

Meeting Summary

Agency: DBED

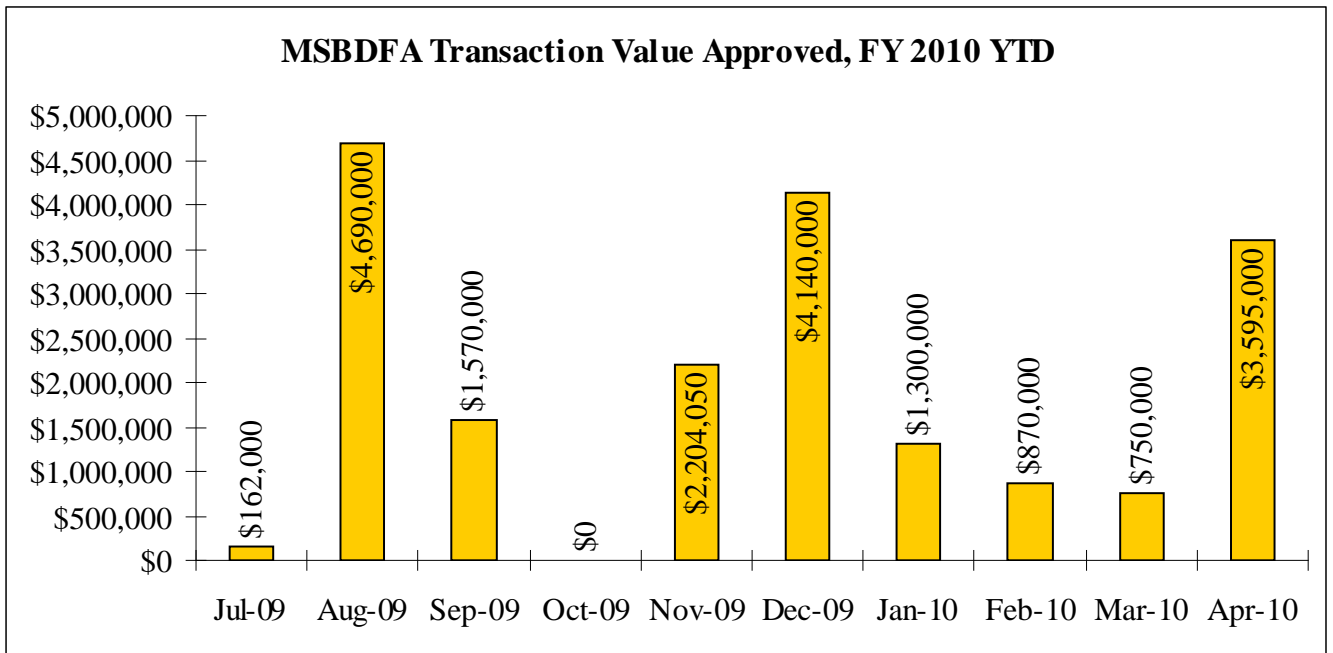
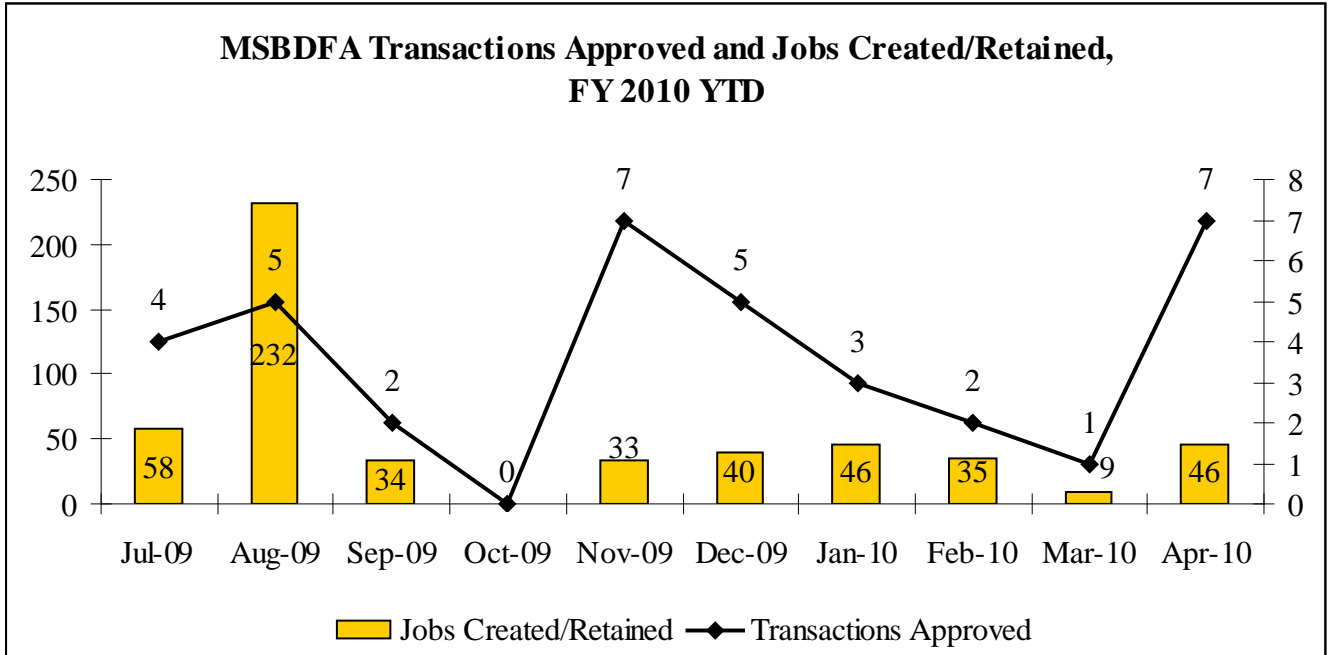
Following is a summary of issues discussed at the DBED Stat on June 1, 2010. Analysis is provided by StateStat and the Governor's Delivery Unit (GDU).

