



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
StateStat

Reporting Period:
March 2010



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: Ursula Powidzki
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: Judy Britz

MBE CONTRACT ACTIVITY

Goal Achieved: **28.19%** # Waivers requested: 0 # Waivers granted: 0 Goal Achieved: **58.04%** # Waivers requested: 0 # Waivers granted: 0

PROCUREMENT/CONTRACT AWARDS	CURRENTLY AVAILABLE PERIOD: February 2010						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	\$226,225.32	\$21,275.36 9.40%	\$0.00 0.00%	\$0.00 0.00%	\$21,275.36	9.40%	\$4,033,301.04	\$1,283,375.16 31.82%	\$35,541.25 0.88%	\$717.06 0.02%	\$1,319,633.47	32.72%
Awards Totals	\$55,140.88	\$6,573.00 11.92%	\$8,970.00 16.27%	\$0.00 0.00%	\$15,543.00	28.19%	\$2,960,931.80	\$1,684,889.00 56.90%	\$33,762.00 1.14%	\$0.00 0.00%	\$1,718,651.00	58.04%
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	\$25,262.00	\$6,573.00	\$797.00	\$0.00	\$7,370.00	29.17%	\$2,615,949.00	\$1,684,039.00	\$31,210.00	\$0.00	\$1,715,249.00	65.57%
Supplies and Equipment	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$1,252.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
IT Services	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$3,627.00	\$0.00	\$2,552.00	\$0.00	\$2,552.00	70.36%
IT Supplies and Equipment	\$0.00	\$0.00	\$4,675.00	\$0.00	\$4,675.00		\$38,948.00	\$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	\$24,080.88	\$0.00	\$3,498.00	\$0.00	\$3,498.00	14.53%	\$149,005.32	\$850.00	\$0.00	\$0.00	\$850.00	0.57%
Direct Vouchers	\$5,798.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%	\$152,150.48	\$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	\$325,659.00	\$52,013.00	5	15.97%	\$3,390,639	\$871,426	60	25.70%



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
PERSONNEL DATA

Reporting Period: March, 2010

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2010 SUMMARY				
	Dec-09	Jan-10	Feb-10	Mar-10		Average	Minimum	Maximum	Total	Periods
NUMBER OF EMPLOYEES PER DIVISION										
Office of the Secretary	79	80	80	80	0%	81	79	84	645	8
Business and Enterprise Development	78	78	77	79	3%	79	77	81	635	8
Marketing and Communications	23	23	23	23	0%	23	22	23	183	8
Tourism and Culture	49	49	49	48	-2%	49	48	50	395	8
OVERTIME (HOURS)										
Office of the Secretary	15	13	0	2	N/A	11	0	19	88	8
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	0	8
Marketing and Communications	0	0	0	0	N/A	0	0	3	3	8
Tourism and Culture	0	2	0	0	N/A	1	0	2	6	8
SICK LEAVE (HOURS)										
Office of the Secretary	474	340	421	543	29%	497	340	624	3,977	8
Business and Enterprise Development	238	92	52	109	110%	125	52	238	1,001	8
Marketing and Communications	342	367	383	721	88%	358	203	721	2,862	8
Tourism and Culture	416	193	255	263	3%	286	183	416	2,284	8
ACCIDENT LEAVE (HOURS)										
Office of the Secretary	0	0	0	0	N/A	0	0	0	0	8
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	0	8
Marketing and Communications	0	11	0	3	N/A	2	0	11	14	8
Tourism and Culture	0	0	0	0	N/A	0	0	0	0	8
UNSCHEDULED LEAVE (HOURS)										
Office of the Secretary	24	9	18	1	-94%	10	0	24	82	8
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	0	8
Marketing and Communications	22	6	14	1	-93%	14	1	25	112	8
Tourism and Culture	8	0	26	20	-23%	9	0	26	70	8
FROI TO IWIF										
Office of the Secretary	0	1	0	0	N/A	0	0	1	1	8
Business and Enterprise Development	0	0	0	1	N/A	0	0	1	2	8
Marketing and Communications	0	1	0	0	N/A	0	0	1	1	8
Tourism and Culture	0	0	0	0	N/A	0	0	1	1	8
FROI LAG > 3 DAYS										
Office of the Secretary	0	0	0	0	N/A	0	0	0	0	8
Business and Enterprise Development	0	0	0	1	N/A	0	0	1	1	8
Marketing and Communications	0	1	0	0	N/A	0	0	1	1	8
Tourism and Culture	0	0	0	0	N/A	0	0	0	0	8



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
FACILITY LOCATION PROJECTS

Reporting Period: March, 2010

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2010 SUMMARY				
	Dec-09	Jan-10	Feb-10	Mar-10		Average	Minimum	Maximum	Total	Periods
ALL PIPELINE PROJECTS										
Total Pipeline Projects	205	233	178	218	22%	198	174	233	N/A	9
SHORT LIST PROJECTS										
PROJECTS, JOBS AND CAPEX										
Number of Projects	22	20	17	16	-6%	18	14	22	N/A	9
Potential New Jobs	2,009	2,899	2,815	2,525	-10%	2,325	1,239	3,140	N/A	9
At Risk Jobs	2,231	1,450	1,820	1,445	-21%	1,501	512	2,231	N/A	7
Projected Capex	138,150,000	151,450,000	224,750,000	181,750,000	-19%	114,430,556	45,775,000	224,750,000	N/A	9
PROJECTS BY INDUSTRY										
#Sustainable/Green	3	1	1	1	0%	2	1	3	N/A	9
#IT and Intelligence	9	11	9	7	-22%	8	5	11	N/A	9
#Science	4	4	4	4	0%	3	2	4	N/A	9
#Traditional/Other	6	4	3	4	33%	4	3	6	N/A	9
PROJECTS BY TARGET LOCATION										
Eastern	2	2	2	2	0%	1	0	2	N/A	9
Western	0	0	0	0	N/A	0	0	0	N/A	9
Southern	0	0	0	0	N/A	0	0	0	N/A	9
Corridor	15	16	14	13	-7%	13	8	16	N/A	9
DECISIONS- FACILITY LOCATIONS AND EXPANSIONS										
DECISIONS, JOBS AND CAPEX										
Number of Projects	2	9	5	3	-40%	5	2	10	45	9
Potential New Jobs	525	139	71	215	203%	218	4	525	1,958	9
Retained Jobs	0	46	0	0	N/A	75	0	480	676	9
Projected Capex	500,000,000	14,414,000	1,550,000	8,000,000	416%	61,668,556	0	500,000,000	555,017,000	9
DECISIONS BY INDUSTRY										
#Sustainable/Green	0	1	1	0	-100%	0	0	1	3	9
#IT and Intelligence	0	1	1	2	100%	1	0	3	9	9
#Science	0	2	1	1	0%	1	0	4	8	9
#Traditional/Other	2	5	2	0	-100%	3	0	6	25	9
DECISIONS BY LOCATION										
Eastern	0	1	1	0	-100%	1	0	2	5	9
Western	0	0	0	0	N/A	0	0	2	3	9
Southern	0	0	0	0	N/A	0	0	0	0	9
Corridor	2	3	1	3	200%	3	1	6	23	9



