



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
StateStat

Reporting Period:
December 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
Finance: James Henry
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: 0.18% # Waivers requested: 0 # Waivers granted: 0 Goal Achieved: 47.67% # Waivers requested: 0 # Waivers granted: 0

PROCUREMENT/CONTRACT AWARDS	CURRENTLY AVAILABLE PERIOD: December 2010						YEAR-TO-DATE					
	Agency Total	Ethnic	Women	Disabled / Non-Profit	Total MBE/WBE	%	Agency Total	Ethnic	Women	Disabled / Non-Profit	Total MBE/WBE	%
	Payment Totals	\$331,040.59	\$14,103.54 4.26%	\$5,353.80 1.62%	\$195.00 0.06%	\$19,652.34	5.94%	\$2,893,120.04	\$785,209.50 27.14%	\$36,914.78 1.28%	\$914.30 0.03%	\$823,038.58
Awards Totals	\$138,422.66	\$0.00 0.00%	\$245.00 0.18%	\$0.00 0.00%	\$245.00	0.18%	\$2,873,525.09	\$1,358,208.00 47.27%	\$11,479.00 0.40%	\$0.00 0.00%	\$1,369,687.00	47.67%
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		\$5,516.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
Services	\$108,893.00	\$0.00	\$245.00	\$0.00	\$245.00	0.22%	\$1,996,775.00	\$1,358,208.00	\$11,479.00	\$0.00	\$1,369,687.00	68.59%
Supplies and Equipment	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$63,132.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
IT Services	\$734.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%	\$574,058.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
IT Supplies and Equipment	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$15,688.00	\$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	\$13,880.66	\$0.00	\$0.00	\$0.00	\$0.00	0.00%	\$142,046.49	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
Direct Vouchers	\$14,915.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%	\$76,309.60	\$0.00	\$0.00	\$0.00	\$0.00	0.00%

SBR INDICATORS	Agency Total	Total SBR	# Designated	%	Agency Total	Total SBR	# Designated	%
Payment Totals	\$684,917.94	\$280,450.73	1	40.95%	\$3,595,364	\$1,430,812	11	39.80%



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
PERSONNEL DATA

Reporting Period: December, 2010

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2011 SUMMARY				
	Sep-10	Oct-10	Nov-10	Dec-10	From Last Mo	Average	Minimum	Maximum	Total	Periods
NUMBER OF EMPLOYEES PER DIVISION										
Office of the Secretary	74	74	75	76	1%	75	74	78	451	6
Business and Enterprise Development	74	74	75	76	1%	75	74	77	451	6
Marketing and Communications	26	26	26	25	-4%	26	25	26	155	6
Tourism and Culture	43	44	44	44	0%	44	43	44	262	6
OVERTIME (HOURS)										
Office of the Secretary	0	0	0	0	N/A	0	0	0	0	6
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	0	6
Marketing and Communications	0	0	0	0	N/A	0	0	0	0	6
Tourism and Culture	0	0	0	0	N/A	1	0	4	4	6
SICK LEAVE (HOURS)										
Office of the Secretary	444	487	523	346	-34%	411	315	523	2,466	6
Business and Enterprise Development	109	160	75	92	23%	114	75	160	683	6
Marketing and Communications	278	434	498	396	-20%	403	278	498	2,416	6
Tourism and Culture	144	321	378	238	-37%	255	144	378	1,529	6
ACCIDENT LEAVE (HOURS)										
Office of the Secretary	0	0	0	0	N/A	0	0	0	0	6
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	0	6
Marketing and Communications	0	0	0	0	N/A	0	0	0	0	6
Tourism and Culture	0	0	0	0	N/A	0	0	0	0	6
UNSCHEDULED LEAVE (HOURS)										
Office of the Secretary	8	9	0	8	N/A	5	0	9	28	6
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	0	6
Marketing and Communications	2	3	4	3	-25%	4	2	7	22	6
Tourism and Culture	2	9	0	24	N/A	6	0	24	35	6
FROI TO IWIF										
Office of the Secretary	0	2	0	0	N/A	0	0	2	2	6
Business and Enterprise Development	1	0	0	0	N/A	0	0	1	1	6
Marketing and Communications	0	0	0	0	N/A	0	0	0	0	6
Tourism and Culture	0	0	0	0	N/A	0	0	0	0	6
FROI LAG > 3 DAYS										
Office of the Secretary	0	0	0	0	N/A	0	0	0	0	6
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	0	6
Marketing and Communications	0	0	0	0	N/A	0	0	0	0	6
Tourism and Culture	0	0	0	0	N/A	0	0	0	0	6



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
FACILITY LOCATION PROJECTS

Reporting Period: December, 2010

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2011 SUMMARY				
	Sep-10	Oct-10	Nov-10	Dec-10	From Last Mo	Average	Minimum	Maximum	Total	Periods
ALL PIPELINE PROJECTS										
Total Pipeline Projects	141	143	151	146	-3%	154	138	205	N/A	6
SHORT LIST PROJECTS										
PROJECTS, JOBS AND CAPEX										
Number of Projects	31	28	22	24	9%	26	22	31	N/A	6
Potential New Jobs	5,400	4,974	3,421	3,684	8%	4,321	3,421	5,400	N/A	6
At Risk Jobs	1,579	1,109	316	1,566	396%	1,487	316	2,485	N/A	6
Projected Capex	122,405,000	1,164,050,000	964,750	1,025,750,000	106223%	749,444,958	964,750	1,194,750,000	N/A	6
PROJECTS BY INDUSTRY										
#Sustainable/Green	0	0	1	1	0%	1	0	1	N/A	6
#IT and Intelligence	9	9	6	8	33%	8	6	9	N/A	6
#Science	6	7	5	4	-20%	5	4	7	N/A	6
#Traditional/Other	16	12	10	11	10%	12	10	16	N/A	6
PROJECTS BY TARGET LOCATION										
Eastern	1	1	0	1	N/A	1	0	2	N/A	6
Western	0	0	0	0	N/A	0	0	0	N/A	6
Southern	0	0	0	0	N/A	0	0	0	N/A	6
Corridor	25	22	17	21	24%	20	16	25	N/A	6
DECISIONS- FACILITY LOCATIONS AND EXPANSIONS										
DECISIONS, JOBS AND CAPEX										
Number of Projects	4	4	5	2	-60%	3	1	5	18	6
Potential New Jobs	227	98	178	110	-38%	103	1	227	615	6
Retained Jobs	0	375	5	0	-100%	138	0	450	830	6
Projected Capex	63,200,000	71,038,413	9,946,413	4,000,000	-60%	25,464,138	0	71,038,413	152,784,826	6
DECISIONS BY INDUSTRY										
#Sustainable/Green	0	0	0	0	N/A	0	0	0	0	6
#IT and Intelligence	2	0	3	0	-100%	1	0	3	6	6
#Science	0	1	1	1	0%	1	0	1	5	6
#Traditional/Other	2	3	1	1	0%	1	0	3	7	6
DECISIONS BY LOCATION										
Eastern	1	0	0	1	N/A	0	0	1	2	6
Western	0	0	0	0	N/A	0	0	0	0	6
Southern	0	0	1	0	-100%	0	0	1	1	6
Corridor	3	4	4	1	-75%	3	1	4	15	6



