | Jul-09 | Aug-09 | Sep-09 | Oct-09 | | Average | Minimum | Maximum | Total | Periods | FY 10 GOAL | % TO GOAL |
| MAJOR TRADE SHOWS, MARKETING EVENTS AND FOREIGN OFFICE LEADS | | | | | | | | | | | | |
| Trade Shows and Marketing Events | 3 | 1 | 5 | 7 | 40% | 4 | 1 | 7 | 16 | 4 | N/A | N/A |
| New Leads from Trade Shows and Mktg Evts* | 0 | 0 | 5 | 0 | -100% | 1 | 0 | 5 | 5 | 4 | N/A | N/A |
| New Leads from Foreign Offices* | 0 | 0 | 5 | 5 | 0% | 3 | 0 | 5 | 10 | 4 | N/A | N/A |
| NEW LEADS BY INDIVIDUAL FOREIGN OFFICE | | | | | | | | | | | | |
| Brazil | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 | N/A | N/A |
| Canada | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 | N/A | N/A |
| China | 0 | 0 | 0 | 1 | N/A | 0 | 0 | 1 | 1 | 4 | N/A | N/A |
| Columbia | N/A | N/A | N/A | 1 | N/A | 1 | 1 | 1 | 1 | | | |
| France | 0 | 0 | 0 | 3 | N/A | 1 | 0 | 3 | 3 | 4 | N/A | N/A |
| Israel | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 | N/A | N/A |
| Japan | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 | N/A | N/A |
| Korea | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 | N/A | N/A |
| Montenegro | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 | N/A | N/A |
| South Africa | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 | N/A | N/A |
| Sweden | 0 | 0 | 5 | 0 | -100% | 1 | 0 | 5 | 5 | 4 | N/A | N/A |
| Taiwan | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 | N/A | N/A |
| EXPORT ASSISTANCE (COMPLETED) | | | | | | | | | | | | |
| ExportMD Grants Approved (Quarterly) | 0 | 4 | 1 | 0 | -100% | 1 | 0 | 4 | 5 | 4 | N/A | N/A |
| Export Actions | 10 | 13 | 6 | 6 | 0% | 9 | 6 | 13 | 35 | 4 | N/A | N/A |
| Foreign Office Work Orders | 25 | 0 | 4 | 1 | -75% | 8 | 0 | 25 | 30 | 4 | N/A | N/A |

*It is possible for a lead to be generated from a marketing event that also involves foreign office participation. This means that a single lead may show up in both categories.



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
DIVISION OF ECONOMIC DEVELOPMENT - OFFICE OF FINANCE

| | MONTHLY REPORTING PERIODS | | | | % Change From Last Mo | FISCAL YEAR 2010 SUMMARY | | | | |
|--|---------------------------|-------------|--------------|-------------|--------------------------|--------------------------|---------|------------|------------|---------|
| | Jul-09 | Aug-09 | Sep-09 | Oct-09 | | Average | Minimum | Maximum | Total | Periods |
| GENERAL FINANCE PROGRAMS INFORMATION APPROVED | | | | | | | | | | |
| MEDAAF | | | | | | | | | | |
| # of Approved Transactions | 1 | 2 | 1 | 0 | -100% | 1 | 0 | 2 | 4 | 4 |
| Value (\$) | \$750,000 | \$20,500 | \$200,000 | \$0 | -100% | 242,625 | 0 | 750,000 | 970,500 | 4 |
| Jobs (New & At Risk Jobs) Total | 0 | 5 | 0 | 0 | N/A | 1 | 0 | 5 | 5 | 4 |
| CAPEX | \$9,000,000 | \$33,000 | \$30,000,000 | \$0 | -100% | 9,758,250 | 0 | 30,000,000 | 39,033,000 | 4 |
| Sunny Day | | | | | | | | | | |
| # of Approved Transactions | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Value (\$) | \$0 | \$0 | \$0 | \$0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Jobs (New & At Risk Jobs) Total | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| CAPEX | \$0 | \$0 | \$0 | \$0 | N/A | 0 | 0 | 0 | 0 | 4 |
| MEAF | | | | | | | | | | |
| # of Approved Transactions | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Value (\$) | \$0 | \$0 | \$0 | \$0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Jobs (New & At Risk Jobs) Total | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| CAPEX | \$0 | \$0 | \$0 | \$0 | N/A | 0 | 0 | 0 | 0 | 4 |
| CDBG | | | | | | | | | | |
| # of Approved Transactions | 0 | 0 | 0 | 2 | N/A | 1 | 0 | 2 | 2 | 4 |
| Value (\$) | \$0 | \$0 | \$0 | \$85,000 | N/A | 21,250 | 0 | 85,000 | 85,000 | 4 |
| Jobs (New & At Risk Jobs) Total | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| CAPEX | \$0 | \$0 | \$0 | \$125,000 | N/A | 31,250 | 0 | 125,000 | 125,000 | 4 |
| MIDFA | | | | | | | | | | |
| # of Approved Transactions | 1 | 1 | 2 | 1 | -50% | 1 | 1 | 2 | 5 | 4 |
| Value (\$) | \$2,499,000 | \$499,500 | \$69,495,000 | \$500,500 | -99% | 18,248,500 | 499,500 | 69,495,000 | 72,994,000 | 4 |
| Jobs (New & At Risk Jobs) Total | 250 | 140 | 45 | 0 | -100% | 109 | 0 | 250 | 435 | 4 |
| CAPEX | \$8,500,000 | \$0 | \$76,500,000 | \$5,500,000 | -93% | 22,625,000 | 0 | 76,500,000 | 90,500,000 | 4 |
| MD Venture Capital (Challenge & Enterprise) | | | | | | | | | | |
| # of Approved Transactions | 1 | 0 | 1 | 2 | 100% | 1 | 0 | 2 | 4 | 4 |
| Value (\$) | \$200,000 | \$0 | \$100,000 | \$200,000 | 100% | 125,000 | 0 | 200,000 | 500,000 | 4 |
| Jobs (New & At Risk Jobs) Total | 2 | 0 | 19 | 32 | 68% | 13 | 0 | 32 | 53 | 4 |
| CAPEX | \$400,000 | \$0 | \$200,000 | \$500,000 | 150% | 275,000 | 0 | 500,000 | 1,100,000 | 4 |
| MSBDFA EPIP | | | | | | | | | | |
| # of Approved Transactions | 1 | 0 | 0 | 0 | N/A | 0 | 0 | 1 | 1 | 4 |
| Value (\$) | \$50,000 | \$0 | \$0 | \$0 | N/A | 12,500 | 0 | 50,000 | 50,000 | 4 |
| Jobs (New & At Risk Jobs) Total | 16 | 0 | 0 | 0 | N/A | 4 | 0 | 16 | 16 | 4 |
| CAPEX | \$50,000 | \$0 | \$0 | \$0 | N/A | 12,500 | 0 | 50,000 | 50,000 | 4 |
| MSBDFA Contract Finance | | | | | | | | | | |
| # of Approved Transactions | 2 | 2 | 1 | 0 | -100% | 1 | 0 | 2 | 5 | 4 |
| Value (\$) | \$87,000 | \$740,000 | \$50,000 | \$0 | -100% | 219,250 | 0 | 740,000 | 877,000 | 4 |
| Jobs (New & At Risk Jobs) Total | 35 | 84 | 8 | 0 | -100% | 32 | 0 | 84 | 127 | 4 |
| CAPEX | \$87,000 | \$740,000 | \$350,000 | \$0 | -100% | 294,250 | 0 | 740,000 | 1,177,000 | 4 |
| MSBDFA Guarantee & Surety | | | | | | | | | | |
| # of Approved Transactions | 1 | 3 | 1 | 0 | -100% | 1 | 0 | 3 | 5 | 4 |
| Value (\$) | \$25,000 | \$3,950,000 | \$1,520,000 | \$0 | -100% | 1,373,750 | 0 | 3,950,000 | 5,495,000 | 4 |
| Jobs (New & At Risk Jobs) Total | 7 | 148 | 26 | 0 | -100% | 45 | 0 | 148 | 181 | 4 |
| CAPEX | \$250,000 | \$3,950,000 | \$1,520,000 | \$0 | -100% | 1,430,000 | 0 | 3,950,000 | 5,720,000 | 4 |
| Military Reservist Loan Fund | | | | | | | | | | |
| # of Approved Transactions | 0 | 3 | 1 | 0 | -100% | 1 | 0 | 3 | 4 | 4 |
| Value (\$) | \$0 | \$150,000 | \$50,000 | \$0 | -100% | 50,000 | 0 | 150,000 | 200,000 | 4 |
| Jobs (New & At Risk Jobs) Total | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| CAPEX | \$0 | \$1,300,000 | \$50,000 | \$0 | -100% | 337,500 | 0 | 1,300,000 | 1,350,000 | 4 |