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
FACILITY LOCATION PROJECTS

Reporting Period: March, 2010

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2010 SUMMARY				
	Dec-09	Jan-10	Feb-10	Mar-10		Average	Minimum	Maximum	Total	Periods
ECONOMIC IMPACT OF NON-FACILITY PROJECTS										
PROJECTS, JOBS AND CAPEX										
Number of Projects	2	1	1	1	0%	3	1	12	30	9
Potential Jobs	38	1	1	3	200%	56	1	224	504	9
Retained Jobs	0	0	0	0	N/A	17	0	154	154	9
Projected Capex	0	0	0	0	N/A	75,000	0	675,000	675,000	9
PROJECTS BY INDUSTRY										
#Sustainable/Green	0	0	0	0	N/A	0	0	2	3	9
#IT and Intelligence	0	0	1	1	0%	1	0	3	5	9
#Science	0	0	1	0	-100%	0	0	2	3	9
#Traditional/Other	2	1	1	0	-100%	2	0	11	21	9
PROJECTS BY LOCATION										
Eastern	0	0	0	0	N/A	1	0	5	7	9
Western	0	0	0	0	N/A	0	0	2	2	9
Southern	0	0	1	0	-100%	1	0	3	6	9
Corridor	1	0	0	1	N/A	1	0	6	12	9



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
ISSUE RESOLUTION

Reporting Period: March, 2010

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2010 SUMMARY				
	Dec-09	Jan-10	Feb-10	Mar-10	From Last Mo	Average	Minimum	Maximum	Total	Periods
ISSUES PIPELINE										
Number of Pipeline Issues	170	189	178	180	1%	166	141	189	N/A	9
AGENCY PARTNERSHIP ISSUES PIPELINE										
DHCD- Housing	1	1	1	0	-100%	1	0	1	N/A	9
DHMH- Health	1	1	1	1	0%	0	0	1	N/A	9
DLLR- Licensing	2	2	2	3	50%	3	2	5	N/A	9
DNR- Natural Resources	0	0	0	0	N/A	0	0	0	N/A	9
GOMA- Minority Affairs	0	1	1	1	0%	0	0	1	N/A	9
MDE- Environment	2	2	2	2	0%	2	2	3	N/A	9
MDOT- Transportation	1	1	1	2	100%	1	1	3	N/A	9
MGA- General Assembly	0	0	0	0	N/A	0	0	1	N/A	9
MTES- Technology Service	7	5	5	3	-40%	6	3	9	N/A	9
SBDC- Small Business	8	8	10	11	10%	8	4	11	N/A	9
TEDCO- Tech. Dev. Corp.	10	11	11	9	-18%	10	8	11	N/A	9
WIB- Workforce	12	12	13	12	-8%	11	7	13	N/A	9
ISSUES PIPELINE BY TYPE OF ISSUE										
Environmental	3	3	3	2	-33%	3	2	4	N/A	9
Financing	32	38	32	34	6%	32	28	38	N/A	9
Legislative	1	1	1	0	-100%	1	0	1	N/A	9
Marketing Assistance	21	23	21	19	-10%	19	8	24	N/A	9
Permits	6	4	4	4	0%	5	4	8	N/A	9
Technical	41	44	45	43	-4%	38	28	45	N/A	9
Workforce	38	42	41	47	15%	40	26	50	N/A	9
Other	28	34	31	31	0%	29	20	34	N/A	9
COMPLETED ISSUES- UNSUCCESSFUL OR UNDETERMINED OUTCOME										
AGENCY PARTNERSHIP COMPLETED ISSUES										
DHCD- Housing	0	0	0	0	N/A	0	0	0	0	9
DHMH- Health	0	0	0	0	N/A	0	0	0	0	9
DLLR- Licensing	1	0	0	0	N/A	1	0	3	6	9
DNR- Natural Resources	0	0	0	0	N/A	0	0	1	1	9
GOMA- Minority Affairs	0	0	0	0	N/A	0	0	1	1	9
MDE- Environment	0	0	0	0	N/A	0	0	0	0	9
MDOT- Transportation	0	0	0	0	N/A	0	0	2	4	9
MGA- General Assembly	0	0	0	0	N/A	0	0	1	1	9
MTES- Technology Service	1	2	0	1	N/A	1	0	3	9	9
SBDC- Small Business	3	0	0	1	N/A	1	0	3	10	9
TEDCO- Tech. Dev. Corp.	5	0	0	0	N/A	2	0	5	15	9
WIB- Workforce	0	0	0	0	N/A	2	0	7	15	9



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
ISSUE RESOLUTION

Reporting Period: March, 2010

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2010 SUMMARY				
	Dec-09	Jan-10	Feb-10	Mar-10	From Last Mo	Average	Minimum	Maximum	Total	Periods
COMPLETED ISSUES- SUCCESSFULLY RESOLVED										
ECONOMIC IMPACT OF SUCCESSFULLY RESOLVED ISSUES										
#Issues-Total	10	10	3	30	900%	17	3	37	154	9
New Jobs	37	1	1	3	200%	56	1	224	503	9
Retained Jobs	52	1,600	0	8	N/A	234	0	1,600	2,108	9
Capex	0	0	0	0	N/A	75,000	0	675,000	675,000	9
AGENCY PARTNERSHIP COMPLETED ISSUES										
DHCD- Housing	1	1	0	1	N/A	0	0	1	3	9
DHMH- Health	0	0	0	0	N/A	0	0	1	1	9
DLLR- Licensing	1	1	0	1	N/A	1	0	2	6	9
DNR- Natural Resources	0	0	0	0	N/A	0	0	0	0	9
GOMA- Minority Affairs	0	0	0	0	N/A	0	0	0	0	9
MDE- Environment	1	2	0	0	N/A	1	0	2	5	9
MDOT- Transportation	0	0	0	1	N/A	0	0	2	4	9
MGA- General Assembly	0	0	0	0	N/A	0	0	0	0	9
MTES- Technology Service	0	1	0	0	N/A	1	0	2	5	9
SBDC- Small Business	2	0	1	1	0%	1	0	3	9	9
TEDCO- Tech. Dev. Corp.	1	1	1	1	0%	1	0	2	9	9
WIB- Workforce	2	5	0	1	N/A	2	0	5	16	9
COMPLETED ISSUES BY TYPE OF ISSUE										
Environmental	1	0	0	1	N/A	0	0	1	2	9
Financing	0	0	1	6	500%	2	0	6	17	9
Legislative	0	0	0	0	N/A	0	0	0	0	9
Marketing Assistance	2	3	0	7	N/A	3	0	7	23	9
Permits	2	2	0	1	N/A	1	0	2	10	9
Technical	1	1	1	1	0%	1	0	4	11	9
Workforce	2	3	1	6	500%	6	0	27	55	9
Other	2	1	0	8	N/A	3	0	8	25	9
GRANTS PROGRAMS										
PWQ										
#grants	0	1	1	3	200%	3	0	20	25	9
value	0	2,478	6,000	11,987	100%	25,844	0	212,131	232,596	9
SACF										
#grants	0	0	0	0	N/A	0	0	2	4	9