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
ISSUE RESOLUTION

Reporting Period: December, 2010

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Sep-10	Oct-10	Nov-10	Dec-10		Average	Minimum	Maximum	Total	Periods
ISSUES PIPELINE										
Number of Pipeline Issues	265	264	261	253	-3%	255	229	265	N/A	6
AGENCY PARTNERSHIP ISSUES PIPELINE										
DHCD- Housing	1	0	0	0	N/A	1	0	1	N/A	6
DHMH- Health	0	0	0	0	N/A	0	0	0	N/A	6
DLLR- Licensing	7	7	7	7	0%	7	7	7	N/A	6
DNR- Natural Resources	1	1	2	1	-50%	1	1	2	N/A	6
GOMA- Minority Affairs	0	0	0	0	N/A	0	0	0	N/A	6
MDE- Environment	1	1	1	3	200%	2	1	3	N/A	6
MDOT- Transportation	3	3	3	3	0%	3	3	3	N/A	6
MGA- General Assembly	0	0	0	0	N/A	0	0	0	N/A	6
MTES- Technology Service	2	2	2	2	0%	2	2	2	N/A	6
SBDC- Small Business	10	10	11	9	-18%	10	8	11	N/A	6
TEDCO- Tech. Dev. Corp.	8	8	8	8	0%	8	7	8	N/A	6
WIB- Workforce	9	9	8	9	13%	10	8	12	N/A	6
ISSUES PIPELINE BY TYPE OF ISSUE										
Environmental	2	2	2	3	50%	3	2	4	N/A	6
Financing	86	85	87	77	-11%	77	40	87	N/A	6
Legislative	0	0	0	0	N/A	0	0	0	N/A	6
Marketing Assistance	42	42	33	31	-6%	36	31	42	N/A	6
Permits	3	3	4	4	0%	4	3	4	N/A	6
Technical	37	37	35	36	3%	36	35	38	N/A	6
Workforce	56	56	55	59	7%	59	55	66	N/A	6
Other	39	39	45	43	-4%	42	39	45	N/A	6
COMPLETED ISSUES- UNSUCCESSFUL OR UNDETERMINED OUTCOME										
AGENCY PARTNERSHIP COMPLETED ISSUES										
DHCD- Housing	0	2	0	0	N/A	1	0	2	2	6
DHMH- Health	0	0	0	0	N/A	0	0	2	2	6
DLLR- Licensing	0	0	0	0	N/A	0	0	2	2	6
DNR- Natural Resources	0	0	0	0	N/A	0	0	0	0	6
GOMA- Minority Affairs	0	0	0	0	N/A	0	0	1	1	6
MDE- Environment	0	1	0	0	N/A	0	0	1	1	6
MDOT- Transportation	0	0	0	0	N/A	0	0	0	0	6
MGA- General Assembly	0	0	0	0	N/A	0	0	0	0	6
MTES- Technology Service	0	0	0	0	N/A	0	0	0	0	6
SBDC- Small Business	0	0	0	0	N/A	0	0	0	0	6
TEDCO- Tech. Dev. Corp.	2	0	0	0	N/A	1	0	3	3	6
WIB- Workforce	0	0	0	1	N/A	3	0	16	16	6
COMPLETED ISSUES- SUCCESSFULLY RESOLVED										
ECONOMIC IMPACT OF SUCCESSFULLY RESOLVED ISSUES										



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
ISSUE RESOLUTION

Reporting Period: December, 2010

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#Issues-Total	10	7	23	39	70%	19	7	39	111	6
New Jobs	20	25	66	163	147%	52	10	163	310	6
Retained Jobs	2	95	50	95	90%	83	2	250	496	6
Capex	0	0	500,000	17,400,000	3380%	3,983,333	0	17,400,000	23,900,000	6
AGENCY PARTNERSHIP COMPLETED ISSUES										
DHCD- Housing	1	0	0	0	N/A	0	0	1	1	6
DHMH- Health	0	0	0	0	N/A	0	0	0	0	6
DLLR- Licensing	0	0	2	0	-100%	1	0	2	4	6
DNR- Natural Resources	0	0	0	1	N/A	0	0	1	1	6
GOMA- Minority Affairs	0	0	0	0	N/A	0	0	0	0	6
MDE- Environment	0	0	0	0	N/A	0	0	0	0	6
MDOT- Transportation	0	0	0	0	N/A	0	0	0	0	6
MGA- General Assembly	0	0	0	0	N/A	0	0	0	0	6
MTES- Technology Service	0	0	0	0	N/A	0	0	0	0	6
SBDC- Small Business	1	0	1	1	0%	1	0	1	3	6
TEDCO- Tech. Dev. Corp.	0	0	0	0	N/A	0	0	0	0	6
WIB- Workforce	0	1	1	1	0%	1	0	1	5	6
COMPLETED ISSUES BY TYPE OF ISSUE										
Environmental	0	0	0	0	N/A	0	0	0	0	6
Financing	1	0	1	29	2800%	7	0	29	41	6
Legislative	0	0	0	0	N/A	0	0	0	0	6
Marketing Assistance	1	2	12	1	-92%	4	1	12	25	6
Permits	1	0	0	1	N/A	0	0	1	2	6
Technical	1	0	1	2	100%	1	0	2	4	6
Workforce	2	2	3	2	-33%	3	2	5	18	6
Other	1	3	6	4	-33%	3	0	6	18	6
GRANTS PROGRAMS										
PWQ										
#grants	2	1	0	0	N/A	1	0	2	3	6
value	28,750	10,000	0	0	N/A	6,458	0	28,750	38,750	6
SACF										
#grants	0	0	0	0	N/A	0	0	0	0	6

Successfully Resolved Issues with Jobs Impacts

PRIMARY REP	COMPLETION DATE	ACCOUNT	COUNTY	INDUSTRY	EXISTING JOBS	AT RISK JOBS	NEW JOBS	CAPEX
Pamela Hepner	14-Jul-10	Machining Technologies Inc.	Dorchester	Manufacturing	250	250		
Vickie Swink	16-Jul-10	Garrett Container Systems	Garrett	Manufacturing	130		8	
Les Hall	29-Jul-10	Janine C. Fleming dba Holistic Massage Training Institute	Baltimore City	Education	6		2	
Brad Gillenwater	17-Aug-10	International Land Systems	Montgomery	Information Technology	12	2	2	
Brad Gillenwater	17-Aug-10	Kane 3PL	Howard	Warehousing/Distribution	55	0	5	
Igor Evseev	17-Aug-10	Metalcraft Inc. (Sea-Fire)	Baltimore City	Manufacturing			5	
Ginny Walker	17-Aug-10	Steven Drake Associates	Montgomery	Consulting	1	0	1	
Carey Esslinger	17-Aug-10	Tilt Studios	Baltimore City	Consulting	3		1	
Igor Evseev	23-Aug-10	Metrosolaromatics	Baltimore City	Energy- R&D, Dev., Prod.	2	2	12	
Frank Dickson	16-Sep-10	Pegged Software, Inc.	Baltimore City	Information Technology	8	2	8	
Patricia Stanley	17-Sep-10	STAR Associates Inc.	Baltimore City	X- Other	30	0	12	
David Karol	05-Oct-10	Business Integra, Inc.	Prince George's	Information Technology	95	95	25	
Steven Wall	18-Nov-10	Competitive Power Ventures, Inc. (Silver Spring, MD)	Charles	Energy- R&D, Dev., Prod.	0	0	25	\$500,000,000
Ginny Walker	23-Nov-10	Cooper Wallace, LLC	Baltimore County	Consulting	3		10	
Ginny Walker	23-Nov-10	Electro - Media Design. LTD	Montgomery	Information Technology	7		2	
Ginny Walker	23-Nov-10	MarkPap Pacific	Montgomery	X- Unknown	4		10	
Ginny Walker	23-Nov-10	Tetracore Inc.	Montgomery	Biotechnology	50		10	
Ginny Walker	29-Nov-10	BlueWing Environmental	Howard	Environmental Technology	2		2	
Brad Gillenwater	29-Nov-10	Haemo-Sol	Baltimore County	X- Unknown	5		5	
Brad Gillenwater	29-Nov-10	Passport Health	Baltimore City	Health Care Tech & Services	24		2	
Mindie Burgoyne	29-Nov-10	SEW Friel	Queen Anne's	Manufacturing	50	50		
Harry Carroll	20-Dec-10	Baltimore International College	Baltimore City	X- Unknown	90		10	
Harry Carroll	20-Dec-10	Barber Transportation, Inc.	Baltimore City	Transportation	96		10	
Joel McCrea	20-Dec-10	Bergman Property, LLC	Washington	Health Care Tech & Services	28		12	
Harry Carroll	20-Dec-10	George and Maria Protopapas	Baltimore County	Food Services	15		15	
Patricia Stanley	20-Dec-10	Gold Lasso, Inc.	Montgomery	Information Technology	13		17	
Kisha Wiggins	20-Dec-10	Japan Plus Four, Inc.	Anne Arundel	X- Other	6	6	0	
Kisha Wiggins	20-Dec-10	Japan Plus Two, Inc.	Baltimore County	X- Other	6	6	0	
Gloria Shryock	20-Dec-10	Japan Plus, Inc.	Anne Arundel	X- Other	6	6	0	
Kisha Wiggins	20-Dec-10	Kayden Premier Enterprises Inc.	Baltimore City	Construction	10	10	10	
Joel McCrea	20-Dec-10	Martin Fast Foods of West Virginia, Inc.	Garrett	Food Services			16	
Patricia Stanley	20-Dec-10	Optoro (formerly Moore OR Lesh, LLC)	Prince George's	Information Technology	23		40	
Kisha Wiggins	20-Dec-10	SNS Construction, Inc.	Howard	Construction	1	1	3	
Joel McCrea	20-Dec-10	Trilogy Enterprises, LLC	Washington	Health Care Tech & Services	42		20	
Harry Carroll	20-Dec-10	Trustworthy Staffing Solutions, LLC	Baltimore County	Health Care Tech & Services	46	46		
Kisha Wiggins	20-Dec-10	Warren Brothers Construction, LLC	Prince George's	Construction	10	10	0	
Kisha Wiggins	20-Dec-10	Zavda Technologies, LLC	Prince George's	Information Technology	10	10	10	