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
DIVISION OF ECONOMIC DEVELOPMENT - OFFICE OF FINANCE

| | MONTHLY REPORTING PERIODS | | | | % Change From Last Mo | FISCAL YEAR 2010 SUMMARY | | | | |
|--|---------------------------|-------------|--------------|-----------|--------------------------|--------------------------|-----------|------------|-------------------|---------|
| | Jul-09 | Aug-09 | Sep-09 | Oct-09 | | Average | Minimum | Maximum | Total | Periods |
| FINANCE ASSISTANCE APPROVED BY LOCAL JURISDICTION | | | | | | | | | | |
| All Finance Assistance Approved (\$) | \$3,611,000 | \$5,360,000 | \$71,415,000 | \$785,500 | -99% | 20,292,875 | 785,500 | 71,415,000 | 81,171,500 | 4 |
| Allegany | N/A | \$0 | N/A | N/A | N/A | 0 | 0 | 0 | 0 | 1 |
| Anne Arundel | N/A | \$12,500 | \$300,000 | N/A | N/A | 156,250 | 12,500 | 300,000 | 312,500 | 2 |
| Baltimore City | \$1,000,000 | N/A | \$68,000,000 | \$100,000 | -100% | 23,033,333 | 100,000 | 68,000,000 | 69,100,000 | 3 |
| Baltimore County | N/A | \$98,000 | \$50,000 | N/A | N/A | 74,000 | 50,000 | 98,000 | 148,000 | 2 |
| Calvert | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Caroline | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Carroll | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Cecil | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Charles | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Dorchester | N/A | N/A | N/A | \$40,000 | N/A | 40,000 | 40,000 | 40,000 | 40,000 | 1 |
| Frederick | N/A | \$1,499,500 | N/A | N/A | N/A | 1,499,500 | 1,499,500 | 1,499,500 | 1,499,500 | 1 |
| Garrett | N/A | N/A | N/A | \$45,000 | N/A | 45,000 | 45,000 | 45,000 | 45,000 | 1 |
| Harford | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Howard | N/A | N/A | \$50,000 | N/A | N/A | 50,000 | 50,000 | 50,000 | 50,000 | 1 |
| Kent | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Montgomery | N/A | \$2,200,000 | N/A | \$100,000 | N/A | 1,150,000 | 100,000 | 2,200,000 | 2,300,000 | 2 |
| Prince George's | \$112,000 | N/A | N/A | N/A | N/A | 112,000 | 112,000 | 112,000 | 112,000 | 1 |
| Queen Anne's | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Somerset | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| St. Mary's | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Talbot | N/A | N/A | \$1,495,000 | N/A | N/A | 1,495,000 | 1,495,000 | 1,495,000 | 1,495,000 | 1 |
| Washington | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Wicomico | \$2,499,000 | N/A | \$1,520,000 | \$500,500 | -67% | 1,506,500 | 500,500 | 2,499,000 | 4,519,500 | 3 |
| Worcester | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Multiple Jurisdictions | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
DIVISION OF ECONOMIC DEVELOPMENT - OFFICE OF FINANCE

| | MONTHLY REPORTING PERIODS | | | | % Change From Last Mo | FISCAL YEAR 2010 SUMMARY | | | | |
|--|---------------------------|--------------|-------------|---------------|--------------------------|--------------------------|---------|-------------|-------------|---------|
| | Jul-09 | Aug-09 | Sep-09 | Oct-09 | | Average | Minimum | Maximum | Total | Periods |
| GENERAL FINANCE RPROGRAMS INFORMATION SETTLED | | | | | | | | | | |
| MEDAAF | | | | | | | | | | |
| # of Settled Transactions | 2 | 5 | 3 | 2 | -33% | 3 | 2 | 5 | 12 | 4 |
| Value (\$) | \$250,000 | \$1,267,615 | \$233,000 | \$3,012,500 | 1193% | 1,190,779 | 233,000 | 3,012,500 | 4,763,115 | 4 |
| Jobs (New & At Risk Jobs) Total | 100 | 1,092 | 65 | 0 | -100% | 314 | 0 | 1,092 | 1,257 | 4 |
| CAPEX | \$940,000 | \$14,557,615 | \$3,368,000 | \$548,025,000 | 16172% | 141,722,654 | 940,000 | 548,025,000 | 566,890,615 | 4 |
| Sunny Day | | | | | | | | | | |
| # of Settled Transactions | 1 | 0 | 0 | 0 | N/A | 0 | 0 | 1 | 1 | 4 |
| Value (\$) | \$4,000,000 | \$0 | \$0 | \$0 | N/A | 1,000,000 | 0 | 4,000,000 | 4,000,000 | 4 |
| Jobs (New & At Risk Jobs) Total | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| CAPEX | \$97,500,000 | \$0 | \$0 | \$0 | N/A | 24,375,000 | 0 | 97,500,000 | 97,500,000 | 4 |
| MEAF | | | | | | | | | | |
| # of Settled Transactions | 0 | 0 | 0 | 1 | N/A | 0 | 0 | 1 | 1 | 4 |
| Value (\$) | \$0 | \$0 | \$0 | \$150,000 | N/A | 37,500 | 0 | 150,000 | 150,000 | 4 |
| Jobs (New & At Risk Jobs) Total | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| CAPEX | \$0 | \$0 | \$0 | \$268,800 | N/A | 67,200 | 0 | 268,800 | 268,800 | 4 |
| CDBG | | | | | | | | | | |
| # of Settled Transactions | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Value (\$) | \$0 | \$0 | \$0 | \$0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Jobs (New & At Risk Jobs) Total | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| CAPEX | \$0 | \$0 | \$0 | \$0 | N/A | 0 | 0 | 0 | 0 | 4 |
| MIDFA | | | | | | | | | | |
| # of Settled Transactions | 1 | 1 | 1 | 2 | 100% | 1 | 1 | 2 | 5 | 4 |
| Value (\$) | \$247,228 | \$2,500,000 | \$2,499,000 | \$1,994,500 | -20% | 1,810,182 | 247,228 | 2,500,000 | 7,240,728 | 4 |
| Jobs (New & At Risk Jobs) Total | 32 | 0 | 0 | 185 | N/A | 54 | 0 | 185 | 217 | 4 |
| CAPEX | \$6,506,000 | \$0 | \$8,500,000 | \$8,500,000 | 0% | 5,876,500 | 0 | 8,500,000 | 23,506,000 | 4 |
| MD Venture Capital (Challenge & Enterprise) | | | | | | | | | | |
| # of Settled Transactions | 1 | 0 | 1 | 0 | -100% | 1 | 0 | 1 | 2 | 4 |
| Value (\$) | \$50,000 | \$0 | \$100,000 | \$0 | -100% | 37,500 | 0 | 100,000 | 150,000 | 4 |
| Jobs (New & At Risk Jobs) Total | 12 | 0 | 27 | 0 | -100% | 10 | 0 | 27 | 39 | 4 |
| CAPEX | \$100,000 | \$0 | \$300,000 | \$0 | -100% | 100,000 | 0 | 300,000 | 400,000 | 4 |
| MSBDFE EPIP | | | | | | | | | | |
| # of Settled Transactions | 0 | 1 | 0 | 0 | N/A | 0 | 0 | 1 | 1 | 4 |
| Value (\$) | \$0 | \$50,000 | \$0 | \$0 | N/A | 12,500 | 0 | 50,000 | 50,000 | 4 |
| Jobs (New & At Risk Jobs) Total | 0 | 16 | 0 | 0 | N/A | 4 | 0 | 16 | 16 | 4 |
| CAPEX | \$0 | \$50,000 | \$0 | \$0 | N/A | 12,500 | 0 | 50,000 | 50,000 | 4 |
| MSBDFE Contract Finance | | | | | | | | | | |
| # of Settled Transactions | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Value (\$) | \$0 | \$0 | \$0 | \$0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Jobs (New & At Risk Jobs) Total | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| CAPEX | \$0 | \$0 | \$0 | \$0 | N/A | 0 | 0 | 0 | 0 | 4 |
| MSBDFE Guarantee & Surety | | | | | | | | | | |
| # of Settled Transactions | 0 | 0 | 1 | 0 | -100% | 0 | 0 | 1 | 1 | 4 |
| Value (\$) | \$0 | \$0 | \$1,520,000 | \$0 | -100% | 380,000 | 0 | 1,520,000 | 1,520,000 | 4 |
| Jobs (New & At Risk Jobs) Total | 0 | 0 | 26 | 0 | -100% | 7 | 0 | 26 | 26 | 4 |
| CAPEX | \$0 | \$0 | \$1,520,000 | \$0 | -100% | 380,000 | 0 | 1,520,000 | 1,520,000 | 4 |
| Military Reservist Loan Fund | | | | | | | | | | |
| # of Settled Transactions | 0 | 0 | 0 | 2 | N/A | 1 | 0 | 2 | 2 | 4 |
| Value (\$) | \$0 | \$0 | \$0 | \$100,000 | N/A | 25,000 | 0 | 100,000 | 100,000 | 4 |
| Jobs (New & At Risk Jobs) Total | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| CAPEX | \$0 | \$0 | \$0 | \$1,250,000 | N/A | 312,500 | 0 | 1,250,000 | 1,250,000 | 4 |