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

Reporting Period: March, 2010

PROGRESS TOWARD GOALS	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2010 SUMMARY					GOALS	
	Dec-09	Jan-10	Feb-10	Mar-10	From Last Mo	Average	Minimum	Maximum	Total	Periods	FY 10 GOAL	% TO GOAL
FDI Engagements	54	7	10	26	160%	51	7	106	455	9	300	152%
FDI Prospect Visits	3	4	0	1	N/A	2	0	6	20	9	30	67%
Trade Shows and Marketing Events	5	1	4	1	-75%	3	1	7	31	9	30	103%
ExportMD Grants Approved (Quarterly)	0	0	0	0	N/A	1	0	4	5	9	20	25%
Export Actions and Foreign Office Work Orders	3	10	1	8	700%	10	1	35	94	9	120	78%



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

Reporting Period: March, 2010

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2010 SUMMARY					GOALS	
	Dec-09	Jan-10	Feb-10	Mar-10		Average	Minimum	Maximum	Total	Periods	FY 10 GOAL	% TO GOAL
MAJOR TRADE SHOWS, MARKETING EVENTS AND FOREIGN OFFICE LEADS												
Trade Shows and Marketing Events	5	1	4	1	-75%	3	1	7	31	9	N/A	N/A
New Leads from Trade Shows and Mktg Evt*	0	0	0	0	N/A	1	0	5	5	9	N/A	N/A
New Leads from Foreign Offices*	0	0	0	0	N/A	1	0	5	10	9	N/A	N/A
NEW LEADS BY INDIVIDUAL FOREIGN OFFICE												
Brazil	0	0	0	0	N/A	0	0	0	0	9	N/A	N/A
Canada	0	0	0	0	N/A	0	0	0	0	9	N/A	N/A
China	0	0	0	0	N/A	0	0	1	1	9	N/A	N/A
Columbia	0	0	0	0	N/A	0	0	1	1			
France	0	0	0	0	N/A	0	0	3	3	9	N/A	N/A
Israel	0	0	0	0	N/A	0	0	0	0	9	N/A	N/A
Japan	0	0	0	0	N/A	0	0	0	0	9	N/A	N/A
Korea	0	0	0	0	N/A	0	0	0	0	9	N/A	N/A
Montenegro	0	0	0	0	N/A	0	0	0	0	9	N/A	N/A
South Africa	0	0	0	0	N/A	0	0	0	0	9	N/A	N/A
Sweden	0	0	0	0	N/A	1	0	5	5	9	N/A	N/A
Taiwan	0	0	0	0	N/A	0	0	0	0	9	N/A	N/A
EXPORT ASSISTANCE (COMPLETED)												
ExportMD Grants Approved (Quarterly)	0	0	0	0	N/A	1	0	4	5	9	N/A	N/A
Export Actions	2	3	1	5	400%	6	1	13	51	9	N/A	N/A
Foreign Office Work Orders	1	7	0	3	N/A	5	0	25	43	9	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

Reporting Period: March, 2010

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2010 SUMMARY				
	Dec-09	Jan-10	Feb-10	Mar-10		Average	Minimum	Maximum	Total	Periods
GENERAL FINANCE PROGRAMS INFORMATION APPROVED										
MEDAAF										
# of Approved Transactions	1	0	2	4	100%	1	0	4	13	9
Value (\$)	\$80,000	\$0	\$700,000	\$4,275,000	511%	685,611	0	4,275,000	6,170,500	9
Jobs (New & At Risk Jobs) Total	100	0	393	869	121%	219	0	869	1,967	9
CAPEX	\$2,000,000	\$0	\$5,025,000	\$295,300,000	5777%	47,139,778	0	295,300,000	424,258,000	9
Sunny Day										
# of Approved Transactions	0	0	0	0	N/A	0	0	0	0	9
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	9
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	9
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	9
MEAF										
# of Approved Transactions	0	0	0	0	N/A	0	0	0	0	9
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	9
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	9
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	9
CDBG										
# of Approved Transactions	0	0	0	0	N/A	0	0	2	2	9
Value (\$)	\$0	\$0	\$0	\$0	N/A	9,444	0	85,000	85,000	9
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	9
CAPEX	\$0	\$0	\$0	\$0	N/A	13,889	0	125,000	125,000	9
MIDFA										
# of Approved Transactions	1	2	2	2	0%	1	0	2	12	9
Value (\$)	\$87,500	\$461,500	\$95,000	\$275,500	190%	8,212,611	0	69,495,000	73,913,500	9
Jobs (New & At Risk Jobs) Total	19	50	43	4	-91%	61	0	250	551	9
CAPEX	\$350,000	\$2,975,000	\$200,000	\$1,427,000	614%	10,605,778	0	76,500,000	95,452,000	9
MD Venture Capital (Challenge & Enterprise)										
# of Approved Transactions	0	2	1	0	-100%	1	0	2	8	9
Value (\$)	\$0	\$119,612	\$100,000	\$0	-100%	91,068	0	200,000	819,612	9
Jobs (New & At Risk Jobs) Total	0	30	70	0	-100%	20	0	70	176	9
CAPEX	\$0	\$1,300,000	\$400,000	\$0	-100%	355,556	0	1,300,000	3,200,000	9
MSBDFA EPIP										
# of Approved Transactions	2	1	0	0	N/A	1	0	2	5	9
Value (\$)	\$325,000	\$150,000	\$0	\$0	N/A	72,222	0	325,000	650,000	9
Jobs (New & At Risk Jobs) Total	9	0	0	0	N/A	3	0	16	25	9
CAPEX	\$597,000	\$1,200,000	\$0	\$0	N/A	205,222	0	1,200,000	1,847,000	9
MSBDFA Contract Finance										
# of Approved Transactions	0	0	1	0	-100%	1	0	3	9	9
Value (\$)	\$0	\$0	\$750,000	\$0	-100%	222,444	0	750,000	2,002,000	9
Jobs (New & At Risk Jobs) Total	0	0	32	0	-100%	20	0	84	181	9
CAPEX	\$0	\$0	\$200,000	\$0	-100%	194,667	0	740,000	1,752,000	9
MSBDFA Guarantee & Surety										
# of Approved Transactions	3	2	1	1	0%	2	0	3	15	9
Value (\$)	\$3,815,000	\$1,150,000	\$120,000	\$750,000	525%	1,448,228	0	3,950,000	13,034,050	9
Jobs (New & At Risk Jobs) Total	31	46	3	9	200%	31	0	148	281	9
CAPEX	\$4,015,000	\$2,000,000	\$200,000	\$750,000	275%	2,002,778	0	5,340,000	18,025,000	9
Military Reservist Loan Fund										
# of Approved Transactions	0	0	0	0	N/A	0	0	3	4	9
Value (\$)	\$0	\$0	\$0	\$0	N/A	22,222	0	150,000	200,000	9
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	9
CAPEX	\$0	\$0	\$0	\$0	N/A	150,000	0	1,300,000	1,350,000	9