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

Reporting Period: December, 2010

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2011 SUMMARY					GOALS	
	Sep-10	Oct-10	Nov-10	Dec-10	From Last Mo	Average	Minimum	Maximum	Total	Periods	FY 11 GOAL	% TO GOAL
PROGRESS TOWARD GOALS												
FDI Engagements	1	31	49	128	161%	49	1	128	296	6	400	74%
FDI Prospect Visits	1	4	1	2	100%	2	1	4	14	6	40	35%
Trade Shows and Marketing Events	0	10	3	19	533%	6	0	19	34	6	35	97%
ExportMD Grants Approved (Quarterly)	0	0	8	0	-100%	3	0	11	19	6	20	95%
Export Actions and Foreign Office Work Orders	14	5	14	7	-50%	10	4	15	59	6	100	59%



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

Reporting Period: December, 2010

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY					GOALS	
	Sep-10	Oct-10	Nov-10	Dec-10		Average	Minimum	Maximum	Total	Periods	FY 11 GOAL	% TO GOAL
MAJOR TRADE SHOWS, MARKETING EVENTS AND FOREIGN OFFICE LEADS												
Trade Shows and Marketing Events	0	10	3	19	533%	6	0	19	34	6	N/A	N/A
New Leads from Trade Shows and Mktg Evtg*	0	0	0	0	N/A	0	0	0	0	6	N/A	N/A
New Leads from Foreign Offices*	0	0	0	0	N/A	0	0	0	0	6	N/A	N/A
NEW LEADS BY INDIVIDUAL FOREIGN OFFICE												
-Budgeted Offices												
China	0	0	0	0	N/A	0	0	1	1	6	N/A	N/A
France	0	0	0	0	N/A	0	0	0	0	6	N/A	N/A
Israel	0	0	0	0	N/A	0	0	0	0	6	N/A	N/A
-Contingency Offices												
Colombia (South America)	0	0	0	0	N/A	0	0	0	0	6	N/A	N/A
India	0	0	0	0	N/A	0	0	0	0	6	N/A	N/A
Montenegro	0	0	0	0	N/A	0	0	0	0	6	N/A	N/A
Russia	N/A	N/A	N/A	0	N/A	0	0	0	0	1	N/A	N/A
South Korea	0	0	0	0	N/A	0	0	0	0	6	N/A	N/A
Taiwan	0	0	0	0	N/A	0	0	0	0	6	N/A	N/A
Vietnam	N/A	N/A	N/A	0	N/A	0	0	0	0	1	N/A	N/A
EXPORT ASSISTANCE (COMPLETED)												
ExportMD Grants Approved (Quarterly)	0	0	8	0	-100%	3	0	11	19	6	N/A	N/A
Export Actions	13	3	6	6	0%	6	3	13	35	6	N/A	N/A
Foreign Office Work Orders	1	2	8	1	-88%	4	0	12	24	6	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: December, 2010

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Sep-10	Oct-10	Nov-10	Dec-10		Average	Minimum	Maximum	Total	Periods
GENERAL FINANCE PROGRAMS INFORMATION APPROVED										
MEDAAF										
# of Approved Transactions	2	0	0	1	N/A	1	0	2	6	6
Value (\$)	\$550,000	\$0	\$0	\$10,000	N/A	148,750	0	550,000	892,500	6
Jobs (New & At Risk Jobs) Total	105	0	0	15	N/A	45	0	150	270	6
CAPEX	\$17,700,000	\$0	\$0	\$15,000	N/A	9,643,809	0	32,147,854	57,862,854	6
Sunny Day										
# of Approved Transactions	0	0	0	0	N/A	0	0	0	0	6
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	6
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	6
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	6
MEAF										
# of Approved Transactions	0	0	0	0	N/A	0	0	0	0	6
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	6
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	6
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	6
CDBG										
# of Approved Transactions	0	0	0	0	N/A	0	0	0	0	6
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	6
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	6
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	6
MIDFA										
# of Approved Transactions	3	0	4	3	-25%	2	0	4	11	6
Value (\$)	\$2,600,000	\$0	\$484,750	\$214,526	-56%	573,109	0	2,600,000	3,438,652	6
Jobs (New & At Risk Jobs) Total	428	0	126	581	361%	198	0	581	1,185	6
CAPEX	\$23,634,000	\$0	\$12,425,000	\$193,086,575	1454%	38,323,680	0	193,086,575	229,942,077	6
MD Venture Capital (Challenge & Enterprise)										
# of Approved Transactions	1	0	0	1	N/A	0	0	1	2	6
Value (\$)	\$150,000	\$0	\$0	\$800	N/A	25,133	0	150,000	150,800	6
Jobs (New & At Risk Jobs) Total	16	0	0	0	N/A	3	0	16	16	6
CAPEX	\$600,000	\$0	\$0	\$800	N/A	100,133	0	600,000	600,800	6
MSBDFA EPIP										
# of Approved Transactions	0	1	0	0	N/A	0	0	1	2	6
Value (\$)	\$0	\$30,000	\$0	\$0	N/A	30,000	0	150,000	180,000	6
Jobs (New & At Risk Jobs) Total	0	3	0	0	N/A	2	0	8	11	6
CAPEX	\$0	\$70,000	\$0	\$0	N/A	36,667	0	150,000	220,000	6
MSBDFA Contract Finance										
# of Approved Transactions	1	0	2	2	0%	1	0	2	6	6
Value (\$)	\$100,000	\$0	\$450,000	\$400,000	-11%	166,667	0	450,000	1,000,000	6
Jobs (New & At Risk Jobs) Total	10	0	30	48	60%	17	0	48	100	6
CAPEX	\$0	\$0	\$850,000	\$400,000	-53%	216,667	0	850,000	1,300,000	6
MSBDFA Guarantee & Surety										
# of Approved Transactions	1	2	4	1	-75%	1	0	4	8	6
Value (\$)	\$250,000	\$190,000	\$926,512	\$34,000	-96%	233,419	0	926,512	1,400,512	6
Jobs (New & At Risk Jobs) Total	6	20	53	4	-92%	14	0	53	83	6
CAPEX	\$1,100,000	\$300,000	\$2,176,000	\$993,000	-54%	761,500	0	2,176,000	4,569,000	6
Military Reservist Loan Fund										
# of Approved Transactions	0	0	0	0	N/A	0	0	0	0	6
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	6
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	6
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	6