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
DIVISION OF ECONOMIC DEVELOPMENT - OFFICE OF FINANCE

| | MONTHLY REPORTING PERIODS | | | | % Change From Last Mo | FISCAL YEAR 2010 SUMMARY | | | | |
|---|---------------------------|-------------|-------------|-------------|--------------------------|--------------------------|-----------|-----------|-------------------|---------|
| | Jul-09 | Aug-09 | Sep-09 | Oct-09 | | Average | Minimum | Maximum | Total | Periods |
| FINANCE ASSISTANCE SETTLED BY LOCAL JURISDICTION | | | | | | | | | | |
| All Finance Assistance Settled (\$) | \$4,547,228 | \$3,817,615 | \$4,352,000 | \$5,257,000 | 21% | 4,493,461 | 3,817,615 | 5,257,000 | 17,973,843 | 4 |
| Allegany | \$50,000 | N/A | N/A | N/A | N/A | 50,000 | 50,000 | 50,000 | 50,000 | 1 |
| Anne Arundel | N/A | N/A | N/A | \$12,500 | N/A | 12,500 | 12,500 | 12,500 | 12,500 | 1 |
| Baltimore City | \$4,000,000 | \$50,000 | N/A | \$3,150,000 | N/A | 2,400,000 | 50,000 | 4,000,000 | 7,200,000 | 3 |
| Baltimore County | N/A | N/A | \$108,000 | N/A | N/A | 108,000 | 108,000 | 108,000 | 108,000 | 1 |
| Calvert | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Caroline | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Carroll | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Cecil | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Charles | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Dorchester | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Frederick | N/A | \$250,000 | N/A | \$499,500 | N/A | 374,750 | 250,000 | 499,500 | 749,500 | 2 |
| Garrett | N/A | \$2,817,615 | N/A | N/A | N/A | 2,817,615 | 2,817,615 | 2,817,615 | 2,817,615 | 1 |
| Harford | N/A | N/A | \$75,000 | N/A | N/A | 75,000 | 75,000 | 75,000 | 75,000 | 1 |
| Howard | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Kent | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Montgomery | \$497,228 | \$400,000 | N/A | N/A | N/A | 448,614 | 400,000 | 497,228 | 897,228 | 2 |
| Prince George's | N/A | N/A | N/A | \$100,000 | N/A | 100,000 | 100,000 | 100,000 | 100,000 | 1 |
| Queen Anne's | N/A | N/A | \$150,000 | N/A | N/A | 150,000 | 150,000 | 150,000 | 150,000 | 1 |
| Somerset | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| St. Mary's | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Talbot | N/A | N/A | N/A | \$1,495,000 | N/A | 1,495,000 | 1,495,000 | 1,495,000 | 1,495,000 | 1 |
| Washington | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Wicomico | N/A | \$250,000 | \$4,019,000 | N/A | N/A | 2,134,500 | 250,000 | 4,019,000 | 4,269,000 | 2 |
| Worcester | N/A | \$50,000 | N/A | N/A | N/A | 50,000 | 50,000 | 50,000 | 50,000 | 1 |
| Multiple Jurisdictions | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
DIVISION OF TOURISM, FILM AND THE ARTS

Reporting Period: October, 2009

| | MONTHLY REPORTING PERIODS | | | | % Change | FISCAL YEAR 2010 SUMMARY | | | | |
|-------------------------------------|---------------------------|--------------|--------|--------|--------------|--------------------------|------------|------------|------------|---------|
| | Jul-09 | Aug-09 | Sep-09 | Oct-09 | From Last Mo | Average | Minimum | Maximum | Total | Periods |
| DIVISION-WIDE | | | | | | | | | | |
| STAFF ACTIVITY | | | | | | | | | | |
| Outreach Activities | 50 | 22 | 42 | 36 | -14% | 38 | 22 | 50 | 150 | 4 |
| Technical Assistance | 34 | 18 | 30 | 24 | -20% | 27 | 18 | 34 | 106 | 4 |
| PUBLICITY | | | | | | | | | | |
| Travel Media Exposure (ad value \$) | \$ 1,684,430 | \$ 1,137,633 | N/A | N/A | N/A | 1,411,032 | 1,137,633 | 1,684,430 | 2,822,063 | 2 |
| Media Placements | 121 | 96 | N/A | N/A | N/A | 109 | 96 | 121 | 217 | 2 |
| Placement Circulation | 40,650,086 | 11,652,273 | N/A | N/A | N/A | 26,151,180 | 11,652,273 | 40,650,086 | 52,302,359 | 2 |