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

Reporting Period: March, 2010

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2010 SUMMARY				
	Dec-09	Jan-10	Feb-10	Mar-10		Average	Minimum	Maximum	Total	Periods
FINANCE ASSISTANCE APPROVED BY LOCAL JURISDICTION										
All Finance Assistance Approved (\$)	\$4,570,000	\$1,881,112	\$1,765,000	\$5,300,500	200%	10,797,804	785,500	71,415,000	97,180,232	9
Allegany	\$100,000	N/A	N/A	N/A	N/A	50,000	0	100,000	100,000	2
Anne Arundel	N/A	N/A	N/A	N/A	N/A	110,833	12,500	300,000	332,500	3
Baltimore City	\$3,000,000	\$1,261,500	\$150,000	\$109,250	-27%	9,236,103	100,000	68,000,000	73,888,820	8
Baltimore County	\$87,500	N/A	\$120,000	\$3,000,000	2400%	671,100	50,000	3,000,000	3,355,500	5
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	\$350,000	N/A	N/A	N/A	350,000	350,000	350,000	350,000	1
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	40,000	40,000	40,000	40,000	1
Frederick	N/A	N/A	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	N/A	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	\$269,612	\$250,000	N/A	N/A	189,871	50,000	269,612	569,612	3
Kent	N/A	N/A	N/A	N/A	N/A	N/A	0	0	0	0
Montgomery	\$815,000	N/A	\$450,000	\$1,750,000	289%	923,333	100,000	2,200,000	5,540,000	6
Prince George's	\$80,000	N/A	\$45,000	\$275,000	511%	498,210	45,000	1,979,050	2,491,050	5
Queen Anne's	\$225,000	N/A	N/A	N/A	N/A	225,000	225,000	225,000	225,000	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	N/A	N/A	1,495,000	1,495,000	1,495,000	1,495,000	1
Washington	N/A	N/A	\$750,000	\$166,250	-78%	458,125	166,250	750,000	916,250	2
Wicomico	N/A	N/A	N/A	N/A	N/A	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

Reporting Period: March, 2010

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2010 SUMMARY				
	Dec-09	Jan-10	Feb-10	Mar-10		Average	Minimum	Maximum	Total	Periods
GENERAL FINANCE RPROGRAMS INFORMATION SETTLED										
MEDAAF										
# of Settled Transactions	2	3	0	1	N/A	2	0	5	18	9
Value (\$)	\$1,250,000	\$440,501	\$0	\$1,000,000	N/A	828,180	0	3,012,500	7,453,616	9
Jobs (New & At Risk Jobs) Total	0	0	0	20	N/A	142	0	1,092	1,277	9
CAPEX	\$2,200,000	\$540,000	\$0	\$51,000,000	N/A	68,958,957	0	548,025,000	620,630,615	9
Sunny Day										
# of Settled Transactions	0	0	0	0	N/A	0	0	1	1	9
Value (\$)	\$0	\$0	\$0	\$0	N/A	444,444	0	4,000,000	4,000,000	9
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	9
CAPEX	\$0	\$0	\$0	\$0	N/A	10,833,333	0	97,500,000	97,500,000	9
MEAF										
# of Settled Transactions	0	0	0	2	N/A	0	0	2	3	9
Value (\$)	\$0	\$0	\$0	\$315,000	N/A	51,667	0	315,000	465,000	9
Jobs (New & At Risk Jobs) Total	0	0	0	9	N/A	1	0	9	9	9
CAPEX	\$0	\$0	\$0	\$470,000	N/A	82,089	0	470,000	738,800	9
CDBG										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	0	9
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	9
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	9
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	9
MIDFA										
# of Settled Transactions	0	1	1	1	0%	1	0	2	9	9
Value (\$)	\$0	\$87,500	\$249,000	\$68,000,000	27209%	9,230,803	0	68,000,000	83,077,228	9
Jobs (New & At Risk Jobs) Total	0	19	50	0	-100%	32	0	185	286	9
CAPEX	\$0	\$350,000	\$2,125,000	\$68,000,000	3100%	11,275,667	0	68,000,000	101,481,000	9
MD Venture Capital (Challenge & Enterprise)										
# of Settled Transactions	0	0	1	2	100%	1	0	2	6	9
Value (\$)	\$0	\$0	\$100,000	\$200,000	100%	61,111	0	200,000	550,000	9
Jobs (New & At Risk Jobs) Total	0	0	23	39	70%	12	0	39	107	9
CAPEX	\$0	\$0	\$400,000	\$600,000	50%	177,778	0	600,000	1,600,000	9
MSBDFA EPIP										
# of Settled Transactions	0	0	0	0	N/A	0	0	1	1	9
Value (\$)	\$0	\$0	\$0	\$0	N/A	5,556	0	50,000	50,000	9
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	2	0	16	16	9
CAPEX	\$0	\$0	\$0	\$0	N/A	5,556	0	50,000	50,000	9
MSBDFA Contract Finance										
# of Settled Transactions	0	0	0	0	N/A	0	0	2	2	9
Value (\$)	\$0	\$0	\$0	\$0	N/A	56,889	0	512,000	512,000	9
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	7	0	60	60	9
CAPEX	\$0	\$0	\$0	\$0	N/A	56,889	0	512,000	512,000	9
MSBDFA Guarantee & Surety										
# of Settled Transactions	1	2	2	0	-100%	1	0	2	7	9
Value (\$)	\$2,200,000	\$1,550,000	\$1,315,000	\$0	-100%	853,889	0	2,200,000	7,685,000	9
Jobs (New & At Risk Jobs) Total	55	39	0	0	N/A	26	0	113	233	9
CAPEX	\$2,200,000	\$1,550,000	\$815,000	\$0	-100%	798,333	0	2,200,000	7,185,000	9
Military Reservist Loan Fund										
# of Settled Transactions	0	0	0	0	N/A	0	0	2	2	9
Value (\$)	\$0	\$0	\$0	\$0	N/A	11,111	0	100,000	100,000	9
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	9
CAPEX	\$0	\$0	\$0	\$0	N/A	138,889	0	1,250,000	1,250,000	9



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

Reporting Period: March, 2010

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2010 SUMMARY				
	Dec-09	Jan-10	Feb-10	Mar-10		Average	Minimum	Maximum	Total	Periods
FINANCE ASSISTANCE SETTLED BY LOCAL JURISDICTION										
All Finance Assistance Settled (\$)	\$3,450,000	\$2,078,002	\$16,640,000	\$69,515,000	318%	13,207,649	2,078,002	69,515,000	118,868,845	9
Allegany	N/A	\$170,502	N/A	N/A	N/A	110,251	50,000	170,502	220,502	2
Anne Arundel	N/A	\$20,000	N/A	N/A	N/A	16,250	12,500	20,000	32,500	2
Baltimore City	N/A	\$800,000	\$249,000	\$68,165,000	27276%	12,002,000	50,000	68,165,000	84,014,000	7
Baltimore County	N/A	\$87,500	N/A	N/A	N/A	97,750	87,500	108,000	195,500	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	\$150,000	N/A	150,000	150,000	150,000	150,000	1
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	374,750	250,000	499,500	749,500	2
Garrett	\$1,000,000	N/A	N/A	N/A	N/A	1,908,808	1,000,000	2,817,615	3,817,615	2
Harford	N/A	N/A	N/A	N/A	N/A	75,000	75,000	75,000	75,000	1
Howard	\$250,000	N/A	N/A	\$100,000	N/A	175,000	100,000	250,000	350,000	2
Kent	N/A	N/A	N/A	N/A	N/A	N/A	0	0	0	0
Montgomery	N/A	\$250,000	\$815,000	\$1,100,000	35%	693,705	250,000	1,100,000	4,162,228	6
Prince George's	\$2,200,000	\$750,000	\$600,000	N/A	N/A	832,400	100,000	2,200,000	4,162,000	5
Queen Anne's	N/A	N/A	N/A	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	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	N/A	N/A	N/A	N/A	N/A	2,134,500	250,000	4,019,000	4,269,000	2
Worcester	N/A	N/A	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: March, 2010