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

Reporting Period: December, 2010

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Sep-10	Oct-10	Nov-10	Dec-10		Average	Minimum	Maximum	Total	Periods
FINANCE ASSISTANCE APPROVED BY LOCAL JURISDICTION										
All Finance Assistance Approved (\$)	\$3,650,000	\$220,000	\$1,861,262	\$659,326	-65%	1,177,077	200,000	3,650,000	7,062,464	6
Allegany	\$2,820,000	N/A	N/A	N/A	N/A	2,820,000	2,820,000	2,820,000	2,820,000	1
Anne Arundel	N/A	N/A	N/A	N/A	N/A	N/A	0	0	0	0
Baltimore City	\$400,000	N/A	\$747,262	\$410,000	-45%	375,452	50,000	747,262	1,877,262	5
Baltimore County	\$80,000	N/A	N/A	\$37,500	N/A	58,750	37,500	80,000	117,500	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	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	\$187,500	N/A	N/A	187,500	187,500	187,500	187,500	1
Harford	N/A	N/A	N/A	N/A	N/A	N/A	0	0	0	0
Howard	\$250,000	N/A	\$314,000	N/A	N/A	282,000	250,000	314,000	564,000	2
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	\$100,000	\$220,000	\$612,500	\$34,800	-94%	205,960	34,800	612,500	1,029,800	5
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	\$177,026	N/A	155,467	139,376	177,026	466,402	3
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
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

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	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Sep-10	Oct-10	Nov-10	Dec-10		Average	Minimum	Maximum	Total	Periods
GENERAL FINANCE RPROGRAMS INFORMATION SETTLED										
MEDAAF										
# of Settled Transactions	1	1	0	0	N/A	0	0	1	2	6
Value (\$)	\$500,000	\$1,000,000	\$0	\$0	N/A	250,000	0	1,000,000	1,500,000	6
Jobs (New & At Risk Jobs) Total	416	3,800	0	0	N/A	703	0	3,800	4,216	6
CAPEX	\$6,000,000	\$185,000,000	\$0	\$0	N/A	31,833,333	0	185,000,000	191,000,000	6
Sunny Day										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	0	6
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	6
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	6
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	6
MEAF										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	0	6
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	6
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	6
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	6
CDBG										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	0	6
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	6
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	6
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	6
MIDFA										
# of Settled Transactions	0	1	0	1	N/A	1	0	3	5	6
Value (\$)	\$0	\$139,376	\$0	\$47,250	N/A	70,688	0	237,500	424,126	6
Jobs (New & At Risk Jobs) Total	0	50	0	106	N/A	35	0	106	208	6
CAPEX	\$0	\$796,502	\$0	\$105,000	N/A	330,917	0	1,084,000	1,985,502	6
MD Venture Capital (Challenge & Enterprise)										
# of Settled Transactions	0	1	0	0	N/A	1	0	2	4	6
Value (\$)	\$0	\$150,000	\$0	\$0	N/A	83,333	0	250,000	500,000	6
Jobs (New & At Risk Jobs) Total	0	16	0	0	N/A	22	0	93	134	6
CAPEX	\$0	\$600,000	\$0	\$0	N/A	541,667	0	1,400,000	3,250,000	6
MSBDFA EPIP										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	0	6
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	6
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	6
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	6
MSBDFA Contract Finance										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	0	6
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	6
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	6
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	6
MSBDFA Guarantee & Surety										
# of Settled Transactions	3	1	0	0	N/A	1	0	3	4	6
Value (\$)	\$1,249,440	\$3,333,500	\$0	\$0	N/A	763,823	0	3,333,500	4,582,940	6
Jobs (New & At Risk Jobs) Total	18	0	0	0	N/A	3	0	18	18	6
CAPEX	\$6,775,000	\$6,500,000	\$0	\$0	N/A	2,212,500	0	6,775,000	13,275,000	6
Military Reservist Loan Fund										
# of Settled Transactions	1	0	0	0	N/A	0	0	1	1	6
Value (\$)	\$50,000	\$0	\$0	\$0	N/A	8,333	0	50,000	50,000	6
Jobs (New & At Risk Jobs) Total	6	0	0	0	N/A	1	0	6	6	6
CAPEX	\$50,000	\$0	N/A	\$0	N/A	10,000	0	50,000	50,000	5



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

Reporting Period: December, 2010

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Sep-10	Oct-10	Nov-10	Dec-10		Average	Minimum	Maximum	Total	Periods
FINANCE ASSISTANCE SETTLED BY LOCAL JURISDICTION										
All Finance Assistance Settled (\$)	\$1,799,440	\$4,622,876	\$0	\$47,250	N/A	1,176,178	0	4,622,876	7,057,066	6
Allegany	N/A	N/A	N/A	N/A	N/A	N/A	0	0	0	0
Anne Arundel	\$1,013,800	N/A	N/A	N/A	N/A	1,013,800	1,013,800	1,013,800	1,013,800	1
Baltimore City	\$285,640	\$150,000	N/A	\$47,250	N/A	143,848	47,250	285,640	575,390	4
Baltimore County	N/A	\$1,000,000	N/A	N/A	N/A	1,000,000	1,000,000	1,000,000	1,000,000	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	\$500,000	N/A	N/A	N/A	N/A	500,000	500,000	500,000	500,000	1
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	100,000	100,000	100,000	200,000	2
Prince George's	N/A	\$3,333,500	N/A	N/A	N/A	1,209,500	145,000	3,333,500	3,628,500	3
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	\$139,376	N/A	N/A	N/A	139,376	139,376	139,376	139,376	1
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 TOURISM, FILM AND THE ARTS

Reporting Period: December, 2010

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Sep-10	Oct-10	Nov-10	Dec-10		Average	Minimum	Maximum	Total	Periods
DIVISION-WIDE										
STAFF ACTIVITY										
Outreach Activities	49	42	64	28	-56%	39	19	64	235	6
Technical Assistance	29	23	35	16	-54%	23	13	35	138	6
PUBLICITY										
Travel Media Exposure (ad value \$)	N/A	N/A	N/A	N/A	N/A	2,164,367	2,164,367	2,164,367	2,164,367	1
Media Placements	N/A	N/A	N/A	N/A	N/A	226	226	226	226	1
Placement Circulation	N/A	N/A	N/A	N/A	N/A	21,000,930	21,000,930	21,000,930	21,000,930	1

OFFICE OF TOURISM DEVELOPMENT										
WEB STATS										
Unique Web Users- OTD Web Site	118,969	143,356	85,921	N/A	N/A	130,332	85,921	183,819	651,662	5
Consumer e-newsletter distribution	41,283	42,151	42,802	43,455	2%	41,087	38,313	43,455	246,522	6
Industry partner e-newsletter distribution	8,446	8,448	8,507	8,507	0%	8,431	8,337	8,507	50,585	6
Internet Requests	1,581	1,364	982	995	1%	1,807	982	3,849	10,842	6
Internet Clicks- OTD web site ads	14,341	49,527	14,574	14,858	2%	20,767	7,205	49,527	124,604	6
ADVERTISING GENERATED INQUIRIES										
Print Advertising Calls	115	65	62	109	76%	128	62	228	765	6
Consumer Labels	1,222	1,088	876	654	-25%	1,174	654	2,084	7,042	6
TV and Radio Advertising Calls	166	145	105	75	-29%	185	75	323	1,111	6
OTD 800 Number	69	45	31	38	23%	58	31	94	348	6
VISITATION										
Welcome Center Visitation	17,327	23,393	N/A	12,885	N/A	20,092	12,885	26,204	100,458	5
Lodging-Room Demand-Maryland*	8.5%	9.9%	7.8%	N/A	N/A	N/A	8	10	N/A	5
Lodging-Room Demand-US*	8.4%	8.4%	10.5%	N/A	N/A	N/A	8	11	N/A	5
Lodging-Room Revenue-Maryland*	9.7%	12.8%	9.6%	N/A	N/A	N/A	8	13	N/A	5
Lodging-Room Revenue-US*	10.6%	9.7%	13.3%	N/A	N/A	N/A	10	13	N/A	5
Amtrak: Non-commuter arrivals	70,500	81,300	N/A	N/A	N/A	73,625	69,700	81,300	294,500	4
BWI Domestic Passenger Arrivals	844,572	970,072	889,139	N/A	N/A	957,951	844,572	1,047,926	4,789,756	5
International Arrivals	21,003	24,048	22,398	N/A	N/A	23,762	21,003	26,371	118,808	5
Total Passengers to BWI	865,575	994,120	911,537	N/A	N/A	981,713	865,575	1,074,297	4,908,564	5
* Percent change (year-over-year)										