| | | | | | | | | | | |
|--|-----------|-----------|---------|---------|------|---------|---------|-----------|-----------|---|
| OFFICE OF TOURISM DEVELOPMENT | | | | | | | | | | |
| WEB STATS | | | | | | | | | | |
| Unique Web Users- OTD Web Site | 185,356 | 152,781 | 168,409 | 183,153 | 9% | 172,425 | 152,781 | 185,356 | 689,699 | 4 |
| Consumer e-newsletter distribution | 36,401 | 39,969 | 38,175 | 37,787 | -1% | 38,083 | 36,401 | 39,969 | 152,332 | 4 |
| Industry partner e-newsletter distribution | 7,643 | 8,431 | 7,874 | 7,776 | -1% | 7,931 | 7,643 | 8,431 | 31,724 | 4 |
| Internet Requests | 3,179 | 2,404 | 2,113 | 1,864 | -12% | 2,390 | 1,864 | 3,179 | 9,560 | 4 |
| Internet Clicks- OTD web site ads | 22,610 | 20,370 | 37,556 | 52,708 | 40% | 33,311 | 20,370 | 52,708 | 133,244 | 4 |
| ADVERTISING GENERATED INQUIRIES | | | | | | | | | | |
| Print Advertising Calls | 488 | 463 | 399 | 194 | -51% | 386 | 194 | 488 | 1,544 | 4 |
| Consumer Labels | 5,382 | 3,082 | 4,617 | 5,387 | 17% | 4,617 | 3,082 | 5,387 | 18,468 | 4 |
| TV and Radio Advertising Calls | 333 | 293 | 283 | 150 | -47% | 265 | 150 | 333 | 1,059 | 4 |
| OTD 800 Number | 134 | 109 | 89 | 53 | -40% | 96 | 53 | 134 | 385 | 4 |
| VISITATION | | | | | | | | | | |
| Welcome Center Visitation | 152,353 | 134,696 | 90,856 | 93,451 | 3% | 117,839 | 90,856 | 152,353 | 471,356 | 4 |
| Lodging-Room Demand-Maryland* | 2.3% | -2.0% | 3.1% | 1.6% | -48% | N/A | -2 | 3 | N/A | 4 |
| Lodging-Room Demand-US* | -4.3% | -6.9% | -3.3% | -3.2% | -3% | N/A | -7 | -3 | N/A | 4 |
| Lodging-Room Revenue-Maryland* | -3.7% | -9.3% | -4.7% | -6.1% | 30% | N/A | -9 | -4 | N/A | 4 |
| Lodging-Room Revenue-US* | -13.0% | -16.3% | -13.2% | -11.1% | -16% | N/A | -16 | -11 | N/A | 4 |
| Amtrak: Non-commuter arrivals | 71,700 | 69,600 | 68,800 | 75,800 | 10% | 71,475 | 68,800 | 75,800 | 285,900 | 4 |
| BWI Domestic Passenger Arrivals | 1,006,401 | 986,718 | 821,838 | N/A | N/A | 938,319 | 821,838 | 1,006,401 | 2,814,957 | 3 |
| International Arrivals | 23,844 | 23,418 | 19,402 | N/A | N/A | 22,221 | 19,402 | 23,844 | 66,664 | 3 |
| Total Passengers to BWI | 1,030,245 | 1,010,136 | 841,240 | N/A | N/A | 960,540 | 841,240 | 1,030,245 | 2,881,621 | 3 |
| * Percent change (year-over-year) | | | | | | | | | | |



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
DIVISION OF TOURISM, FILM AND THE ARTS

Reporting Period: October, 2009

| | MONTHLY REPORTING PERIODS | | | | % Change | FISCAL YEAR 2010 SUMMARY | | | | |
|---|---------------------------|---------------|--------|--------|--------------|--------------------------|------------|------------|-------------------|---------|
| | Jul-09 | Aug-09 | Sep-09 | Oct-09 | From Last Mo | Average | Minimum | Maximum | Total | Periods |
| Tourism-related Sales Taxes Total Receipts | | | | | | | | | | |
| Restaurants, Lunchrooms, Deli (w/o BWL*) | \$ 24,224,109 | \$ 25,003,348 | N/A | N/A | N/A | 24,613,729 | 24,224,109 | 25,003,348 | 49,227,457 | 2 |
| Hotels, Motels Selling Food (w/ BWL*) | \$ 3,787,473 | \$ 3,839,587 | N/A | N/A | N/A | 3,813,530 | 3,787,473 | 3,839,587 | 7,627,060 | 2 |
| Restaurants and Nite Clubs (w/ BWL*) | \$ 17,673,997 | \$ 17,683,138 | N/A | N/A | N/A | 17,678,568 | 17,673,997 | 17,683,138 | 35,357,135 | 2 |
| General Merchandise | \$ 9,197,217 | \$ 9,975,403 | N/A | N/A | N/A | 9,586,310 | 9,197,217 | 9,975,403 | 19,172,620 | 2 |
| Automobile, Bus and Truck Rentals | \$ 5,538,384 | \$ 3,959,252 | N/A | N/A | N/A | 4,748,818 | 3,959,252 | 5,538,384 | 9,497,636 | 2 |
| Airlines-Commercial | \$ 17,858 | \$ 19,757 | N/A | N/A | N/A | 18,808 | 17,858 | 19,757 | 37,615 | 2 |
| Hotels, Motels, Apartments, Cottages | \$ 9,085,280 | \$ 8,801,292 | N/A | N/A | N/A | 8,943,286 | 8,801,292 | 9,085,280 | 17,886,572 | 2 |
| Recreation and Amusement Places | \$ 626,290 | \$ 633,241 | N/A | N/A | N/A | 629,766 | 626,290 | 633,241 | 1,259,531 | 2 |

*Beer, wine and liquor license

| Tourism Tax Increments | | | | | | | | | | |
|--|-----------|-----------|-----|-----|-----|-----------|-----------|-----------|-------------------|---|
| Restaurants, Lunchrooms, Deli (w/o BWL*) | 8,074,703 | 8,334,449 | N/A | N/A | N/A | 8,204,576 | 8,074,703 | 8,334,449 | 16,409,152 | 2 |
| Hotels, Motels Selling Food (w/ BWL*) | 3,787,473 | 3,839,587 | N/A | N/A | N/A | 3,813,530 | 3,787,473 | 3,839,587 | 7,627,060 | 2 |
| Restaurants and Nite Clubs (w/ BWL*) | 5,891,332 | 5,894,379 | N/A | N/A | N/A | 5,892,856 | 5,891,332 | 5,894,379 | 11,785,712 | 2 |
| General Merchandise | 459,861 | 498,770 | N/A | N/A | N/A | 479,316 | 459,861 | 498,770 | 958,631 | 2 |
| Automobile, Bus and Truck Rentals | 4,984,546 | 3,563,327 | N/A | N/A | N/A | 4,273,936 | 3,563,327 | 4,984,546 | 8,547,872 | 2 |
| Airlines-Commercial | 8,929 | 9,879 | N/A | N/A | N/A | 9,404 | 8,929 | 9,879 | 18,808 | 2 |
| Hotels, Motels, Apartments, Cottages | 9,085,280 | 8,801,292 | N/A | N/A | N/A | 8,943,286 | 8,801,292 | 9,085,280 | 17,886,572 | 2 |
| Recreation and Amusement Places | 313,145 | 316,621 | N/A | N/A | N/A | 314,883 | 313,145 | 316,621 | 629,766 | 2 |

*Beer, wine and liquor license



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
 DIVISION OF TOURISM, FILM AND THE ARTS

Reporting Period: October, 2009

| | MONTHLY REPORTING PERIODS | | | | % Change | FISCAL YEAR 2010 SUMMARY | | | | |
|--|---------------------------|-----------|-----------|-----------|--------------|--------------------------|-----------|-----------|-------|---------|
| | Jul-09 | Aug-09 | Sep-09 | Oct-09 | From Last Mo | Average | Minimum | Maximum | Total | Periods |
| Total Jobs (not seasonally adjusted, last two months preliminary) | | | | | | | | | | |
| Arts, entertainment, and recreation | | | | | | | | | | |
| Maryland | 43,300 | 41,300 | 37,800 | N/A | N/A | 40,800 | 37,800 | 43,300 | N/A | 3 |
| United States | 2,197,600 | 2,148,300 | 1,970,700 | 1,845,500 | -6% | 2,040,525 | 1,845,500 | 2,197,600 | N/A | 4 |
| Accommodation | | | | | | | | | | |
| Maryland | 27,300 | 27,000 | 25,800 | N/A | N/A | 26,700 | 25,800 | 27,300 | N/A | 3 |
| United States | 1,846,700 | 1,840,500 | 1,744,000 | 1,691,000 | -3% | 1,780,550 | 1,691,000 | 1,846,700 | N/A | 4 |
| Food Services and Drinking Places | | | | | | | | | | |
| Maryland | 185,000 | 184,100 | 175,400 | N/A | N/A | 181,500 | 175,400 | 185,000 | N/A | 3 |
| United States | 9,805,000 | 9,795,700 | 9,635,100 | 9,541,400 | -1% | 9,694,300 | 9,541,400 | 9,805,000 | N/A | 4 |