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2010 SUMMARY				
	Dec-09	Jan-10	Feb-10	Mar-10		Average	Minimum	Maximum	Total	Periods
DIVISION-WIDE										
STAFF ACTIVITY										
Outreach Activities	24	23	15	19	27%	30	15	50	267	9
Technical Assistance	6	11	14	19	36%	19	6	34	169	9
PUBLICITY										
Travel Media Exposure (ad value \$)	\$ 131,337	N/A	N/A	N/A	N/A	1,669,234	131,337	3,605,372	10,015,405	6
Media Placements	28	N/A	N/A	N/A	N/A	87	28	139	521	6
Placement Circulation	2,379,286	N/A	N/A	N/A	N/A	21,424,560	2,379,286	40,650,086	128,547,359	6

OFFICE OF TOURISM DEVELOPMENT										
WEB STATS										
Unique Web Users- OTD Web Site	86,021	100,850	86,761	115,377	33%	129,493	86,021	185,356	1,165,434	9
Consumer e-newsletter distribution	37,348	37,239	37,301	37,651	1%	37,718	36,401	39,969	339,459	9
Industry partner e-newsletter distribution	7,663	7,691	7,669	7,776	1%	7,807	7,643	8,431	70,261	9
Internet Requests	1,079	2,727	2,548	3,494	37%	2,269	1,010	3,494	20,418	9
Internet Clicks- OTD web site ads	10,972	12,029	11,984	16,172	35%	21,517	9,252	52,708	193,653	9
ADVERTISING GENERATED INQUIRIES										
Print Advertising Calls	408	392	273	593	117%	376	173	593	3,383	9
Consumer Labels	1,623	1,809	1,662	2,874	73%	3,817	1,623	7,915	34,351	9
TV and Radio Advertising Calls	247	232	217	186	-14%	228	113	333	2,054	9
OTD 800 Number	109	64	66	69	5%	79	22	134	715	9
VISITATION										
Welcome Center Visitation	20,659	22,068	16,904	26,910	59%	70,254	16,904	152,353	632,286	9
Lodging-Room Demand-Maryland*	6.0%	1.9%	5.9%	12.3%	109%	N/A	-2	12	N/A	9
Lodging-Room Demand-US*	1.1%	2.6%	3.9%	8.8%	126%	N/A	-7	9	N/A	9
Lodging-Room Revenue-Maryland*	-4.7%	-14.8%	-4.0%	6.8%	-270%	N/A	-15	7	N/A	9
Lodging-Room Revenue-US*	-5.0%	-4.7%	-0.8%	6.6%	-931%	N/A	-16	7	N/A	9
Amtrak: Non-commuter arrivals	69,900	60,600	54,700	73,700	35%	69,011	54,700	76,300	621,100	9
BWI Domestic Passenger Arrivals	781,288	730,943	559,674	N/A	N/A	827,873	559,674	1,006,401	6,622,981	8
International Arrivals	19,829	22,826	16,184	N/A	N/A	20,457	16,184	23,844	163,656	8
Total Passengers to BWI	801,117	753,769	575,858	N/A	N/A	848,330	575,858	1,030,245	6,786,637	8
* Percent change (year-over-year)										



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

Reporting Period: March, 2010

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2010 SUMMARY				
	Dec-09	Jan-10	Feb-10	Mar-10	From Last Mo	Average	Minimum	Maximum	Total	Periods
Tourism-related Sales Taxes Total Receipts										
Restaurants, Lunchrooms, Deli (w/o BWL*)	\$ 23,548,176	\$ 20,202,839	\$ 19,311,656	N/A	N/A	22,654,519	19,311,656	25,003,348	181,236,155	8
Hotels, Motels Selling Food (w/ BWL*)	\$ 2,143,191	\$ 1,971,143	\$ 2,064,907	N/A	N/A	2,944,002	1,971,143	3,839,587	23,552,020	8
Restaurants and Nite Clubs (w/ BWL*)	\$ 15,937,290	\$ 13,891,450	\$ 13,877,173	N/A	N/A	15,819,663	13,877,173	17,683,138	126,557,306	8
General Merchandise	\$ 19,413,045	\$ 8,884,513	\$ 9,665,026	N/A	N/A	11,384,387	8,884,513	19,413,045	91,075,095	8
Automobile, Bus and Truck Rentals	\$ 3,338,142	\$ 3,062,984	\$ 2,786,228	N/A	N/A	3,642,082	2,786,228	5,538,384	29,136,652	8
Airlines-Commercial	\$ 23,399	\$ 9,931	\$ 24,966	N/A	N/A	17,099	9,900	24,966	136,789	8
Hotels, Motels, Apartments, Cottages	\$ 4,379,302	\$ 4,241,393	\$ 4,539,692	N/A	N/A	6,290,381	4,241,393	9,085,280	50,323,048	8
Recreation and Amusement Places	\$ 349,921	\$ 290,889	\$ 312,957	N/A	N/A	428,481	290,889	633,241	3,427,846	8

*Beer, wine and liquor license

Tourism Tax Increments										
Restaurants, Lunchrooms, Deli (w/o BWL*)	7,849,392	6,734,280	6,437,219	N/A	N/A	7,551,506	6,437,219	8,334,449	60,412,052	8
Hotels, Motels Selling Food (w/ BWL*)	2,143,191	1,971,143	2,064,907	N/A	N/A	2,944,002	1,971,143	3,839,587	23,552,020	8
Restaurants and Nite Clubs (w/ BWL*)	5,312,430	4,630,483	4,625,724	N/A	N/A	5,273,221	4,625,724	5,894,379	42,185,769	8
General Merchandise	970,652	444,226	483,251	N/A	N/A	569,219	444,226	970,652	4,553,755	8
Automobile, Bus and Truck Rentals	3,004,328	2,756,686	2,507,605	N/A	N/A	3,277,873	2,507,605	4,984,546	26,222,987	8
Airlines-Commercial	11,700	4,965	12,483	N/A	N/A	8,549	4,950	12,483	68,395	8
Hotels, Motels, Apartments, Cottages	4,379,302	4,241,393	4,539,692	N/A	N/A	6,290,381	4,241,393	9,085,280	50,323,048	8
Recreation and Amusement Places	174,961	145,445	156,479	N/A	N/A	214,240	145,445	316,621	1,713,923	8