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

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	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Sep-10	Oct-10	Nov-10	Dec-10		Average	Minimum	Maximum	Total	Periods
Tourism-related Sales Taxes Total Receipts										
Restaurants, Lunchrooms, Deli (w/o BWL*)	\$ 25,669,038	\$ 24,362,840	\$ 21,165,910	N/A	N/A	24,267,519	21,165,910	25,669,038	121,337,593	5
Hotels, Motels Selling Food (w/ BWL*)	\$ 3,613,337	\$ 3,688,920	\$ 3,255,663	N/A	N/A	3,820,936	3,255,663	4,323,557	19,104,682	5
Restaurants and Nite Clubs (w/ BWL*)	\$ 17,140,715	\$ 16,973,946	\$ 14,476,089	N/A	N/A	17,262,127	14,476,089	19,073,550	86,310,635	5
General Merchandise	\$ 12,926,533	\$ 9,345,677	\$ 11,756,610	N/A	N/A	10,886,303	9,345,677	12,926,533	54,431,514	5
Automobile, Bus and Truck Rentals	\$ 4,007,829	\$ 5,347,376	\$ 4,943,621	N/A	N/A	4,656,014	4,007,829	5,347,376	23,280,071	5
Airlines-Commercial	\$ 27,003	\$ 21,735	\$ 21,754	N/A	N/A	18,552	8,831	27,003	92,758	5
Hotels, Motels, Apartments, Cottages	\$ 7,744,856	\$ 7,795,805	\$ 5,280,977	N/A	N/A	7,969,154	5,280,977	10,098,231	39,845,772	5
Recreation and Amusement Places	\$ 458,986	\$ 468,242	\$ 291,536	N/A	N/A	469,576	291,536	589,549	2,347,881	5

*Beer, wine and liquor license

Tourism Tax Increments										
Restaurants, Lunchrooms, Deli (w/o BWL*)	8,556,346	8,120,947	7,055,303	N/A	N/A	8,089,173	7,055,303	8,556,346	40,445,864	5
Hotels, Motels Selling Food (w/ BWL*)	3,613,337	3,688,920	3,255,663	N/A	N/A	3,820,936	3,255,663	4,323,557	19,104,682	5
Restaurants and Nite Clubs (w/ BWL*)	5,713,572	5,657,982	4,825,363	N/A	N/A	5,754,042	4,825,363	6,357,850	28,770,212	5
General Merchandise	646,327	467,284	587,830	N/A	N/A	544,315	467,284	646,327	2,721,575	5
Automobile, Bus and Truck Rentals	3,607,046	4,812,639	4,449,259	N/A	N/A	4,190,413	3,607,046	4,812,639	20,952,065	5
Airlines-Commercial	13,502	10,867	10,877	N/A	N/A	9,276	4,416	13,502	46,379	5
Hotels, Motels, Apartments, Cottages	7,744,856	7,795,805	5,280,977	N/A	N/A	7,969,154	5,280,977	10,098,231	39,845,772	5
Recreation and Amusement Places	229,493	234,121	145,768	N/A	N/A	234,788	145,768	294,774	1,173,940	5

*Beer, wine and liquor license



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	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Sep-10	Oct-10	Nov-10	Dec-10		Average	Minimum	Maximum	Total	Periods
Total Jobs (not seasonally adjusted, last two months preliminary)										
Arts, entertainment, and recreation										
Maryland	41,900	37,400	35,000	N/A	N/A	41,900	35,000	48,200	N/A	5
United States	2,001,400	1,855,800	1,750,900	1,762,600	1%	1,960,367	1,750,900	2,220,800	N/A	6
Accommodation										
Maryland	25,100	23,300	22,400	N/A	N/A	24,800	22,400	26,700	N/A	5
United States	1,799,300	1,744,100	1,702,300	1,695,700	0%	1,792,583	1,695,700	1,909,300	N/A	6
Food Services and Drinking Places										
Maryland	183,800	177,600	173,900	N/A	N/A	184,040	173,900	192,900	N/A	5
United States	9,590,300	9,527,900	9,476,700	9,452,400	0%	9,565,400	9,452,400	9,688,100	N/A	6



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	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Sep-10	Oct-10	Nov-10	Dec-10		Average	Minimum	Maximum	Total	Periods
MARYLAND FILM OFFICE										
Unique Web Users- MFO Web Site	7,875	8,929	7,565	N/A	N/A	8,103	7,565	8,929	40,513	5
PRODUCTION ACTIVITY										
Feature Films										
Number of Productions	0	0	0	2	N/A	0	0	2	N/A (Note)	6
Estimated Direct Expenditures (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	6
Film Days (Film)	0	0	0	0	N/A	0	0	0	0	6
Television										
Number of Productions (Television)	0	0	0	1	N/A	0	0	1	N/A (Note)	6
Estimated Direct Expenditures (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	6
Film Days (Television)	0	0	0	0	N/A	0	0	0	0	6
Other										
Number of Productions (Other)	5	0	3	2	-33%	3	0	5	17	6
Estimated Direct Expenditures (\$)	\$774,100	\$0	\$81,575	\$2,415,000	2860%	1,205,638	0	3,665,654	7,233,829	6

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	8,092	9,551	8,230	N/A	N/A	9,076	8,092	10,002	45,382	5

	FY06	FY07	FY08	FY09	FY10	FY11
GRANTS to Organizations						
Number	313	323	354	330	327	234
Total Value (\$)	\$7,401,406	\$9,945,616	\$10,637,893	\$9,713,937	\$9,421,443	\$8,885,325
GRANTS - Community Arts Development						
Number	29	28	28	31	24	24
Total Value (\$)	\$1,888,831	\$2,344,857	\$2,439,843	\$2,392,098	\$2,138,133	\$2,138,137
GRANTS to Individuals						
Number	N/A	N/A	N/A	106	97	
Total Value (\$)	N/A	N/A	N/A	\$251,000	\$247,000	



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
DIVISION OF MARKETING AND COMMUNICATIONS

Reporting Period: December, 2010

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Sep-10	Oct-10	Nov-10	Dec-10		Average	Minimum	Maximum	Total	Periods
PUBLIC RELATIONS										
\$ value of media coverage in-state (Proactive)	80,639	77,000	32,961	46,967	42%	52,558	32,706	80,639	315,348	6
\$ value of media coverage national/trade	71,230	20,000	52,479	63,554	21%	41,253	8,339	71,230	247,518	6
# of publication DBED mentioned-positive	87	58	36	44	22%	49	26	87	291	6
# of media assists (Inclusion) DBED (Reactive)	23	24	19	21	11%	18	8	24	108	6
# of proactive stories	91	61	47	42	-11%	49	15	91	294	6
INTERACTIVE / WEB										
CHOOSEMARYLAND										
Total visits	80,065	75,680	78,104	75,200	-4%	72,758	50,467	80,065	75,200	6
Unique website visitors	39,843	38,150	37,708	35,400	-6%	34,975	20,357	39,843	209,851	6
Time spent on site	3	4	10	3	-70%	4	3	10	4	6
Page views per person	7.0	8.0	7.0	4.0	-43%	6.8	4.0	8.0	41	6
Total database contacts	12,500	15,093	16,000	16,490	3%	14,153	12,271	16,490	84,917	6
TWITTER										
Number of tweets	122	170	175	149	-15%	143	116	175	859	6
Number of followers	105	92	107	95	-11%	83	35	107	497	6
FACEBOOK										
Number of new fans	124	154	75	70	-7%	104	47	154	622	6
YOUTUBE										
Number of videos watched	248	275	209	413	98%	313	209	413	1,877	6
BLOG VISITORS										
CyberMaryland Blog	430	319	344	369	7%	486	319	833	2,916	6
Call To Action - website feedback										
Number of comments	13	14	18	33	83%	21	13	33	123	6
Number of sign-ups for Pulses	13	15	13	42	223%	21	13	42	126	6
Number of joins	12	N/A	91	32	-65%	31	10	91	156	5
OUTREACH- OFFICE OF THE SECRETARY										
# of Events	20	13	7	5	-29%	11	5	20	65	6
# of People Reached/Attendees	2,663	2,280	885	1,120	27%	1,373	575	2,663	8,236	6