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
DIVISION OF TOURISM, FILM AND THE ARTS

Reporting Period: October, 2009

| | MONTHLY REPORTING PERIODS | | | | % Change | FISCAL YEAR 2010 SUMMARY | | | | |
|------------------------------------|---------------------------|-------------|-------------|-----------|--------------|--------------------------|---------|-----------|------------|---------|
| | Jul-09 | Aug-09 | Sep-09 | Oct-09 | From Last Mo | Average | Minimum | Maximum | Total | Periods |
| MARYLAND FILM OFFICE | | | | | | | | | | |
| Unique Web Users- MFO Web Site | 9,161 | 8,774 | 8,216 | 8,076 | -2% | 8,557 | 8,076 | 9,161 | 34,227 | 4 |
| PRODUCTION ACTIVITY | | | | | | | | | | |
| Feature Films | | | | | | | | | | |
| Number of Productions | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | N/A (Note) | 4 |
| Estimated Direct Expenditures (\$) | \$0 | \$0 | \$0 | \$0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Film Days (Film) | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Television | | | | | | | | | | |
| Number of Productions (Television) | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | N/A (Note) | 4 |
| Estimated Direct Expenditures (\$) | \$0 | \$0 | \$0 | \$0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Film Days (Television) | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Other | | | | | | | | | | |
| Number of Productions (Other) | 8 | 5 | 8 | 3 | -63% | 6 | 3 | 8 | 24 | 4 |
| Estimated Direct Expenditures (\$) | \$4,495,434 | \$4,295,548 | \$1,374,978 | \$207,000 | -85% | 2,593,240 | 207,000 | 4,495,434 | 10,372,959 | 4 |

Note: The MFO enters data for a film after final reports have been submitted by production companies, not on a month-by-month basis while in production, to avoid misrepresenting associated production days and expenditures.

| MARYLAND STATE ARTS COUNCIL | | | | | | | | | | |
|------------------------------------|--------|--------|--------|--------|----|--------|--------|--------|--------|---|
| Unique Web Users- MSAC Web Site | 11,709 | 10,683 | 11,311 | 11,732 | 4% | 11,359 | 10,683 | 11,732 | 45,435 | 4 |

| | FY06 | FY07 | FY08 | FY09 | FY10 (to date) |
|--|-------------|-------------|--------------|-------------|----------------|
| GRANTS to Organizations | | | | | |
| Number | 313 | 323 | 354 | 330 | 278 |
| Total Value (\$) | \$7,401,406 | \$9,945,616 | \$10,637,893 | \$9,713,937 | \$6,829,883 |
| GRANTS - Community Arts Development | | | | | |
| Number | 29 | 28 | 28 | 31 | 24 |
| Total Value (\$) | \$1,888,831 | \$2,344,857 | \$2,439,843 | \$2,392,098 | \$1,603,601 |
| GRANTS to Individuals | | | | | |
| Number | N/A | N/A | N/A | 106 | |
| Total Value (\$) | N/A | N/A | N/A | \$251,000 | |



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
MARYLAND AND US ECONOMIC INDICATORS

Reporting Period: October, 2009

| | MONTHLY REPORTING PERIODS | | | | % Change From Last Mo | FISCAL YEAR 2010 SUMMARY | | | |
|---|---------------------------|-----------|-----------|---------|--------------------------|--------------------------|-----------|-----------|-----------|
| | Jul-09 | Aug-09 | Sep-09 | Oct-09 | | Average | Minimum | Maximum | Total |
| LEADING MARKET INDICATORS | | | | | | | | | |
| LABOR FORCE (thousands) | | | | | | | | | |
| Maryland | 2,956 | 2,951 | 2,948 | 2,936 | 0% | 2,947 | 2,936 | 2,956 | N/A |
| United States | 154,504 | 154,577 | 154,006 | 153,975 | 0% | 154,266 | 153,975 | 154,577 | N/A |
| EMPLOYMENT (thousands) | | | | | | | | | |
| Maryland | 2,743 | 2,740 | 2,736 | 2,720 | -1% | 2,735 | 2,720 | 2,743 | N/A |
| United States | 140,041 | 139,649 | 138,864 | 138,275 | 0% | 139,207 | 138,275 | 140,041 | N/A |
| UNEMPLOYMENT RATE (%) | | | | | | | | | |
| Maryland | 7.2% | 7.1% | 7.2% | 7.3% | 1% | 7.2% | 7.1% | 7.3% | N/A |
| United States | 9.4% | 9.7% | 9.8% | 10.2% | 4% | 9.8% | 9.4% | 10.2% | N/A |
| INITIAL CLAIMS FOR UNEMPLOYMENT (thousands) | | | | | | | | | |
| Maryland | 36,706 | 32,813 | 36,514 | NA | N/A | 35,344 | 32,813 | 36,706 | N/A |
| United States | 2,383,375 | 2,362,736 | 2,337,038 | NA | N/A | 2,361,049 | 2,337,038 | 2,383,375 | N/A |
| BUSINESS AND CONSUMER MARKETS | | | | | | | | | |
| BWI TRAFFIC | | | | | | | | | |
| BWI Cargo (Metric Tons) | 8,222 | 8,223 | 8,839 | NA | N/A | 8,428 | 8,222 | 8,839 | 25,284 |
| BWI Commercial Passengers (Millions) | 2,076,650 | 2,003,223 | 1,682,627 | NA | N/A | 1,920,833 | 1,682,627 | 2,076,650 | 5,762,500 |
| ELECTRICITY (# units) | | | | | | | | | |
| Electric Meters Installed, Commercial Maryland | 177 | 151 | 138 | NA | N/A | 155 | 138 | 177 | 466 |
| Electric Meters Installed, Residential Maryland | 473 | 508 | 361 | NA | N/A | 447 | 361 | 508 | 1,342 |
| Electricity Sales, Commercial (Millions of MWh) Maryland | 1,743,463 | 1,786,163 | 1,481,279 | NA | N/A | 1,670,302 | 1,481,279 | 1,786,163 | 5,010,905 |
| Electricity Sales, Residential (Millions of MWh) Maryland | 1,177,355 | 1,357,480 | 914,772 | NA | N/A | 1,149,869 | 914,772 | 1,357,480 | 3,449,606 |
| HOME SALES (# units) | | | | | | | | | |
| Maryland | 5,172 | 4,838 | 4,662 | 4,941 | 6% | 4,903 | 4,662 | 5,172 | 19,613 |
| United States | 532 | 498 | 472 | 499 | 6% | 500 | 472 | 532 | 2,001 |
| RESIDENTIAL BUILDING PERMITS (# units) | | | | | | | | | |
| Maryland | 840 | 769 | 803 | NA | N/A | 804 | 769 | 840 | 2,412 |
| United States | 54,687 | 52,414 | 51,336 | NA | N/A | 52,812 | 51,336 | 54,687 | 158,437 |
| AUTOMOBILE SALES (# units) | | | | | | | | | |
| Maryland | 22,836 | 25,251 | 26,992 | 20,717 | -23% | 23,949 | 20,717 | 26,992 | 95,796 |
| United States (in Thousands) | 952 | 1,188 | 782 | 886 | 13% | 952 | 782 | 1,188 | 3,807 |



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
MARYLAND AND US ECONOMIC INDICATORS