General Discussion

- **Overview.** To date, the Department has approved 80 transactions in 8 financing programs, for a total of \$100,894,662 in loans. These transactions are estimated to create or retain 3,355 jobs and support \$555,004,000 in capital expenditures. Compared with FY 2009 YTD, this is a 260% increase in amount loaned, but a 51% decrease in jobs created/retained.

Approved Financing, FY 2009 YTD vs. FY 2010 YTD			
	FY 2009 YTD	FY 2010 YTD	% Change
Approved Transactions	76	80	5%
Value	\$28,008,024	\$100,894,662	260%
Jobs Created/Retained	6,875	3355	-51%
CAPEX	\$354,389,690	\$555,004,000	57%

- **Small Business Credit Recovery Program (SBCRP).** The SBCRP, passed by the 2010 Legislative Session, provides additional financing to small businesses through MSBDFA. The Department reports that 3 transactions have been settled and 7 transactions have been approved; the majority is in Baltimore City and County.
- **Maryland Small Business Development Financing Authority (MSBDFA).** Overall MSBDFA financing programs have seen a slight increase in activity, perhaps due to the passage of the Small Business Credit Recovery Program (SBCRP).



MSBDFFA consists of three major programs, summarized below:

- **Equity Participation Investment Program (EPIP)** expands business ownership by socially and economically disadvantaged entrepreneurs and small businesses not meeting the established credit criteria of financial institutions.
- **Contract Financing Program (CFP)** provides financial assistance to eligible businesses in the form of direct loans.
- **Guaranty Fund Program (GFP)** provides financial assistance to eligible businesses in the form of loan guaranties and interest rate subsidies for loans made by financial institutions.

- **Job Creation and Recovery Tax Credit (JCRTC).** The JCRTC was passed in the 2010 legislative session. The program, administered by the Department of Labor Licensing and Regulation (DLLR), provides a \$5,000 tax credit to businesses who hire unemployed workers. DBED reports that as of May 24th, a total of 56 employers qualified and resulted in 95 individuals hired. In addition, DBED has been working with DLLR to promote the program.