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
DIVISION OF MARKETING AND COMMUNICATIONS

Reporting Period: December, 2010

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Sep-10	Oct-10	Nov-10	Dec-10		Average	Minimum	Maximum	Total	Periods
CREATIVE SERVICES AND EVENTS										
TRADESHOWS / EXHIBITIONS										
# of Events	3	8	3	3	0%	3	0	8	19	6
# of Attendees	525	8,975	2,750	550	-80%	2,500	0	8,975	15,000	6
ADVERTISING										
# of advertising impressions	1,750,000	779,000	2,193,000	1,611,000	-27%	1,071,462	12,500	2,193,000	6,428,770	6
# of placements	9	23	40	0	-100%	15	0	40	88	6
GRAPHICS										
# of Business Information Projects	20	11	16	14	-13%	16	11	20	95	6
\$ value of Creative Projects	33,975	12,510	14,930	33,485	124%	27,090	12,510	51,225	162,540	6
RESEARCH / INFORMATION RESOURCES										
Internal Research Requests	14	17	27	25	-7%	21	14	27	123	6
External Communications Requests	11	11	10	10	0%	10	8	11	58	6
Economic Impact Analyses*	0	3	1	1	0%	2	0	8	14	6
Partnerships*	2	1	2	2	0%	3	1	6	16	6
<i>*EIA are projects we do; and partnerships are interaction w/partners not providing a product.</i>										
LEVERAGE DOLLARS										
\$ value of partner contributions	0	0	0	N/A	N/A	2,000	0	8,000	8,000	4
MEDIA VALUE										
- Cost	\$ 96,045	\$ 20,000	\$ 18,600	\$ 10,000	-46%	\$ 27,274	\$ -	\$ 96,045	\$ 163,645	6
- Leveraged Dollars	\$ 78,060	\$ 70,000	\$ 48,400	\$ -	-100%	\$ 33,910	\$ -	\$ 78,060	\$ 203,460	6
- Total Value	\$ 174,105	\$ 90,000	\$ 67,000	\$ -	-100%	\$ 59,518	\$ -	\$ 174,105	\$ 357,105	6



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
MARYLAND BIOTECHNOLOGY CENTER

Reporting Period: December, 2010

	MONTHLY REPORTING PERIODS+				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Sep-10	Oct-10	Nov-10	Dec-10		Average	Minimum	Maximum	Total	Periods
BIOENTREPRENEUR RESOURCE PROGRAM										
COMPANIES RECEIVING ASSISTANCE										
-Baltimore	6	19	8	4	-50%	9	2	19	52	6
-Rockville	8	7	3	7	133%	8	1	22	48	6
-MBC Visits to Companies	7	4	0	0	N/A	2	0	7	13	6
Total	21	30	11	11	0%	19	4	36	113	6
TECHNICAL ASSISTANCE SERVICES PROVIDED										
-Business Plan Development	3	4	1	1	0%	2	1	4	13	6
-Grant Programs (MBC, TEDCO, MIPS)	1	0	0	0	N/A	0	0	1	2	6
-Financing	0	0	0	0	N/A	0	0	1	1	6
-Training Programs (PWQ, ActiVate)	0	0	0	0	N/A	0	0	0	0	6
DATABASE USE										
-Number of Companies	11	14	10	9	-10%	13	1	31	76	6
-Number of Individuals	11	14	10	11	10%	13	1	31	78	6
-Number of Downloads (DataMonitor)	67	113	45	27	-40%	64	27	113	319	5
-Value (DataMonitor)	\$ 279,857.00	\$ 430,026.00	\$ 206,147.00	126,902	-38%	\$ 259,025	\$ 126,902	\$ 430,026	\$ 1,295,123	5
-Cost (DataMonitor)	\$ 2,042.00	\$ 2,042.00	\$ 2,042.00	2,042	0%	\$ 2,042	\$ 2,042	\$ 2,042	\$ 10,210	5
COMPANIES IN THE MBC BIODIRECTORY										
Venture Valuation Database	N/A	627	627	627	0%	625	620	627	2,501	4
Contacts - Card Exchange	137	123	109	364	234%	168	106	364	839	5
BIOTECHNOLOGY DEVELOPMENT PROGRAM^										
BIOTECHNOLOGY COMMERCIALIZATION GRANTS										
Number of Applicants	20	0	0	0	N/A	3	0	20	20	6
Companies/Organizations Received Grants	0	0	0	4	N/A	1	0	4	4	6
Value	0	\$ -	\$ -	800,000	N/A	\$ 133,333	\$ -	\$ 800,000	\$ 800,000	6
Private/Public \$ Leveraged	0	\$ -	\$ -	0	N/A	\$ -	\$ -	\$ -	\$ -	6
BIOTECHNOLOGY TRANSLATIONAL RESEARCH GRANTS										
Number of Applicants	18	0	0	0	N/A	3	0	18	20	6
Companies/Organizations Received Grants	0	0	0	4	N/A	1	0	4	4	6
Value	0	\$ -	\$ -	794,205	N/A	\$ 132,368	\$ -	\$ 794,205	\$ 794,205	6
Private/Public \$ Leveraged	0	\$ -	\$ -	0	N/A	\$ -	\$ -	\$ -	\$ -	6
INSTITUTIONAL SHARED RESOURCE FACILITY GRANTS										
Number of Applicants	1	0	0	0	N/A	0	0	1	1	6
Companies/Organizations Received Grants	0	0	0	0	N/A	0	0	0	0	6
Value	0	\$ -	\$ -	0	N/A	\$ -	\$ -	\$ -	\$ -	6
Private/Public \$ Leveraged	0	\$ -	\$ -	0	N/A	\$ -	\$ -	\$ -	\$ -	6
FINANCING PROGRAMS										
BIOTECH TAX CREDIT*										
-Companies Benefitting	N/A	8	2	5	150%	8	2	17	32	4
-Investors Applying	N/A	11	35	6	-83%	55	6	166	218	4
-Investors Receiving	N/A	28	9	24	167%	46	9	124	185	4
-Value	N/A	907,500	342,500	1,237,500	261%	\$ 2,637,102	\$ 342,500	\$ 8,060,906	\$ 10,548,406	4
-Leveraged Investment	N/A	1,815,000	685,000	2,475,000	261%	\$ 5,651,662	\$ 685,000	\$ 17,631,646	\$ 22,606,646	4
MARKETING AND OUTREACH ACTIVITY										
WEBSITE ANALYTICS										



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
MARYLAND BIOTECHNOLOGY CENTER

Reporting Period: December, 2010

	MONTHLY REPORTING PERIODS+				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Sep-10	Oct-10	Nov-10	Dec-10		Average	Minimum	Maximum	Total	Periods
-Visits	7,704	7,778	6,942	6,478	-7%	7,475	6,478	8,471	37,373	5
-Unique Visitors	4,908	5,347	4,982	4,643	-7%	5,140	4,643	5,818	25,698	5
-Page Views	15,317	13,708	13,380	11,599	-13%	14,111	11,599	16,552	70,556	5
-Pages Per Visit	2	2	2	2	-7%	2	2	2	9	5
-Average Time on Site (minutes)	0:02:04	0:01:53	0:02:09	0:01:42	-21%	0:01:58	0:01:42	0:02:09	0:09:48	5
MARKETING										
MBC Events - Lead	0	0	0	0	N/A	0	0	0	0	6
-Number of Participants	0	0	0	0	N/A	0	0	0	0	6
MBC Speaking Engagements	0	1	3	3	0%	1	0	3	7	6
-Number of Participants	0	0	215	175	-19%	65	0	215	390	6
Trade Show Participation	0	0	1	0	-100%	0	0	1	1	6
-Number of Participants	0	0	375	0	-100%	63	0	375	375	6
Center Sponsored Events	1	1	1	0	-100%	1	0	1	4	6
-Number of Participants	100	0	225	0	-100%	160	0	635	960	6
WORKFORCE DEVELOPMENT ACTIVITY										
INTERNSHIP PLACEMENT GRANTS**										
-Companies Applying	0	0	0	0	N/A	0	0	1	1	6
-Companies Received Internship Grants	0	0	0	0	N/A	0	0	1	1	6
-Number of Interns Employed	0	0	0	0	N/A	1	0	4	4	6
-Value	0	\$ -	\$ -	0	N/A	\$ 417	\$ -	\$ 2,500	\$ 2,500	6

+Data from prior to FY2011 does not come from Siebel.