*Beer, wine and liquor license



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

Reporting Period: March, 2010

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2010 SUMMARY				
	Dec-09	Jan-10	Feb-10	Mar-10	From Last Mo	Average	Minimum	Maximum	Total	Periods
Total Jobs (not seasonally adjusted, last two months preliminary)										
Arts, entertainment, and recreation										
Maryland	30,600	28,700	27,400	30,300	11%	34,378	27,400	43,700	N/A	9
United States	1,739,000	1,672,100	1,693,500	1,747,800	3%	1,870,056	1,672,100	2,207,500	N/A	9
Accomodation										
Maryland	21,600	20,800	20,600	21,200	3%	22,867	20,600	25,900	N/A	9
United States	1,683,400	1,643,500	1,651,200	1,667,000	1%	1,736,567	1,643,500	1,884,600	N/A	9
Food Services and Drinking Places										
Maryland	165,700	163,100	162,400	168,200	4%	170,367	162,400	179,600	N/A	9
United States	9,268,100	9,065,100	9,088,300	9,247,200	2%	9,362,400	9,065,100	9,680,700	N/A	9



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

Reporting Period: March, 2010

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2010 SUMMARY				
	Dec-09	Jan-10	Feb-10	Mar-10		Average	Minimum	Maximum	Total	Periods
MARYLAND FILM OFFICE										
Unique Web Users- MFO Web Site	7,147	7,588	7,509	8,008	7%	7,958	7,145	9,161	71,624	9
PRODUCTION ACTIVITY										
Feature Films										
Number of Productions	0	1	0	1	N/A	0	0	1	N/A (Note)	9
Estimated Direct Expenditures (\$)	\$0	\$710,737	\$0	\$204,185	N/A	101,658	0	710,737	914,922	9
Film Days (Film)	0	19	0	2	N/A	2	0	19	21	9
Television										
Number of Productions (Television)	0	0	0	0	N/A	0	0	0	N/A (Note)	9
Estimated Direct Expenditures (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	9
Film Days (Television)	0	0	0	0	N/A	0	0	0	0	9
Other										
Number of Productions (Other)	8	4	4	4	0%	5	3	8	48	9
Estimated Direct Expenditures (\$)	\$3,294,000	\$868,960	\$285,000	\$137,237	-52%	1,683,684	137,237	4,495,434	15,153,156	9

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	9,515	14,418	11,516	12,047	5%	11,495	9,515	14,418	103,455	9

	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	\$9,059,416
GRANTS - Community Arts Development					
Number	29	28	28	31	24
Total Value (\$)	\$1,888,831	\$2,344,857	\$2,439,843	\$2,392,098	\$2,138,133
GRANTS to Individuals					
Number	N/A	N/A	N/A	106	98
Total Value (\$)	N/A	N/A	N/A	\$251,000	\$250,000



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
DIVISION OF MARKETING AND COMMUNICATIONS

Reporting Period: March, 2010

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2010 SUMMARY				
	Dec-09	Jan-10	Feb-10	Mar-10		Average	Minimum	Maximum	Total	Periods
PUBLIC RELATIONS										
\$ value of media coverage in-state (Proactive)	23,206	113,525	32,574	55,000	69%	51,116	23,206	113,525	408,927	8
\$ value of media coverage national/trade	47,450	77,680	48,121	33,000	-31%	35,064	4,000	77,680	280,515	8
# of publication DBED mentioned-positive	17	188	57	25	-56%	46	15	188	370	8
# of media assists (Inclusion) DBED (Reactive)	30	30	20	24	20%	21	11	30	171	8
# of proactive stories	20	158	7	11	57%	38	7	158	300	8
INTERACTIVE / WEB										
CHOOSEMARYLAND										
Total visits	78,291	79,291	57,508	74,907	30%	77,909	57,508	91,262	701,180	9
Unique website visitors	28,002	32,225	18,855	24,575	30%	30,275	18,855	35,834	272,475	9
Time spent on site	N/A	N/A	4	5	40%	4	4	5	9	2
Page views per month	2.6	4.7	3.1	3.0	-2%	3.1	2.6	4.7	N/A	9
Total database contacts	5,968.0	6,299.0	70.0	694.0	891%	4,493.0	70.0	6,299.0	N/A	9
TWITTER										
Number of tweets	259	0	71	183	158%	103	0	259	923	9
Number of new followers	140	50	100	118	18%	104	50	150	940	9
FACEBOOK										
Number of new fans	100	150	50	62	24%	73	0	221	653	9
YOUTUBE										
Number of videos watched	0	0	251	296	18%	61	0	296	547	9
BLOG VISITORS										
CyberMaryland Blog	0	0	162	443	173%	67	0	443	605	9
Call To Action - website feedback										
Number of comments	0	0	55	53	-4%	12	0	55	108	9
Number of sign-ups for Pulses	0	0	57	25	-56%	9	0	57	82	9
Number of joins	0	0	57	32	-44%	10	0	57	89	9
OUTREACH- OFFICE OF THE SECRETARY										
# of Events	9	9	7	5	-29%	10	5	18	90	9
# of People Reached/Attendees	1,145	1,506	769	184	-76%	1,957	184	6,231	17,617	9



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
DIVISION OF MARKETING AND COMMUNICATIONS

Reporting Period: March, 2010

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2010 SUMMARY				
	Dec-09	Jan-10	Feb-10	Mar-10	From Last Mo	Average	Minimum	Maximum	Total	Periods
CREATIVE SERVICES AND EVENTS										
TRADESHOWS / EXHIBITIONS										
# of Events	0	0	2	3	50%	2	0	4	16	9
# of Attendees	400	0	8,000	605	-92%	17,396	0	138,360	156,565	9
ADVERTISING										
# of advertising impressions	1,500	15,000	417,336	1,953,298	368%	426,776	0	1,953,298	3,840,984	9
# of placements	2	1	10	21	110%	6	1	21	55	9
GRAPHICS										
# of Business Information Projects	13	16	11	29	164%	17	8	29	152	9
\$ value of Creative Projects	42,625	57,650	40,950	21,325	-48%	45,106	21,325	68,900	405,950	9
RESEARCH / INFORMATION RESOURCES										
Internal Research Requests	10	34	12	20	67%	20	10	34	177	9
External Communications Requests	14	4	17	14	-18%	10	4	17	92	9
Economic Impact Analyses*	2	0	1	1	0%	1	0	2	8	9
Partnerships*	3	1	4	1	-75%	4	1	7	35	9
<i>*EIA are projects we do; and partnerships are interaction w/partners not providing a product.</i>										
LEVERAGE DOLLARS										
\$ value of partner contributions	0	100,000	29,000	10,000	-66%	17,333	0	100,000	156,000	9
MEDIA VALUE										
- Cost	\$ -	\$ 33,000	\$ -	N/A	N/A	\$ 8,013	\$ -	\$ 33,000	\$ 64,100	8
- Leveraged Dollars	\$ 1,000	\$ 91,500	\$ -	N/A	N/A	\$ 23,567	\$ -	\$ 91,500	\$ 188,535	8
- Total Value	\$ 1,000	\$ 138,500	\$ -	N/A	N/A	\$ 33,329	\$ -	\$ 138,500	\$ 266,635	8