Reporting Period: October, 2009

| | MONTHLY REPORTING PERIODS | | | | % Change From Last Mo | FISCAL YEAR 2010 SUMMARY | | | |
|--|---------------------------|---------|---------|---------|--------------------------|--------------------------|---------|---------|-------|
| | Jul-09 | Aug-09 | Sep-09 | Oct-09 | | Average | Minimum | Maximum | Total |
| JOBS BY INDUSTRY SECTOR (in thousands) | | | | | | | | | |
| TOTAL NON-AGRICULTURAL EMPLOYMENT | | | | | | | | | |
| Maryland | 2,549 | 2,538 | 2,535 | 2,537 | 0% | 2,539 | 2,535 | 2,549 | N/A |
| United States | 131,411 | 131,257 | 131,038 | 130,848 | 0% | 131,139 | 130,848 | 131,411 | N/A |
| CONSTRUCTION NATURAL RESOURCES & MINING | | | | | | | | | |
| Maryland | 152 | 149 | 149 | 145 | -2% | 149 | 145 | 152 | N/A |
| United States | 6,877 | 6,802 | 6,733 | 6,665 | -1% | 6,769 | 6,665 | 6,877 | N/A |
| MANUFACTURING | | | | | | | | | |
| Maryland | 123 | 122 | 122 | 123 | 1% | 122 | 122 | 123 | N/A |
| United States | 11,836 | 11,781 | 11,736 | 11,675 | -1% | 11,757 | 11,675 | 11,836 | N/A |
| TRADE, TRANSPORTATION AND UTILITIES | | | | | | | | | |
| Maryland | 444 | 443 | 444 | 443 | 0% | 444 | 443 | 444 | N/A |
| United States | 25,174 | 25,146 | 25,080 | 25,014 | 0% | 25,104 | 25,014 | 25,174 | N/A |
| INFORMATION | | | | | | | | | |
| Maryland | 49 | 49 | 48 | 48 | 0% | 48 | 48 | 49 | N/A |
| United States | 2,834 | 2,829 | 2,832 | 2,831 | 0% | 2,832 | 2,829 | 2,834 | N/A |
| FINANCIAL ACTIVITIES | | | | | | | | | |
| Maryland | 143 | 141 | 141 | 140 | -1% | 141 | 140 | 143 | N/A |
| United States | 7,737 | 7,714 | 7,705 | 7,697 | 0% | 7,713 | 7,697 | 7,737 | N/A |
| PROFESSIONAL AND BUSINESS SERVICES | | | | | | | | | |
| Maryland | 395 | 399 | 400 | 402 | 0% | 399 | 395 | 402 | N/A |
| United States | 16,624 | 16,618 | 16,621 | 16,639 | 0% | 16,626 | 16,618 | 16,639 | N/A |
| EDUCATION AND HEALTH SERVICES | | | | | | | | | |
| Maryland | 393 | 393 | 393 | 394 | 0% | 393 | 393 | 394 | N/A |
| United States | 19,262 | 19,312 | 19,329 | 19,374 | 0% | 19,319 | 19,262 | 19,374 | N/A |
| LEISURE AND HOSPITALITY | | | | | | | | | |
| Maryland | 239 | 236 | 234 | 233 | 0% | 235 | 233 | 239 | N/A |
| United States | 13,177 | 13,163 | 13,161 | 13,124 | 0% | 13,156 | 13,124 | 13,177 | N/A |
| OTHER SERVICES | | | | | | | | | |
| Maryland | 119 | 114 | 114 | 115 | 1% | 116 | 114 | 119 | N/A |
| United States | 5,415 | 5,405 | 5,394 | 5,382 | 0% | 5,399 | 5,382 | 5,415 | N/A |
| GOVERNMENT | | | | | | | | | |
| Maryland | 493 | 492 | 491 | 494 | 1% | 492 | 491 | 494 | N/A |
| United States | 22,475 | 22,487 | 22,447 | 22,447 | 0% | 22,464 | 22,447 | 22,487 | N/A |
| AVERAGE WEEKLY HOURS- MANUFACTURING | | | | | | | | | |
| Maryland | 40 | 40 | 40 | 40 | 0% | 40 | 40 | 40 | N/A |
| United States | 40 | 40 | 40 | 40 | 1% | 40 | 40 | 40 | N/A |
| AVERAGE WEEKLY EARNINGS- MANUFACTURING (\$) | | | | | | | | | |
| Maryland | 741 | 751 | 793 | 789 | 0% | 769 | 741 | 793 | N/A |
| United States | 720 | 733 | 736 | 739 | 0% | 732 | 720 | 739 | N/A |



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
 NEW AND EXPANDING BUSINESSES BASED ON SURVEYS AND PUBLIC ANNOUNCEMENTS

Reporting Period: October, 2009

| | MONTHLY REPORTING PERIODS | | | | % Change From Last Mo | FISCAL YEAR 2010 SUMMARY | | | | |
|-------------------------------------|---------------------------|--------|--------|--------|--------------------------|--------------------------|---------|---------|-------|---------|
| | Jul-09 | Aug-09 | Sep-09 | Oct-09 | | Average | Minimum | Maximum | Total | Periods |
| NEW AND EXPANDING BUSINESSES | | | | | | | | | | |
| Location Announcements-TOTAL | 12 | 13 | 9 | 13 | 44% | 12 | 9 | 13 | 47 | 4 |
| New Locations | 4 | 0 | 4 | 0 | -100% | 2 | 0 | 4 | 8 | 4 |
| Expansions | 8 | 13 | 5 | 13 | 160% | 10 | 5 | 13 | 39 | 4 |
| Total Capital Investment (Millions) | 16 | 71 | 2 | 21 | 1293% | 27 | 2 | 71 | 110 | 4 |
| Total New Jobs | 310 | 30 | 406 | 270 | -33% | 254 | 30 | 406 | 1,016 | 4 |
| NEW JOBS BY COUNTY | | | | | | | | | | |
| Allegany | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Anne Arundel | 0 | 0 | 90 | 170 | 89% | 65 | 0 | 170 | 260 | 4 |
| Baltimore City | 250 | 30 | 0 | 0 | N/A | 70 | 0 | 250 | 280 | 4 |
| Baltimore County | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Calvert | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Caroline | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Carroll | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Cecil | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Charles | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Dorchester | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Frederick | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Garrett | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Harford | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Howard | 60 | 0 | 0 | 0 | N/A | 15 | 0 | 60 | 60 | 4 |
| Kent | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Montgomery | 0 | 0 | 51 | 0 | -100% | 13 | 0 | 51 | 51 | 4 |
| Prince George's | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Queen Anne's | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Somerset | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| St. Mary's | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Talbot | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Washington | 0 | 0 | 0 | 100 | N/A | 25 | 0 | 100 | 100 | 4 |
| Wicomico | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Worcester | 0 | 0 | 265 | 0 | -100% | 66 | 0 | 265 | 265 | 4 |



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
 NEW AND EXPANDING BUSINESSES BASED ON SURVEYS AND PUBLIC ANNOUNCEMENTS

Reporting Period: October, 2009

| | MONTHLY REPORTING PERIODS | | | | % Change From Last Mo | FISCAL YEAR 2010 SUMMARY | | | | |
|------------------------------------|---------------------------|--------|--------|--------|--------------------------|--------------------------|---------|---------|-------|---------|
| | Jul-09 | Aug-09 | Sep-09 | Oct-09 | | Average | Minimum | Maximum | Total | Periods |
| NEW JOBS BY INDUSTRY | | | | | | | | | | |
| Agriculture | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Mining | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Utilities | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Construction | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Manufacturing | 0 | 30 | 0 | 150 | N/A | 45 | 0 | 150 | 180 | 4 |
| Wholesale trade | 60 | 0 | 0 | 0 | N/A | 15 | 0 | 60 | 60 | 4 |
| Retail trade | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Transportation and warehousing | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Information | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Finance and insurance | 200 | 0 | 0 | 0 | N/A | 50 | 0 | 200 | 200 | 4 |
| Real estate | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Professional services | 50 | 0 | 101 | 120 | 19% | 68 | 0 | 120 | 271 | 4 |
| Management of companies | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Administrative services | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Educational services | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Health care | 0 | 0 | 40 | 0 | -100% | 10 | 0 | 40 | 40 | 4 |
| Arts, entertainment and recreation | 0 | 0 | 265 | 0 | -100% | 66 | 0 | 265 | 265 | 4 |
| Accommodation and food services | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Other services | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| BRAC-RELATED JOBS | | | | | | | | | | |
| BRAC-Related Jobs | 0 | 0 | 0 | 120 | N/A | 30 | 0 | 120 | 120 | 4 |