^The June 2010 grants were actually inputted into Siebel in July 2010. To avoid double counting, the July 2010 data was deleted from the StateStat template.

*The Biotech Tax Credit section is manually tallied by MBC.

**The July 2010 Internship Placement Grants were manually tallied by MBC.



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
MARYLAND AND US ECONOMIC INDICATORS

Reporting Period: December, 2010

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Sep-10	Oct-10	Nov-10	Dec-10		Average	Minimum	Maximum	Total	Periods
LEADING MARKET INDICATORS										
LABOR FORCE (thousands)										
Maryland	2,956	2,964	2,973	N/A	N/A	2,958	2,948	2,973	N/A	5
United States	154,158	153,904	153,950	153,690	0%	153,895	153,560	154,158	N/A	6
EMPLOYMENT (thousands)										
Maryland	2,735	2,745	2,753	N/A	N/A	2,741	2,732	2,753	N/A	5
United States	139,391	139,061	138,909	139,206	0%	139,130	138,909	139,391	N/A	6
UNEMPLOYMENT RATE (%)										
Maryland	7.5%	7.4%	7.4%	N/A	N/A	7.3%	7.1%	7.5%	N/A	5
United States	9.6%	9.6%	9.8%	9.4%	-4%	9.6%	9.4%	9.8%	N/A	6
INITIAL CLAIMS FOR UNEMPLOYMENT (thousands)										
Maryland	33,434	29,825	29,692	N/A	N/A	31,482	29,692	33,434	N/A	5
United States	1,973,044	1,845,545	1,926,138	N/A	N/A	1,967,488	1,845,545	2,141,772	N/A	5
BUSINESS AND CONSUMER MARKETS										
BWI TRAFFIC										
BWI Cargo (Metric Tons)	8,690	N/A	N/A	N/A	N/A	8,640	8,502	8,728	25,920	3
BWI Commercial Passengers (Millions)	1,738,950	N/A	N/A	N/A	N/A	2,005,864	1,738,950	2,170,517	6,017,592	3
ELECTRICITY (# units)										
Electric Meters Installed, Commercial Maryland	N/A	N/A	N/A	N/A	N/A	N/A	0	0	0	0
Electric Meters Installed, Residential Maryland	N/A	N/A	N/A	N/A	N/A	N/A	0	0	0	0
Electricity Sales, Commercial (Millions of MWh) Maryland	N/A	N/A	N/A	N/A	N/A	N/A	0	0	0	0
Electricity Sales, Residential (Millions of MWh) Maryland	N/A	N/A	N/A	N/A	N/A	N/A	0	0	0	0
HOME SALES (# units)										
Maryland	4,068	3,701	3,595	4,169	16%	4,029	3,595	4,337	24,173	6
United States	379	359	353	N/A	N/A	379	353	414	1,894	5
RESIDENTIAL BUILDING PERMITS (# units)										
Maryland	733	676	694	N/A	N/A	899	676	1,265	4,494	5
United States	47,099	44,043	39,638	N/A	N/A	46,878	39,638	53,191	234,391	5
AUTOMOBILE SALES (# units)										
Maryland	24,520	22,003	20,551	N/A	N/A	22,744	20,551	24,520	113,722	5
United States (in Thousands)	995	1,036	1,037	N/A	N/A	1,004	971	1,037	5,020	5



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
MARYLAND AND US ECONOMIC INDICATORS

Reporting Period: December, 2010

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Sep-10	Oct-10	Nov-10	Dec-10		Average	Minimum	Maximum	Total	Periods
JOBS BY INDUSTRY SECTOR (in thousands)										
TOTAL NON-AGRICULTURAL EMPLOYMENT										
Maryland	2,527	2,531	2,531	N/A	N/A	2,529	2,524	2,531	N/A	5
United States	130,201	130,462	130,609	130,712	0%	130,443	130,201	130,712	N/A	6
CONSTRUCTION NATURAL RESOURCES & MINING										
Maryland	151	149	150	N/A	N/A	150	149	152	N/A	5
United States	6,349	6,380	6,383	6,371	0%	6,360	6,325	6,383	N/A	6
MANUFACTURING										
Maryland	111	112	111	N/A	N/A	112	111	113	N/A	5
United States	11,670	11,669	11,660	11,670	0%	11,676	11,660	11,706	N/A	6
TRADE, TRANSPORTATION AND UTILITIES										
Maryland	432	437	441	N/A	N/A	437	432	441	N/A	5
United States	24,785	24,843	24,849	24,880	0%	24,813	24,757	24,880	N/A	6
INFORMATION										
Maryland	45	45	45	N/A	N/A	45	45	45	N/A	5
United States	2,711	2,715	2,715	2,711	0%	2,714	2,711	2,715	N/A	6
FINANCIAL ACTIVITIES										
Maryland	137	138	137	N/A	N/A	137	136	138	N/A	5
United States	7,577	7,575	7,581	7,585	0%	7,579	7,575	7,585	N/A	6
PROFESSIONAL AND BUSINESS SERVICES										
Maryland	394	395	394	N/A	N/A	392	389	395	N/A	5
United States	16,734	16,795	16,847	16,854	0%	16,773	16,694	16,854	N/A	6
EDUCATION AND HEALTH SERVICES										
Maryland	403	407	405	N/A	N/A	404	401	407	N/A	5
United States	19,611	19,674	19,728	19,772	0%	19,660	19,566	19,772	N/A	6
LEISURE AND HOSPITALITY										
Maryland	244	240	236	N/A	N/A	243	236	247	N/A	5
United States	13,169	13,169	13,184	13,231	0%	13,165	13,111	13,231	N/A	6
OTHER SERVICES										
Maryland	111	111	111	N/A	N/A	111	111	112	N/A	5
United States	5,364	5,402	5,393	5,379	0%	5,370	5,340	5,402	N/A	6
GOVERNMENT										
Maryland	500	498	501	N/A	N/A	498	495	501	N/A	5
United States	22,231	22,240	22,269	22,259	0%	22,334	22,231	22,562	N/A	6
AVERAGE WEEKLY HOURS- MANUFACTURING										
Maryland	40	41	41	N/A	N/A	41	40	41	N/A	5
United States	41	42	42	42	0%	41	41	42	N/A	6
AVERAGE WEEKLY EARNINGS- MANUFACTURING (\$)										
Maryland	810	836	837	N/A	N/A	819	799	837	N/A	5
United States	771	775	777	781	1%	771	756	781	N/A	6