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
MARYLAND AND US ECONOMIC INDICATORS

Reporting Period: March, 2010

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2010 SUMMARY				
	Dec-09	Jan-10	Feb-10	Mar-10		Average	Minimum	Maximum	Total	Periods
LEADING MARKET INDICATORS										
LABOR FORCE (thousands)										
Maryland	2,956	2,957	2,957	2,963	0%	2,966	2,956	2,987	N/A	9
United States	153,059	153,170	153,512	153,910	0%	153,770	153,059	154,426	N/A	9
EMPLOYMENT (thousands)										
Maryland	2,738	2,735	2,730	2,734	0%	2,747	2,730	2,772	N/A	9
United States	137,792	138,333	138,641	138,905	0%	138,701	137,792	139,817	N/A	9
UNEMPLOYMENT RATE (%)										
Maryland	7.4%	7.5%	7.7%	7.7%	0%	7.4%	7.2%	7.7%	N/A	9.0%
United States	10.0%	9.7%	9.7%	9.7%	0%	9.8%	9.4%	10.1%	N/A	9.0%
INITIAL CLAIMS FOR UNEMPLOYMENT (thousands)										
Maryland	35,920	28,948	36,537	NA	N/A	34,105	28,948	36,706	N/A	8
United States	2,135,395	1,829,127	1,955,186	NA	N/A	2,151,688	1,829,127	2,383,375	N/A	8
BUSINESS AND CONSUMER MARKETS										
BWI TRAFFIC										
BWI Cargo (Metric Tons)	9,345	8,011	7,139	NA	N/A	8,362	7,139	9,345	66,898	8
BWI Commercial Passengers (Millions)	1,624,412	1,502,912	1,161,802	NA	N/A	1,702,048	1,161,802	2,076,650	13,616,381	8
ELECTRICITY (# units)										
Electric Meters Installed, Commercial Maryland	114	NA	NA	NA	N/A	138	113	177	828	6
Electric Meters Installed, Residential Maryland	309	NA	NA	NA	N/A	437	309	637	2,619	6
Electricity Sales, Commercial (Millions of MWh) Maryland	1,620,323	NA	NA	NA	N/A	1,578,136	1,401,888	1,786,163	9,468,814	6
Electricity Sales, Residential (Millions of MWh) Maryland	1,282,319	NA	NA	NA	N/A	1,089,895	887,005	1,357,480	6,539,373	6
HOME SALES (# units)										
Maryland	3,955	2,897	2,809	4,330	54%	4,273	2,809	5,172	38,457	9
United States	413	275	302	NA	N/A	432	275	532	3,458	8
RESIDENTIAL BUILDING PERMITS (# units)										
Maryland	1,667	763	622	NA	N/A	846	622	1,667	6,771	8
United States	47,379	39,479	44,057	NA	N/A	47,078	39,479	54,687	376,624	8
AUTOMOBILE SALES (# units)										
Maryland	18,761	20,419	14,809	21,920	48%	21,144	14,809	26,992	190,295	9
United States (in Thousands)	953	917	879	995	13%	942	781	1,188	8,477	9



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
MARYLAND AND US ECONOMIC INDICATORS

Reporting Period: March, 2010

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2010 SUMMARY				
	Dec-09	Jan-10	Feb-10	Mar-10		Average	Minimum	Maximum	Total	Periods
JOBS BY INDUSTRY SECTOR (in thousands)										
TOTAL NON-AGRICULTURAL EMPLOYMENT										
Maryland	2,495	2,492	2,478	2,514	1%	2,501	2,478	2,515	N/A	9
United States	129,588	129,562	129,588	129,750	0%	129,783	129,562	130,294	N/A	9
CONSTRUCTION NATURAL RESOURCES & MINING										
Maryland	145	147	140	145	4%	147	140	153	N/A	9
United States	6,372	6,299	6,267	6,291	0%	6,416	6,267	6,636	N/A	9
MANUFACTURING										
Maryland	117	117	115	115	0%	117	115	118	N/A	9
United States	11,534	11,554	11,562	11,579	0%	11,601	11,534	11,739	N/A	9
TRADE, TRANSPORTATION AND UTILITIES										
Maryland	435	434	431	438	2%	436	431	438	N/A	9
United States	24,653	24,637	24,669	24,700	0%	24,714	24,637	24,845	N/A	9
INFORMATION										
Maryland	45	45	45	45	1%	45	45	46	N/A	9
United States	2,748	2,744	2,738	2,726	0%	2,759	2,726	2,785	N/A	9
FINANCIAL ACTIVITIES										
Maryland	139	138	138	138	0%	141	138	144	N/A	9
United States	7,657	7,644	7,620	7,599	0%	7,661	7,599	7,719	N/A	9
PROFESSIONAL AND BUSINESS SERVICES										
Maryland	385	389	386	393	2%	385	381	393	N/A	9
United States	16,488	16,518	16,551	16,562	0%	16,452	16,349	16,562	N/A	9
EDUCATION AND HEALTH SERVICES										
Maryland	397	392	394	399	1%	395	392	399	N/A	9
United States	19,350	19,373	19,397	19,442	0%	19,312	19,186	19,442	N/A	9
LEISURE AND HOSPITALITY										
Maryland	226	231	227	232	2%	229	226	232	N/A	9
United States	12,991	12,991	13,019	13,041	0%	13,044	12,991	13,101	N/A	9
OTHER SERVICES										
Maryland	116	117	114	115	1%	115	114	117	N/A	9
United States	5,314	5,314	5,308	5,314	0%	5,329	5,308	5,362	N/A	9
GOVERNMENT										
Maryland	491	482	489	493	1%	491	482	494	N/A	9
United States	22,481	22,488	22,457	22,496	0%	22,496	22,457	22,519	N/A	9
AVERAGE WEEKLY HOURS- MANUFACTURING										
Maryland	40	40	39	40	3%	40	39	41	N/A	9
United States	41	41	40	41	2%	40	40	41	N/A	9
AVERAGE WEEKLY EARNINGS- MANUFACTURING (\$)										
Maryland	784	782	784	792	1%	778	741	797	N/A	9
United States	759	750	738	753	2%	743	721	759	N/A	9