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
 DOWNSIZINGS AND CLOSINGS BASED ON SURVEYS AND PUBLIC ANNOUNCEMENTS

Reporting Period: October, 2009

| | MONTHLY REPORTING PERIODS | | | | % Change From Last Mo | FISCAL YEAR 2010 SUMMARY | | | | |
|--|---------------------------|--------|--------|--------|--------------------------|--------------------------|---------|---------|-------|---------|
| | Jul-09 | Aug-09 | Sep-09 | Oct-09 | | Average | Minimum | Maximum | Total | Periods |
| CLOSING AND DOWNSIZING BUSINESSES | | | | | | | | | | |
| Layoff Announcements-TOTAL | 5 | 2 | 2 | 2 | 0% | 3 | 2 | 5 | 11 | 4 |
| Closings | 0 | 1 | 1 | 2 | 100% | 1 | 0 | 2 | 4 | 4 |
| Downsizings | 5 | 1 | 1 | 0 | -100% | 2 | 0 | 5 | 7 | 4 |
| IMPACTED JOBS | | | | | | | | | | |
| Total Impacted Jobs | 301 | 138 | 331 | 650 | 96% | 355 | 138 | 650 | 1,420 | 4 |
| BY COUNTY | | | | | | | | | | |
| Allegany | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Anne Arundel | 0 | 78 | 0 | 0 | N/A | 20 | 0 | 78 | 78 | 4 |
| Baltimore City | 0 | 0 | 0 | 609 | N/A | 152 | 0 | 609 | 609 | 4 |
| Baltimore County | 74 | 60 | 0 | 41 | N/A | 44 | 0 | 74 | 175 | 4 |
| Calvert | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Caroline | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Carroll | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Cecil | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Charles | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Dorchester | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Frederick | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Garrett | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Harford | 0 | 0 | 50 | 0 | -100% | 13 | 0 | 50 | 50 | 4 |
| Howard | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Kent | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Montgomery | 112 | 0 | 281 | 0 | -100% | 98 | 0 | 281 | 393 | 4 |
| Prince George's | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Queen Anne's | 30 | 0 | 0 | 0 | N/A | 8 | 0 | 30 | 30 | 4 |
| Somerset | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| St. Mary's | 41 | 0 | 0 | 0 | N/A | 10 | 0 | 41 | 41 | 4 |
| Talbot | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Washington | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Wicomico | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Worcester | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Multi-jurisdictional | 44 | 0 | 0 | 0 | N/A | 11 | 0 | 44 | 44 | 4 |



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
 DOWNSIZINGS AND CLOSINGS BASED ON SURVEYS AND PUBLIC ANNOUNCEMENTS

Reporting Period: October, 2009

| | MONTHLY REPORTING PERIODS | | | | % Change | FISCAL YEAR 2010 SUMMARY | | | | |
|------------------------------------|---------------------------|--------|--------|--------|--------------|--------------------------|---------|---------|-------|---------|
| | Jul-09 | Aug-09 | Sep-09 | Oct-09 | From Last Mo | Average | Minimum | Maximum | Total | Periods |
| BY INDUSTRY | | | | | | | | | | |
| Agriculture | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Mining | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Utilities | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Construction | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Manufacturing | 30 | 0 | 0 | 0 | N/A | 8 | 0 | 30 | 30 | 4 |
| Wholesale trade | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Retail trade | 0 | 78 | 0 | 0 | N/A | 20 | 0 | 78 | 78 | 4 |
| Transportation and warehousing | 0 | 0 | 50 | 0 | -100% | 13 | 0 | 50 | 50 | 4 |
| Information | 74 | 0 | 0 | 0 | N/A | 19 | 0 | 74 | 74 | 4 |
| Finance and insurance | 0 | 0 | 0 | 41 | N/A | 10 | 0 | 41 | 41 | 4 |
| Real estate | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Professional services | 197 | 0 | 281 | 0 | -100% | 120 | 0 | 281 | 478 | 4 |
| Management of companies | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Administrative services | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Educational services | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Health care | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Arts, entertainment and recreation | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Accommodation and food services | 0 | 0 | 0 | 609 | N/A | 152 | 0 | 609 | 609 | 4 |
| Other services | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
 AGENCY WIDE OVERVIEW

Reporting Period: October, 2009

| | MONTHLY REPORTING PERIODS | | | | % Change | FISCAL YEAR 2010 SUMMARY | | | | |
|--|---------------------------|--------|--------|--------|--------------|--------------------------|---------|---------|-------|---------|
| | Jul-09 | Aug-09 | Sep-09 | Oct-09 | From Last Mo | Average | Minimum | Maximum | Total | Periods |
| BUSINESSES ASSISTED | | | | | | | | | | |
| Businesses Assisted (ED, DIIT, DMBD, TFA)* | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Facility Location Decisions (ED, DIIT, DMBD) | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Issues Resolved (ED) | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Settled Loans and Grants (ED) | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Other | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |

Notes:
 *Businesses Assisted is a count of unique private sector businesses that received facility location assistance, issue resolution, financing, training and/or tax credits.
 *Businesses Assisted for August, 2008 includes 268 Maryland State Arts Council grants. These grants are issued in the beginning of each fiscal year.



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
DIVISION OF MARKETING AND BUSINESS DEVELOPMENT

Reporting Period: October, 2009

| | MONTHLY REPORTING PERIODS | | | | % Change From Last Mo | FISCAL YEAR 2010 SUMMARY | | | | | GOALS | |
|---|---------------------------|--------|--------|--------|--------------------------|--------------------------|---------|---------|-------|---------|------------|-----------|
| | Jul-09 | Aug-09 | Sep-09 | Oct-09 | | Average | Minimum | Maximum | Total | Periods | FY 09 GOAL | % TO GOAL |
| PROGRESS TOWARD GOALS | | | | | | | | | | | | |
| Pipeline Projects | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | N/A | 4 | 45 | 0% |
| Facility Location Decisions | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 | 14 | 0% |
| Facility Location- Assists to Other Divisions | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 | 10 | 0% |
| Trade Shows and Marketing Events | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 | 12 | 0% |
| CURRENT FACILITY LOCATION PIPELINE | | | | | | | | | | | | |
| Number of Pipeline Projects | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | N/A | 4 | N/A | N/A |
| PIPELINE PROJECTS BY SALES STAGE | | | | | | | | | | | | |
| Prospects | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | N/A | 0 | N/A | N/A |
| Short List | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | N/A | 0 | N/A | N/A |
| PIPELINE PROJECTS BY INDUSTRY SECTOR | | | | | | | | | | | | |
| Safety and Security | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | N/A | 0 | N/A | N/A |
| Science and Health | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | N/A | 0 | N/A | N/A |
| Sustainability | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | N/A | 0 | N/A | N/A |
| Other | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | N/A | 0 | N/A | N/A |
| FACILITY LOCATION DECISIONS | | | | | | | | | | | | |
| Facility Location Decisions | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 | N/A | N/A |
| New and Retained Jobs | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 | N/A | N/A |
| Total Capex | N/A | N/A | N/A | N/A | N/A | N/A | \$0 | \$0 | \$0 | 0 | N/A | N/A |
| FACILITY LOCATION DECISION ASSISTS TO OTHER DBED DIVISIONS | | | | | | | | | | | | |
| Facility Location- Assists to Other Divisions | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 | N/A | N/A |
| New and Retained Jobs | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 | N/A | N/A |
| Total Capex | N/A | N/A | N/A | N/A | N/A | N/A | \$0 | \$0 | \$0 | 0 | N/A | N/A |
| MAJOR TRADE SHOWS AND MARKETING EVENTS | | | | | | | | | | | | |
| Trade Shows and Marketing Events | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 | N/A | N/A |
| New Leads from Trade Shows and Mktg Evt | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 | N/A | N/A |