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

Reporting Period: December, 2010

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Sep-10	Oct-10	Nov-10	Dec-10		Average	Minimum	Maximum	Total	Periods
NEW AND EXPANDING BUSINESSES										
Location Announcements-TOTAL	21	21	16	16	0%	20	16	27	121	6
New Locations	2	4	5	4	-20%	3	0	5	17	6
Expansions	19	17	11	12	9%	17	11	25	104	6
Total Capital Investment (Millions)	111	211	118	130	10%	154	29	322	921	6
Total New Jobs	418	179	382	145	-62%	354	80	918	2,122	6
NEW JOBS BY COUNTY										
Allegany	0	0	0	0	N/A	0	0	0	0	6
Anne Arundel	65	0	23	0	-100%	101	0	485	603	6
Baltimore City	32	25	0	0	N/A	11	0	32	67	6
Baltimore County	26	29	200	30	-85%	65	25	200	390	6
Calvert	0	0	0	0	N/A	0	0	0	0	6
Caroline	0	0	0	0	N/A	0	0	0	0	6
Carroll	0	0	0	0	N/A	0	0	0	0	6
Cecil	0	0	0	60	N/A	10	0	60	60	6
Charles	0	0	0	0	N/A	0	0	0	0	6
Dorchester	0	0	0	0	N/A	0	0	0	0	6
Frederick	0	0	25	0	-100%	4	0	25	25	6
Garrett	0	0	0	0	N/A	0	0	0	0	6
Harford	0	0	24	0	-100%	8	0	25	49	6
Howard	20	0	50	55	10%	38	0	100	225	6
Kent	0	0	0	0	N/A	0	0	0	0	6
Montgomery	0	75	0	0	N/A	13	0	75	77	6
Prince George's	0	0	60	0	-100%	10	0	60	60	6
Queen Anne's	0	0	0	0	N/A	0	0	0	0	6
Somerset	0	50	0	0	N/A	8	0	50	50	6
St. Mary's	0	0	0	0	N/A	0	0	0	0	6
Talbot	0	0	0	0	N/A	0	0	0	0	6
Washington	75	0	0	0	N/A	53	0	241	316	6
Wicomico	200	0	0	0	N/A	33	0	200	200	6
Worcester	0	0	0	0	N/A	0	0	0	0	6



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

Reporting Period: December, 2010

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Sep-10	Oct-10	Nov-10	Dec-10		Average	Minimum	Maximum	Total	Periods
NEW JOBS BY INDUSTRY										
Agriculture	0	0	0	60	N/A	10	0	60	60	6
Mining	0	0	25	0	-100%	4	0	25	25	6
Utilities	0	0	0	0	N/A	0	0	0	0	6
Construction	0	0	0	0	N/A	6	0	25	38	6
Manufacturing	116	25	60	30	-50%	56	0	116	333	6
Wholesale trade	0	0	0	15	N/A	3	0	15	15	6
Retail trade	0	0	0	0	N/A	0	0	0	0	6
Transportation and warehousing	0	0	0	0	N/A	33	0	200	200	6
Information	15	11	0	0	N/A	6	0	15	36	6
Finance and insurance	0	0	0	0	N/A	38	0	228	228	6
Real estate	0	0	0	0	N/A	0	0	0	0	6
Professional services	5	68	47	40	-15%	78	5	250	465	6
Management of companies	0	0	0	0	N/A	0	0	0	0	6
Administrative services	265	0	0	0	N/A	58	0	265	345	6
Educational services	17	0	0	0	N/A	3	0	17	17	6
Health care	0	0	200	0	-100%	33	0	200	200	6
Arts, entertainment and recreation	0	0	0	0	N/A	0	0	0	0	6
Accommodation and food services	0	75	0	0	N/A	18	0	75	110	6
Other services	0	0	50	0	-100%	8	0	50	50	6
Federal government	0	0	0	0	N/A	0	0	0	0	6
BRAC-RELATED JOBS										
BRAC-Related Jobs	65	0	0	0	N/A	33	0	110	200	6



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

Reporting Period: December, 2010

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Sep-10	Oct-10	Nov-10	Dec-10		Average	Minimum	Maximum	Total	Periods
CLOSING AND DOWNSIZING BUSINESSES										
Layoff Announcements-TOTAL	1	3	5	1	-80%	3	1	5	19	6
Closings	1	2	1	1	0%	2	1	3	10	6
Downsizings	0	1	4	0	-100%	2	0	4	9	6
IMPACTED JOBS										
Total Impacted Jobs	613	242	1,303	103	-92%	469	103	1,303	2,815	6
BY COUNTY										
Allegany	0	0	0	0	N/A	0	0	0	0	6
Anne Arundel	0	0	0	0	N/A	36	0	110	216	6
Baltimore City	613	0	0	0	N/A	110	0	613	657	6
Baltimore County	0	84	1,147	0	-100%	214	0	1,147	1,281	6
Calvert	0	0	0	0	N/A	0	0	0	0	6
Caroline	0	0	0	0	N/A	0	0	0	0	6
Carroll	0	0	0	0	N/A	0	0	0	0	6
Cecil	0	0	0	0	N/A	0	0	0	0	6
Charles	0	0	0	0	N/A	0	0	0	0	6
Dorchester	0	0	0	0	N/A	0	0	0	0	6
Frederick	0	0	56	0	-100%	16	0	56	96	6
Garrett	0	0	0	0	N/A	0	0	0	0	6
Harford	0	52	0	0	N/A	9	0	52	52	6
Howard	0	0	0	0	N/A	0	0	0	0	6
Kent	0	0	0	0	N/A	0	0	0	0	6
Montgomery	0	0	0	0	N/A	0	0	0	0	6
Prince George's	0	106	0	0	N/A	31	0	106	188	6
Queen Anne's	0	0	0	0	N/A	0	0	0	0	6
Somerset	0	0	0	103	N/A	17	0	103	103	6
St. Mary's	0	0	0	0	N/A	0	0	0	0	6
Talbot	0	0	0	0	N/A	0	0	0	0	6
Washington	0	0	0	0	N/A	20	0	63	122	6
Wicomico	0	0	0	0	N/A	0	0	0	0	6
Worcester	0	0	100	0	-100%	17	0	100	100	6
Multi-jurisdictional	0	0	0	0	N/A	0	0	0	0	6



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

Reporting Period: December, 2010

BY INDUSTRY	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2011 SUMMARY				
	Sep-10	Oct-10	Nov-10	Dec-10	From Last Mo	Average	Minimum	Maximum	Total	Periods
Agriculture	0	0	0	0	N/A	0	0	0	0	6
Mining	0	0	0	0	N/A	0	0	0	0	6
Utilities	0	0	0	0	N/A	0	0	0	0	6
Construction	0	0	0	0	N/A	0	0	0	0	6
Manufacturing	0	106	1,072	0	-100%	243	0	1,072	1,457	6
Wholesale trade	0	0	100	0	-100%	17	0	100	100	6
Retail trade	0	0	56	0	-100%	9	0	56	56	6
Transportation and warehousing	0	0	0	103	N/A	17	0	103	103	6
Information	0	52	0	0	N/A	19	0	59	111	6
Finance and insurance	0	0	0	0	N/A	15	0	90	90	6
Real estate	0	0	75	0	-100%	13	0	75	75	6
Professional services	0	0	0	0	N/A	0	0	0	0	6
Management of companies	0	0	0	0	N/A	7	0	44	44	6
Administrative services	0	84	0	0	N/A	28	0	84	166	6
Educational services	0	0	0	0	N/A	0	0	0	0	6
Health care	0	0	0	0	N/A	0	0	0	0	6
Arts, entertainment and recreation	0	0	0	0	N/A	0	0	0	0	6
Accommodation and food services	613	0	0	0	N/A	102	0	613	613	6
Other services	0	0	0	0	N/A	0	0	0	0	6
Federal government	0	0	0	0	N/A	0	0	0	0	6



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
 AGENCY WIDE OVERVIEW

Reporting Period: December, 2010

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2011 SUMMARY				
	Sep-10	Oct-10	Nov-10	Dec-10	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: December, 2010

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY					GOALS	
	Sep-10	Oct-10	Nov-10	Dec-10		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 2011 SUMMARY				
	Sep-10	Oct-10	Nov-10	Dec-10		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 2011 SUMMARY				
	Sep-10	Oct-10	Nov-10	Dec-10		Average	Minimum	Maximum	Total	Periods
BUSINESS ASSISTANCE COMPLETED BY COUNTY										
Allegheny	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 2011 SUMMARY				
	Sep-10	Oct-10	Nov-10	Dec-10		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 2011 SUMMARY				
	Sep-10	Oct-10	Nov-10	Dec-10		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