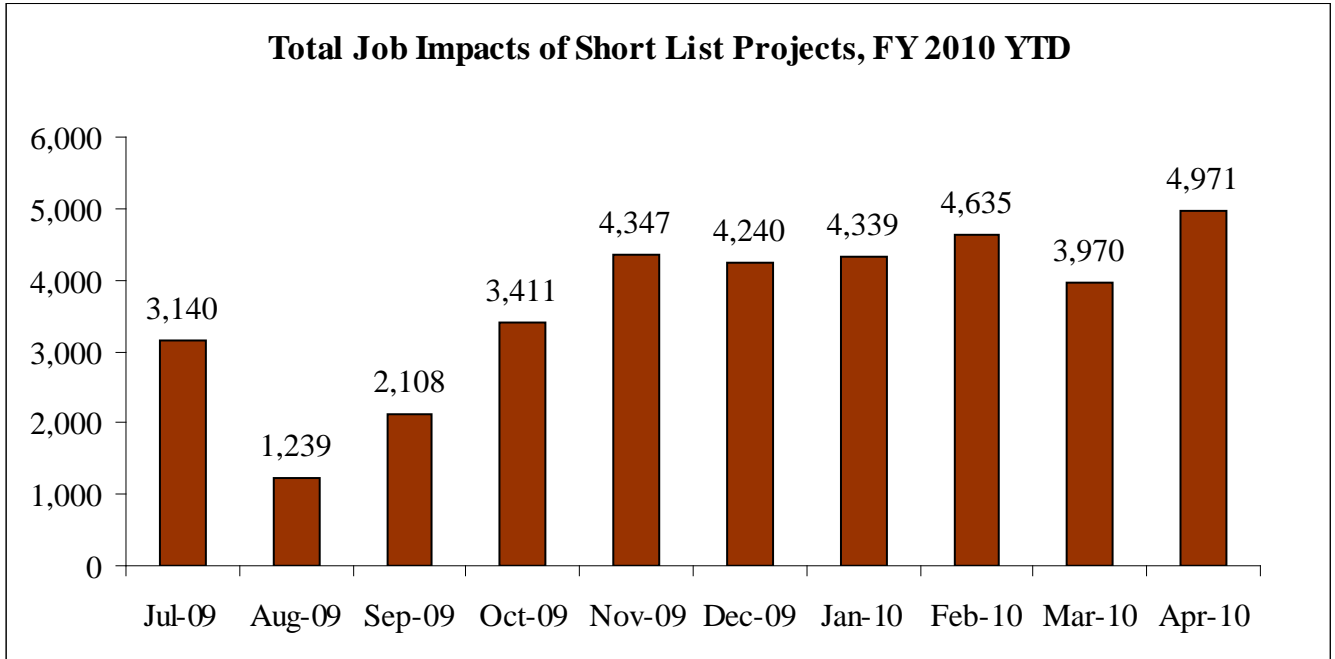
Federal Facilities

- **Overview.** The Department has made Maryland's federal facilities a priority, both with attracting and retaining federal facilities in Maryland as well as marketing these facilities to promote related business development. The Department has provided a list of current federal facilities projects, both potential and under development.