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

Reporting Period: March, 2010

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2010 SUMMARY				
	Dec-09	Jan-10	Feb-10	Mar-10		Average	Minimum	Maximum	Total	Periods
NEW AND EXPANDING BUSINESSES										
Location Announcements-TOTAL	27	16	20	31	55%	22	15	33	197	9
New Locations	3	4	3	5	67%	4	0	6	34	9
Expansions	24	12	17	26	53%	18	10	28	163	9
Total Capital Investment (Millions)	89	293	259	106	-59%	148	38	293	1,334	9
Total New Jobs	670	2,088	261	576	121%	1,226	144	4,784	11,034	9
NEW JOBS BY COUNTY										
Allegany	90	0	0	0	N/A	10	0	90	90	9
Anne Arundel	170	0	95	25	-74%	99	0	430	891	9
Baltimore City	150	50	0	110	N/A	372	0	2,740	3,345	9
Baltimore County	50	1,588	0	0	N/A	296	0	1,588	2,668	9
Calvert	0	0	0	0	N/A	0	0	0	0	9
Caroline	0	0	0	0	N/A	0	0	0	0	9
Carroll	0	0	0	0	N/A	0	0	0	0	9
Cecil	0	0	0	0	N/A	48	0	400	436	9
Charles	0	0	0	0	N/A	0	0	0	0	9
Dorchester	3	0	0	0	N/A	0	0	3	3	9
Frederick	0	0	0	100	N/A	11	0	100	100	9
Garrett	77	0	0	0	N/A	9	0	77	77	9
Harford	0	200	0	135	N/A	82	0	400	735	9
Howard	100	0	45	0	-100%	55	0	180	496	9
Kent	0	0	0	0	N/A	0	0	0	0	9
Montgomery	30	0	6	206	3333%	99	0	370	890	9
Prince George's	0	250	115	0	-100%	63	0	250	565	9
Queen Anne's	0	0	0	0	N/A	10	0	45	89	9
Somerset	0	0	0	0	N/A	2	0	20	20	9
St. Mary's	0	0	0	0	N/A	0	0	0	0	9
Talbot	0	0	0	0	N/A	2	0	14	14	9
Washington	0	0	0	0	N/A	25	0	120	225	9
Wicomico	0	0	0	0	N/A	14	0	125	125	9
Worcester	0	0	0	0	N/A	29	0	265	265	9



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

Reporting Period: March, 2010

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2010 SUMMARY				
	Dec-09	Jan-10	Feb-10	Mar-10		Average	Minimum	Maximum	Total	Periods
NEW JOBS BY INDUSTRY										
Agriculture	3	0	0	0	N/A	0	0	3	3	9
Mining	0	0	0	0	N/A	0	0	0	0	9
Utilities	0	0	0	0	N/A	0	0	0	0	9
Construction	9	150	0	0	N/A	18	0	150	159	9
Manufacturing	178	180	21	235	1019%	132	0	315	1,189	9
Wholesale trade	39	0	0	0	N/A	17	0	60	152	9
Retail trade	0	200	0	0	N/A	33	0	200	300	9
Transportation and warehousing	0	0	0	0	N/A	303	0	2,700	2,725	9
Information	0	50	0	0	N/A	7	0	50	65	9
Finance and insurance	30	8	0	0	N/A	44	0	251	394	9
Real estate	0	0	0	0	N/A	0	0	0	0	9
Professional services	111	0	145	166	14%	229	0	546	2,058	9
Management of companies	0	0	0	0	N/A	0	0	0	0	9
Administrative services	250	0	0	0	N/A	42	0	250	380	9
Educational services	0	0	0	0	N/A	0	0	0	0	9
Health care	50	0	0	0	N/A	18	0	75	160	9
Arts, entertainment and recreation	0	0	95	0	-100%	84	0	665	760	9
Accommodation and food services	0	100	0	25	N/A	15	0	100	139	9
Other services	0	0	0	150	N/A	17	0	150	150	9
Federal government	0	1,400	0	0	N/A	267	0	1,400	2,400	9
BRAC-RELATED JOBS										
BRAC-Related Jobs	0	0	45	135	200%	113	0	400	1,015	9



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

Reporting Period: March, 2010

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2010 SUMMARY				
	Dec-09	Jan-10	Feb-10	Mar-10		Average	Minimum	Maximum	Total	Periods
CLOSING AND DOWNSIZING BUSINESSES										
Layoff Announcements-TOTAL	7	6	1	5	400%	4	1	7	32	9
Closings	5	6	1	1	0%	2	0	6	19	9
Downsizings	2	0	0	4	N/A	1	0	5	13	9
IMPACTED JOBS										
Total Impacted Jobs	752	746	350	857	145%	479	130	857	4,307	9
BY COUNTY										
Allegany	0	0	0	0	N/A	0	0	0	0	9
Anne Arundel	69	0	0	0	N/A	16	0	78	147	9
Baltimore City	115	454	0	0	N/A	137	0	661	1,230	9
Baltimore County	0	0	0	0	N/A	19	0	74	175	9
Calvert	0	0	0	0	N/A	0	0	0	0	9
Caroline	0	0	0	0	N/A	0	0	0	0	9
Carroll	25	117	0	80	N/A	25	0	117	222	9
Cecil	0	0	0	0	N/A	0	0	0	0	9
Charles	0	0	0	0	N/A	0	0	0	0	9
Dorchester	0	0	0	0	N/A	0	0	0	0	9
Frederick	217	0	0	323	N/A	60	0	323	540	9
Garrett	0	0	0	0	N/A	0	0	0	0	9
Harford	0	0	0	0	N/A	6	0	50	50	9
Howard	0	0	0	101	N/A	11	0	101	101	9
Kent	0	0	0	0	N/A	0	0	0	0	9
Montgomery	326	130	350	0	-100%	148	0	350	1,329	9
Prince George's	0	45	0	179	N/A	25	0	179	224	9
Queen Anne's	0	0	0	0	N/A	3	0	30	30	9
Somerset	0	0	0	0	N/A	0	0	0	0	9
St. Mary's	0	0	0	0	N/A	5	0	41	41	9
Talbot	0	0	0	0	N/A	0	0	0	0	9
Washington	0	0	0	174	N/A	19	0	174	174	9
Wicomico	0	0	0	0	N/A	0	0	0	0	9
Worcester	0	0	0	0	N/A	0	0	0	0	9
Multi-jurisdictional	0	0	0	0	N/A	5	0	44	44	9



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

Reporting Period: March, 2010

BY INDUSTRY	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2010 SUMMARY				
	Dec-09	Jan-10	Feb-10	Mar-10	From Last Mo	Average	Minimum	Maximum	Total	Periods
Agriculture	0	0	0	0	N/A	0	0	0	0	9
Mining	0	0	0	0	N/A	0	0	0	0	9
Utilities	0	0	0	0	N/A	0	0	0	0	9
Construction	270	0	0	0	N/A	30	0	270	270	9
Manufacturing	165	117	0	497	N/A	90	0	497	809	9
Wholesale trade	0	0	0	0	N/A	0	0	0	0	9
Retail trade	0	0	0	101	N/A	20	0	101	179	9
Transportation and warehousing	0	45	0	0	N/A	11	0	50	95	9
Information	0	0	350	0	-100%	47	0	350	424	9
Finance and insurance	0	0	0	179	N/A	39	0	179	350	9
Real estate	0	0	0	0	N/A	0	0	0	0	9
Professional services	0	0	0	80	N/A	62	0	281	558	9
Management of companies	0	0	0	0	N/A	0	0	0	0	9
Administrative services	317	336	0	0	N/A	73	0	336	653	9
Educational services	0	0	0	0	N/A	0	0	0	0	9
Health care	0	130	0	0	N/A	20	0	130	182	9
Arts, entertainment and recreation	0	0	0	0	N/A	0	0	0	0	9
Accommodation and food services	0	118	0	0	N/A	81	0	609	727	9
Other services	0	0	0	0	N/A	0	0	0	0	9
Federal government	0	0	0	0	N/A	0	0	0	0	5