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
 DIVISION OF ECONOMIC DEVELOPMENT - REGIONAL FIELD AND SMALL BUSINESS

| | MONTHLY REPORTING PERIODS | | | | % Change From Last Mo | FISCAL YEAR 2010 SUMMARY | | | | |
|--|---------------------------|--------|--------|--------|--------------------------|--------------------------|---------|---------|-------|---------|
| | Jul-09 | Aug-09 | Sep-09 | Oct-09 | | Average | Minimum | Maximum | Total | Periods |
| PROGRESS TOWARD GOALS | | | | | | | | | | |
| Regional Offices FY2009 | | | | | | | | | | |
| Issues Pipeline (Monthly goal) | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | N/A | 4 |
| Issues Resolved | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Facility Location Pipeline (Monthly goal) | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | N/A | 4 |
| Facility Location Decisions | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Outreach Activities | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Retention Visits | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Training Grants Approved | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Projected Workers Trained | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Projected Retained Jobs | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Projected New Jobs | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Small Business FY 2009 | | | | | | | | | | |
| Counseling Projects Completed | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| Issues Resolved | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Outreach Activities | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| BUSINESS ASSISTANCE PIPELINE | | | | | | | | | | |
| All Business Assistance | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | N/A | 4 |
| BY TYPE OF ASSISTANCE | | | | | | | | | | |
| Facility Location Pipeline | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | N/A | 0 |
| Issues Pipeline | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | N/A | 0 |
| Small Business Counseling Pipeline | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | N/A | 0 |
| BUSINESS ASSISTANCE COMPLETED | | | | | | | | | | |
| All Business Assistance | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| BY TYPE OF ASSISTANCE | | | | | | | | | | |
| Facility Location Decisions | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Issues | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Small Business Counseling | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Assistance Provided to MBE's | | | | | | | | | | |
| Number of Minority Owned Businesses Assisted | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
 DIVISION OF ECONOMIC DEVELOPMENT - REGIONAL FIELD AND SMALL BUSINESS

| | MONTHLY REPORTING PERIODS | | | | % Change From Last Mo | FISCAL YEAR 2010 SUMMARY | | | | |
|--|---------------------------|--------|--------|--------|--------------------------|--------------------------|---------|---------|-------|---------|
| | Jul-09 | Aug-09 | Sep-09 | Oct-09 | | Average | Minimum | Maximum | Total | Periods |
| BUSINESS ASSISTANCE COMPLETED BY COUNTY | | | | | | | | | | |
| Allegany | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Anne Arundel | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Baltimore City | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Baltimore County | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Calvert | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Caroline | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Carroll | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Cecil | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Charles | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Dorchester | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Frederick | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Garrett | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Harford | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Howard | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Kent | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Montgomery | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Prince George's | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Queen Anne's | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Somerset | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| St. Mary's | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Talbot | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Washington | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Wicomico | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Worcester | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Non-Specified (Out of State Parent) | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
 DIVISION OF ECONOMIC DEVELOPMENT - REGIONAL FIELD AND SMALL BUSINESS

| | MONTHLY REPORTING PERIODS | | | | % Change From Last Mo | FISCAL YEAR 2010 SUMMARY | | | | |
|---|---------------------------|--------|--------|--------|--------------------------|--------------------------|---------|---------|-------|---------|
| | Jul-09 | Aug-09 | Sep-09 | Oct-09 | | Average | Minimum | Maximum | Total | Periods |
| ISSUES RESOLVED | | | | | | | | | | |
| All Issues Resolved | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| BY ISSUE TYPE | | | | | | | | | | |
| Environmental | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Financing | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Legislative | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Marketing Assistance | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Permits | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Technical | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Workforce | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Other | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| INTER-AGENCY ISSUES PIPELINE | | | | | | | | | | |
| Number of Inter-Agency Issues in Pipeline | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | N/A | 4 |
| BY REFERRAL AGENCY | | | | | | | | | | |
| DHCD- Housing | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| DHMH- Health | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| DLLR- Licensing | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| DNR- Natural Resources | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| GOMA- Minority Affairs | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| MDE- Environment | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| MDOT- Transportation | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| MGA- General Assembly | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| MTES- Technology Service | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| SBDC- Small Business | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| TEDCO- Tech. Dev. Corp. | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| WIB- Workforce | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| INTER-AGENCY ISSUES RESOLVED | | | | | | | | | | |
| Number of Inter-Agency Issues Resolved | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| BY REFERRAL AGENCY | | | | | | | | | | |
| DHCD- Housing | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| DHMH- Health | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| DLLR- Licensing | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| DNR- Natural Resources | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| GOMA- Minority Affairs | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| MDE- Environment | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| MDOT- Transportation | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| MGA- General Assembly | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| MTES- Technology Service | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| SBDC- Small Business | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| TEDCO- Tech. Dev. Corp. | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| WIB- Workforce | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
 DIVISION OF ECONOMIC DEVELOPMENT - REGIONAL FIELD AND SMALL BUSINESS

| | MONTHLY REPORTING PERIODS | | | | % Change From Last Mo | FISCAL YEAR 2010 SUMMARY | | | | |
|---|---------------------------|-------------|--------|--------|--------------------------|--------------------------|---------|---------|-------|---------|
| | Jul-09 | Aug-09 | Sep-09 | Oct-09 | | Average | Minimum | Maximum | Total | Periods |
| TRAINING PROGRAMS (Regional Offices) | | | | | | | | | | |
| Training Grants Approved | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Projected Workers Trained | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Projected Retained Jobs | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Projected New Jobs | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| FUNDS AVAILABLE FOR NEW GRANTS | | | | | | | | | | |
| Partnership for Workforce Quality (\$) | N/A | N/A | N/A | N/A | N/A | N/A | \$0 | \$0 | \$0 | 0 |
| Maryland Industrial Training Program (\$) | N/A | N/A | N/A | N/A | N/A | N/A | \$0 | \$0 | \$0 | 0 |
| BUDGET APPROPRIATIONS | | | | | | | | | | |
| | FY08 | FY09 | | | | | | | | |
| Partnership for Workforce Quality (\$) | \$1,007,954 | \$615,000 | | | | | | | | |
| Maryland Industrial Training Program (\$) | \$2,030,958 | \$1,422,000 | | | | | | | | |

| | | | | | | | | | | |
|---|-----|-----|-----|-----|-----|-----|---|---|-----|---|
| COUNSELING PIPELINE (Small Business) | | | | | | | | | | |
| Number of Counseling Projects In Pipeline | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | N/A | 4 |
| BY COUNSELING TYPE | | | | | | | | | | |
| Acquisition | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | N/A | 0 |
| Financial Counseling | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | N/A | 0 |
| Merger | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | N/A | 0 |
| Partnership | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | N/A | 0 |
| Strategic Counseling | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | N/A | 0 |
| Technology Counseling | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | N/A | 0 |

| | | | | | | | | | | |
|--|-----|-----|-----|-----|-----|-----|---|---|---|---|
| COUNSELING COMPLETED (Small Business) | | | | | | | | | | |
| Number of Counseling Projects Completed | 0 | 0 | 0 | 0 | N/A | 0 | 0 | 0 | 0 | 4 |
| BY COUNSELING TYPE | | | | | | | | | | |
| Acquisition | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Financial Counseling | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Merger | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Partnership | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Strategic Counseling | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Technology Counseling | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |

| | | | | | | | | | | |
|---|-----|-----|-----|-----|-----|-----|---|---|---|---|
| COUNSELING GRANTS (Small Business) | | | | | | | | | | |
| SACF Counseling Grants | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |

| | | | | | | | | | | |
|-------------------------------------|-----|-----|-----|-----|-----|-----|---|---|---|---|
| OUTREACH | | | | | | | | | | |
| Retention Visits (Regional Offices) | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Outreach (Regional Offices) | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |
| Outreach (Small Business) | N/A | N/A | N/A | N/A | N/A | N/A | 0 | 0 | 0 | 0 |