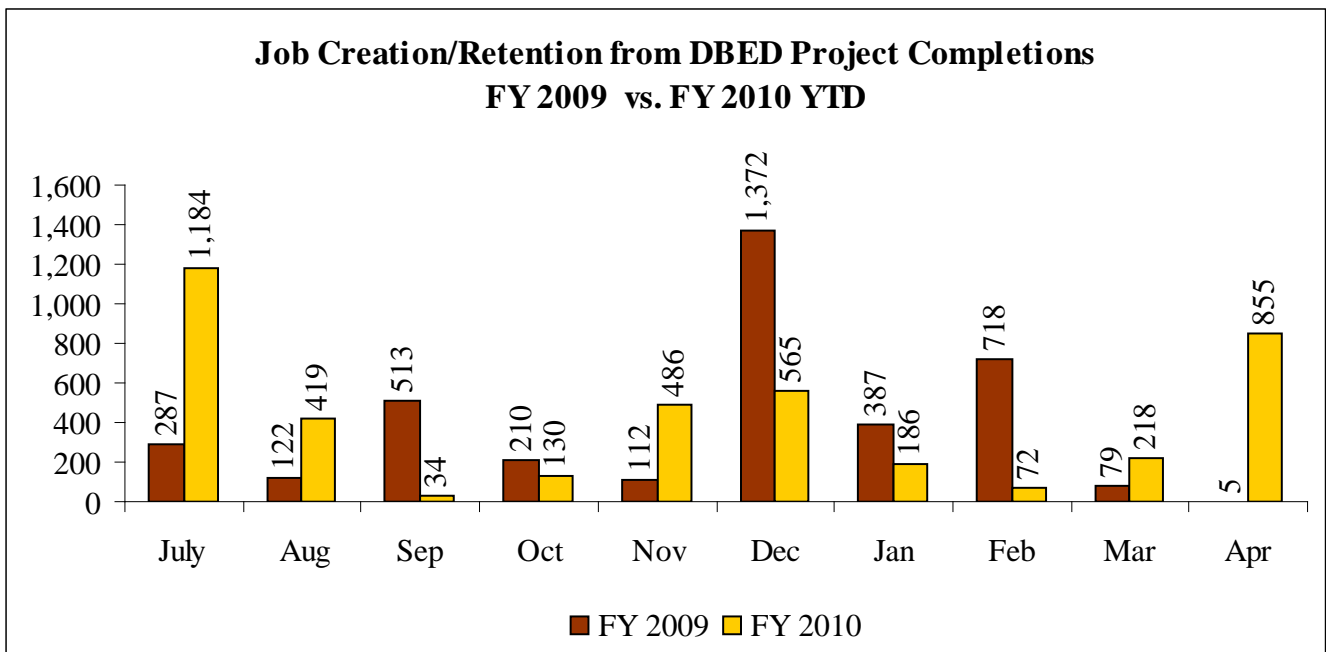
Federal Facility Projects as of May 24, 2010			
County	Potential	Underway	Jobs
Anne Arundel	3	1	0
Baltimore County	4	0	1,020
BRAC Projects	0	12	20,442
Frederick	0	2	764
Montgomery	6	6	12,089
Prince George's	8	3	11,275
Queen Anne's	1	0	300
Regional w/ MD Impac	0	1	14,000
Saint Mary's	2	0	25
Somerset	1	0	150
Washington	2	0	0
Total	27	25	60,065

Business Development Projects

- **Short List Projects.** The Department currently reports 20 projects on its "short list," which indicates that a company is in the final stages of its decision process of whether to move to Maryland. These projects have a combined impact of 4,971 jobs.



- Increase in Jobs created/retained.** According to the Department, the Department was able to close 3 facility location/expansion deals and 2 non-facility projects, creating a total of 855 jobs. This is the third highest job creation reported since July 2009. To date, these deals have created or retained 4,149 jobs in Maryland, compared with 3,805 at the same time in FY 2009. Furthermore, the Department appears to be on track to meet or exceed job creation in FY 2009, as it is at 91% of 4,589 jobs created or retained in FY 2009.



Minority Business Participation

- **Overall Participation High.** For FY 2010, the Department shows a 54.37% MBE participation rate, which is excellent news. The majority of participation has been in the Services category.

FY 2010 YTD MBE Participation					
Agency Total	Ethnic	Women	Disabled / Non-Profit / Sheltered Workshop	Total MBE/WBE	%
\$3,161,098.70	\$1,684,889.00	\$33,762.00	\$0.00	\$1,718,651.00	54.37%
	53.30%	1.14%	0.00%		

- **No March MBE Participation.** The Department had no MBE contract dollars awarded during March 2010, despite \$196,361 in eligible contracts. The contracting was in the Services, Corporate Credit Card, and Direct Voucher categories, as seen in the chart below.

March 2010 MBE Participation					
Agency Total	Ethnic	Women	Disabled / Non-Profit / Sheltered Workshop	Total MBE/WBE	%
\$193,961.90	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
	0.00%	0.00%	0.00%		

March 2010 Contracting by Category			
Category	Agency Total	Total MBE/WBE	%
Services	\$121,775.00	\$0.00	0.00%
IT Services	\$599.00	\$0.00	0.00%
Corporate Credit	\$17,661.90	\$0.00	0.00%
Direct Vouchers	\$56,326.00	\$0.00	0.00%
Total	\$196,361.90	\$0.00	0.00%